

## HIGHLIGHTS

Private home prices are expected to rise by 6% to 8% in 2023. Developers are expected to sell 8,000 to 9,000 new units this year.

Surge in sales of new private homes, driven by successful launches in RCR. Moderate outlook for Private Resale Market with slightly declining transaction volume. 15-month wait cooling measure prevents significant decline in the market. Resale prices are expected to grow at a more measured pace.

Healthy demand for HDB resale flats, increased CPF Housing Grant amounts encourage buyers in the resale market.

Changes in HDB processes for assessing buyer eligibility. Introduction of HFE letter to inform buyers upfront. Sharing of eligible housing grants among applicants and occupiers. Income assessment period extended to 12 months for clearer evaluation.

## MARKET OUTLOOK

- Property Market
- Primary Market
- Secondary Market
- HDB Resale

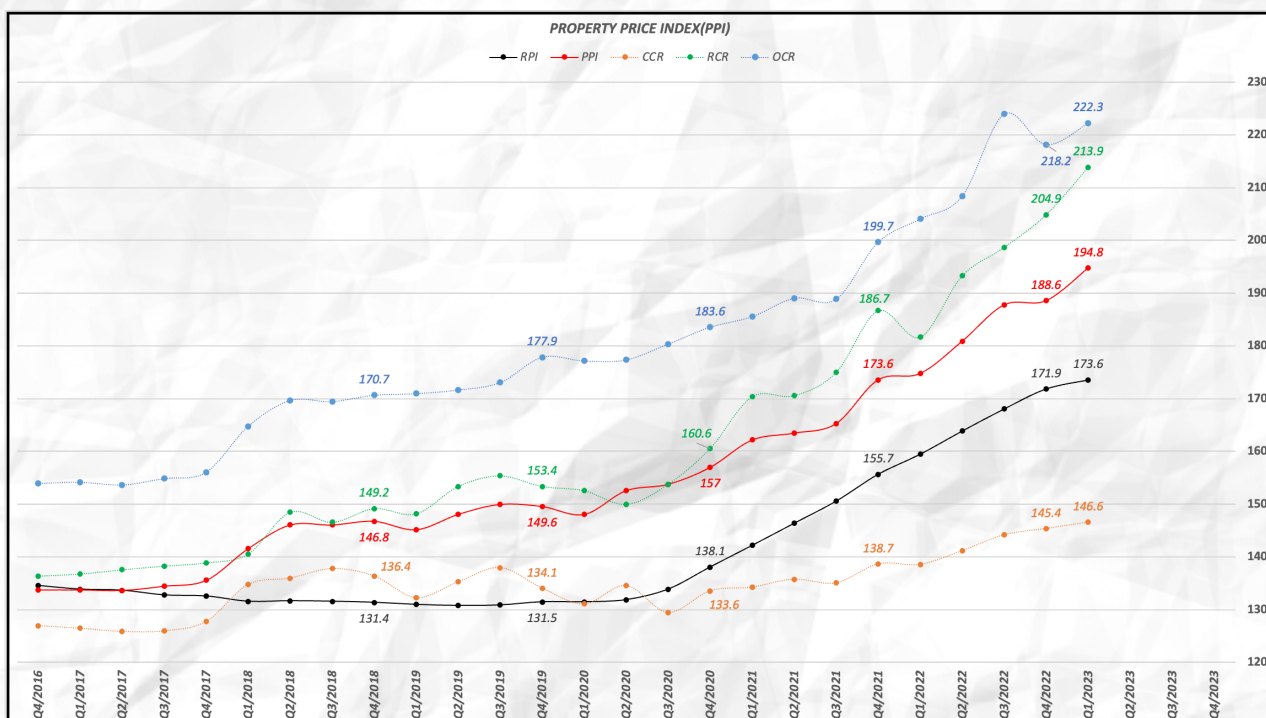
## SALES LAUNCH

- The Reserve Residences
- The Myst
- Pinetree Hill
- The Continuum
- Blossoms by the Park

## HDB FLAT ELIGIBILITY



# MARKET OUTLOOK



## PROPERTY MARKET OUTLOOK

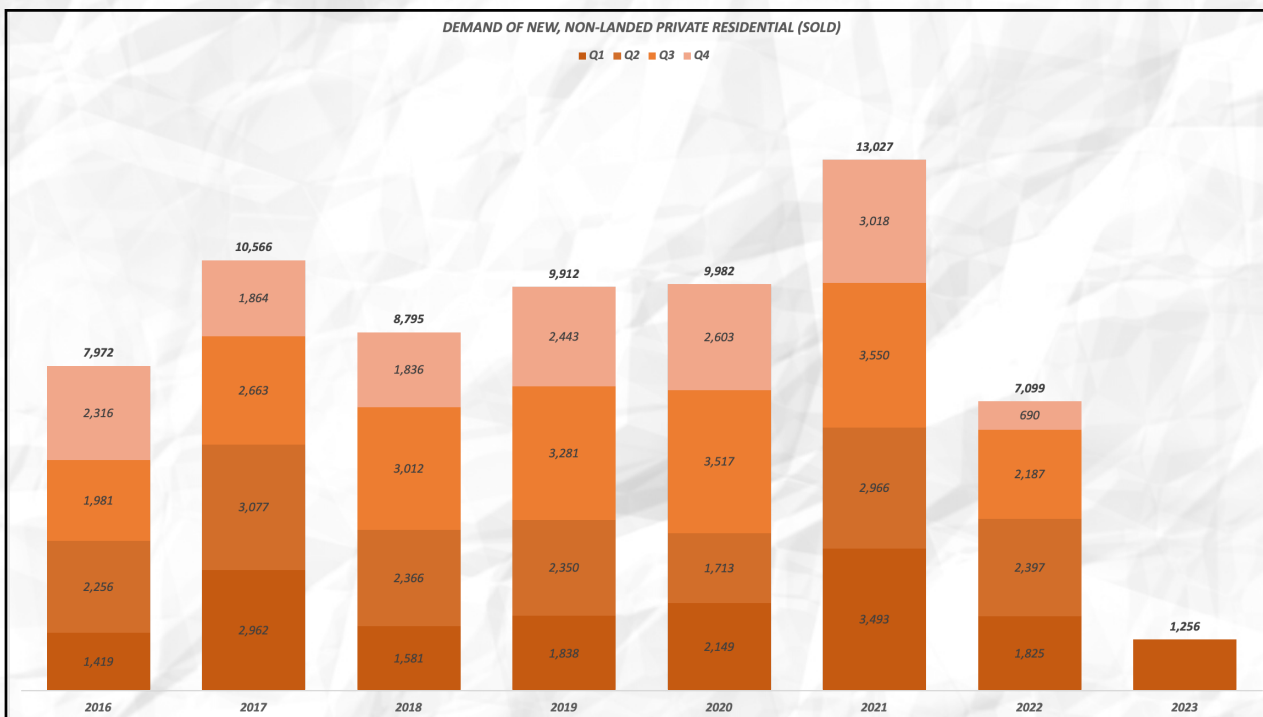
Home prices have been rising for six straight years from 2017 to 2022. In particular, private home prices grew more strongly in the last two years, at 8.6% in 2022 and 10.6% in 2021, as robust housing demand and a supply crunch fuelled price growth. With prices reaching new benchmarks, buyers are likely to take more time to deliberate on their home purchase decision.

On the upside, there are still genuine buyers in the market who are taking a long-term view on their property purchase and are looking beyond the current challenges. There are some 12,000 private residential units (incl. EC) in the supply pipeline that could be launched in 2023. Some upcoming projects include: Lantor Hills Residences, The Continuum, and The Reserve Residences. Buyers who have held back from purchasing due to the lack of suitable options, may find buying opportunities in the launches to come.

Private home sales will continue to be supported predominantly by Singaporean buyers, including HDB upgraders. As China pivots from its zero-Covid policy, demand from mainland Chinese buyers is expected to rise gradually in 2023 – particularly for new launches in the CCR and RCR.

Given the boost in the supply of new launches this year, developers are expected to sell 8,000 to 9,000 new units (ex. EC) in 2023 – higher than the 7,099 units shifted in 2022. In view of the strong price growth in Q1 and steady supply of new launches, private home prices are expected to rise by 6% to 8% in 2023, barring any unforeseen events in the market.

# MARKET OUTLOOK



## NEW NON-LANDED PRIVATE PROPERTIES

A total of 887 new private homes (excluding executive condominiums or ECs) were sold in April. This marks a significant increase of 80.3% compared to the previous month and a 37% increase compared to the same period last year. It also represents the highest monthly sales since September 2022.

The surge in sales can be attributed to the successful launches of two major projects in the Rest of Central Region (RCR), namely Tembusu Grand with 638 units and Blossoms by the Park with 275 units. The RCR dominated with 628 homes sold, showcasing the popularity of projects such as Piccadilly Grand on Northumberland Road by CDL and MCL Land, which sold 14 units at a median price of \$2,045 per square foot (psf).

As for Core Central Region (CCR), 208 new private homes were sold in April, accounting for 23% of the total sales. The best-performing project in the CCR was The Atelier, a freehold development by Bukit Sembawang Estates on Makeway Avenue, where 46 units were sold at a median price of \$2,658 psf. Leedon Green and Pullman Residences Newton followed suit, with 19 units sold in each project at median prices of \$2,838 psf and \$3,215 psf, respectively.

In contrast, the Outside Central Region (OCR) witnessed a decline in sales with only 51 units sold in April, representing a significant drop of 78% compared to the previous month. This decline can be attributed to the absence of new launches and limited availability of unsold stock. The top-selling projects in this region included The Botany at Dairy Farm, with 12 units sold at a median price of \$2,087 psf, and The Gazania, which sold 10 units at a median price of \$1,755 psf.

# MARKET OUTLOOK

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## **LUXURY CONDO SEGMENT**

The non-landed luxury real-estate market picked up momentum in 1Q2023. 84 non-landed luxury homes were sold in 1Q2023, 15.1% higher than the previous quarter. Based on caveats, the total value of non-landed luxury homes sold was \$740.6 million, 8.3% higher q-o-q.

The upswing in the performance of the non-landed luxury real-estate market is due to the return of affluent Chinese buyers following China's relaxation of border controls on Jan 8. With the return of the super wealthy Chinese, Klimt Cairnhill – the 138-unit freehold condo by Low Keng Huat – saw 20 units sold to foreigners in 1Q2023.

The average monthly rents of luxury non-landed homes in 1Q2023 continued to rise by 11.6% to \$15,994. With four- and five-bedroom luxury condo units being in limited availability, rents for these homes saw a faster pace of increase than three-bidders.

Given the cooling measures rolled out on April 26, the hike in additional buyer's stamp duty (ABSD) for foreigners buying residential property in Singapore from 30% to 60% may have an impact on the market.

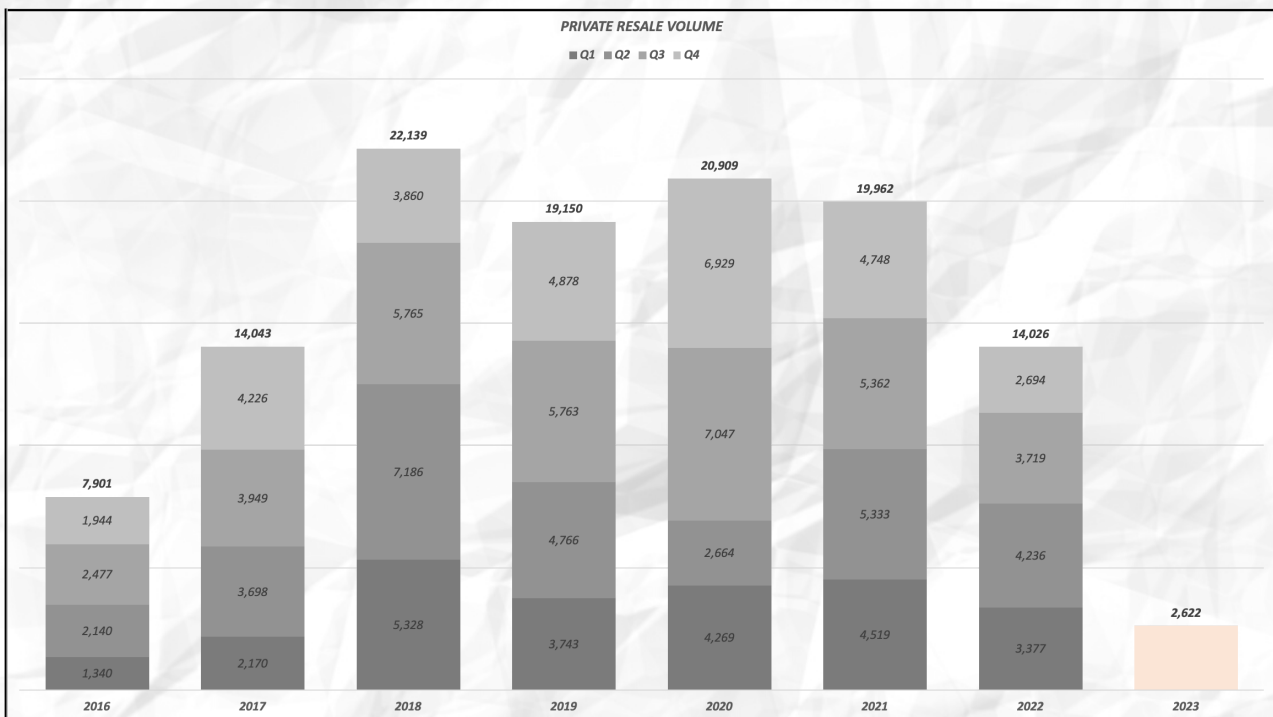
## **ABSD PAID ON NEW FUTURA, YONG AN PARK**

Two luxury condo units in prime District 9 have recently been purchased by foreign buyers, despite the recent hikes in additional buyer's stamp duty (ABSD) that came into effect on April 27.

One of the properties is a four-bedroom, 2,691 sq ft unit at New Futura, a freehold condo along Leonie Hill Road in District 9, located on the 24th floor, on May 3 for \$12.5 million. At \$4,645 psf, it marked a new psf-price high for the 124-unit, freehold development by developer City Developments Ltd that was completed in 2017. The Chinese buyer for the New Futura unit paid an ABSD rate of 30% or \$3.75 million for the purchase.

The other luxury condo property that was scooped up by a Chinese buyer is a six-bedroom townhouse unit at Yong An Park, a freehold development on River Valley Road on May 5 for the sale of the 7,718 sq ft property for \$14.08 million (\$1,824 psf). Similar to the unit at New Futura, the buyer of the Yong An Park unit paid an ABSD of 30% (\$4.2 million) on the transaction, as the option was exercised prior to May 17. The seller of the unit at Yong An Park raked in a gain of \$4.5 million on the transaction.

# MARKET OUTLOOK



## PRIVATE RESALE MARKET OUTLOOK

A less favourable outlook for the private resale market in 2023. It is anticipated that the demand for private resale properties will remain moderate, but there is a possibility of a slight decline in transaction volume compared to the previous year.

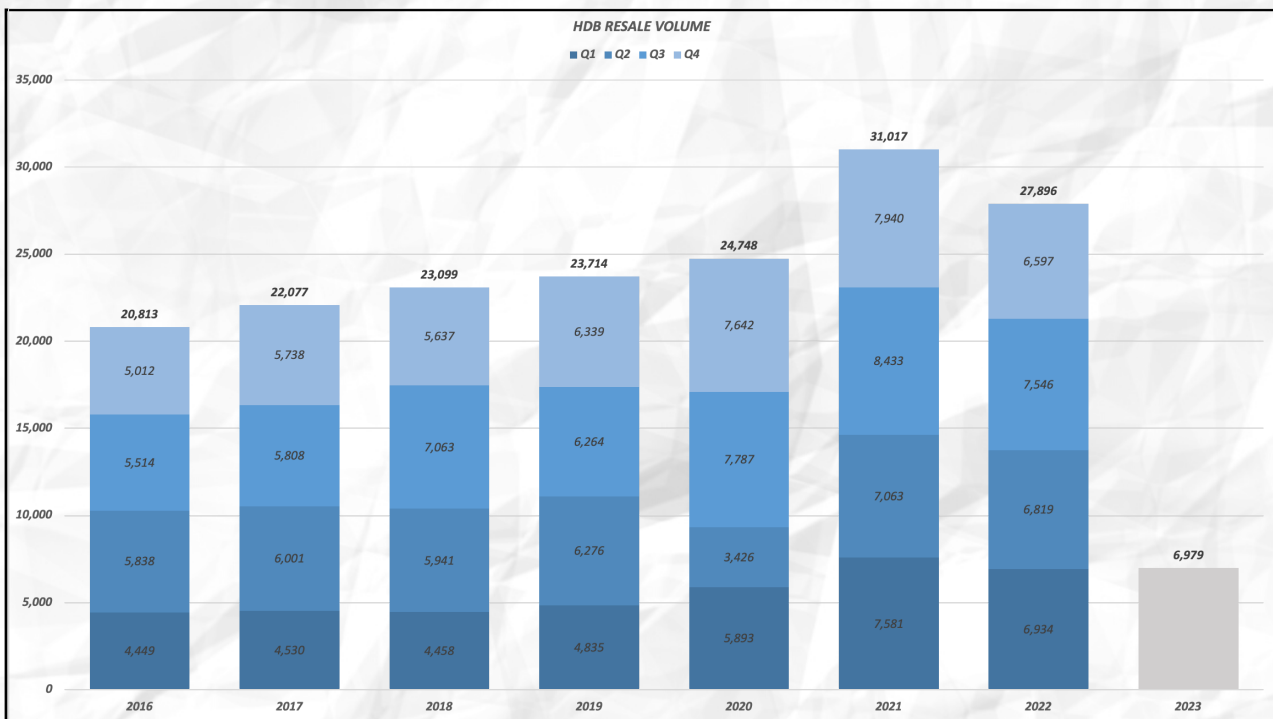
The prevailing high interest rate environment and buyer price resistance are expected to contribute to a more measured growth in resale prices. While the market is still anticipated to see price appreciation, the rate of growth is likely to be more moderate compared to previous years.

Buyers in the private resale market are often motivated by factors such as immediate availability and the desire for specific locations or property characteristics that may not be readily available in the primary market. Additionally, buyers who are ineligible for certain government housing schemes or have specific preferences for established neighborhoods are more likely to explore options in the private resale market.

The 15-month wait cooling measure had a notable impact on downgraders who are selling their private properties to cash out on their assets. This measure has effectively prevented a significant decline in the resale market and curbed rapid price increases in the HDB market.

Overall, the private resale market in 2023 is expected to demonstrate moderate demand, driven by buyers seeking immediate availability and specific property features. However, price growth is projected to be more restrained due to factors such as high interest rates and buyer price resistance.

# MARKET OUTLOOK



## HDB MARKET OUTLOOK

The overall demand for HDB resale flats is expected to remain healthy in 2023, with the full year resale volume potentially exceeding 28,000 units – higher than the 27,896 resold in 2022.

The demand will be underpinned by buyers who need move-in ready flats, and those who cannot purchase a BTO flat – such as Singapore Permanent Resident families and high-income singles. In addition, buyers who are seeking larger flats in mature estates, will likely look for options in the resale market, where units are more plentiful compared to BTO offerings.

In February 2023, the government had announced that it would increase the CPF Housing Grant amount for eligible first-timer buyers who can receive up to \$190,000 in grants to help fund their resale flat purchase. The more generous grant amount may encourage buyers to explore options in the resale market. Buyers of four-room and smaller flats will receive the most grants. Interest for these resale flat types are expected to pick up as buyers look to tap the higher grant amounts.

Despite the healthy underlying demand, resale prices are expected to grow at a more measured pace in 2023 amidst the high interest rate environment and price resistance amongst buyers. HDB resale prices are projected to grow by between 5% and 6% for the full year, moderating from the 10.4% growth achieved in 2022.

# NEW PROJECTS



## **THE RESERVE RESIDENCES**

An exceptional integrated development brought to you by renowned developers Far East Organization and Sino Group. This Integrated Development includes a Bus Interchange, Commercial Shops, Service Apartments, and Residential units, catering to lifestyle needs.

With a total of 732 units, The Reserve Residences provides a wide range of choices to potential buyers, ranging from cozy 1-bedroom units to spacious 5-bedroom units. The development boasts an impressive selection of 46 different layouts, ensuring there is a perfect home for every individual or family.

One of the unique selling points of The Reserve Residences is its direct access to the Beauty World MRT station - which allows residents to seamlessly connect to every other MRT line in Singapore within 9 stops. Such excellent connectivity not only enhances residents' convenience and mobility but also significantly boosts the demand from potential tenants, making it an attractive investment opportunity.

For families with school-going children, The Reserve Residences is conveniently located within a 1KM radius of prestigious educational institutions such as Methodist Girls' School, Pei Hwa Presbyterian, and Bukit Timah Primary School. This close proximity to reputable schools adds to the overall appeal and desirability of the development, making it an ideal choice for families seeking quality education options for their children.

The project is currently in the preview phase, which concludes on 23 May, and will officially launch on 27 May. It is advisable for interested parties to seize this opportunity and explore the available units before the official launch.

# NEW PROJECTS

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## **THE MYST**

Developed by City Development (CDL), The Myst is situated along Upper Bukit Timah Road in District 23. This 99-year leasehold development offers a total of 408 units, with various unit configurations available to cater to different preferences and needs.

Strategically located in a serene enclave surrounded by natural landscapes and environments. Residents will have the unique opportunity to enjoy the tranquility of nature while still benefiting from the convenience of modern living. The combination of peaceful surroundings and urban accessibility makes this development highly appealing to those seeking a balanced lifestyle.

Residents of The Myst will have a range of shopping malls in close proximity to cater to their retail and lifestyle needs. These include Hillion Mall, Bukit Panjang Plaza, Junction 10, Dairy Farm Retails, Rail Mall, and FillV2. With an array of shopping options nearby, residents can easily access a variety of amenities and entertainment options.

For commuters, The Myst is conveniently located just 5 minutes away from Cashew MRT station. This proximity to the Downtown Line provides easy access to every other MRT line in Singapore. The excellent connectivity ensures strong and consistent tenant demand, making it an attractive investment opportunity for years to come.

The preview date for The Myst is targeted to be on 24 June, with sales bookings expected to commence on 8 July. Interested buyers are advised to mark these dates in their calendars and seize the opportunity to explore the available units and secure their desired home.



# NEW PROJECTS

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## **PINETREE HILL**

Introducing a highly anticipated project for those seeking a prestigious and sought-after residential location. This 99-year leasehold development consists of three blocks of 24-storey residential buildings, comprising a total of 520 units. Pinetree Hill is brought to you by UOL & Singland, both renowned developers with a significant footprint in the Singapore residential market.

What sets this project apart is its distinction as the first new launch in the vicinity in 14 years. This rarity adds a sense of exclusivity and novelty to the development, making it a highly attractive investment opportunity. Moreover, the area has a strong track record of growth, ensuring the potential for future value appreciation.

One of the key highlights of this development is its prime location within 1KM of Henry Park Primary School. Families with school-going children will find this proximity highly convenient and desirable. Additionally, the surrounding area boasts a range of esteemed secondary and tertiary educational institutions, including NUS, Singapore Polytechnic, ACS (Independent), ACJC, and Fairfield Methodist Primary. This concentration of quality educational institutions enhances the overall appeal of the location for families.

Residents will enjoy the best of both worlds in terms of lifestyle. While the development offers a tranquil and peaceful environment, it remains close to major commercial hubs. Holland Village, a vibrant and trendy neighborhood, is only a 5-minute drive away. This proximity ensures easy access to a variety of dining, shopping, and entertainment options, providing residents with a diverse range of activities to enjoy.

Pinetree Hill is expected to launch in July 2023.

# NEW PROJECTS



## **BLOSSOMS BY THE PARK**

EL Development sold over 200 units out of 275 at its project Blossoms By The Park at Slim Barracks Rise by 6pm on April 29. This translates to a take-up rate of 73%. The average price of units sold was \$2,423 psf.

The developer had garnered 745 cheques over the past fortnight. Hence, the project had been subscribed 2.75 times ahead of its launch. The conversion rate was close to 26.8%, which can be attributed to a lack of units for investors instead of weak buyer sentiment. According to EL Development's Lim, 96% of the buyers are Singaporeans and PRs, with foreigners making up the balance 4%.

The strong sales had even exceeded the developer's expectations, particularly when it was achieved two days after the latest round of property cooling measures came into effect on April 27.

"The higher ABSD (for Singaporean and PR investors buying their second and subsequent properties) has jolted people to sell first before buying their next property," according to Dentons' Lee. In the meantime, they will rent before taking their time to purchase their next home. "Foreigners waiting for their PR approval will also rent in the meantime," he adds. "Hence, many investors believe the rental market will continue northward."

# NEW PROJECTS



## **THE CONTINUUM**

Over the weekend of May 6-7, joint developers Hoi Hup Realty and Sunway Property sold 216 units (26.5%) of their 816-unit freehold condominium, The Continuum. The average price of units sold at the project on Thiam Siew Avenue was \$2,732 psf.

Though the take-up rate seems weak, it is important to note that in absolute numbers, the sales achieved at The Continuum is on a par with the 206 units sold at the 275-unit Blossoms By The Park. Before the launch of The Continuum, the developer collected 545 cheques as expressions of interest during the two weeks of previews. The sales achieved reflect a conversion rate of close to 40%.

However, the one glaring factor at The Continuum was the sale of less than a handful of the 61 one-bedroom units at launch. "One-bedroom units appeal to investors who prefer 99-year leasehold condominiums," says Ismail Gafoor, CEO of PropNex. "The lower quantum price compared to a freehold project in the same area also means a higher rental yield."

Two-bedroom types priced from \$1.67 million accounted for 62% of the units sold over the weekend. Three-bedroom units from \$2.306 million made up 29% of the sales. Even the four-bedroom units saw 15 units sold at prices above \$3.312 million. The Continuum, being freehold, appeals to upgraders and owner-occupiers who want a legacy to pass to the next generation, adds Gafoor.

The HFE letter will inform you of your eligibility to:



Buy a new flat  
from HDB or  
a resale flat



Receive CPF  
housing grants,  
and the grant amounts



Take up an HDB  
housing loan,  
and the loan amount

## **NEW HDB FLAT ELIGIBILITY (HFE) PROCESSES**

HDB has announced changes to its processes for assessing flat buyers' incomes and eligibility for housing subsidies, effective May 9.

The changes come in tandem with the introduction of a new HDB flat eligibility (HFE) letter to replace the existing HDB loan eligibility (HLE) letter. The HFE letter informs flat buyers upfront about their eligibility for a new or resale flat purchase, as well as the amount of HDB housing loan and CPF housing grants they can obtain.

Eligible housing grants will now be shared among applicants and occupiers in a core nucleus or household, regardless of whether they are Singaporean citizens or permanent residents (PR). This means that in a core nucleus comprising a Singaporean citizen and a PR, each applicant will get half the grant amount. Before this, the full grant amount was disbursed only to the flat applicant, a Singaporean citizen.

The updated disbursement guideline also applies to households where the core nucleus comprises an applicant and a core occupier who are both Singaporean citizens. Housing grants will now be disbursed equally to both, compared to previously, where it was fully disbursed just to the applicant. For households comprising an applicant and a core occupier, only the portion of the grant disbursed to the applicant can be used to offset the purchase price of the flat, while the core occupier's portion will be retained in their CPF account.

The income assessment period for flat buyers has been increased to 12 months instead of the previous three or six months. The move allows for a more consistent and clearer assessment of applicants' income levels, HDB says.

# HDB AVERAGE PRICES

<b>APR/MAY</b>	<b>3-ROOM</b>	<b>4-ROOM</b>	<b>5-ROOM</b>	<b>EXECUTIVE</b>	<b>VOLUME</b>
ANG MO KIO	\$404,378	\$621,955	\$746,988	\$933,000	141
BEDOK	\$372,979	\$566,899	\$764,417	\$921,151	178
BISHAN	\$445,412	\$701,875	\$868,153	\$1,051,777	54
BUKIT BATOK	\$412,366	\$581,624	\$756,751	\$879,682	235
BUKIT MERAH	\$475,795	\$772,090	\$892,022	-	129
BUKIT PANJANG	\$397,336	\$518,668	\$645,213	\$740,700	124
BUKIT TIMAH	\$480,750	\$810,000	\$985,000	-	6
CENTRAL AREA	\$426,966	\$1,043,222	\$1,087,500	-	17
CHOA CHU KANG	\$396,188	\$496,979	\$597,906	\$741,231	161
CLEMENTI	\$454,107	\$681,621	\$906,447	\$968,333	72
GEYLANG	\$369,579	\$652,983	\$832,666	\$875,762	76
HOUGANG	\$388,619	\$534,040	\$673,391	\$887,625	156
JURONG EAST	\$357,472	\$481,556	\$671,555	\$801,975	56
JURONG WEST	\$357,235	\$486,980	\$604,489	\$731,151	189
KALLANG/WHAMPOA	\$412,679	\$741,880	\$871,548	\$1,010,000	122
MARINE PARADE	\$438,781	\$621,666	\$883,377	-	21
PASIR RIS	\$452,500	\$555,792	\$653,833	\$817,939	87
PUNGGOL	\$451,401	\$591,552	\$685,254	\$722,448	288
QUEENSTOWN	\$437,457	\$838,017	\$1,033,755	-	82
SEMBAWANG	\$435,324	\$540,058	\$608,849	\$674,129	126
SENGKANG	\$455,383	\$568,898	\$647,895	\$745,944	289
SERANGOON	\$383,818	\$589,119	\$657,098	\$869,000	56
TAMPINES	\$433,122	\$569,388	\$715,317	\$866,859	204
TOA PAYOH	\$405,255	\$695,041	\$956,982	\$925,222	98
WOODLANDS	\$381,309	\$482,051	\$597,179	\$815,912	288
YISHUN	\$387,929	\$493,354	\$639,439	\$875,807	266

# ABOUT

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*"A good life starts with the right home". The **RIGHT HOME** gives you **Safety, Security & Hope. LIVING FREE**, is knowing that you have a good bottom line, minimal downside risk, and also potential to gain more than you once had.*

*Kelvin's goal as a Realtor is to make sure that all his clients can retire with a **"Roof over their Heads, Food on the table & enough Money in the Bank"**. The safest way to achieve that, is by paying attention to our Biggest Asset - Our Homes.*

*He specialises in **HDBs, New and Resale Private Residential Properties**. If you need a committed, sincere and efficient realtor to handle your property matters, Kelvin will be there to understand your Goals, Needs and help you make the right move.*

**Call him now to see what he can do for you..**

## **RETIREMENT PLANNING**

*The Secret is by starting with the end in mind. Growing up in a HDB neighbourhood, Kelvin understands how difficult it is for average Singaporeans to save for retirement, yet alone leave a legacy for their loved ones. As long as your retirement is well-planned, the sky is the limit.*

## **ASSET PROGRESSION**

*While it is necessary to plan for the long-term, it is also essential to live life to the fullest in the short-term. The trick is finding the right balance. If you fail to plan, you plan to fail.*

## **CHOOSING THE RIGHT PROPERTY**

*A perfect plan is only as good as its execution. Every property is an important decision. There's always the best choice at every stage of the way, you just have to know how to spot one.*



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