

Thailand

CAPABILITIES
OVERVIEW





Creating the real estate solutions of tomorrow

At CBRE, we create real estate solutions for tomorrow, so businesses and people thrive. We do this through leading perspectives by our experienced professionals who are global in scale but local in implementation.

Our mission is to ensure that our professionals are always fully equipped to better serve you, our valued client. Clients' satisfaction and delight are our foremost priorities. We think creatively but act pragmatically, and collaborate across markets and service lines, when necessary, to bring you the best-in-class real estate solutions.

Leading Perspectives

With the strength of more than 650 research professionals in over 100 countries worldwide, CBRE offers our clients timely, multifaceted market intelligence to equip you with information to make long-term decisions that will place your business at a profitable position.

We do this by integrating macro-economic analysis with local intelligence, and our recommendations are supported by both quantitative data and qualitative findings, which form the bedrocks to building advantage in real estate.

GLOBALLY
650
RESEARCH PROFESSIONALS
IN OVER
100
COUNTRIES



Global Scale

CBRE Group, Inc., a Fortune 500 and S&P 500 company headquartered in Dallas, is the world’s largest commercial real estate services and investment firm, generating an annual revenue of US\$30.8 billion in 2022.

With a presence in more than 100 countries and the strength of more than 115,000 dedicated real estate professionals operating out of 530 offices globally, we have broader and deeper capabilities than any other real estate provider. We offer befitting solutions to overcome your most complex real estate challenges, providing to you exceptional outcomes.

SERVES OVER
90%
OF THE FORTUNE 100

Global

85K+
Sales & Leasing Transactions*

USD455.2B
Total Value*

667K+
Valuation and Advisory
Assignments*

7.3B SQ.FT
Property and Facilities
under Management*

Asia Pacific

56K+
Sales & Leasing Transactions*

USD55.9B
Total Value*

346K+
Valuation and Advisory
Assignments*

1B SQ.FT
Property and Facilities
under Management*

* As of 2022 in US Dollar

Experienced Professionals

Our unrivaled global footprint ensures that we have a strong talent pool with the required expertise across industries, sectors, and locations that matter most to clients.

We leverage our extensive global network as well as local market insights, specialized expertise, and premier tools and resources to offer an unprecedented scope of services to institutional, corporate, public, and private clients.

Our broad range of integrated services include facilities, transaction and project management, property management, investment management, appraisal and valuation, property leasing, strategic consulting, property sales, mortgage services, and development services.

100K

PROFESSIONALS GLOBALLY

1,300+

PROFESSIONALS IN
THAILAND



CBRE Thailand

CBRE was the first international real estate consultant firm to be established in Bangkok, Thailand. Since opening in June 1988, CBRE has grown to be the market leader in real estate services in Thailand. With our continued expansion, CBRE opened a Phuket office in 2004. We now have more than 1,300 property professionals serving our clients nationwide.

AWARDS & ACHIEVEMENTS

Included on the Fortune 500 since 2008, ranking #126 in 2022

One of Fortune's "World's Most Admired Companies" for thirteen years in a row

Won RICS Awards Southeast Asia's Valuation Team of the Year in 2020

Voted Thailand's Top Agency/Letting for six years and Thailand's Top Research for four years by Euromoney Real Estate Awards

Won World's Best Real Estate Agency in 2015 and World's Best Commercial Real Estate Website for www.cbre.co.th in 2009 from International Property Awards

Awarded Best Real Estate Agency in Thailand for eleven years and Best Property Consultancy in Thailand for eight years by International Property Awards

Awarded Best Real Estate Agency Website in Thailand for nine years by International Property Awards

Won Thailand Customer Value Leadership Award 2021 in Facilities Management from Frost & Sullivan Excellence Awards

Named One of Thailand's Best Companies to Work for in 2022

Services At-a-glance

Advisory Services

- Residential Sales - Project
- Residential Sales - Ad Hoc
- Phuket Property Sales
- Residential Leasing
- Office
- Workplace Strategy
- Retail
- Industrial & Logistics
- Investment & Land
- Capital Markets & Advisory
- CBRE Hotels
- Transaction Management
- Research & Consulting
- Valuation & Advisory
- Property Management

Global Workplace Solutions

- Facilities Management
- Project Management

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AWARDS IN THAILAND

Residential Sales Project

CBRE Residential Sales team provides integrated and bespoke services to developers on residential project marketing, design and development consultancy, launches of luxury and super luxury residential projects, and sales management. With our in-depth market knowledge, customer obsession, and a strong and proven track record in project marketing and sales, we have been - and continue to be - appointed to market over 200 of the most successful housing and condominium developments in Thailand. Our experience in the Thai residential market is second to none.

280

RESIDENTIAL PROJECTS REPRESENTED

70+

MARKETING & SALES
PROFESSIONALS

62

HOUSING
PROJECTS REPRESENTED

172

CONDOMINIUM
PROJECTS REPRESENTED

53

RESORT
PROJECTS REPRESENTED

207+

BILLION BAHT

THB TOTAL SALES VALUE

200,000+

CLIENTS IN DATABASE



Residential Sales Ad Hoc

CBRE Residential Sales - Ad Hoc team offers a complete one-stop service and consultancy for sales of local and international properties. With a strong track record in high-end properties and an extensive database of upscale residential property listings, the team specializes in marketing resale properties for some of the most successful housing, condominiums, and villa projects in Thailand and overseas properties in Japan, United States, Maldives, Singapore, and Australia.

2.8 BILLION BAHT
TRANSACTION VALUE IN 2021 - 2022

12
SALES
PROFESSIONALS

446
MILLION BAHT
FOR THE TRANSACTION
VALUE OF HOUSES

10,000+
PROPERTY LISTINGS IN
BANGKOK PRIME LOCATIONS

Resort Property Sales Investment & Resort Land

Our Resort Property Sales and Investment & Resort Land teams offer you personalised services and consultancy for luxury properties in Phuket and Southern Thailand including Phang-Nga and Krabi - home to one some of the world's best resort locations, from luxury tropical villas, beachfront condominiums to acquisition of development sites.

EXPERT

IN LUXURY PROPERTIES IN PHUKET AND SOUTHERN THAILAND INCLUDING PHANG-NGA AND KRABI

346 MILLION BAHT

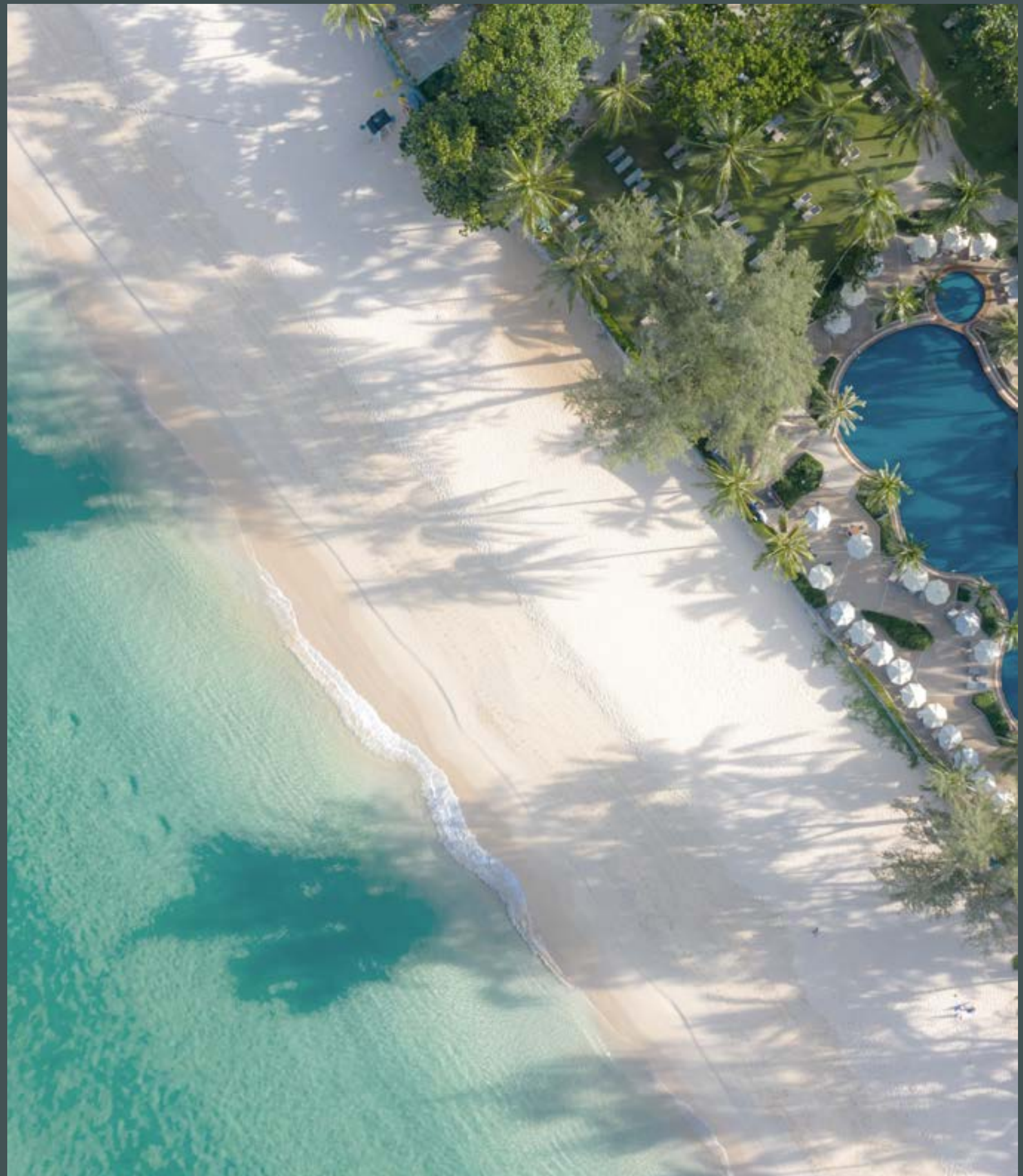
TRANSACTION VALUE IN Q1 2023

1,550+ MILLION BAHT

TRANSACTION VALUE IN 2021

3,000+

PROPERTY LISTINGS INCLUDING CONDOS, VILLAS AND LAND IN PHUKET



Residential Leasing

Offering a broad range of flexible and comprehensive leasing solutions, our Residential Leasing Services team is a “one-stop-shop” service provider to new expats, corporates, embassies and individuals with market orientation guide, property inspection, and tenant management from the beginning to the move in stage.

50+

APARTMENT PROJECTS REPRESENTED

3,500+

TRANSACTIONS

575 MILLION BAHT

TOTAL LEASE VALUE

130,000+

CLIENTS IN DATABASE

Office

CBRE's Office team offers both landlord and tenant representatives fully integrated office services to meet your objectives ranging from finding a new office, office relocation, office renewal to workplace consultancy through our best local capabilities and global world-class expertise.

2.8+ MILLION SQ.M.
IN LANDLORD REPRESENTATION

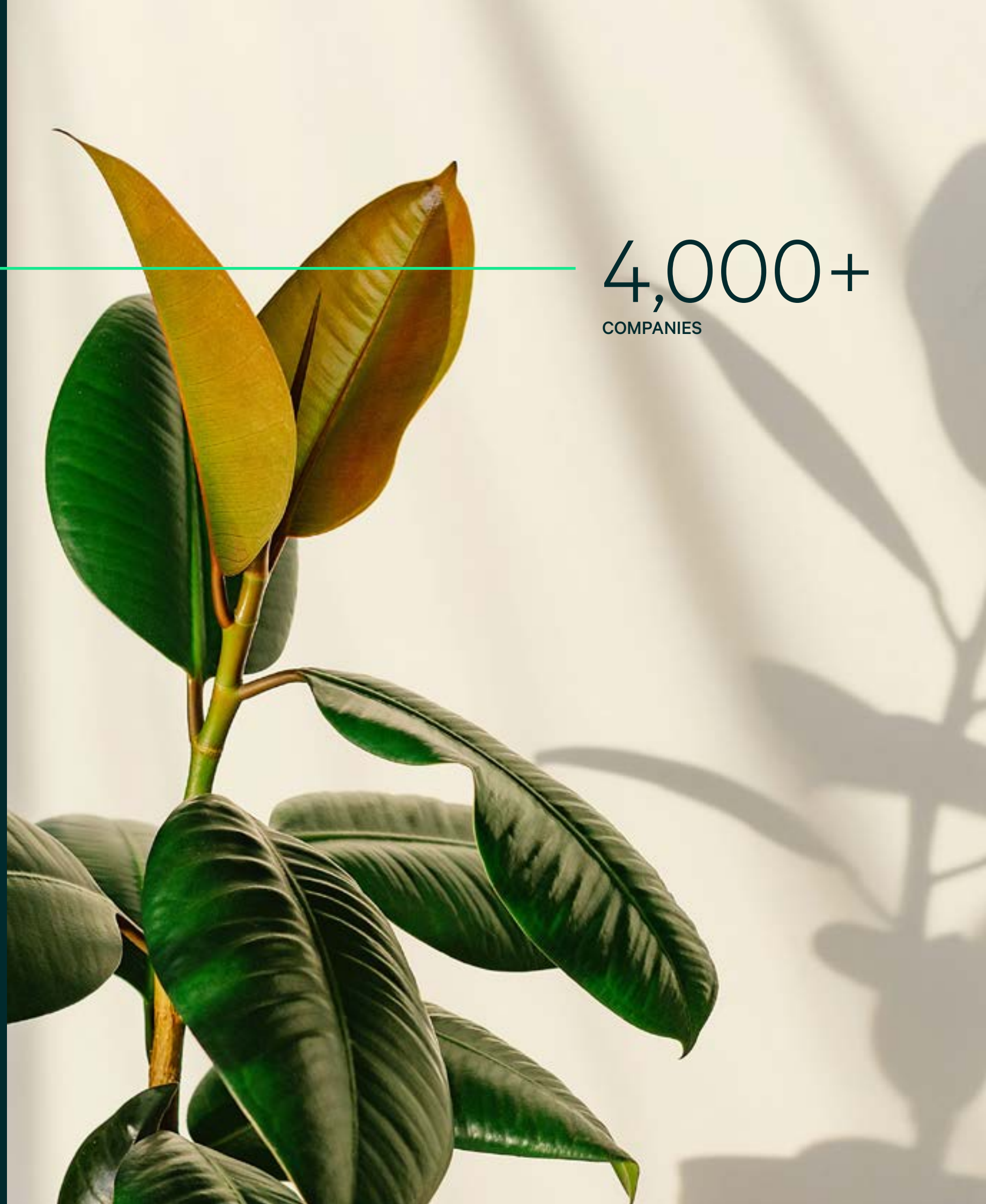
3.5 MILLION SQ.M.
IN TENANT CONSULTANCY

4,000+
COMPANIES

Workplace Strategy

With expertise in Workplace Strategy, Occupancy Planning, and Change Management, CBRE's Workplace Strategy team help clients identify opportunities to reduce and/or maximize cost efficiency, manage their resources, improve employee engagement, and optimize their office space to create work environments that are strategic business tools.

20%
AVERAGE REDUCTION
IN OCCUPANCY COSTS





150+
PROJECTS LEASED

Retail

Our Retail Team leverages a combination of integrated solutions and unique insight that deliver successful outcomes for retailers, restaurateurs, investors, landlords, owners and developers. Globally connected with the best retail brands and companies, the team collaborates across geographic borders and provides a complete spectrum of services for our clients.

1,000+
LOCAL AND INTERNATIONAL
BRANDS WITH WHOM WE HAVE WORKED

80+
PROJECTS CONSULTED

200+
RETAIL SPECIALISTS IN
OUR APAC RETAIL NETWORK

Industrial & Logistics

Our Industrial and Logistics team understands that identifying the right opportunities is critical to the success of an industrial property acquisition and disposal including industrial land, warehouses, data centers, and logistic hubs. We provide independent perspectives and access to the most desirable industrial properties in the industry.

50,000+ SQ.M.
OF BUY-SIDE LAND ACQUISITION

50,000+ SQ.M.
OF WAREHOUSES LEASED

8
DIFFERENT SERVICES PROVIDED

USD 60+ MILLION
OF FACTORY DISPOSED



Investment & Land Capital Markets & Advisory

With a strong presence in Thailand for over 30 years, CBRE's Investment and Land Services professionals act as the client's independent advisor providing reliable and honest support in their decisions related to transactions and asset management. We offer industry-leading knowledge, experience and the comprehensive insight into the property investment sector for clients to achieve the best outcome for both short-term and long-term strategy.

2.8 BILLION BAHT
TRANSACTION VALUE IN 2022

10+
DEDICATED PROFESSIONALS

126,000+ SQ.M.
FOR LAND TRANSACTION PER YEAR ON AVERAGE

CBRE Hotels

Thailand's CBRE Hotels specialists operate seamlessly with its global team, having deep local market knowledge and expertise while leveraging the resources with our global counterparts. Our services cover disposal and acquisitions, operator search, Hotel consulting, and valuations. We build close relationships with domestic and international developers, owners, investors, operators, financiers, and other third party groups to provide them with unrivalled hospitality solutions.

19 HOTELS SOLD
DURING COVID-19 PANDEMIC, TOTALING
OVER USD 800 MILLION
ACROSS 6 COUNTRIES

270+
ASIA PACIFIC HOTEL SPECIALISTS

DEALING WITH 100+
HOTEL REITs, INVESTORS & MANAGEMENT COMPANIES

SERVES OVER 90%
OF THE FORTUNE 100 COMPANIES (CBRE APAC)

CBRE APAC SERVES CLIENTS IN

100 COUNTRIES



Research & Consulting

CBRE Research draws from a database built upon more than 30 years of experience combined with field surveys, our own transactional data, and reputable data resources to provide the most reliable assessments of the Thai property market. Our Consulting team offers advisory services on independent market studies, feasibility studies of our clients' asset value, location analysis, and development recommendations. Our services can be tailored to clients' requirements on all property sectors.

THE ONLY

REAL ESTATE AGENCY OFFERING IN-DEPTH
& COMPREHENSIVE PROPERTY REPORTS

9+

IN-HOUSE RESEARCHERS AND ANALYSTS

Valuation & Advisory

Our Valuation and Advisory Services team understands that accurate valuations are critical to the success of real estate investment. We provide our clients unique perspective and access to the largest and most valuable valuation database in the industry led by key valuers approved by The Securities and Exchange Commission of Thailand.

3 KEY VALUERS
APPROVED BY SEC

98 PROPERTIES
VALUED IN 2022

149 BILLION BAHT
TRANSACTION VALUE



Property Management

CBRE's Property Management is committed to delivering world-class standards for both residential and commercial buildings, focusing on the best practices of operational efficiency, hygiene, safety, security, and sustainability. We have streamlined our operations, reduced costs, increased cash flow, and strategically positioned assets within the most challenging market conditions through our global standards, our local insights, and the use of our technology-driven platform, Host, to reflect the most efficient outcome for managing our clients' assets.

Bangkok

500+
PROPERTY MANAGEMENT
PROFESSIONALS

3,000+
TENANTS

32+700
ASSETS

1.8 MILLION SQ.M.
MANAGEMENT

Phuket

200+
PROPERTY MANAGEMENT
PROFESSIONALS

1,300+
TENANTS

1.1 MILLION SQ.M.
MANAGEMENT

Project Management

CBRE's Project Management Services optimises the value of a client's capital investment, allowing them to focus on their core business. Through close collaboration with our global Project Management platform and rigorous standard of quality management, our teams on the ground consistently deliver projects that achieve the cost, time and strategic objectives of our clients.

SERVICES PROVIDED

- Project Management/PMO
- Technical Due Diligence
- Design Management
- Risk Management
- Construction Management
- Cost Consultancy/QS
- Procurement
- HSE Management
- Move Management
- Principal Contracting

NEW BUILD/FIT-OUTS/BUILD-TO-SUITS OF

- Commercial Office
- Industrial/Warehouses
- Retail/F&B
- Residential
- Hotel
- Education Facilities
- Data Centers
- Healthcare

200+
PROJECTS MANAGED

100+
CLIENTS SERVICED

30
PROFESSIONALS



Facilities Management

CBRE's Facilities Management helps enhance workplace environments and improve efficiencies by providing global consistency of service, combined with locally tailored, customisable solutions. We achieve this by promoting a culture anchored by safe work practices, quality, talent development, and technology and analytics. Providing self-performed technical services in more countries than any other provider, CBRE ensures facilities of all kinds run as smoothly as possible - regardless of location or complexity.

400+

GLOBAL WORKPLACE HEADCOUNT

40+

ACCOUNTS MANAGED

Contacts

THAILAND

Aliwassa Pathnadabutr

Chairman
+66 2 119 1533
aliwassa.pathnadabutr@cbre.com

Roongrat Veeraparkkaroon

Managing Director
+66 2 119 2709
roongrat.veeraparkkaroon@cbre.com

RESIDENTIAL SALES - PROJECT

Artitaya Kasemlawan

Head of Residential Sales - Project
+66 2 119 1555
artitaya.kasemlawan@cbre.com

RESIDENTIAL SALES - AD HOC

**Praphinleeya
Phuengkhuankhan**

Head of Residential Sales - Ad Hoc
+66 2 119 5797
praphinleeya.phuengkhuankhan@cbre.com

RESIDENTIAL LEASING

Theerathorn Prapunpong

Head of Residential Leasing
+66 2 119 1599
theerathorn.prapunpong@cbre.com

OFFICE

Maneerat Vichitrattana

Senior Director, Office
+66 2 119 2708
maneerat.vichitrattana@cbre.com

WORKPLACE STRATEGY

Charnwit Pasuwat

Head of Design Development
+66 2 119 2778
charnwit.pasuwat@cbre.com

RETAIL

Jariya Thumtrongkitkul

Head of Retail
+66 2 119 2799
jariya.thumtrongkitkul@cbre.com

INDUSTRIAL & LOGISTICS

Adam Bell

Head of Industrial & Logistics
+66 2 119 7905
adam.bell@cbre.com

INVESTMENT & LAND

Barnaby Swainson

Head of Investment & Land
+66 2 119 2995
barnaby.swainson@cbre.com

CBRE HOTELS

Atakawee Choosang

Head of CBRE Hotels
+66 2 119 1535
atakawee.choosang@cbre.com

RESEARCH & CONSULTING

Chotika Tungsirisurp

Head of Research and Consulting
+66 2 119 2930
chotika.tungsirisurp@cbre.com

VALUATION & ADVISORY

Penthida Srisawang

Head of Valuation & Advisory Services
+66 2 119 2961
penthida.srisawang@cbre.com

PROPERTY MANAGEMENT

**Phatsareephak
Srikanchananon**

Head of Property Management, Thailand
+66 2 119 2801
phatsareephak.srikanchananon@cbre.com

PROJECT MANAGEMENT

Keith Mcgovern

Head of Project Management
+66 2 119 2888
keith.mcgovern@cbre.com

FACILITIES MANAGEMENT

Piyawut Kidmungtangdee

Business Unit Leader
+66 2 017 3070
piyawut.kidmungtangdee@cbre.com

Phuket

PHUKET PROPERTY SALES

Prakaipeth Meechoosarn

Head of Phuket Property Sales
+66 76 689 991
prakaipeth.meechoosarn@cbre.com

PROPERTY MANAGEMENT

Steven Wielers

Head of Phuket Property Management
+66 76 689 960
steven.wielers@cbre.com



Realizing Potential in Every Dimension of Your Real Estate

CBRE THAILAND

Bangkok

One City Centre
Floor 46 and 45 (Unit 01-02)
548 Ploenchit Road
Lumpini, Pathumwan
Bangkok 10330
T: +66 2 119 1500
E: bangkok@cbre.co.th

Phuket

12/9 Moo 4
Thepkrasattri Road
Koh Kaew, Muang
Phuket 83000
T: +66 76 689 900
E: phuket@cbre.co.th



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www.cbre.co.th

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