Brave new world of retail

With the popularity of e-commerce and overseas shopping destinations, what is the way forward for Singapore’s retail scene?

See our Cover Story on Pages 10 and 11.
Villa D’Este up for en bloc sale at $596 mil
Villa D’Este (above), located within the White House Park Good Class Bungalow Area (GCBGA), has been put up for sale by public tender. According to sole marketing agent CBRE, the guide price for the property is $596 million, or $1,730 psf per plot ratio. The freehold site, located about 350m from the Seterra MRT station, spans a land area of 55,480 sq ft and its existing gross floor area (GFA), which has been verified by URA, is 49,071 sq ft.

Located at Dalveley Road, the property can be sub-divided into three spacious GCB plots or redeveloped into one luxurious GCB, according to CBRE. It can also be redeveloped into its existing condominium housing form, provided there is no intensification of the existing approved GFA and storey height.

“This is an exceptional offering,” says Galven Tan, CBRE director of capital markets. “New condo developments located within GCB areas are sought-after by foreigners — who are not allowed to own GCBs — as they offer prestigious GCB addresses. Both developers from Singapore and the region will be very keen on the opportunity.”

When the property was in the market in 2010, it had an asking price of $115 million. URA has confirmed that no development charges are payable for the site. The tender exercise will close on Aug 25.

Villa D’Este up for en bloc sale at $596 mil

Qingjian Realty to preview mixed-use development Le Quest
Qingjian Realty (South Pacific) Group, a unit of CNCQ International Holdings, will preview Le Quest (above) from July 22.

Le Quest, a mixed-use development in Bukit Batok, comprises 516 private residential units and more than 64,584 sq ft of commercial space. It sits on a 118,195 sq ft site and, when completed, will have five 12-storey apartment blocks above a four-storey podium that will house retail space, a childcare centre and car parks.

The project has a wide range of units — studios and one- to four-bedroom units. The studios are sized at 431 sq ft and priced from $558,000; one-bedroom units from 495 to 614 sq ft start from $648,000; two-bedroom units from 592 to 829 sq ft are priced from $754,000; three-bedroom units which start from 842 sq ft are priced from $990,000; while four-bedroom units are sized from 1,130 sq ft with prices starting from $1,388,000.

Qingjian Realty is also offering smart home technology for residential units at Le Quest. According to CBRE director of capital markets. “New condo developments located within GCB areas are sought-after by foreigners — who are not allowed to own GCBs — as they offer prestigious GCB addresses. Both developers from Singapore and the region will be very keen on the opportunity.”

When the property was in the market in 2010, it had an asking price of $115 million. URA has confirmed that no development charges are payable for the site. The tender exercise will close on Aug 25.

Qingjian Realty to preview mixed-use development Le Quest

Afro-Asia Shipping and Shimizu to jointly redevelop Afro-Asia Building
A joint venture company formed by Afro-Asia Shipping (AAS) and Shimizu Corp Investment and Development Division is set to redevelop the Afro-Asia Building (top right). The total project is estimated to cost more than $130 million, which the JV intends to fund through loans from financial institutions.

The Afro-Asia Building, currently located at the site in November. Construction is set to start next April.

Relocation of Paya Lebar Air Base will free up 400ha of land
The Paya Lebar Air Base (PLAB) will be relocated to an expanded Tengah Air Base, a joint statement released by MND, NEA and SLA on July 18 says. This means 80ha of land in the north-east region — larger than the current Bishan or Ang Mo Kio town — will be freed up for new residential units, office and industrial spaces, as well as parks.

To expand Tengah Air Base, the government will acquire four plots of private land, which currently house oral and food farms and a nursery, the ongoing phased exhumation of graves at Choa Chu Kang Cemetery, and carry out road re-alignment works. About 45,500 Chinese graves and 35,000 Muslim graves will be exhumed. By moving PLAB to Tengah Air Base, the height restrictions around Paya Lebar and a broader area stretching down to Marina South will be lifted, allowing for taller future developments in these areas.

Hundred Palms Residences receives more than 2,000 e-applications
Hup Hoo Pung’s executive condo, Hundred Palms Residences, has received more than 2,000 e-applications, according to ERA’s Hundred Palms Residences Facebook page. E-applications for the third and final BTO exercise will commence in 4Q2017. The flats will be launched for sale in 2H2018. HDB will set aside 95% of the four- and five-bedroom flats for families that are first-time buyers, as well as families that have been waiting for more than 64,584 sq ft of commercial space. It sits on a 55,480 sq ft plot.

Located on Yio Chu Kang Road, the EC comprises three-, four- and five-bedroom units across nine storeys. The EC, which has envelope areas ranging from 883 to 1,636 sq ft. Indicative prices for the three-bedroom units start from $715,000, according to a separate ERA’s Hundred Palms Residences Facebook page. The range also includes indicative prices for the four- and five-bedroom units start from $1.03 million and $1.18 million respectively.

New private home sales in June increase by 52.9% y-o-y
Developers moved 820 private residential units last month, a 52.9% increase y-o-y compared with June 2016, when only 536 new private homes were sold, according to the latest figures released by URA.

The Sanctori was the bestselling private project in June, with developer MCC Land moving 75 units at a median price of $1,026 psf. Only 64 (10%) of 597 units in the year-end leasehold project at Tampines Avenue 10 remain to be sold, according to the URA data. In second place for the month was Parc Riviera at West Coast Vale. E.L. Development sold 55 units at a median price of $1,218 psf. According to the URA figures, the 752-unit development is 75% sold. City Developments’ (CDL) The Tre Ver is third in terms of number of units sold at a private residence, with 47 units sold at $1,899 psf. Both Parc Riviera and Commonwealth Towers are 99-year leasehold properties.

Desmond Sim, CBRE’s head of Singapore and South-East Asia research, attributes the increase in buyer interest in the top-selling projects to factors such as the recent bullish land bids by local and foreign developers on sites released under the Government Land Sales programme, as well as the lack of new launches in June.

The sale development launched last month was the freehold, 26-unit Park 1 Suites at Leong 40 Geylang.

JustCo merges with naked hub
JustCo has launched a new brand to form the largest premium co-working operator in Asia. This will allow the merged entity to take a bigger share of the co-working market, which is projected to grow 58% each year from 2016 to 2022, according to Statista.

Including naked Hub’s network of 21 spaces in China, Hong Kong and Vietnam, the combined portfolio of the merged entity will have a gross floor area of 150,000 sq m, in 41 locations across 10 countries. The new entity, meaning the JustCo-naked Hub merged entity can serve over 1,000 companies and approximately 7,400 members, will also commence with four pilot spaces at One Shenton on Robinson Road, Raffles Quay as well as at Marina One and UIC Building. The firm plans to add two million sq ft of space to its portfolio, in cities such as Kuala Lumpur, Jakarta and Bangkok.
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Real estate markets in Singapore, Hong Kong go their separate ways — but for the better

T
here is an adage that some still subscribe to — that the Singapore property market lags Hong Kong’s by about two quarters. While that could have been the case, it is also not entirely correct because insofar as office prices in HK dollars are concerned, since 2005, we have had only one instance in which prices in Hong Kong led those in Singapore by two quarters. That was in 1Q2009, when prices in Hong Kong started to rise six months before those in Singapore (see Chart 1).

The same is observed for the luxury non-landed private residential segment. Prices in Singapore and Hong Kong were positively correlated from 2000 to 4Q2014. Thereafter, prices in Hong Kong surged ahead while prices in Singapore went sideways (see Chart 2). Some may subscribe to the view that Singapore had put in place a string of macroprudential cooling measures that slowed market activity. However, Hong Kong, too, had put in place similar policies, and in November 2016 and April this year, the Special Administrative Region (SAR) added further property cooling measures, including raising the stamp duty on homebuyers to rein in prices.

For the past two years, there has been less of a correlation between Hong Kong’s and Singapore’s office and residential prices. Why is that?

Grade-A office sector
The reason Hong Kong office prices started to rise from mid-2014 is that after Chinese Premier Li Keqiang announced the establishment of the Hong Kong-Shanghai Stock Connect in April 2014, there was a flurry of activity by Chinese financial services companies to set up offices in the territory. This link-up gave Hong Kong an overnight uplift in office demand. Just prior to the announcement of the Hong Kong-Shanghai Stock Connect investment channel, the vacancy levels in Hong Kong and Singapore were almost comparable (see Chart 3 on Page EP6). The impending supply in Hong Kong was greater than in Singapore at that point in time. However, rents and prices of Grade-A office space in Hong Kong very likely increased since November 2014, owing to demand spurred by the implementation of the stock market connection.

The tenant profile and office space footprint in both cities are noticeably different. For example, tech firms generally take much less space in Hong Kong than in Singapore. Insofar as demand for office

CONTINUES ON PAGE EP6
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Opportunity for investors to diversify across two markets

Table 1

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<thead>
<tr>
<th>Tech firms in Hong Kong and Singapore</th>
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<tbody>
<tr>
<td><strong>FIRM</strong></td>
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<tr>
<td>LinkedIn</td>
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<td>Alibaba</td>
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<td>Google</td>
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*Includes additional space at Marina One (by end 2018)

Table 2

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<th>Recent leasing activity by Chinese and Taiwanese financial institutions in Hong Kong</th>
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<tbody>
<tr>
<td><strong>FIRM</strong></td>
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<tr>
<td>Huaxing</td>
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<tr>
<td>Two Pacific Place, Admiralty</td>
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<tr>
<td>China Orient Asset Management</td>
</tr>
<tr>
<td>Bank of Shanghai (HK)</td>
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<td>Bank of Communications</td>
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Table 3

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<thead>
<tr>
<th>Recent non-financial Chinese companies’ leasing activity in Hong Kong</th>
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<tbody>
<tr>
<td><strong>FIRM</strong></td>
</tr>
<tr>
<td>HNA Group</td>
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<tr>
<td>Three Pacific Place, Wanchai</td>
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<tr>
<td>Two IC, Central</td>
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Table 4

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<thead>
<tr>
<th>Recent major non-tech tenant leasing activity in Singapore’s Grade-A CBD office space</th>
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<tbody>
<tr>
<td><strong>FIRM</strong></td>
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<tr>
<td>Dentus</td>
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<tr>
<td>Mitsubishi OSF Lines</td>
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<tr>
<td>BP Singapore</td>
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<tr>
<td>Danone</td>
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<tr>
<td>Ocean Network Express</td>
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</table>

*Consolidation of operations from older buildings, some of which are not Grade-A CBD offices

A cursory comparison of policy measures for the Hong Kong and Singapore residential market

<table>
<thead>
<tr>
<th>MEASURE</th>
<th>HONG KONG</th>
<th>SINGAPORE</th>
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<tbody>
<tr>
<td>SDL*</td>
<td>20% - &lt;6 months</td>
<td>12% - ≤1 year</td>
</tr>
<tr>
<td>15% - &gt;6 months to ≤12 months</td>
<td>8% - &gt;1 year to ≤2 years</td>
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<tr>
<td>10% - &gt;12 months to ≤36 months</td>
<td>4% - &gt;2 years to ≤3 years</td>
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<tr>
<td>Buyer’s stamp duty</td>
<td>15% additional stamp duty on all non-Hong Kong buyers (include of sale of shares in companies)</td>
<td>15% additional stamp duty for all non-Singaporeans and non-PRs</td>
</tr>
<tr>
<td>AVD**</td>
<td>15% for second residential property purchase</td>
<td>7% for second residential property purchase</td>
</tr>
<tr>
<td>Financing</td>
<td>For &gt;HK$10 million, loan-to-value is 50% maximum for Hong Kong residences (Debt servicing ratio: 50% of borrower’s income (excludes other debt repayments))</td>
<td>10% for three or more subsequent property purchases</td>
</tr>
<tr>
<td>Total debt servicing ratio: 60% of borrower’s income</td>
<td></td>
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</tbody>
</table>

*SDL is special duties on land (sales or purchase) **AVD is additional stamp duty

Chart 3

Prime Grade-A office vacancy levels in Hong Kong and Singapore

Chart 4

Net yields for Hong Kong and Singapore Grade-A offices and luxury residential properties

Conclusion

The weakening of a correlation between prices (and rents) in Singapore and Hong Kong’s main real estate sectors now presents an opportunity for investors to diversify across these two markets. In the past, the strong linkage in performance would not have given investors — particularly institution- al investors — the ability to reduce their country risks. Today, with the two economies spurred by different sets of drivers, an effective diversification strategy emerges.

Alan Cheong is the head of research for Savills Singapore.
**City Suites offers freehold investment opportunity**

**CITY SUITES** is a 56-unit freehold development on Balsester Road by Singapore-listed international property developer SingHaiyi Group. What is unique about the project is that it has a wide range of one-bedroom units, which are sought-after by investors. The project is expected to obtain its Temporary Occupation Permit (TOP) in 3Q2017, which means that buyers will be able to enjoy rental income almost immediately.

The one-bedroom units come with fully fitted kitchen appliances and cabinets, bathroom accessories, as well as a built-in wardrobe. Unit sizes range from 452 to 527 sq ft. Assuming an average selling price of $1,800 psf and a monthly rent of $2,500, investors can achieve a gross rental yield of 3.1% to 3.7%.

The developer has put a lot of thought into the design of City Suites: All the units are north-south facing and have 3.3m ceiling height. There are also four duplex penthouses with double-volume ceiling height and a loft-like bedroom. The duplex penthouses range from 925 to 1,120 sq ft. Underground parking is also available for residents.

**INCREASED VIBRANCY**

The Balestier area has become vibrant over the years with the opening of international schools nearby such as Curtin Singapore, East Asia Institute of Management and Global Indian International School. With the increase in foreign student population, interesting F&B outlets have sprung up, such as ice cream parlour Regroup x Scoop Therapy, pet-friendly café Paws Pet-radise, The Quelleas Goat coffee house and Wheeler’s Yard, an industrial warehouse cafe which is a favourite with cyclists. These outlets join popular local eateries such as Chicken Rice, Founder Bak Kut Teh and two hotels: Ramada and Days Hotel Singapore.

**PROXIMITY TO HEALTH CITY NOVENA**

Another attraction of City Suites is its proximity to Health City Novena, poised to be Singapore’s largest medical hub. Officially launched in 2013, Health City Novena will be jointly developed by the Ministry of Health, Tan Tock Seng Hospital and National Healthcare Group. When completed by 2030, Healthcare-related space at Health City Novena will feature gardens, playgrounds, an open-air theatre and F&B terraces.

The Balestier area has become vibrant over the years with the opening of international schools nearby such as Curtin Singapore

**WELL-SERVED BY PUBLIC TRANSPORT**

City Suites is well-served by public transport, being just a short walk from several bus stops as well as near the Novena MRT station. It is also accessible to the Central Expressway and Pan Island Expressway, which means it is just a 10-minute drive to the CBD, Marina Bay and Orchard Road.

Although it is just off the main Balester Road, City Suites is located in a relatively quiet enclave, with lower-floor units enjoying the greenery on the sprawling grounds of the Communal Disease Centre, with its low-rise historic buildings. Parks in the vicinity include Zhongshan Park, where the Sun Yat Sen Nanyang Memorial Hall is housed, as well as the future Central Park within Health City Novena, which will feature gardens, playgrounds, an elevated walkway set amid trees, an open-air theatre and F&B terraces.

There are also retail and F&B facilities in the Balester area, such as Balester Plaza, Balester Point and Shaw Plaza. In addition, there is Zhongshan Mall, anchored by a FairPrice Finest supermarket. Zhongshan Mall is part of the Zhongshan Park mixed-use development that comprises an office tower and two hotels: Ramada and Days Hotel Singapore.

Strong track record

SingHaiyi Group has successfully developed and fully sold a wide range of residential property developments in Singapore. They range from Clunton Residences, a 21-unit cluster housing development off Upper Serangoon Road, to the 514-unit CityLife@Tampines executive condominium (EC). Both projects were developed jointly with other parties. SingHaiyi also developed and fully sold the 517-unit The Vales EC, which obtained its TOP in May. More than 300 units at The Vales have already been handed over to the owners, who are pleased with the quality of the finishing provided. The owners will also enjoy energy efficiency, as The Vales has been awarded one of the highest accolades in sustainable design — a GoldPlus rating under the Building and Construction Authority’s Green Building Awards. Currently, SingHaiyi is involved in the redevelopment of 9 Penang Road, formerly known as Park Mall, a high-end furniture mall that is being repositioned as a new twin-tower Grade-A office development in the prime Orchard Road neighbourhood. The project is within a short walk from the Doby Ghaut MRT interchange station.
This coming weekend will see the relaunch of the remaining 100 units at the 360-unit SkySuites@Anson in Tanjong Pagar, which is poised to be Singapore’s “next Waterfront City” after the port is relocated to Tuas. At 290m, the 72-storey condominium is also one of the three tallest in Singapore.

Developed by Allgreen Properties, SkySuites@Anson was launched in 2011 and completed in 2015. About 88% of the units are one- and two-bedroom apartments. There are 156 typical one-bedroom units sized from 366 to 398 sq ft, and four 505 sq ft one-bedroom units on the 60th floor. Another 156 units are two-bedroom units that measure 667 to 699 sq ft. Three-bedroom units make up the remaining 44 units.

The interiors were designed by Patty Mak of Suying Design, who is famous for her design of luxury homes in the prime districts. At SkySuites@Anson, Mak demonstrates that one need not compromise on comfort and space, even in a compact apartment.

The one-bedroom units are designed with a "transformer kitchen" that is fully equipped with an oven, stove hob, washing machine, dishwasher and shelves for storage. There is also storage space for a coffee machine, juicer/blender, vacuum cleaner and ironing board angled such that one can iron while watching television.

Wall panelling conceals storage space for suitcases and bedlinen. The bathroom comes with storage space behind the vanity mirror as well as shelves for towels and toiletries.

From the roof terrace on the 72nd floor, residents will be able to enjoy uninterrupted 360-degree views.

The developer is offering an 11% to 15% discount for available units for the relaunch. A deferred payment scheme of up to a year will also be available. However, the discount will be 5% less than that offered under the normal payment scheme, according to sole marketing agency Knight Frank Singapore.

Some of the units will be sold with tenancy in place. These units will have a slightly lower discount of 11%. After the discount, one-bedroom units facing neighbouring project ICON are priced from $861,075 to $895,518, while those fronting Enggor Street are priced from $950,787 to $987,633. The one-bedroom units have been leased at monthly rental rates of $2,800; therefore, buyers of these units will enjoy yields of 3.4% to 3.9% after taking the discount into account.

Two-bedroom units are priced from $1.2 million to about $1.4 million, and leased at a monthly rental rate of $4,300. This translates to a gross rental yield of 3.2% to 4%. Three-bedroom units on the high floors are priced from $2.01 million to $2.285 million. Some of these units have been rented out at monthly rate of $5,500, which translates to a gross rental yield of 2.8% to 3.2%.

Most of the units available for sale are from the 45th floor onwards, and therefore enjoy views of either the sea or the city skyline. Even prior to the relaunch this weekend (July 22 and 23), close to 50 units have been reserved by interested buyers, according to property agents marketing the project.
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Only a handful of about 200 attendees at the recent Real Estate Developers’ Association of Singapore (Redas) property market update seminar on July 7 spent at least $200 in a Singapore shopping mall in recent months, according to a straw poll conducted by Knight Frank Singapore’s Wendy Low, executive director of retail, and Alice Tan, head of consultancy and research.

Singapore is ranked seventh on Expedia’s list of the “World’s 25 best shopping cities”, behind New York City, Berlin, Los Angeles, London, Kuala Lumpur and Tokyo, in that order. Expedia ranked the cities based on their scores in three areas: Value for money (Singapore scored eight out of 10); friendliness towards tourists (eight out of 10); and annual tourist numbers (seven out of 10).

Stiff competition has resulted in a drop in average retail spending per tourist: 16.4 million tourists visited Singapore in 2016, a 13.1% increase over the 14.5 million in 2012. However, the amount spent per tourist fell 3.1% from US$386 ($528) to US$374 between 2012 and 2016, according to data compiled by Knight Frank.

Retailers who participated in Knight Frank’s Retail Sentiment Survey 2017 ranked value for money as the most important element of the in-store experience customers are looking for. Being able to offer better value for money could attract more spending by Singaporeans as well.


Bricks and mortar still important
A joint study by Temasek Holdings and Google found that e-commerce made up 2.1% of total retail sales in Singapore in 2015 — the highest proportion among Southeast Asian countries. E-commerce is set to take up a larger share of the retail pie — an estimated 6.7% of total retail sales — by 2025. “As the retail landscape gets progressively digitised, physical retailers without an online presence will find themselves stuck in the doldrums with e-tailers hot on their heels,” says Low.

Despite the need for retailers to grow their online presence, there is good news for landlords: 86.5% of the retailers surveyed by Knight Frank rated the importance of developing and maintaining a physical presence as at least five on a scale of six.

New retail concepts
“A lot of people say our malls are cookie-cutter and lack exciting experiences,” says Low. “We want our retail to be experiential. Basically, it is an environment that is more than just shopping; that gives you other opportunities to enjoy yourself.”

Low cites several examples of malls that offer new retail concepts. Siam Discovery in Bangkok offers experiential retail, she notes. The mall reopened in May 2016 after closing for a year for a THB4 billion ($162 million) asset enhancement. With the mall billed as “The Exploratorium” — a lifestyle laboratory — the goods there are organised according to style instead of brand or category over 430,600 sq ft of space on eight floors. The mall’s interactive features include a media wall where visitors can upload their photos for display.

Hong Kong-listed New World Development has two K11 Art Malls — one in Hong Kong and the other in Shanghai. The brand philosophy behind these malls is “an art playground where culture, entertainment, shopping and living revolve around art”, says Knight Frank’s Low. When a multi-sensory art, architecture and music exhibition called Urban Sense
was held at K11 Art Mall in Hong Kong from March to May, it saw a 12% increase in the number of visitors. Mall owners are increasingly adopting a hybrid model of art and commerce, incorporating art galleries and museum spaces. In addition to displays of local and international art, exhibitions and performances are held there too. An example is Pablo Picasso’s Parade exhibition at the IFC Mall in Central, Hong Kong, in 2004. It reportedly drew an additional 50,000 visitors to the mall every day.

Low says the Mall of Emirates in Dubai is the first in the Middle East to introduce a “hands-free” shopping experience. Visitors can off their shopping bags at collection desks and pick them up at the end of their visit or arrange for them to be delivered. This frees shoppers to continue to shop, dine and enjoy themselves without being burdened by shopping bags.

In Singapore, sports retailer Decathlon offers a “Click and Collect” option whereby shoppers can order items online and pick them up at its physical stores. The stores also have areas and facilities to allow customers to test the sporting equipment before purchase. Decathlon’s biggest store in Singapore, spanning 43,000 sq ft of space at FairPrice Hub in Joo Koon, boasts the city state’s first slack line, a golf putting green, a mini football arena and a running track.

The new Funan

An example of “a leading retail innovation platform” in Singapore is the new Funan, which is set to open in 2019. Formerly called Funan Digital Life Mall, it closed on June 30 last year to undergo a $560 million transformation by CapitalLand Mall Trust.

The new Funan will be the first mall to have smart tech integrated into its physical space. This includes CCTV cameras and video analytics that track data such as footfall throughout the mall and traffic into each individual shop, which will be shared with the tenants.

The shopping space will provide an idea of how Funan will go beyond traditional retail. It has partnered local creative talents to host a variety of lifestyle programmes such as pop-up workshops, film screenings, product launches and community talks.

“Shopping is just one of the things people want to do with their time. The retail experience is so much more than that,” says Kevin Siew, vice-president of retail development at Funan.

Funan is located in the heart of Singapore’s Civic and cultural district. It sits on a 124,457 sq ft site and, when completed, will have 500,000 sq ft of retail space, 266,000 sq ft of Grade A office space and 122,000 sq ft of co-living apartments. The six-storey retail component will extend from Basement 2 to Level 2, with two six-storey office towers stretching from Levels five to 10. The mall will have 276,000 sq ft of retail space, 72,000 sq ft of Grade A office space and there are 301 apartments housed in a nine-storey tower from Levels 4 to 12. There will also be a coworking space on levels 4 and 5.

To enable people to learn more about the origin of their food, there will be a 5,300 sq ft urban farm and a 6,900 sq ft edible garden at the roof terrace of Funan, which also houses farm-to-table restaurants. Visitors can tuck into ingredients from the edible garden, or “adopt a plot” to grow their own produce on the rooftop.

Food trucks will also be brought into the development to jazz up the food offering, in addition to dining in. This helps F&B operators to reach more customers and bring in more sales. For example, fast food chain Texas Chicken reportedly saw an 8% jump in sales after listing its outlets on Foodpanda.

Rents for F&B tenants typically comprise a psf component plus a percentage of the gross turnover, which is paid to the landlord. At Funan, customers will also be able to place orders online and collect their purchases at their convenience. Those who shop in-store can enjoy hands-free shopping. There will be an area for customers to pick up their purchases, on foot or drive-through.

Thirty per cent of the retail space at Funan had been taken up as at end-June.

Omnichannel retail

“Online presence and shopping is not enough on its own,” says Knight Frank’s Tan. “There is a need to offer a seamless online and offline experience.”

An example of a retail sector that has successfully bridged that divide would be F&B. Low says diners, like retail shoppers, expect F&B brands to have an online presence and offer the option to order online using various modes of payment; in other words, to be omnichannel.

By partnering food delivery apps such as UberEats, Foodpanda and Deliveroo, many F&B brands offer the option of online orders for delivery, in addition to dining in. This promotes the restaurants.

“The growth of the F&B sector continues to be supported by consumers’ tendency to eat out and landlords’ strategy of extending their F&B offering as a way to enhance their retailtainment elements and defend their portfolios against e-commerce,” says Lee.

Global retailers retain a strong appetite for expansion in Asia-Pacific and continue to enter new markets across the region, says CBRE in a recent report. In particular, the F&B sector continued to drive retailer expansion in the region last year and more landlords are approaching high-profile restaurants and F&B groups to open outlets in their malls to boost publicity and footfall.

However, the growth potential of F&B may be reaching saturation point, Lee cautions. The number of such establishments in Singapore grew 5.6% from 6,872 in 2014 to 7,260 in 2015. Over the same period, the total operating receipts for Singapore’s F&B sector rose only 0.4%, from $8.93 billion to $8.97 billion.

“Therefore, landlords have to continue reinventing and repositioning their malls to widen the source of traffic.”
What you can get for about $3m to $3.5m

| BY CECILIA CHOW |

Semi-detached house on Kew Crescent for $3.5 mil
Located off Upper East Coast Road and Bedok South Road are the landed houses of Kew Crescent. They are also near the location of the upcoming Bedok South MRT station on the Thomson-East Coast Line.

Up for sale is a corner semi-detached house at Kew Crescent with seven bedrooms, a glass lift, a private swimming pool and a lush, mature garden. The 99-year leasehold property sits on a land area of 4,652 sq ft and has a built-up of 3,883 sq ft. The owner has indicated a price tag of $3.5 million ($752 psf) for the property. Built in the 1990s, it is well kept and in move-in condition, says Tricia Tan, Knight Frank’s deputy director of auction and sales. The house will be put up for auction by Knight Frank on July 25.

Semi-detached house on Jalan Salang for $3 mil to $3.1 mil
In the north of Singapore, there is a freehold, semi-detached house just off Sembawang Road with an indicative price of $3 million to $3.1 million, or $1,049 to $1,084 psf, based on land area.

“It represents real value for money,” says Sharon Lee, head of auction at Knight Frank Singapore. “It’s rare to find a freehold semi-detached house for $3 million.”

The 2½-storey house with a Balinese-style exterior was built 10 years ago and is located on Jalan Salang, within the landed housing estate of Sembawang Springs Estate. It is near the Sembawang River and Jalan Kemuning Park.

The house sits on a freehold land area of 2,860 sq ft and has a built-up of 4,327 sq ft. There is a sizeable living and dining area, a wet and dry kitchen and a guest room on the first level. On the second level is the family area, the master suite, a study, two bedrooms and a shared bathroom. The third level has another family area, a fifth bedroom that is en suite and a roof terrace.

According to Lee, the new owner will be able to move in without having to undertake major additions and alterations. It is ideal for extended families, or those with two or more children who want their own bedrooms, she says.

The house on Jalan Salang will be put up for sale by the owner at Knight Frank’s auction on July 25.

Strata terrace at Greenwood Avenue for $2.7 mil to $2.8 mil
For those who want a house in the prime districts, a strata terraced house at The Greenwood will go under the hammer at Knight Frank’s auction on July 25.

The property was last put up for auction in June at an opening price of $2.85 million, before it was withdrawn.

The 99-year leasehold strata terrace is one of 54 units at a cul-de-sac on Greenwood Avenue, just off Dunearn Road in prime District 11. The house has a strata area of 2,982 sq ft, with two storeys, a basement and an attic. It contains four bedrooms, private basement parking for two cars, an entertainment room and roof terrace.

The owner is a “motivated seller,” according to Knight Frank. The house is on the market with a guide price of $2.7 million to $2.8 million, which translates into $905 to $919 psf, based on its strata area.
The Clement Canopy — Designing homes for future generations

THE CLEMENT CANOPY is a project by local blue-chip property developer UOL Group and sister company Singapore Land. It occupies a 140,338 sq ft site surrounded by some of Singapore’s top schools. Designed by acclaimed architectural firm ADDP Architects, it will feature two 40-storey residential towers, which take up only 25% of the land area. The rest of the site will be taken up by landscaping and communal facilities.

MODERN RESORT LANDSCAPE
ADDP collaborated with landscape designer Ecoplan Asia to create a landscape inspired by a luxury resort — with a three-tier pool, infinity pools and water features as well as tropical gardens with lush greenery, surrounded by mature trees.

For privacy, the two towers are set 43m apart, and units are orientated such that 70% of their 505 units will enjoy a view of either the waterfront or greenery. The entire site is also bordered by dense green trees, which provide exclusivity and act as a noise barrier. Almost half the units will also enjoy views of the West Coast Park and the sea beyond.

FUNCTIONAL DESIGN LAYOUT
Going against convention, the developer has intentionally excluded one-bedroom units from their wide range of two- to four-bedroom apartment types. The units have interesting configurations, with functional layouts. These have proven to be popular with young families and investors, especially the two-bedroom units, where the bedrooms flank the living-dining-open kitchen area.

Many of the larger units are also designed with “flex-space”, which can be adapted for a variety of functions — as a utility room, a study or even a maid’s room. The units come with the latest in Smart Home features, including digital lock for the main door, lighting and air-conditioning, which can be activated using a smartphone or phablet.

EDUCATION HUB
The location of the project is ideal for families with schoolgoing children. For high achievers, Nan Hua High School is just across the road, and next door is the prestigious NUS High School of Math and Science. Top tertiary institutions such as the National University of Singapore and INSEAD Business School are also within a short driving distance. Two of Singapore’s oldest polytechnics — Nghee Ann Polytechnic and Singapore Polytechnic — are also located nearby.

Within a 5km radius are Nan Hua Primary School, Anglo-Chinese School (Independent), which is a secondary school. International schools in the west coast area include Japanese Primary School, Nexus International School, Tanglin Trust and United World College.

CONVENIENT LOCATION
The Clementi 448 Market & Food Centre as well as Ayer Rajah Market & Food Centre are close by. Less than 1km away is Clementi Mall, which is integrated with the Clementi MRT station and bus interchange station. On Sunset Way are Clementi Park Shopping Centre and the sea-food restaurants. Thus, besides being located in an education hub, The Clement Canopy is also situated in a mature estate with a wide range of amenities.

Those who have an active lifestyle will also find The Clement Canopy a convenient location. The Republic of Singapore Yacht Club is nearby, and so are a series of parks linked by park connectors — from Clementi Woods Park to West Coast Park, Kent Ridge Park and, soon, Jurong Lake Gardens, which is an amalgamation of Jurong Lake Gardens West with the Chinese and Japanese Gardens.

Trendy restaurants, bars and lifestyle destinations within a short driving distance are Dempsey Hill, Holland Village, Gillman Barracks, Rochester Park and Wexsex Estate.

The Clement Canopy is ideally situated near one-north, the hub of entrepreneurship and innovation for knowledge workers. Given its attractive pricing, design attributes and location, it is no surprise that The Clement Canopy is already close to 70% sold.

BROUGHT TO YOU BY UOL GROUP & SINGAPORE LAND

THE CLEMENT CANOPY

CONVENIENT LOCATION

EDUCATION HUB

FUNCTIONAL DESIGN LAYOUT

MODERN RESORT LANDSCAPE

For sales enquiries, please call:
6100 6581/6582
The show gallery is located on
Clementi Avenue 1
Opening hours:
11am to 8pm
About 60,000 dwellings will be completed in Ho Chi Minh City in 2017 and 2018, according to estimates by Savills. Despite a potential supply onslaught, the long-term prospect for Vietnam’s housing market remains favourable, says Troy Griffiths, deputy managing director for Savills Vietnam. “There are limited alternative investment vehicles in Vietnam and apartments offer attractive gross rental yields of 6% to 8% [see Chart 1].”

Griffiths was speaking on Vietnam’s property market outlook and opportunities at The Edge Property 360º seminar on July 15. The seminar examined alternative investment destinations and asset classes beyond Singapore’s residential sector. Boaz Boon, founder and principal of THRED and director at VestAsia Group, led the panel discussion.

In Ho Chi Minh City, apartments in districts 2 and 9 offer promising opportunities, says Griffiths. “This area will benefit the most from infrastructure developments such as the metro, shopping facilities and the future Sports City,” he explains. Griffiths also favours units in the US$1,000 to US$2,500 psm range.

The relaxation of foreign property ownership in July 2015 has made Vietnam a sought-after investment destination. Locally, demand for Vietnam’s residential market is also driven by rapid urbanisation and evolving living arrangements from three-generation to smaller and single households, says Griffiths. While rental yields will be under pressure in the short term, there remains a large unmet demand for affordable dwellings, either for rental or owner-occupation, he adds.

Meanwhile, villas and townhouses are severely undersupplied, making them a highly attractive asset class. “Ho Chi Minh City has a population of more than eight million and there are only around 2,000 of villas and townhouses in the market,” Griffiths notes. Foreign nationals who are keen on villas and townhouses can hold a 50-year leasehold title but are subject to a foreign ownership cap. This is based on the number of foreign owners within a masterplan, generally 10%, or 250 houses within a “ward”, says Griffiths.

Australia: Is the party over?

Talk of a housing bubble in Australia has surfaced since at least 2015. Yet residential property prices have continued to defy gravity, says Tan Kok Keong, CEO of REMS Advisor and co-founder of FundPlaces. Sydney has been the choice destination among investors looking to acquire trophy properties, while Melbourne has been ranked as the world’s most liveable city for several years.

Based on socioeconomic trends, however, Perth offers favourable investment prospects in the long term, according to Tan. “Disposable income in Western Australia, where Perth is located, is among the highest in the country [see Charts 2 and 3]. Its population is expected to grow 2.5% annually over the next 20 years, surpassing the forecasts for Sydney and Melbourne at 1.4% and 1.7% respectively. Meanwhile, residential property prices in Perth have been on a downtrend amid the slowdown in the mining boom, which makes them a value proposition,” he notes.

Separately, Greater Perth will benefit from a pipeline of development projects with an estimated investment value of A$17 billion ($18.4 billion), including Perth City Link, Elizabeth Quay and Perth Stadium. Whether in Perth or other Australian cities, Tan urges potential investors to select properties that cater to local demand. “In Australia, foreign homeowners can resell their properties only to locals or residents, so they have to pay attention to local needs and preferences,” he explains.

Australians, particularly the older population, are now more open to downsizing from landed homes to apartments, says Tan. They favour big units, however, which offer the comparable luxury of space they are so accustomed to. In many Australian cities, there are apartment projects that are well received and these are usually those that cater to the top end of the market, Tan notes.
Iskandar Malaysia: Challenges and opportunities

Amid oversupply concerns in Iskandar Malaysia, consider safe assets such as apartments in mixed developments that are close to amenities and transit nodes, suggests Ryan Khoo, co-founder of Alpha Marketing. For capital appreciation, his top choice would be industrial and residential land parcels.

Khoo notes that Johor has been the top investment destination for manufacturing for several years and total investment value has spiked since 2013 (see Chart 4). Meanwhile, major developments such as Legoland, Gleneagles Medini Hospital, Nusajaya Tech Park and Pinewood Studios have also sparked growth in tourist arrivals, employment and population.

The most anticipated projects are the Kuala Lumpur-Singapore High-Speed Rail, which is due to be completed in 2026, and the Johor Bahru-Singapore Rapid Transit System. The enhanced connectivity presents opportunities for Iskandar residents to enjoy Malaysia’s affordable healthcare and living costs, with proximity to Singapore, Khoo says. As a result, Iskandar has strong potential to become a choice retirement destination for Singapore’s ageing population.

Prices of high-end and luxury residential properties in Iskandar have fallen between 5% and 15% since 2013’s peak, according to data compiled by Khoo from the National Property Information Centre. Khoo expects supply to peak next year and taper thereafter.

Positive outlook for industrial and hospitality REITs

Singapore real estate investment trusts offer the highest yield relative to its global peers, says Vijay Natarajan, property and REITs analyst at RHB. The yield for S-REITs topped the charts at 6.1%, followed by Canada REITs at 5.7%, according to data compiled by RHB as at July 5 (see Chart 5).

Separately, there is plenty of liquidity in the market chasing yield-accrue-ment instruments, which bodes well for REIT prices. Interest from international investors is picking up, underpinned by the stability of the Singapore dollar and strong regulatory framework governing S-REITs, notes Natarajan.

In terms of sectoral performance, Natarajan is positive on business parks because of their limited potential supply (see Chart 6) and healthy demand. The outlook for hospitality properties is also positive, with the opening of a new airport terminal and the pickup in MNC profits expected to fuel demand. Hotel supply is expected to ease by year-end and RHB projects revenue per available room to bottom out and rebound by 3% to 5% in 2018/19.

Natarajan’s top picks include Ascendas REIT and Viva Industrial Trust, given their strong business park exposure. S-REITs are currently trading at price-to-book value of 1.03 times, based on data compiled by RHB.

“From a valuation perspective, the P/B is slightly above the 10-year average but inexpensive,” says Natarajan.
Penthouse at Gramercy Park sold for $17 mil

Developed by CDL, Gramercy Park boasts a 50m swimming pool, a private lift within every unit and concierge service

Singapore — by postal district

Residential transactions with contracts dated July 4 to 11
<table>
<thead>
<tr>
<th>PROJECT</th>
<th>PROPERTY TYPE</th>
<th>TERRAIN</th>
<th>SALE DATE</th>
<th>LAND AREA (sq ft)</th>
<th>NETT UNIT PRICE ($/sq ft)</th>
<th>NETT UNIT PRICE ($</th>
<th>COMPLETION YEAR</th>
<th>TYPE OF SALE</th>
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<td>2,635,000</td>
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<td>Resale</td>
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</tbody>
</table>

Continues Next Page
Rise in mortgagee sales of HDB flats

The figure is still lower than that for private residential units, property consultants say.

| BY ANGELA TEO |

There are 14 HDB flats listed as mortgagee sales in the private treaty lists of the five property auction houses as at the end of June. As HDB flats are considered public housing flats and are regulated by the government, they are not allowed to be put up for sale by auction. “Even banks need to get approval from HDB before they can foreclose on an HDB flat,” says a solicitor who declined to be named. “We are also not allowed to auction HDB flats on behalf of their owners.”

Therefore, HDB flats that are mortgagee sales only appear on the private treaty lists of auction houses. So far in 2017, the number of HDB flats listed as mortgage sales is almost double that in the corresponding period in 2015 and 2016, according to Eugene Lim, key executive officer of ERA Realty Network. “Mortgage sales are usually done as a last resort, when all avenues to rectify the default on the part of the mortgagee or that has been exhausted; that is, the mortgagor has no means of repaying the mortgage,”

Sharon Lee, Knight Frank’s head of auction, agrees. “That’s the key difference between HDB and private property,” she says. In the private residential segment, there is a mix of investors and owner-occupiers. Some of the mortgagee sales could be by investors who have overextended themselves, or where the rent is insufficient to cover the monthly mortgage payment and the owner is forced to let go of the asset, she adds. HDB flats, on the other hand, are primarily occupied. “People do not want to lose the roof over their heads,” says Lee. “So usually, if they lose the property, it could be because of personal debts or loss of their job and hence, household income.”

The overall total of 14 HDB flats listed as mortgage sales is still low compared with the 104 private residential properties listed as mortgagee sales, according to Knight Frank Research’s 1H2017 report on June 30. Five of the 14 HDB flats that have emerged as mortgagee sales are located in the Woodlands and Admiralty area. The other suburban HDB estates where mortgagee sales have popped up include Bedok, Choa Chu Kang, Sengkang and Yishun. In the central region, mortgagee sales of HDB flats can be found in the likes of Bishan, Cantonment Close and Commonwealth Close.

The speed at which these HDB flats will be taken up depends on location, among other things. “Flats that are located within mature HDB estates and in prime central areas tend to be snapped up quickly,” says Joy Tan, head of auction at Edmund Tie & Co.

On the market is a 984 sq ft, four-room flat at Bishan Street 12. The indicative price of the property is $525,000 ($580 psf). It is located within walking distance of the Bishan MRT station and Junction shopping centre. The unit has a 99-year lease with effect from 1986. At Cantonment Close, near the Tanjong Pagar MRT station, a 968 sq ft, four-room corner HDB flat on the eighth floor of one of the blocks was put up for mortgagee sale. The unit is located in the vicinity of amenities at Tanjong Pagar Plaza, Icon Village, 100AM and Tanjong Pagar Centre. It is on the market for $700,000 ($723 psf). The HDB flat has a 99-year lease with effect from 2002.

In the Outside Central Region, a 1,152 sq ft corner, four-room premium HDB flat in Woodlands Drive 14 has been put up for mortgagee sale. The unit, on the second level of the block, is tagged at $380,000 ($380 psf).

A 1,152 sq ft corner four-room premium HDB flat in Woodlands Drive 14 has been put up for mortgagee sale with a price tag of $380,000.

Disclaimers:

Source: Urban Redevelopment Authority. Updated July 10, 2017. The Edge publications may not be responsible for any loss or liability arising directly or indirectly from the use of, or reliance on, the information provided herein. IC stands for executive condominium.
Large freehold units fetch million-dollar profits

Four private non-landed homes fetched profits of more than $1 million each in the week of July 4 to 11, based on gains-and-losses analysis of URA caveat data. Three out of the four are large freehold units above 1,900 sq ft in size.

A 2,885 sq ft unit at Ardmore Park fetched the highest profit of $3.56 million for the week. It was bought for $1.08 million ($732 psf) on July 2001 and sold at $9.3 million ($3,224 psf) on July 10. This translates into a 62% profit, or 2% a year.

Located in prime District 10, Ardmore Park is a freehold development by Wheelock Properties that was completed in 2001. It comprises 2,885 sq ft, four-bedroom units and penthouses of over 8,000 sq ft.

Of the 10 transactions at Ardmore Park this year, eight were profitable, with profits averaging $3.14 million (59%). In 2016, six out of the seven transactions at Ardmore Park resulted in profits for the sellers, who made an average of $2.24 million (42%).

A 2,895 sq ft unit at Hillcrest Arcadia in prime District 11 fetched the second-largest profit of $1.24 million in the week of July 4 to 11. The unit was purchased for $840,000 ($290 psf) in November 2001 and sold at $2.08 million ($718 psf) on July 10. The profit worked out to 148%, or 6% a year over 16 years.

There have been six profitable transactions with an average profit of $708,333 (90%) at Hillcrest Arcadia this year. The sole unprofitable transaction so far this year resulted in a $220,000 (14%) loss. In 2016, there were no profitable transactions and three unprofitable transactions, with sellers making an average loss of $420,000 (15%).

Hillcrest Arcadia is a 99-year leasehold condominium project with 272 units. It was completed in 1980 and has a remaining lease of less than 60 years.

At Sheares Ville, a 1,475 sq ft unit changed hands for the third-largest profit of $1.3 million. The seller paid $1.08 million ($732 psf) for the unit in June 2005 and sold it at $2.21 million ($1,499 psf) on July 11. He made a 105% profit, or 2% a year over a holding period of 12 years. Completed in 2003, Sheares Ville is a 65-unit freehold project in prime District 10.

A 1,948 sq ft unit at Summerhill changed hands for a $1.01 million profit on July 4. The previous owner purchased the unit at $1.02 million ($524 psf) in March 2003 and sold it for $2.03 million ($1,042 psf) on July 4. The freehold Summerhill, by City Developments, was completed in 2002. The 406-unit project is located close to the Hillview MRT station on the Downtown Line.

On July 6, a 1,894 sq ft unit at The Solitaire was sold at the week’s biggest loss of $688,640. The seller bought it for $3.16 million ($1,667 psf) from the developer in April 2007 and sold it for $3.12 million ($1,999 psf).

There have been no profitable transactions since. As for the nine units sold at a loss since January 2014, the sellers sustained an average loss of $486,798 (16%).

Top 10 gains and losses from July 4 to 11

Most profitable deals (non-landed)

<table>
<thead>
<tr>
<th>PROJECT</th>
<th>DISTRICT</th>
<th>AREA (SQ FT)</th>
<th>SOLD ON (2017)</th>
<th>SALE PRICE ($ PSF)</th>
<th>BOUGHT ON</th>
<th>PURCHASE PRICE ($ PSF)</th>
<th>PROFIT ($)</th>
<th>PROFIT (%)</th>
<th>ANNUALISED LOSS (%)</th>
<th>HOLDING PERIOD (YEARS)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Ardmore Park</td>
<td>10</td>
<td>2,885</td>
<td>July 10</td>
<td>3,224</td>
<td>July 29, 1996</td>
<td>1,990</td>
<td>3,509,845</td>
<td>62</td>
<td>15.7</td>
<td>1996</td>
</tr>
<tr>
<td>2 Hillcrest Arcadia</td>
<td>11</td>
<td>1,894</td>
<td>July 10</td>
<td>2,121</td>
<td>June 2001</td>
<td>290</td>
<td>1,240,000</td>
<td>148</td>
<td>6</td>
<td>2001</td>
</tr>
<tr>
<td>3 Sheares Ville</td>
<td>10</td>
<td>1,475</td>
<td>July 11</td>
<td>1,499</td>
<td>June 29, 2005</td>
<td>732</td>
<td>1,130,000</td>
<td>105</td>
<td>6</td>
<td>2005</td>
</tr>
<tr>
<td>4 Summerhill</td>
<td>10</td>
<td>1,948</td>
<td>July 4</td>
<td>1,042</td>
<td>March 23, 2003</td>
<td>524</td>
<td>1,010,000</td>
<td>99</td>
<td>5</td>
<td>2003</td>
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<tr>
<td>5 Robertson 100</td>
<td>10</td>
<td>1,033</td>
<td>July 5</td>
<td>1,742</td>
<td>Aug 18, 2002</td>
<td>910</td>
<td>860,000</td>
<td>91</td>
<td>4</td>
<td>2002</td>
</tr>
<tr>
<td>6 Arch Cove</td>
<td>11</td>
<td>1,690</td>
<td>July 11</td>
<td>888</td>
<td>Oct 11, 1999</td>
<td>389</td>
<td>842,000</td>
<td>128</td>
<td>5</td>
<td>1999</td>
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<tr>
<td>7 The Sail Marina Bay</td>
<td>10</td>
<td>1,894</td>
<td>July 10</td>
<td>2,221</td>
<td>Dec 6, 2004</td>
<td>1,005</td>
<td>837,540</td>
<td>121</td>
<td>7</td>
<td>2004</td>
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<tr>
<td>8 Free Sea Woods</td>
<td>10</td>
<td>1,733</td>
<td>July 5</td>
<td>1,068</td>
<td>Oct 28, 2003</td>
<td>604</td>
<td>803,223</td>
<td>77</td>
<td>4</td>
<td>2003</td>
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<td>9 Parc Palais</td>
<td>10</td>
<td>1,550</td>
<td>July 10</td>
<td>987</td>
<td>Sept 25, 2006</td>
<td>487</td>
<td>775,000</td>
<td>103</td>
<td>7</td>
<td>2006</td>
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<tr>
<td>10 Botanica</td>
<td>10</td>
<td>1,561</td>
<td>July 10</td>
<td>1,192</td>
<td>May 29, 2007</td>
<td>701</td>
<td>765,300</td>
<td>70</td>
<td>5</td>
<td>2007</td>
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</table>

Note: Computed based on URA caveat data as at July 18 for private non-landed houses transacted between July 4 to 11. The profit and loss computation excludes transactions costs such as stamp duties.

Non-profitable deals

<table>
<thead>
<tr>
<th>PROJECT</th>
<th>DISTRICT</th>
<th>AREA (SQ FT)</th>
<th>SOLD ON (2017)</th>
<th>SALE PRICE ($ PSF)</th>
<th>BOUGHT ON</th>
<th>PURCHASE PRICE ($ PSF)</th>
<th>LOSS ($)</th>
<th>LOSS (%)</th>
<th>ANNUALISED LOSS (%)</th>
<th>HOLDING PERIOD (YEARS)</th>
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<tbody>
<tr>
<td>1 The Solitaire</td>
<td>10</td>
<td>1,894</td>
<td>July 6</td>
<td>1,346</td>
<td>April 20, 2007</td>
<td>1,667</td>
<td>608,640</td>
<td>19</td>
<td>10.2</td>
<td>2007</td>
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<tr>
<td>2 Concourse Skyline</td>
<td>10</td>
<td>1,432</td>
<td>July 10</td>
<td>1,781</td>
<td>April 27, 2010</td>
<td>2,152</td>
<td>531,000</td>
<td>17</td>
<td>3</td>
<td>2010</td>
</tr>
<tr>
<td>3 Caribbean at Keppel Bay</td>
<td>10</td>
<td>1,432</td>
<td>July 10</td>
<td>1,624</td>
<td>March 18, 2011</td>
<td>1,768</td>
<td>350,000</td>
<td>8</td>
<td>1</td>
<td>2011</td>
</tr>
<tr>
<td>5 Horizon</td>
<td>10</td>
<td>936</td>
<td>July 4</td>
<td>1,328</td>
<td>May 31, 2010</td>
<td>1,673</td>
<td>266,880</td>
<td>17</td>
<td>3</td>
<td>2010</td>
</tr>
<tr>
<td>6 The Metropolitan Condominium</td>
<td>11</td>
<td>1,033</td>
<td>July 10</td>
<td>1,397</td>
<td>March 30, 2012</td>
<td>1,500</td>
<td>210,000</td>
<td>14</td>
<td>3</td>
<td>2012</td>
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<tr>
<td>7 The Rochester</td>
<td>10</td>
<td>861</td>
<td>July 10</td>
<td>1,394</td>
<td>Aug 22, 2007</td>
<td>1,546</td>
<td>131,106</td>
<td>10</td>
<td>1</td>
<td>2007</td>
</tr>
<tr>
<td>8 Clementi Park</td>
<td>11</td>
<td>904</td>
<td>July 10</td>
<td>951</td>
<td>May 25, 2011</td>
<td>1,051</td>
<td>900,000</td>
<td>9</td>
<td>2</td>
<td>2011</td>
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<tr>
<td>9 The Sound</td>
<td>10</td>
<td>807</td>
<td>July 10</td>
<td>1,474</td>
<td>Dec 2, 2011</td>
<td>1,574</td>
<td>80,496</td>
<td>6</td>
<td>1</td>
<td>2011</td>
</tr>
<tr>
<td>10 Iron</td>
<td>2</td>
<td>370</td>
<td>July 7</td>
<td>1,770</td>
<td>Sept 9, 2010</td>
<td>1,893</td>
<td>70,000</td>
<td>6</td>
<td>1</td>
<td>2011</td>
</tr>
</tbody>
</table>

Completed in 2009, The Solitaire is a freehold project at Balmoral Park in prime District 10. Find the most affordable listing in the project at edgepr.link/TheSolitaire.
RV Edge unit for sale at $1,756 psf

RV Edge is a freehold project located in prime District 10. The development on Shanghai Road, off River Valley Road was completed in 2013 and has 108 units. RV Edge has one-bedroom units ranging from 386 to 484 sq ft, two-bedroom units at 495 sq ft and two-bedroom penthouses ranging from 646 to 1,066 sq ft.

A 484 sq ft, one-bedroom unit has been put up for sale at $850,000 ($1,756 psf) on TheEdgeProperty.com. The owner is a Singaporean who is looking to invest in other areas, according to Rion Ong, a property agent with KF Property Network. The unit is located across Shanghai Road from River Valley Primary School and Gan Eng Seng School.

There have been two transactions at RV Edge this year. A 474 sq ft, one-bedroom unit on the fifth level fetched $870,000 ($1,837 psf) in March 2017. In January, a 936 sq ft, two-bedroom unit on the seventh level was sold for $1.35 million ($1,442 sq ft).

Prices at RV Edge peaked in June 2014, when a 866 sq ft, one-bedroom unit sold for $918,000 ($2,268 psf). In the last two years, prices have fallen below $2,000 psf. Located across Shanghai Road from RV Edge are Shanghai One and Queensberry Lodge.

The nearest schools are Alexandra Primary School, River Valley Primary School and Gan Eng Seng School. RV Edge is a 12-unit freehold project completed in 2002.

Rents for RV Edge units from 400 to 500 sq ft held steady between 2H2016 and 1H2017. There were 16 rental transactions at an average monthly rent of $2,438 in 2H2016. The monthly rent averaged $2,419 for the 13 rental transactions in 1H2017, based on URA data. Visit edgepr.link/DealWatch-S789 for more information.

Recent transactions at RV Edge

<table>
<thead>
<tr>
<th>CONTRACT DATE</th>
<th>AREA (SQ FT)</th>
<th>PRICE ($)</th>
<th>PRICE ($ PSF)</th>
</tr>
</thead>
<tbody>
<tr>
<td>March 28, 2017</td>
<td>474</td>
<td>870,000</td>
<td>1,837</td>
</tr>
<tr>
<td>Jan 9, 2017</td>
<td>936</td>
<td>1,350,000</td>
<td>1,442</td>
</tr>
<tr>
<td>July 21, 2016</td>
<td>495</td>
<td>918,000</td>
<td>1,854</td>
</tr>
<tr>
<td>June 21, 2016</td>
<td>1,066</td>
<td>1,490,000</td>
<td>1,398</td>
</tr>
<tr>
<td>March 16, 2016</td>
<td>463</td>
<td>830,000</td>
<td>1,793</td>
</tr>
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</table>

Recent rental contracts for 400 to 500 sq ft units at RV Edge

<table>
<thead>
<tr>
<th>LEASE DATE</th>
<th>MONTHLY RENT</th>
<th>$</th>
<th>PSF</th>
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<tbody>
<tr>
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<td>June 2017</td>
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<tr>
<td>May 2017</td>
<td>2,300</td>
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