



The Nation Prope

SAMUI HOMES

Dhevatarara ups the ante

■ *Itthi C Tan*
The Nation

SOME THINGS happen by sheer luck and great timing. For British entrepreneur Neil Helliwell, his becoming one of Koh Samui's more outstanding developers was pretty much an afterthought.

Spotting value in the island's relatively unspoilt landscape five years ago, he started buying parcels of



DHEVATARARA COVE offers exotic Thai-style villas.

Dhevatarara Cove

Product type: Koh Samui beach villas

Developer: Dhevatarara Properties

Location: Lipa Noi, near Taling Ngam, Koh Samui

Total number of villas: 6

Price of units:

Bt72.6 million - Bt108 million

Size of sub-divisions: From 1 rai

Built-up area:

857-1,058 square metres

Total land area of estate: 9 rai

Monthly maintenance fees:

About Bt20,000 per villa

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beachfront property, said Steve Owen, his associate and friend of 15 years.

"When he collected about 200 rai, he decided to build homes for people like himself, who wanted a villa in a tropical paradise," Owen recalls.

As a result, Helliwell formed Dhevatarara Properties and recently launched two projects on the island.

The first is on Lipa Noi, near Taling Ngam on the western coast and the other lies along the northern coast at Bophut. They are called

"Dhevatarara Cove", a 6-villa project on a 9-rai estate, and "Dhevatarara residences" respectively.

"When Helliwell bought his Samui villa, he spent US\$1.2 million (Bt49 million), then the highest on the island. The most recent record was \$1.8 million," says business development manager Mark Vinton. "To up the ante, our top-end Cove villa is selling for Bt108 million or \$2.6 million," he says.

■ **More on Dhevatarara on 9B**

Resort Homes

SAMUI RESIDENCES

Dhevatarara builds on prime spots

Luxury villas in Bophut selling from Bt42 million

■ Itthi C Tan
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KOH SAMUI developer Dhevatarara Properties has recently launched two projects on the island. The first is on Lipa Noi, near Taling Ngam on the westcoast. The second is on Bophut in the north.

The first site named "Dhevatarara Cove" is an exclusive 6-villa project on a 9-rai estate.

The gated community, currently under construction, has land plots of over 1 rai and they sell from Bt72.6 million to Bt108 million.

The other project called "Dhevatarara Residences" has eight homes and is built on a 5-rai estate.

The built-up areas of the units are between 430 to 500 square metres. Prices start from Bt42 million with the largest unit covering 1,120 square metres commanding a price tag of Bt68 million.

Dhevatarara Properties is the brainchild of British entrepreneur Neil Helliwell, a Nottingham-born businessman with projects in the Middle-East, Russia and East Africa.

Stephen Owen, the owner representative of Dhevatarara, said Helliwell started coming to Samui about five years ago. He was so impressed by the island's natural beauty that he started collecting land parcels and formed what is now a company that specialises in building tropical enclaves for the money classes.

"One of Helliwell's frustrations was finding how hard and complicated it was for foreigners to buy Thai properties," Owen recalls.

As a result, before launching the current projects, he has prepared all the legal paperwork that makes it easy for overseas buyers to understand the terms and regulations pertaining to their purchases.

Samui Villas & Homes, run by realty veteran John Birt will manage the newly launched properties. Its legal paperwork is supported by Johnson, Stokes & Masters.

For buyers who buy the properties for investment, Samui Homes & Villas will rent the villas and offer them rental income.

Under this arrangement, the management firm will absorb the



Bt20,000 monthly maintenance bill, said Vinton.

Buyers who don't want to rent will have to pay the fees.

Dhevatarara's Bangkok office is located on the 11th floor of CRC Tower at All Seasons Place on Wireless Road.

The second project on Bophut, offers villas as well as three-storey homes offering spectacular seafront vistas, says Mark Vinton, Dhevatarara's business development manager.

This five-rai gated community will offer eight villas priced from Bt42 million to Bt67 million.

Overseas responses have been positive, says Owen.

At a recent property exhibition in Hong Kong, Owen said many of its potential buyers are between the ages of 30 and 60 and were a mix of British, Chinese and other European expatriates.



LANDSCAPED GROUNDS surround the villas.

Dhevatarara Residences

Product type: Resort housing
Developer: Dhevatarara Properties
Location: Bophut, Koh Samui
Total number of villas: 8
Price of units: Bt42 million - Bt68 million
Size of sub-divisions: From 200 square wah
Built-up area: 430-502 square metres
Total land area of estate: 5 rai
Monthly maintenance fees: About Bt20,000 per villa
Contact number: (02) 654-3484
Fax: (02) 654-3534



DHEVATARA OFFERS Thai-style villas along prime beachfronts.



ONE OF DHEVATARA'S exclusive estates in Koh Samui.