

L P

LUXURY PROPERTIES 地标

Hong Kong, China 中国香港	HK\$80
Singapore 新加坡	S\$12
Malaysia 马来西亚	MY\$28
Thailand 泰国	฿300
China 中国	RMB100
Indonesia 印度尼西亚	RP60,000
Philippines 菲律宾	₱500
South Korea 韩国	₩11,000
Japan 日本	¥500
India 印度	₹1450
Dubai (UAE) 阿拉伯酋长国	AED33
Australia 澳大利亚	A\$11
New Zealand 新西兰	NZ\$14
Europe 欧洲	EUR10
USA 美国	US\$12
Rest of Asia 亚洲其他地区	US\$10
Rest of World 世界其他地区	EUR10

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286
PROPERTIES
FOR SALE
 百余豪宅热销中
BILINGUAL
 English - Chinese
 中英双语



DESIGN 设计至上 MATTERS

FEATURE专题 | SPAIN 西班牙
 CREATOR零距离 | THE BIG PICTURES 大有所为
 PROPERTY SPECIAL设计精选 | TREE HOUSE 绿野仙踪
 SPECIAL TOPIC 热点话题 | EDUCATED INVESTMENTS 为教育而投资



special topic | 热点话题

EDUCATED 为教育而投资 INVESTMENTS

More Chinese families are purchasing properties in the United States to accommodate their children's education in America. Here's how to begin your search for the right home in an overwhelmingly large market.

如今,有越来越多的中国家庭为方便孩子上学而在美国置业。本期《LP地标》杂志将向您介绍如何在这个规模庞大的房地产市场寻找理想而适合的地产项目。

Words 撰文: Rebecca Lu



Columbia University, Manhattan © ian
哥伦比亚大学 © 东方网



When I entered grade one at Tai Kwong, a Buddhist primary and secondary school in the New Territories suburb of Taipo, my school bag was almost larger than my little body. The school was set in the hills overlooking Taipo village, and my journey to class involved a long walk up the hill carrying a heavy satchel full of books and homework. Seeing my daily struggle was the last straw for my father. Before I was born, he went on a tour around the globe and found that he admired the North American educational system much more than the local Hong Kong Chinese one. Rather than be a memory-based way to train kids, schools in the United States encourage open dialogue and play as ways to foster independent, creative thinking. Even though both my parents had good, stable jobs—my mother was vice principal and taught math at Tai Kwong while my father worked for the city’s biggest architectural firm at the time—they took a risk and relocated halfway around the world into an unknown place and culture for the future of their three children. Our family emigrated from Hong Kong after I completed grade one, and I continued the rest of my education overseas.

My father’s way of thinking is not unique. Many Chinese families either choose to live semi-permanently in the States primarily for their children’s educational advancement, or they send their children there to be educated, visiting them during holidays and summer breaks. Mainland China’s economic explosion in the past two decades has made it common for Chinese buyers to purchase a US\$1 million home with cash. The tide of renminbi has been welcomed by American developers in an otherwise sluggish real estate market; the savvy ones are building specific features that cater to Chinese domestic requirements. They are listening to what the Chinese want, and they are building where Chinese children are going to school. Buyers, on the other hand, are the real winners. They get a safe, comfortable place where their children can feel right at home to study and learn in a foreign environment. The smart ones who purchased years ago and held on to their properties are seeing their investment pay off in dividends. Nevertheless, finding the right home can be a nightmare for those unfamiliar with all the nuances of purchasing in stars and stripes territory. If buyers are purchasing blind, through websites or agents that may not show a full picture of their potential investment, their risk is increased substantially.

Every year, the Institute of International Education, with the support of the U.S. Department of State’s Bureau of Educational and Cultural Affairs, publishes a detailed census called the Open Doors Report. Released annually since 1954, the report focuses upon international students in tertiary American educational institutions, as well as American students studying abroad. In the latest report released mid November 2015, the total number of international students in the States is 974,926, an increase of 10 per cent from 2014. Of those students, 304,040 originate from Mainland China, the top place of origin, while 20,993 are from Taiwan, the seventh place of origin, and 8,012 are from Hong Kong, the 20th place of origin. Macau sent 573 students, for a total of 333,618 Chinese students studying in the States. In other words, tertiary pupils from greater China make up 34 per cent of all international students in America.

To put those numbers into perspective, the population of China is roughly 1.357 billion people. The second top place of origin for foreign students in America is India, with 132,888 students coming from a country that has 1.252 billion people. India is often lumped with China as a BRICS country, yet it is only sending about 44 per cent of the Chinese students heading across the Pacific, for a population just a little less than China.

The 2015 report also lists the top schools hosting international students, with New York University in Manhattan, University of Southern California in Los Angeles and Columbia University also in Manhattan as the top three. According to Shanghai-based Jeremy Goren, a Columbia grad who founded education consulting firm Elite College Link and services students in Shanghai, Nanjing, Hangzhou and Singapore, Chinese students applying to American schools previously went for graduate studies. In recent years, however, undergrads and high school students soared. Undergrads from China in 2015 now surpass grad students at 41 per cent compared to 39.6 per cent, according to the Open Doors Report.

Goren believes that Chinese students have many reasons for choosing to study in the States. “The United States is known for having the best universities in the world,” says Goren. “Look at any world ranking list—a

huge majority of the top schools are based in the U.S. Having this many top schools would give students more options to find their ideal school based on size, location or academic environment. The U.S. really offers everything, and no two schools are alike. Furthermore, nearly all top U.S.-based colleges and universities allow students to enter undecided about their major, unlike universities in other countries. This gives the students on average two years to dabble in all sorts of course before choosing their majors, whose classes will occupy a majority of the third and fourth years of study. Culture and diversity play a large part in their decision, too. More and more students from China are listening to American music and watching American movies and TV shows. American universities are known for being very diverse, with students from all over. My students in the U.S. typically feel that university life is more rigorous than they had expected. But socially, they are loving it and are definitely enjoying their time there."

According to Goren, the top two cities sending students to study in the States are Shanghai and Beijing. "Most students say they want to study business, finance or economics, because they think those subjects will help them find good jobs," he explains. "However, these majors are typically not offered at the undergraduate level of top universities, so economics and mathematics seem to be very popular. Most of my students express an interest to stay in the US for at least a few years after they graduate to work or go to grad school, whereupon they will come back to China to continue working."

Sam Van Horebeek, a Cornell graduate and Belgium native, has made Hong Kong his home since 2008. He set up East-West Property Advisors to assist people who are seeking to purchase properties in the U.S. The company currently operates in Hong Kong and Shanghai, and he works with real estate agents in 25 American cities. "For my mainland Chinese clients, their first priority is education for their children," says Van Horebeek. "But where do they buy for investment in the U.S.? We help people understand the market in different American cities. We have experts in key cities and offer a one-stop service for our clients. We connect people in the east to people in the west."

"Typically, mainland Chinese children who are attending middle or high school are housed in boarding schools. Mainland Chinese parents will buy a house in the same city as the boarding school where their kids are studying and visit three or four times per year. Hong Kong parents tend to be less willing to invest in properties in the States than their mainland counterparts. Hong Kong's upper and upper middle class families tend to send their children to the United Kingdom, Canada or Australia for education. And Hong Kong parents expect their kids to return to Hong Kong. Mainland Chinese parents don't necessarily want their children to return to China. They believe in the American way of doing business and are thinking well ahead. They intend for their children to stay longer than a four-year university degree."

“ FINDING THE RIGHT HOME CAN BE A NIGHTMARE FOR THOSE UNFAMILIAR WITH ALL THE NUANCES OF PURCHASING IN STARS AND STRIPES TERRITORY ”

对于那些不了解在美置业内情的置业者们而言，寻找合适的住所往往意味着一场噩梦

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"The American property market is still in recovery mode. Buyers can expect to see a return of 10 to 15 per cent per year on a house in key cities. While the return on properties in Sydney and Vancouver are not as attractive and the property markets there are overvalued, these destinations offer comfort value for parents. On the other hand, people don't know as much about the American property market.

"On the whole, Hong Kong parents may be financially less capable than their mainland counterparts, and have more investment options at their disposal. It makes them less likely to purchase an American property for their kids. And anyone can buy a property in America; there are no legal restrictions and the possibility for financing is good. It is no problem for anyone with a good job to secure a mortgage there, although 45 per cent of all transactions over the past decade were paid outright in cash by Mainland Chinese buyers.

"Many Mainland Chinese parents love to buy houses in the States. They tend to buy them in the west coast, in the Bay area or greater Los Angeles, to be close to popular schools. Since Los Angeles doesn't have a metro system, Chinese buyers tend to seek condos or houses within a 10 to 20 minute drive from schools such as University of Southern California or University of California, Los Angeles (ranked eighth for hosting international students). The typical property would be a 1,200 square foot, two-bedroom condo in L.A. In New York, anywhere within Manhattan is popular. Columbia is not in a great neighbourhood, and parents of kids attending that school tend to buy something Midtown. Manhattan tends to offer smaller properties, and parents would buy a 700 square foot, one and a half bedroom there. The average spending by Chinese buyers is US\$1 million for a house and US\$500,000 to US\$700,000 for a condo."





Millennium Tower Boston
波士頓千禧豪華酒店

“ TERTIARY PUPILS FROM GREATER CHINA MAKE UP 34 PER CENT OF ALL INTERNATIONAL STUDENTS IN AMERICA ”

赴美留学的中国学生已经占到了国际留学生总数的34%

For Hong Kong-based Mrs. Lam, Manhattan was not only where her two daughters attended university—it was where she made many friends while enjoying the Big Apple's offerings. She purchased her first Manhattan apartment in 1987, an 800 square foot, one bedroom in the Upper West Side, as her older daughter was attending Mannes School of Music at the time. "My daughter needed to practise piano about five hours every day, and she had a roommate at first," recalls Lam. "She really needed her own place. One day, when I was walking around our neighbourhood, I saw a new development, walked in and spoke to an agent about it. The complex had everything we needed: a gym, swimming pool and good management—its lobby was like a hotel. It was convenient, too; there were cafes and movie theatres nearby. We installed thick carpet to dampen the sound of the piano after purchasing."

In 1989, Lam bought a second apartment, a 1,000-square-foot, two-bedroom property in Midtown, to accommodate her frequent visits to Manhattan; her son was attending school nearby in New Haven and her younger daughter was preparing to enter Columbia. In 1998, after her younger daughter graduated and returned to Hong Kong to begin her career, Lam sold the Upper West Side apartment and rented out the Midtown one, which she is now preparing to take back as her grandchildren are considering Manhattan schools. "I never really thought of my place as an investment at first—it was all because of my children. Of course, it was a

second home for me when I went to visit them. I love New York—I enjoy art and going to galleries and concerts there. After my children finished school, it was easy to rent out my place since the location is very good. Having tenants over the years helped me pay off my mortgage. My elder daughter now goes to take care of it and visit her kids there. And maybe my grandchildren will want to stay on and work in New York after they graduate."

Hong Kong-based Mrs. Wong is the mother of two young children aged four and seven. She is already planning for their future, and wants them to attend school in the United States. "They attend international school here in Hong Kong," Wong says, "And I can't imagine them going to the University of Hong Kong. I have family in a suburb of San Francisco and we have been visiting them on summer holidays. The kids like playing together, but it is not too convenient to stay with my relatives. We usually stay in airbnb rentals; hotels are too expensive for us. While some of my friends would consider sending their kids to school England or Australia, I don't have family there. For me, there has to be a stronger tie that just my kids' schooling. I am hoping to buy a house, which I think will be better for the children. Nothing too big; two or three bedrooms, with a garden. We don't want to be downtown, and since my husband and I both drive, we are not restricted to being near transit routes. We see ourselves spending extended holidays in the house, maybe twice a year, for a couple of weeks and up to two months."



“ UNDERGRADS FROM CHINA IN 2015 NOW SURPASS GRAD STUDENTS AT 41 PER CENT COMPARED TO 39.6 PER CENT

2015年赴美读本科的中国学生占赴美留学的中国学生总数的41%，而赴美读研究生的中国学生仅占总数的39.6% ”

Wong considers the property she intends to purchase as a second home and intends to use it to accustom her children to an American way of life well before their tertiary education. “Of course my kids don’t know where they want to go to university yet,” she says. “In the meantime, we hope to live in the Bay area in our investment. We don’t plan to flip our purchase. We have been looking a lot, but still haven’t found anything suitable. Well, we have a restricted budget, unlike a lot of wealthy mainland Chinese families.”

American luxury mixed use commercial and residential property developer Millennium Partners has seen the tide of renminbi wash up upon its shores as well. “About 15 per cent of our buyers are from greater China, and they are equally split among Taiwan, Hong Kong and Mainland China,” says Richard Baumert, a partner with Millennium Partners. “About 70 per cent of these buyers use the property for their children’s primary residence in the States, and 90 per cent of our Chinese buyers cite their children’s education as the primary reason for investing in our properties. In addition to being good destinations for education, many American cities in the ranking have stable economies supported by various industries.

“Millennium Partners goes beyond offering world class design, architecture, services and amenities to ensure residents have richer experiences within their neighbourhoods. Combining community, exclusive access, and a sense of place, residents of Millennium

Partners’ projects are afforded a resonant lifestyle reflective of their destinations. Furthermore, Millennium Partners has a unique ability to connect residents with the neighbourhoods in which they live, enhancing their quality of life by immersing and engaging them in cities that they love.

“Boston has always been one of the better performing markets in the U.S. and has a lot to offer Asian buyers, given its fundamentally stable and strong economy driven primarily by its health and education industries. Boston is also home to many prestigious educational institutions, such as Harvard University, Massachusetts Institute of Technology, and Boston University. Our latest project, Millennium Tower Boston, is located in the city’s Downtown Crossing and showcases a balance of old and new. It is expected to reinvigorate downtown Boston with its new level of luxury residential condominium offerings.

“We find that Chinese buyers want access to a full service building. They look for buildings that offer laundry, housekeeping, cleaning and services that parents and children will need to live comfortably in the city. Safety is also very important to buyers—they need to have peace of mind that their children are living in a safe environment. Our projects in San Francisco and Boston are both full service and offer residents a wide range of services and amenities. Our team and our head of Asia, Jennifer Iles, are always available to assist, especially if it is the first time the child or parent is living in a foreign city.”



在新界大埔区佛教大光慈航学校上小学一年级的時候，我的书包似乎比我的个子还高。我们的学校位于山上，可以俯瞰大埔村，而为了上学，我们每天都要背着装满课本和作业本的沉甸甸的书包走很长一段山路。看着我每天如此辛苦地上学，爸爸终于受不了了。在我出生之前，父亲曾做过一次环球旅行。他发现，北美的教育体制要比香港的中式教育体制更可取。美国学校主张通过开放式的对话和游戏培养孩子的独立思考能力和创造性思维，而不是像中式教育那样注重死记硬背。虽然爸爸和妈妈都有稳定的工作——妈妈是我们学校的副校长，教数学，爸爸在香港当时最大的建筑公司上班，考虑到三个孩子的前途，他们还是决定承担风险，千里迢迢前往人生地不熟的国家。在我读完一年级后，我们全家离开了香港，而我的海外求学生涯也由此开始。

像我父亲这么想的人不在少数，很多中国家庭要么出于子女教育的考虑选择在美国非永久性居住，要么送子女到美国读书，然后在节假日或是暑假去探望他们。在过去二十年里，中国内地的经济发展突飞猛进，置业者用现金购买价超过百万美元美国住宅的情况屡见不鲜。此外，由于美国房地产市场原本处于萧条状态，开发商也欢迎蜂拥而至的中国置业者为他们带来更多商机，而那些有商业眼光的开发商更是在项目中加入了迎合中国置业者需求的元素。他们愿意了解中国置业者的需求，纷纷前往中国孩子上学的地区开发项目。不过，真正的赢家还是来自中国的买家。他们拥有了舒适安全的住所，孩子在陌生的环境里可以像在国内一样无忧无虑地完成学业，那些多年前就购置了房产并且没将房产转手的聪明置业者更是看到了他们投资的回报。但同时，对于那些不了解在美置业内情的置业者们而言，寻找合适的住所往往意味着一场噩梦。如果买家盲目地通过连一张物业全景照片都不提供的置业网站或经纪人做出购买决定，置业风险则会大幅度上升。

每年，在美国国务院教育与文化事务局的支持下，国际教育协会都会出版一份名为《门户开放报告》的详细统计记录。从1954年起，该报告每年都会发布赴美接受高等教育的国际学生和赴海外留学的美国学生的详细统计数据。在2015年11月中旬最新发布的《门户开放报告》中，赴美接受高等教育的国际学生总数为974,926人，较2014年增长了10%。其中，来自中国内地的留学生为304,040人，排名就读人数第一位；来自中国台湾的留学生为20,993人，排名第七位；来自中国香港的留学生为8,012人，排名第20位；来自中国澳门的留学生为573人；而在美留学的中国学生总人数达333,618人。换言之，赴美留学的中国学生已经占到了国际留学生总数的34%。





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下面的说法可能会让上述这些数据更具戏剧效果：同为“金砖国家”，中国的总人口约为13.57亿，印度的总人口为12.52亿，但赴美留学的印度留学生数量却只有132,888人，虽然排名就读人数的第二位，但总数却只有中国留学生总数的9.4%。

2015年度《门户开放报告》还列出了招收国际学生最多的三所美国大学，它们分别是曼哈顿的纽约大学、洛杉矶的南加州大学和同在曼哈顿的哥伦比亚大学。据毕业于哥伦比亚大学的Jeremy Goren介绍，以前，赴美留学的中国学生主要是去读研究生，但近几年来，赴美读高中和本科的中国学生越来越多。Jeremy Goren毕业后在上海创立了昂高管理咨询(上海)有限公司，专为上海、南京、杭州和新加坡学生提供教育咨询服务。据《门户开放报告》统计，2015年赴美读本科的中国学生占赴美留学的中国学生总数的9.4%，而赴美读研究生的中国学生仅占总数的99.6%。

Jeremy Goren认为，中国学生选择在美国留学有多种原因。“美国拥有世界上最顶尖的大学而闻名。看着任何一个世界大学排名榜，你都会发现，大多数首屈一指的学校都在美国。由于美国拥有多所名列前茅的大学，学生有更多的机会以学校的规模、所在地或学术环境为标准筛选出理想的大学。此外，美国大学虽然很多，但却没有任何两所大学是相同的。更为诱人的是，与其他国家的大学截然不同，几乎所有顶尖美国学院和大学都允许学生在前两年不定专业。这样学生可以在前两年涉猎各种各样的课程，然后再选择专业，而大三和大四则以专业课程为主。文化和多样性也是学生们做决定时所考虑的主要因素，因为有越来越多中国的学生喜爱听美国音乐、看美国电影和电视节目。美国大学以多样化闻名，学生来自全球各个国家。很多留学生发现，美国的大学生活远比他们想象中的严格。但是从社交层面上来说，他们非常喜爱那种交流方式，也很享受这段时光。”

据Jeremy Goren透露，赴美留学的中国学生中，来自上海和北京的最多。他解释道：“大多数学生想学商科、金融或经济，因为他们认为学这些专业有助于找到好工作。然而，顶尖大学的这些专业通常不对本科生开放，所以经济和数学看上去很热门。我的大多数学生想在毕业后留美工作几年，或是读研究生，然后他们会回到中国继续工作。”

康奈尔大学毕业的比利时人Sam Van Horebeek自2008年起在香港生活。他创办了东西方美国置业顾问有限公司，为想在美国置业的人提供服

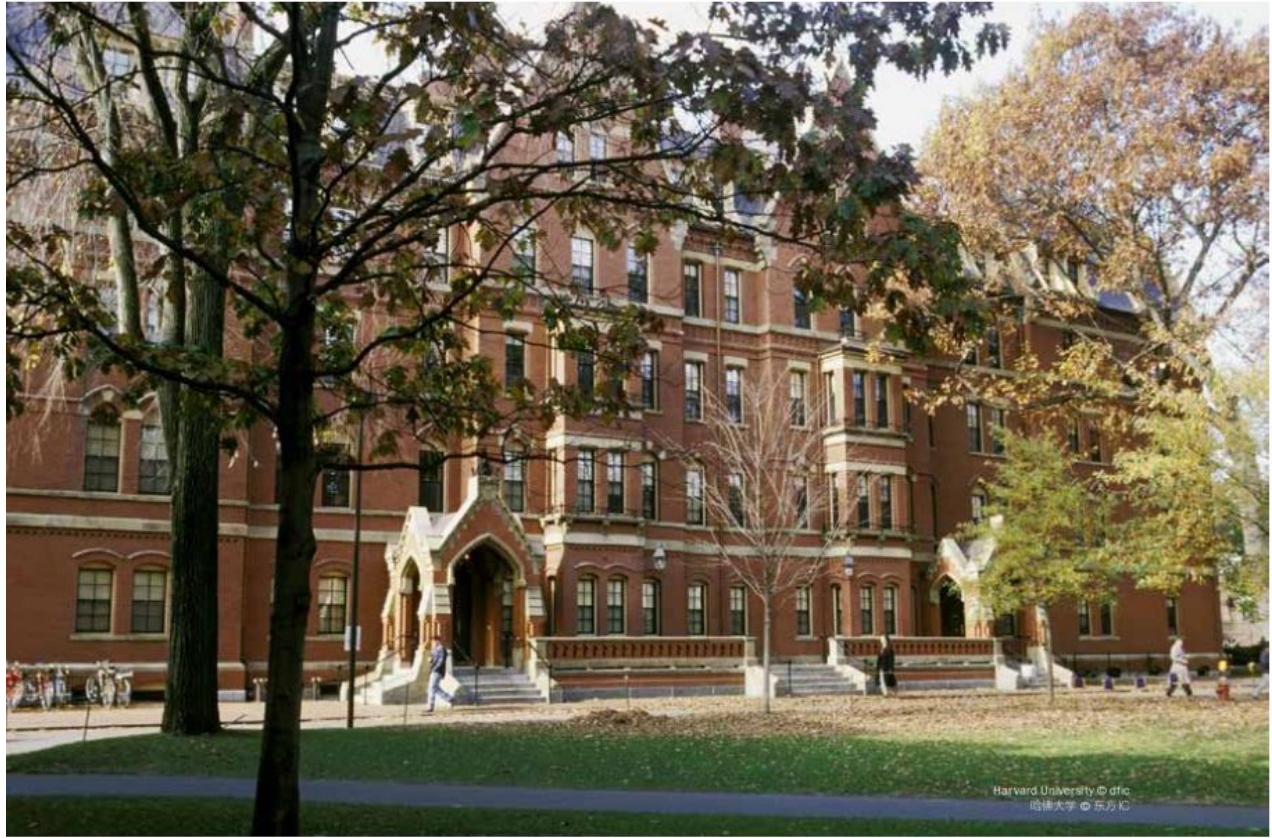
务。公司目前在香港和上海设有办事处，并与美国25个城市的房地产经纪人建立了合作关系。他说：“对于我们的中国内地客户来说，让孩子接受好的教育是当务之急。但是他们到底应该在哪个城市置业呢？我们的任务就是帮助他们了解不同城市的房地产市场，为他们提供一站式服务。我们在美国各大主要城市都有自己的专家，是连接东西方的桥梁。”

通常来说，在美国上初中或高中的中国内地留学生会选择寄宿学校。他们的父母会在寄宿学校所在城市买下一套住宅，每年探望子女三到四次。香港的留学生父母不像内地留学生父母那样热衷于投资美国房产。香港的上流阶层和中产阶层倾向于送孩子到英国、加拿大或澳大利亚读书，希望孩子学成后回到香港，而内地留学生的家长不希望孩子回国，他们认可美国人做生意的方式，想的比较长远，希望孩子在美国待的时间不止大学四年。

“美国房地产市场仍然处于恢复期，置业者如果在主要城市买下一套住宅，有望获取10%至15%的年度投资回报率。相对来说，悉尼和温哥华房产的投资回报率并不如美国高，两地的房地产市场也估价过高。对香港留学生的家长来说，这两个目的地的更大价值在于它们的舒适环境。当然，从另一方面来说，这也是由于他们对美国房地产的市场不那么了解。”

“总的来说，香港留学生家长或许在经济实力上略逊于内地留学生家长，但他们的投资选择会更加多元化。这就意味着他们在美国为子女置业的可能性也低于内地留学生家长。任何人都可以在美国置业，没有法律约束，融资的可能性也很高。有稳定工作的人都可以申请到贷款。尽管过去十年间中国内地置业者以现金支付全部房款的交易占到了交易总数的45%。”

很多内地留学生的父母愿意在美国置业。他们倾向于在西海岸、湾区或是大洛杉矶地区置业，这样可以离知名学府近些。由于洛杉矶没有地铁，中国置业者倾向于选择开车去南加州大学和加州大学洛杉矶分校(国际学生人数排名全美第八)等学校仅需十到二十分钟的托管公寓或住宅。在洛杉矶，他们通常会选择1,200平方英尺(约110平方米)左右的两卧托管公寓。在纽约，曼哈顿附近很受中国置业者青睐。哥伦比亚大学所在的街区治安不好，有子女在哥大上学的家长通常在曼哈顿中城置业。曼哈顿房产规模小，家长会买下700平方英尺(约65平方米)、有一间卧室和一间书房的住所。中国置业者购买住宅平均花费100万美元，而购买托管公寓平均花费50万至70万美元。



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校园中的中国留学生 © 东方IC

香港的林女士的两个女儿都在曼哈顿上大学，她在曼哈顿交了不少朋友，很享受纽约丰富多彩的生活方式。1987年，她在曼哈顿买下第一套公寓，那是位于上西区的800平方英尺（约74平方米）一卧单位。那时，她的大女儿在曼尼斯音乐学院上学。她回忆道：“我女儿最开始与人合租，但她每天要练五个小时的钢琴，因此需要自己的空间。有一天，我在小区附近散步，看到一个新项目，便走进去和地产经纪聊了聊。项目中有我们需要的一切——健身房、游泳池和良好的管理，以及酒店一样的大堂。生活上也很便利，附近有咖啡馆和电影院。买下这个单位后，我们在地上铺了很厚的地毯用来隔音。”

1989年，林女士在曼哈顿中城买下第二套公寓——一个1,000平方英尺（约93平方米）的两卧单位，以方便她频繁前往曼哈顿探望子女时落脚。那时她儿子在纽黑文附近上学，小女儿准备进哥伦比亚大学。1998年，小女儿毕业后回到香港工作，林女士把上西区的公寓卖掉，将中城的公寓租了出去。如今，她准备将公寓收回，因为孙辈也准备在曼哈顿上学。“最开始买房并不是为了投资，而是为了孩子。当然，我去探望孩子的时候，那里就成了第二住所。我对纽约感情很深，我喜欢艺术，喜欢逛博物馆和听音乐会。孩子毕业以后，把房子租出去也很容易，因为地段非常好。这些年来收的房租足以支付贷款。房子现在由大女儿照着，她也会来探望自己的孩子。也许他们想留下来，毕业后在纽约工作。”

香港的黄女士是两个孩子的母亲，一个孩子四岁，另一个孩子七岁。她也在为孩子的将来打算，希望他们去美国上学。她说：“他们在香港上的是国际学校，我不想让他们将来上香港大学。我有亲属住在旧金山郊区，我们常在暑假走亲戚。孩子们喜欢在一起玩，但是和亲戚一起住毕竟不太方便。我们通常住在Airbnb的民宿里，因为住酒店实在太贵了。虽然周围的一些朋友考虑送孩子去英国或澳大利亚读书，但在那边没有亲戚。对我来说，要有比孩子上学更强的纽带。我想买一套房子，这样对孩子比较好，不需要太大，两到三间卧室，带花园，不考虑市中心，因为我们夫妻两个都会开车，不用住得离交通枢纽很近。我们想在自己的房子里度假，也许一年两次，住上几个星期，最长两个月。”



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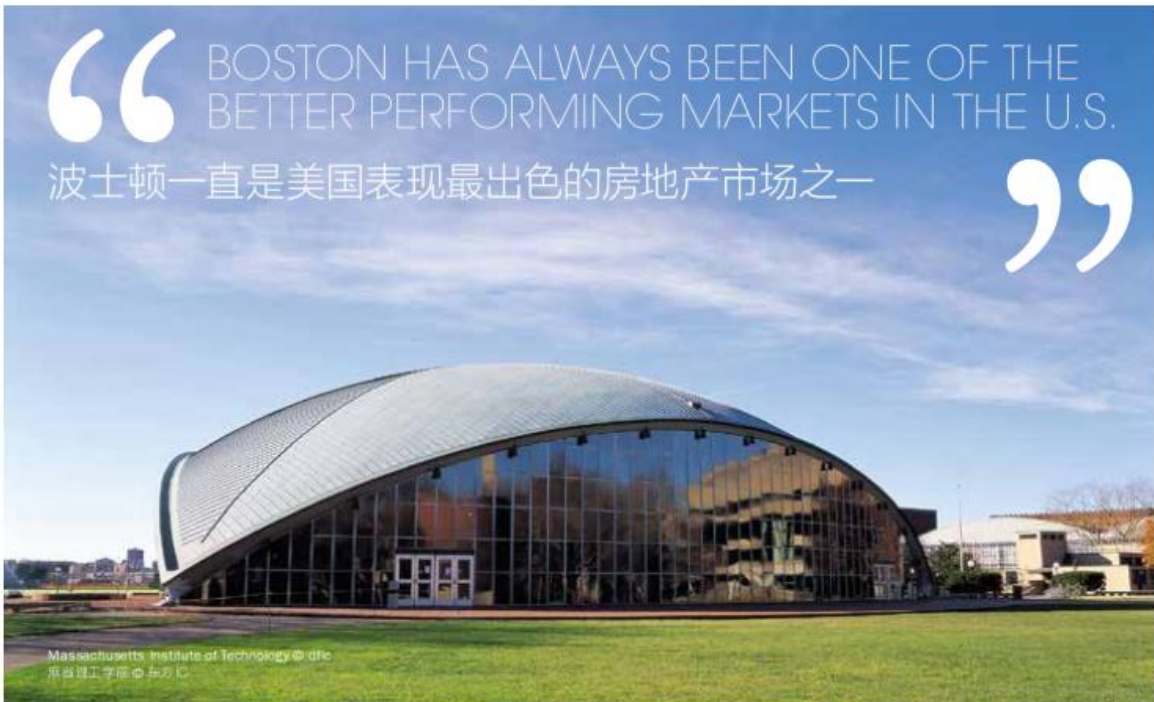
黄女士认为，她想要购买的这套房子属于第二住所性质，可以帮助两个孩子在接受高等教育之前习惯美式生活。她说：“当然，孩子们目前并不知道自己想去哪里上大学，但我们想生活在湾区，住在自己投资的房产中，我们没有将房产转手的打算。虽然看了不少房子，但目前还没有中意的。我们的预算有限，不能像很多富裕的内地家庭那样想买就买。”

美国高端综合商业项目和住宅项目开发商千禧伙伴也注意到了中国置业者的到来。千禧伙伴的合伙人Richard Baumert说：“15%的置业者来自中国，来自中国台湾、中国香港和内地的置业者人数差不多。其中，70%的置业者是给子女在美国购买主要住所，90%的中国置业者说，方便子女上学是他们在这里置业的主要原因。不过，除了名列前茅的大学，很多美国城市还拥有以不同行业为支柱的稳定经济。”

“为了让业主在小区里享受更加丰富的体验，千禧伙伴所提供的服务远不止世界一流的设计、建筑、服务和配套设施，确保居住者能够拥有丰富的社区生活体验。千禧伙伴旗下项目将社区、高端准入门槛和归属感相结合，为业主提供着展现项目所在地特色的生活方式。此外，千禧伙伴还会凭借独特的能力在业主和小区之间建立联系，通过让业主融入他们热爱的城市提升生活质量。”

“波士顿一直是美国表现最出色的房地产市场之一。在健康产业和教育产业的驱动下，波士顿的经济发展稳定强劲，可以满足亚洲置业者的不同需要。很多世界知名学府——包括哈佛大学、麻省理工和波士顿大学——都位于波士顿。我们最新的项目波士顿千禧豪景阁就位于下城十字区的中心位置。它将新旧风情相结合，提升了豪华托管公寓的水准，有望为波士顿市中心增添新的活力。”

“我们注意到，中国置业者喜欢服务齐全的大厦。这样的大厦最好能提供洗衣、家政、清洁服务和让父母与子女在城市里舒适居住所需要的服务。对于置业者来说，安全也是很重要的，子女生活在安全的环境里他们才能安心。我们在旧金山和波士顿的项目都提供齐全的服务，业主可以享受多种多样的设施和服务。我们的团队和亚洲区负责人Jennifer Iles随时准备为客户提供帮助，尤其是在留学生或者留学生的父母第一次在一个外国城市生活的情况下。” Richard Baumert说道。



“ BOSTON HAS ALWAYS BEEN ONE OF THE BETTER PERFORMING MARKETS IN THE U.S.
波士顿一直是美国表现最出色的房地产市场之一 ”

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