

## Pueblo Acantilado - the Collaborators



### Kasâmia

Kasâmia is a global luxury lifestyle brand founded in 2005 in direct response to a growing demand from property developers for professional, and above all innovative, management partners for hospitality projects. Kasâmia's expertise in tourism and hospitality is invaluable to the real estate sector and the company works alongside architects and interior designers to make sure that the finished product is appealing to even the most demanding end user.

Kasâmia's objective is to revolutionise the residence hotel market and make it exciting and enticing to both investors and overnight guests alike. Competitive pricing, stylish interior designs, five star facilities and services plus larger square metre sizes than hotel rooms are just some of Kasâmia's standard ingredients.

Kasâmia has developed an unrivalled distribution network, both online and on the high street, to maximise occupancy rates, offers an extremely favourable revenue split with suite owners and routinely reinvests 4% of annual sales back into maintaining and preserving the asset.

Kasâmia's sales teams are represented in all major markets across the world providing a direct insight into demand thus enabling Kasâmia to rapidly respond and adapt its sales packages accordingly.

Kasâmia is expanding globally and already boasts 12 residences in development located in Europe, Asia and America with another seven sites currently under consideration. Kasâmia aims to open 50 residences over the next five years in prime resort destinations and major city centres, preserving the same principles of excellence in terms of site selection, design and services.





## Duchy Estates

Duchy Estates, established on the Costa del Sol at the turn of the 21st century, takes pride in being a local agent with extensive local knowledge and offices at the heart of local communities. As a family-run business Duchy Estates is protective over its customers and no one is forced into parting with their cash on a property that falls short of their requirements. Duchy Estates refuses to sell on developments with licensing issues or those being built by unprincipled developers and every client is handled with the utmost care.

With a professional yet friendly manner, Duchy Estates guides its customers through the process from start to finish, and beyond. They can recommend independent specialists from lawyers and financial advisers to foreign exchange companies and also offer an extensive bilingual Aftersales service assisting with such matters as utility connections, snagging reports and furnishings.

Whilst initially established to serve the Costa del Sol property market, Duchy Estates is aware that the world of property is constantly changing and shifting so likes to keep an eye on the bigger picture. Being careful not to leap on any emerging market bandwagon, Duchy Estates has instead listened to the tastes and demands of its customers and sensibly attached another few strings to its bow to cater to them.

Duchy Estates now collaborates with Kampa, a leading German housebuilder who has brought its standards of quality and environmental awareness to Andalucia and of course with Kasâmia, the upmarket Suites Hotel company which provides apartment owners with a strong investment as well as wonderful place in which to holiday. Kasâmia product is also SIPPS ready which widens its appeal.

Duchy Estates will continue to explore new opportunities and remain one step ahead for the benefit of its customers.

