



HIGHLIGHTS

Post-Cooling Measures, Private Non-Residential Market buyers adopted a wait and see approach.

HDB resale prices grew 12% YoY. Despite lower transaction volumes, 82 flats were sold for at least \$1 million, six that were sold above \$1.3 million.

4 Blocks in Ang Mo Kio were selected for Selective En Bloc Redevelopment Scheme (SERS).

Golden Mile Complex, Lakepoint and International Plaza re-launched for collective sale at \$800 million, \$640 million and \$2.7 billion respectively.

Piccadilly Grand saw 5,400 visitors on Preview weekend. Liv @ MB launch around the corner.

Market Outlook

SERS

ENBLOC

Case Study: J Gateway

Upcoming Launches



Market Outlook

The **Singapore Property Market** has shown “a broad-based recovery”, with improvement in metrics recorded across most segments, according to a 1Q2022 report by CBRE. While the new property cooling measures in December 2021 were expected to dampen consumer sentiment and demand, OCBC expects the private home market to remain resilient, particularly for first-timers and upgraders, given that the Additional Buyer’s Stamp Duty (ABSD) rates for permanent residents and Singapore citizens have been left unchanged.



PRIVATE NON-LANDED RESIDENTIAL

In the private market, both sellers and buyers adopted a wait-and-see approach post-cooling measures, with only 1,716 new private homes (excluding executive condominiums or ECs) sold in 1Q2022, well below the five-year average. “Private home price growth plateaued in 1Q2022 as cooling measures took effect.

The Core Central Region saw an initial drop of 4.09% in average psf price between October and December 2021. However, that seems to have gone back up by 4.81% between January and March this year.

Similarly, there was an average psf price spike in the RCR in November last year. This was likely due to the launch of Canninghill Piers, with 5-bedrooms going for above S\$3,000+ psf. However figures tapered down once again in December, before hiking 4.10% in psf price between January and March.

As most of the New Developments are launching in the 2nd half of the year, buying volume continues to be low.

Market Outlook

LANDED

Private residential landed properties saw a marginal 0.4% increase q-o-q in prices, compared with a 5.0% surge in the preceding quarter. Overall non-landed home prices saw a 0.6% decline q-o-q, reversing from the 5.3% growth in 4Q2021.

In terms of volume, the largest drop came from RCR, particularly in March 2022, with only 7 registered transactions. Also, the spike in volume in January's OCR is likely due to the sale of strata-landed housing at Belgravia Ace.

Despite the drop in volume and cooling measures in place, demand for private landed housing remains positive among high net-worth individuals and their families as of Q1 2022.

RENTAL

The reopening of land borders with Malaysia is expected to not have a major impact on Singapore's residential leasing market. In fact, they expect the increased arrivals and departures to boost the volume of rental deals, reported The Business Times.

From 1 April, fully vaccinated persons will be allowed to enter Singapore and Malaysia, which could prompt many Malaysians not to renew their rental contracts upon expiry.

Based on feedback from property agents, most of their Malaysian clients who are working in Singapore tend to lease HDB flats, but even so, they still account for a small portion of overall leasing demand. Therefore, their potential exit is not expected to impact the rental market significantly.

However, the opening of borders would make it easier for Singapore companies to bring in foreign workers, giving a boost to demand.

Demand for rental units in Singapore is likely to persist in 2022. Aside from the expected boost in rental flat volumes from foreign workers, young couples affected by BTO construction delays and the increasing trend of single millennials moving out of their family homes for more space and privacy will continue to drive demand for rental units.

Market Outlook



HDB

Resale prices of public housing flats grew 2.4% q-o-q in 1Q2022. On a y-o-y basis, HDB resale prices were up 12% in 1Q2022. This is despite a dip in market activities during the quarter. 6,500 HDB flats were resold in 1Q2022, a decline from 7,940 units transacted last quarter.

The impact of the cooling measures however can be felt most in terms of transaction volume.

For example, HDB resale flats Outside of the Central Region (OCR) saw their volume drop from 2,016 in January to 1,542 and 1,532 in February and March respectively. Quarter-to-quarter, the drop has been in the range of 16-17%, underpinned by the seasonal lull over the Christmas and Chinese New Year seasons.

Despite the fewer flats sold, 82 flats were sold for at least \$1 million in 1Q2022, almost on par with the 85 transactions recorded in 4Q2021. This includes a five-room HDB flat at Pinnacle@Duxton selling for a record price of \$1.39 million last month. In total, six flats were sold for above \$1.3 million, higher than the four units that transacted at such prices the previous quarter.

HDB resale market is expected to remain buoyant, with demand remaining resilient. While over 31,000 flats are expected to reach minimum occupation period (MOP) in 2022, boosting supply, it's expected that the new homes will likely command higher prices, underpinning further price increases in the market. It is expected that HDB resale prices will grow by up to 8% this year.

More on HDB



SERS: ANG MO KIO

Four residential housing blocks in Ang Mo Kio (Blk 562 to 565) have been selected to be renewed under HDB's Selective En Bloc Redevelopment Scheme (SERS). This is the first SERS announcement in nearly four years. Located beside CTE, the site is within walking distance to the new Tavistock MRT station, which is estimated to be completed in 2030. The current housing blocks of 13 storeys could be built up to around 36 storeys in order to fully optimise the plot.

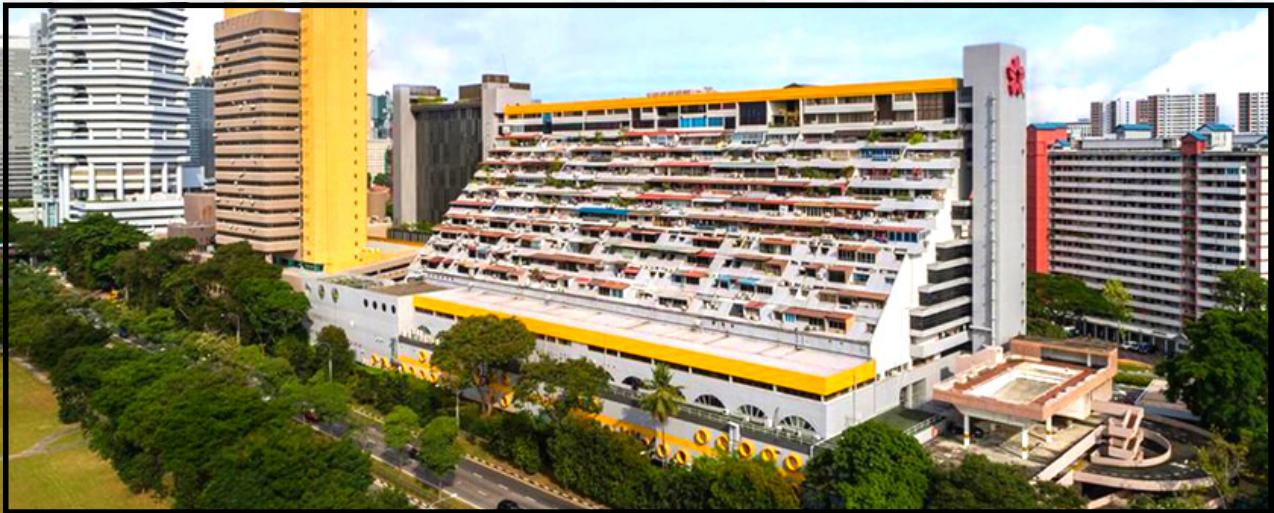
Current residents can expect to receive compensation as well as new replacement flats at the nearby Ang Mo Kio Drive. According to HDB, the replacement sites offer around 1,065 new units ranging from two-room flexi to four-room flats. The flats are not subject to potential market volatility to give the SERS flat owners greater certainty.



PINNACLE@DUXTON

A 5 room resale flat at Pinnacle@Duxton was sold for a whopping S\$1,388,888.88 last March. The record breaking deal comes after last October's announcement about the Prime Location Public Housing (PLH) model and last December's cooling measures announcement.

Under the PLH model, new flats launched in prime locations are subjected to various restrictions such as a 10-year Minimum Occupation Period (MOP), a subsidy clawback and an income ceiling for resale buyers, to curb the lottery effect.



GOLDEN MILE COMPLEX

which was gazetted as a conserved building in October last year, is making its second bid at a collective sale after its previous attempt at \$800 million ended with no bids in 2019. The 16-storey building has 47 years left on its lease.

At \$800 million and depending on the proposed use mix, the indicative land rate works out to about \$1,350 per sq ft per plot ratio, including differential premium and lease upgrading premium payable.

There is no additional buyer's stamp duty payable for buying the site as Golden Mile Complex is zoned for commercial use. There are also no restrictions on foreign ownership.

Golden Mile Complex was completed in 1973, and is the first modern, large-scale strata-titled development conserved here, yielding a maximum potential gross floor area of 81,000 sq m.

In return for developers abiding by the conservation guidelines, the Urban Redevelopment Authority is offering additional planning incentives, including allowing developers to build a new 30-storey tower block beside the main conserved building.

The site boundary may also be extended to include part of adjacent state land to allow for design flexibility, while tax incentives will be provided, lowering development costs.



INTERNATIONAL PLAZA

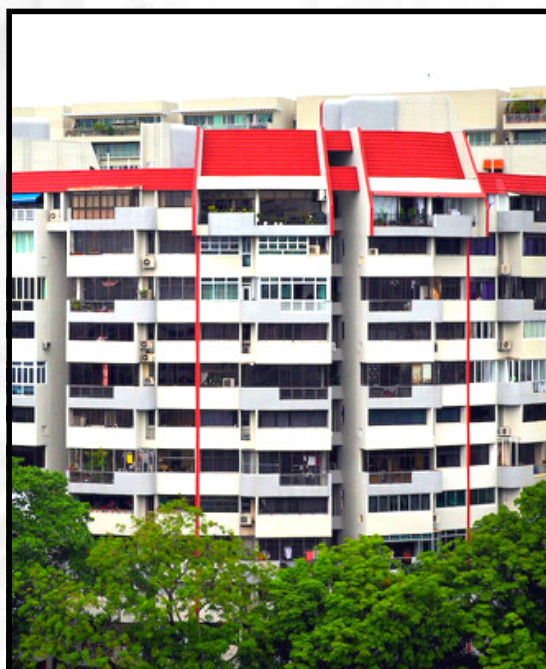
has been relaunched for sale by public tender at the same reserve price of \$2.7 billion, after its first tender closed in November last year with no bids.

Potentially Singapore's largest collective sale deal in terms of number of units and value, the reserve price of the 50-storey commercial and residential block works out to a land rate of \$2,448 per square foot per plot ratio (psf ppr) including differential premium and lease upgrading premium.

LAKEPOINT CONDOMINIUM

will be relaunched for sale en bloc again on Tuesday (April 19). The last tender had closed without a bid on Dec 22, 2021. Owners of the Jurong condominium development then entered into a "private treaty negotiation process".

The reserve price for the latest tender remains unchanged at \$640 million. This translates to a land rate of \$959 to \$982 per sq ft per plot ratio, including the development charge and a lease top-up premium.



Lakepoint recently obtained approval from the Urban Redevelopment Authority (URA) for higher height redevelopment. Thus, the buyer of the site will be able to build a mix of residential blocks five storeys and 12 storeys high, which greatly enhances the attractiveness of the site.

The 99-year leasehold development comprises 309 residential units. It sits on a land plot spanning 562,286 sq ft zoned for residential use under the URA's Master Plan 2019 and also has a plot ratio of 1.4.

The property is located around 300m to Lakeside MRT Station and is within walking distance of Jurong Lake Gardens. Amenities nearby include shopping malls such as JCube, Jem, Westgate, IMM and Jurong Point Mall.

Case Study: J Gateway

Projects with High take-up rates, how do they perform in the Resale market?

Right after a round of cooling measures on 29th June, 1,500 people turned up for balloting for J Gateway in July 2013. Before the end of the first day, 736 of the 738 units were snapped up. Ranging from \$1,573 psf for the One-bedders to \$1,400 psf for the Four-bedders.

Many of the buyers lived in the Jurong East neighbourhood and were drawn to J Gateway because it was right next to Jurong East MRT and bus interchange. It was also a short walking distance to malls like JEM, Westgate, Big Box, IMM and JCube. As it was near the International Business Park, J Gateway buyers saw the rental potential as well. There was also the initial promise of the High-Speed Rail (HSR) terminal with Malaysia.

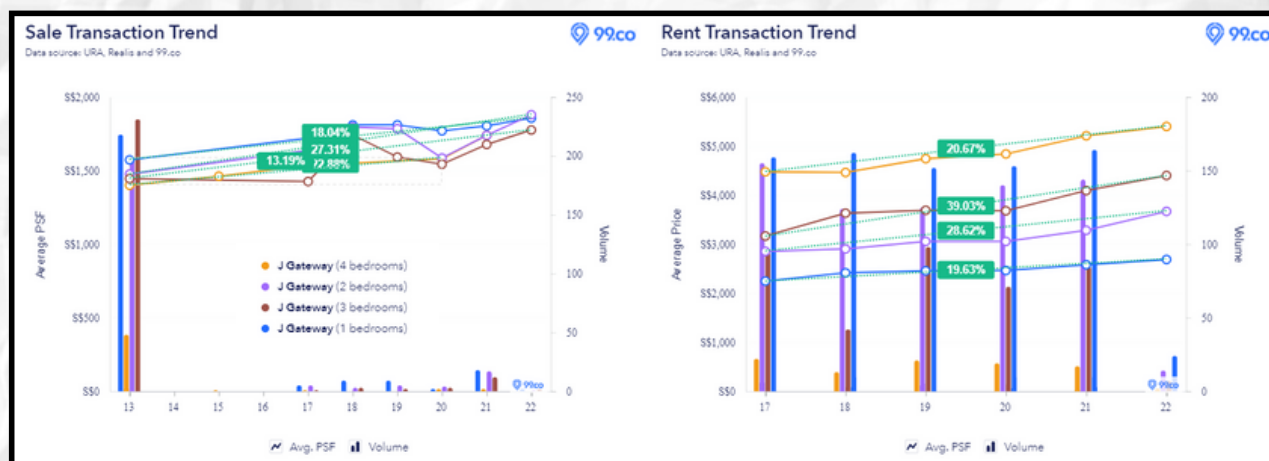
RESALE TRENDS

Nine years since its launch, J Gateway's One-bedroom units have seen their average psf price rise **18.04%** from S\$1,573 to S\$1,857 psf. Two-bedrooms saw a **27.31%** rise in average psf pricing from S\$1,476 to S\$1,879. Three-bedrooms grew **22.88%** from S\$1,445 to S\$1,776. While the Four-bedrooms rose by **13.19%** from S\$1,400 to S\$1,580.

RENTAL TRENDS

Apart from J Gateway's exceptional resale performance, is its ever-increasing rental prices. One-bedroom units rose by **19.63%**, Two-bedrooms units **28.62%**, Three-bedrooms units **39.03%** and Four-bedrooms units **20.67%**.

Even after the implementation of cooling measures, J Gateway received overwhelming response during the launch and managed to perform well in the resale market. **Looking for a Development that is able to outperform J Gateway? Feel free to set an appointment with me!**



New Developments



PICCADILLY GRAND

A Mixed Development by Joint-Ventures **CDL & MCL Land**. Piccadilly Grand is located in District 8, Farrer Park - Rest-of-City Region (RCR) zone.

The 99-year leasehold Project comprises 407 units that comes with 1 to 5 bedroom and Dual-Key layouts.

Boasting a plethora of amenities nearby such as City Square Mall, Mustafa & Jalan Besar, Piccadilly Grand is very well connected. Directly linked to Farrer Park MRT, it is just 2 stops away from Dhoby Ghaut MRT, which takes you to either the shopping belt along Orchard or the Central Business District along City Hall. For Drivers, Farrer Park is also within proximity to several major expressways; CTE, PIE & KPE.

All 2 Bedroom units come with an enclosable Kitchen, as well as 2 bathrooms, this unique feature gives Piccadilly an edge to both Property Investors as well as Homebuyers. Its 4 Bedrooms Dual-Key units are also interesting as the single unit now comes with a Private balcony and has enough space for a standard wardrobe.

LIV@MB

Developed by renowned developer Bukit Sembawang Land Pte Ltd, Liv@MB is located in District 15, East Coast - Rest-of-City Region (RCR) zone (Former Katong Park Towers).

The 99-year leasehold Project comprises 298 units from 1 to 4 bedroom layouts across 2 towers, designed and fitted with top quality finishings, boasting luxurious layouts for every discerning home-owner and investor.



Just a 3 minutes walk from Katong Park MRT (TEL), Liv@MB sits on a sprawling 140,000 sqft site. 80% of its land is used for greeneries that is hard to miss. Amenities such as shopping malls, cafes, parks and clinics are within proximity.

All 1 & 2 bedroom units come with enclosable kitchen, while its common room sizes boasts 10.4sqm - Larger than the 5-year average sizes.

About

Kelvin's goal as a Realtor is to make sure all his clients can **retire with a Roof over their heads, Food on the table & enough Money in the bank**. He aims to achieve that through Property and Retirement Planning.

He specialises in a wide range of portfolios including HDBs, Private Residential, as well as Commercial Properties. If you need a committed, sincere and efficient realtor to handle your property matters, Kelvin will be there to understand your options and help you make the right move.

RETIREMENT PLANNING

The key to success is by starting with the end in mind. Growing up in a HDB neighbourhood, he 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 covered, 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 getting 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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