

# MONTHLY Newsletter

NOV  
2023

## Juwai IQI



### MALAYSIA DIGITAL EXPO 2023 AWARDS NIGHT

6 November 2023 | MITEC, Kuala Lumpur

MALAYSIA'S LARGEST

(IQI Ho)



## JUWAI IQI PRESENTED WITH THE AWARD FOR MALAYSIA'S LARGEST PROPTech COMPANY

## HIGHLIGHTS

### GREECE

More than 45 billion euros are expected to be invested in the housing market by 2030.

### AUSTRALIA

The Home Value Index (HVI) increased by 0.8% in September.

### VIETNAM

Rising demand for logistics real estate fueled by e-commerce growth

### MALAYSIA

The 2024 Budget is a game-changer, bringing a wave of optimism to homeowners and investors alike.

### INDIA

Institutional investments in Indian real estate have surged to USD 4.6 billion.



## LILY CHONG Country Head of Australia

At its latest meeting, the Board chose to maintain the cash rate target at 4.10% and keep the interest rate paid on Exchange Settlement balances at 4.00%. Over the past year, interest rates have been raised by 4 percentage points. These higher rates aim to achieve a more stable equilibrium between supply and demand in the economy and will continue to do so. In light of the economic uncertainties, the Board has decided to keep interest rates unchanged, providing an opportunity to evaluate the effects of prior rate hikes and the economic outlook.

Inflation in Australia has already peaked but remains elevated, particularly in the prices of many services and fuel costs. Rent prices also continue to rise. The central projection is for Consumer Price Index (CPI) inflation to gradually decrease and return to the 2-3% target range by late 2025.

In September, the Home Value Index (HVI) increased by 0.8%, continuing the trend of rising property values due to the ongoing demand and supply imbalance.

Using an updated model, CoreLogic's national Home Value Index reported a 0.8% gain in September, marking the eighth consecutive month of growth in the housing market. This rise followed a previously reported 0.7% increase in August (revised from 0.8%), resulting in a quarterly growth rate of 2.2% for national home values. This quarterly growth rate has moderated compared to the 3.0% increase in the June quarter, indicating a slowdown as the number of properties listed for sale increases, helping to cool down the market.

In September, the strong demand for homes in Perth led to a significant drop in available listings, falling below 5,000, marking the lowest level in three decades.

According to Cath Hart, CEO of REIWA, several noteworthy records were set during the month. The median house price surged to \$570,000 in September, reflecting a 5.6 per cent increase compared to the previous year and a 4.6 per cent jump over the previous record set in 2014-15. This robust demand was further underscored by the median time it took to sell a property, which plummeted to an all-time low of nine days for the month.

This is a good time for investors to enter the market. If you want to start your investment journey through IQI in Australia, please email us at [sales@iqiwa.com.au](mailto:sales@iqiwa.com.au).

Index results as at 30 September, 2023	Change in dwelling values				
	Month	Quarter	Annual	Total return	Median value
Sydney	1.0%	2.5%	7.3%	10.4%	\$1,110,660
Melbourne	0.4%	1.3%	1.5%	4.7%	\$776,716
Brisbane	1.3%	3.9%	5.0%	9.5%	\$761,739
Adelaide	1.7%	4.3%	5.0%	9.0%	\$691,591
Perth	1.3%	3.6%	8.8%	13.9%	\$618,363
Hobart	-0.6%	-0.2%	-7.0%	-3.0%	\$658,994
Darwin	0.1%	1.3%	-2.2%	3.8%	\$493,362
Canberra	0.2%	0.4%	-3.0%	0.9%	\$836,327
<b>Combined capitals</b>	<b>0.9%</b>	<b>2.5%</b>	<b>5.1%</b>	<b>8.7%</b>	<b>\$814,204</b>
<b>Combined regional</b>	<b>0.4%</b>	<b>1.1%</b>	<b>0.4%</b>	<b>4.9%</b>	<b>\$591,632</b>
<b>National</b>	<b>0.8%</b>	<b>2.2%</b>	<b>3.9%</b>	<b>7.8%</b>	<b>\$740,668</b>





## NIKOS PRATIKAKIS Country Head of Greece

### A total of 45 billion will be invested in real estate by 2030

More than 45 billion euros, or 6 billion euros annually, are expected to be invested in the housing market by 2030, according to a report by the National Bank of Greece. These funds will be directed in two directions:

- The construction of new housing of 40 billion Euros where there is a significant shortfall, and the operational and energy efficiency upgrading of the existing building stock of a total of 5 billion Euros

In this way, it is estimated that 350,000 homes will be added to the stock of properties for sale, allowing a balance to be established about demand. In this context, the National Bank of Greece forecasts an average annual price increase of 3% over 2025-2030, slightly lower than the projected increase in household disposable income.

In the period ahead, however, the conditions of reduced supply and demand are not expected to change, with the result that the upward trend in house selling prices is also likely to continue. In particular, the country's average increase over 2023-2024 is forecast to be 7%.

However, prices are already rising at the fastest rate in the last 30 years, as, according to Bank of Greece indicators, the average price increased by 14.5% in the first quarter of this year. At the same time, the average selling price in the Eurozone changed marginally by just 0.3%. As noted in the analysis of the National Bank of Greece, the cumulative increase in house prices from the third quarter of 2017 to the first quarter of this year amounts to almost 50%. Of course, prices are still 14% below the historical high reached in the third quarter of 2008. In the rest of Europe, prices are 37% higher than in 2008, indicating how contrary the domestic real estate market has been.



According to provisional data, apartment prices (in nominal terms) are estimated to have increased on average by 13.9% year-on-year in the second quarter of 2023. In 2022, apartment prices grew at an average annual rate of 11.8% (revised data), compared with an average increase of 7.6% in 2021. More specifically, in the second quarter of 2023, the year-on-year price growth rate was 13.8% for new apartments (up to 5 years old) and 14.1% for more senior apartments (over 5 years old).

According to revised data, in 2022, prices of new apartments increased on average by 12.4%, against an increase of 8.2% in 2021, whereas prices of old apartments increased by 11.4% in 2022, against a rise of 7.2% in 2021. Finally, as regards all urban areas of the country, in the second quarter of 2023, apartment prices increased on average by 14.1% year-on-year compared to the second quarter of 2022, while in 2022, they increased at an average annual rate of 12.3% (revised data).

**SHAN SAEED**  
Chief Economist

## Global Macro-Economic Outlook 2023 : Markets are Getting Ready for More Rough Rides in the Coming Quarters

The economy can't be played like a piano. You press fiscal monetary or structural notes, and you get standard solutions. The economy is a name for connecting all the dots to make economic and financial sense for investors. Finally, investors have understood that higher borrowing costs will stay, and many challenges are ahead as central banks grapple with higher inflation rates. Bond yields are trending upwards, and stocks remain under pressure.

According to the Economist magazine:

"By comparison with the bond and foreign-exchange markets, the stock market has been slow to absorb the prospect of sustained high-interest rates. True, borrowing costs are not its only driver. Investors have been euphoric over the potential of artificial intelligence (A.I.) and are silent in the American economy. The prospect of rapidly growing earnings, in other words, might justify a buoyant stock market even in the face of tight monetary policy.

The alternative is that, until now, investors have not believed that interest rates will stay high for as long as the bond market expects- and central bankers insist- they will. If that is the case, and they are now starting to waver, the next few months could be crueller still."

## Bond Market Rout - Yields are Going Up

According to the Financial Times newspaper dated October 3-2023,

U.S. Treasury yields climbed to a 16-year high as a global bond rout resumed following a brief reprieve at the end of the week, September 30, 2023. The benchmark 10-year Treasury yield rose 0.13 percentage points to 4.70 per cent, the highest level since 2007 after better-than-expected manufacturing data bolstered investors' belief that the U.S. economy is in good shape. Bond prices worldwide have fallen sharply in recent weeks amid an avalanche of Treasury issuance by the U.S. government and a growing belief among investors that central banks will have to hold interest rates at a high level for an extended period. Yields move inversely to prices.

## McKinsey Report on the Economic Outlook - 2023

According to McKinsey's latest 2023 report, I have participated in the Sept -2023 survey.

"Economic conditions outlook during turbulent times, September 2023. Views on global growth still lean positive but are more divided than last quarter. While the domestic outlook has become more hopeful in North America, views from Europe are more pessimistic."

### NUMBER OF THE MONTH

**Global GDP size**                      \$ 112.6 trillion

**Global Debt**                              \$ 307 trillion

**Global stock market cap**            \$ 109 trillion

Source: Institute of International Finance & Economist Oct 2023.



**SHAN SAEED**  
Chief Economist

## Stock Market Capitalization: \$109 Trillion

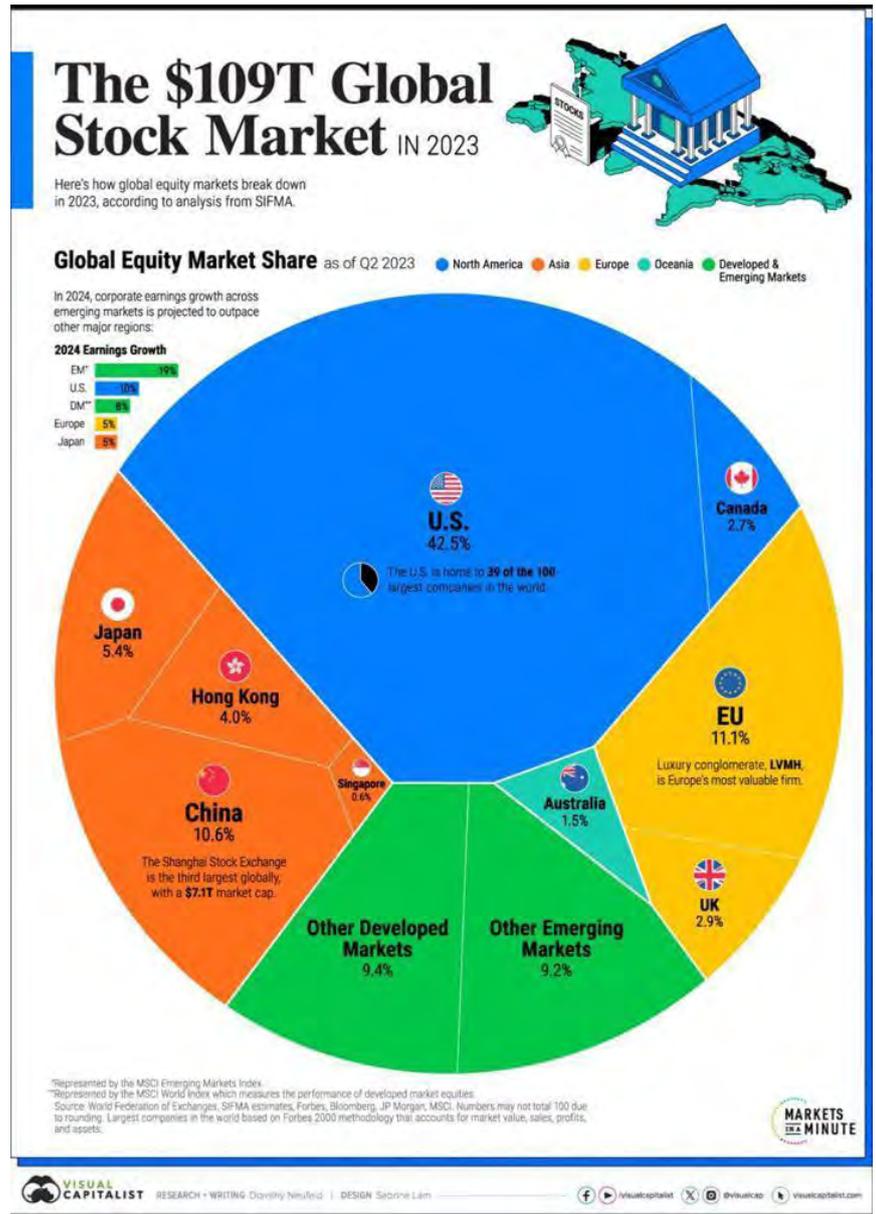
Global equity markets have nearly tripled since 2003, climbing to \$109 trillion in total market cap. Growth in money supply and Q.E. interest rates have underpinned rising asset values across economies.

The world's deepest capital market, the U.S., makes up 42.5% of global equity market capitalization, outpacing the next closest economy, the European Union, by a significant margin. The second-largest equity market is the European Union at 11.1% of global share, followed by China at 10.6%.

## Oil Market Outlook - Backwardation Phase and Hitting 3 Figures

The oil market remains volatile as higher oil prices will continue till 2024. I have already hit the need for this year as Brent oil price is up 24.47% from October 2-2023 from June 26, 2023. IQI Global and JP Morgan are making similar calls for 2023. Oil prices would stay elevated due to the following premises.

1. Production cuts
2. Geopolitical risk
3. Depreciating dollar
4. Low inventory in advanced economies like Europe / USA



## IQI Global

## JPMorgan Chase & Co.

**Market Price Call from**  
\$83 to \$127 / BARREL [2023]  
\$91 to \$147 / BARREL [ 2024]

**Market Price Call from**  
\$120 / BARREL as per CNBC Arabic



**SHAN SAEED**  
Chief Economist

## Global Monetary Policy Outlook 2023: Rates On Hold. Economic Cost is High and Policy Error is Bad

Central banks are confused as inflation does not come down in 2023. With higher oil prices continuing to create havoc, markets will have to bear the higher inflation rate for a long time. FED, ECB, BoE and BoJ are trying their best to eschew recession, maintain price stability and bring the economies back into growth mode. The main challenge for central banks:

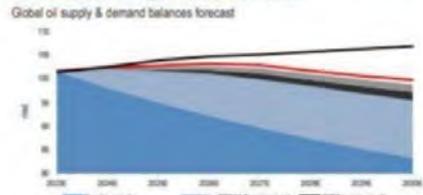
1. Price stability
2. Growth stability

According to EIU's latest 2023:

After sharply loosening monetary policy amid the coronavirus pandemic, major central banks have tightened monetary policy to tame inflation. Although inflation will likely ease steadily in 2023, interest rates will stay at peak for some time, with important implications for GDP growth, bond yields, exchange rates and economic risks."

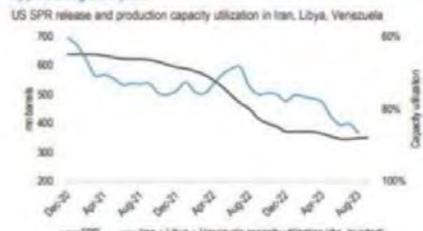
### Key charts

Figure 1: We see 1.1mbd supply deficit emerging in 2023E widening to 7.1mbd in 2030E, driving upside risks to oil prices



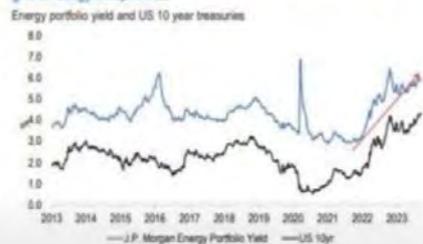
Source: J.P. Morgan Commodities (Q4 2022) and Global Energy Strategy estimates.

Figure 3: US SPRs are depleting, and "dark" inventories appear to be approaching their peak



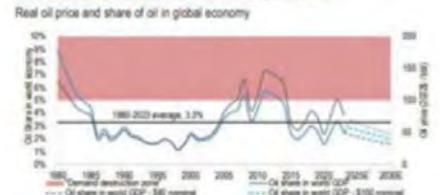
Source: EIA, Bloomberg Finance L.P. and J.P. Morgan Global Energy Strategy

Figure 5: Higher cost of debt is tempering fresh capital into new oil supplies as rising interest rates have doubled the cost of debt for global energy companies...



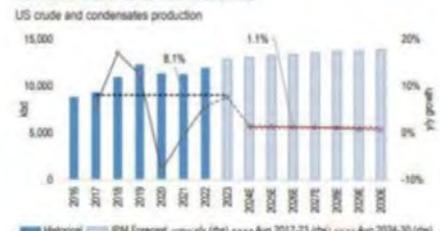
Source: Bloomberg Finance L.P. and J.P. Morgan Global Energy Strategy. Latest data as of 20 September

Figure 2: Triple digit oil prices appear manageable in real terms, as they maintain oil's share in world economy below 4%



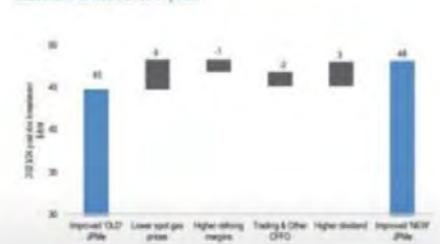
Source: UN, IMF, Statistical Review of World Energy 2022 and J.P. Morgan Global Energy Strategy. Prices refer to annual average real prices in 2022 \$ terms. GDP/Inflation forecasts per IMF. 2023-30 forecasts are average of preceding 3 years.

Figure 4: Total US production growth (incl. shale) is set to decelerate from 8.1% in 2017-23 to 1.1% in 2024-30E



Source: EIA, Bloomberg Finance L.P. and J.P. Morgan Global Energy Strategy. Forecasts according to J.P. Morgan US E&P equity research team

Figure 6: ...while higher cost of equity drives an elevated Cash Breakeven (post buybacks) of >\$75/bbl Brent underpinning LT \$80/bbl with risks skewed to the upside



Source: J.P. Morgan estimates.





**DUSTIN TRUNG NGUYEN**  
Country Head of Vietnam

## Rising Demand for Logistics Real Estate in Vietnam Fuelled by E-commerce Growth

The high demand for logistics real estate in Vietnam is driven by various factors, including the limited supply of warehouse space in the northern region. This creates opportunities for investors to develop high-rise warehouses and smart logistics hubs. Despite decreasing demand for logistics space, new logistics supply in many markets, such as the United States and Spain, has been observed.

Investors are particularly interested in the Asia-Pacific region due to strong market fundamentals and growing demand for logistics properties.

Vietnam's booming e-commerce sector and sustainability considerations in negotiations between landlords and tenants contribute to the region's promising outlook for the logistics industry.

## Vietnam continues to be a "magnet" attracting Singaporean investors.

Singaporean investors increasingly favour Vietnam due to its open economy and high-potential sectors. In the first eight months of this year, Vietnam attracted over \$18.15 billion in foreign direct investment, with Singapore as the leading source, investing \$3.83 billion. Singapore is a consistent top investor in the ASEAN region and the second-largest investor in Vietnam among 143 countries and territories, with a significant focus on the real estate sector, accounting for over 180 projects valued at more than \$18 billion.

According to a report by the Singapore Business Federation (SBF), 28% of surveyed Singaporean enterprises view Vietnam as the most promising market for investment. The commitment to strengthening the comprehensive strategic partnership between Vietnam and Singapore will lead to new projects in various sectors.

Notably, Keppel, a Singaporean conglomerate, has emerged as one of Vietnam's most significant foreign real estate investors, with a diverse portfolio exceeding \$3.5 billion.

This strong presence of Singaporean investors reflects confidence in Vietnam's economic stability and favourable investment climate, further attracting foreign investors and nurturing long-term partnerships.





**DANTE AZARMI**  
Head of Business Development

### INVESTING IN COMMODITIES

Commodities are raw materials or primary agricultural products that can be bought and sold, typically interchangeable with other goods of the same type. They are often classified into several categories based on their characteristics and uses. Investing in commodities can diversify a portfolio and act as a hedge against inflation. Here are the main types of commodities and ways to invest in each:

#### AGRICULTURAL COMMODITIES

**Types:** This category includes products like grains (wheat, corn, rice), soft commodities (coffee, cocoa, sugar), and livestock (cattle, hogs).

**Investment Methods:** Investors can access agricultural commodities through futures contracts, exchange-traded funds (ETFs), or by investing in companies involved in agriculture, such as agricultural producers and food processing companies.

#### ENERGY COMMODITIES

**Types:** Energy commodities consist of oil (crude oil, heating oil), natural gas, and coal.

**Investment Methods:** Investors can trade energy commodities using futures contracts or invest in energy-focused ETFs. Additionally, they can invest in energy companies, such as oil and gas exploration and production companies or utilities.

#### METALS COMMODITIES

**Types:** This category includes precious metals (gold, silver, platinum) and industrial metals (copper, aluminium, iron ore).

**Investment Methods:** Investors can purchase physical metal bullion or invest in ETFs that track the price of specific metals. Futures contracts and mining company stocks are also options for exposure to metal commodities.

#### BASE METALS

**Types:** Base metals include non-precious metals like copper, aluminium, nickel, zinc, and lead.

**Investment Methods:** Investing in base metals can be done through futures contracts, ETFs, or mining company stocks focusing on base metal production.

#### PRECIOUS METALS

**Types:** Precious metals include gold, silver, platinum, and palladium.

**Investment Methods:** Investors often buy physical bullion but can also invest in ETFs that track the prices of precious metals. Precious metal mining stocks and mutual funds can also provide exposure to this category.



**DANTE AZARMI**  
Head of Business Development

### LIVESTOCK COMMODITIES

**Types:** Livestock commodities comprise cattle and hogs.

**Investment Methods:** Investors can participate in the livestock market through futures contracts. However, finding ETFs or direct investment opportunities in this category is less common than other commodities.

### SOFT COMMODITIES

**Types:** Soft commodities encompass coffee, cocoa, sugar, cotton, and orange juice.

**Investment Methods:** Futures contracts are a common way to invest in soft commodities. Some ETFs and ETNs (Exchange-Traded Notes) may also provide exposure to quiet things.

### ENVIRONMENTAL COMMODITIES

**Types:** These include carbon credits and renewable energy certificates.

**Investment Methods:** Investing in environmental commodities can be more specialized and is often done through trading platforms that deal specifically with ecological credits.

When investing in commodities, it's essential to conduct thorough research, consider your risk tolerance, and understand the specific dynamics of each commodity market. Additionally, some investors invest indirectly in commodities through commodity-focused mutual funds or ETFs, which can offer diversified exposure to a basket of different entities within a specific category. Consult with a financial advisor or conduct extensive research before making investment decisions.

### UAE PRECIOUS METALS MARKET SLATED TO GROW BY 3.66% CAGR THROUGH 2023

The gold and jewellery market of the United Arab Emirates (UAE) is poised to achieve a total worth of AED 13.21 billion (\$3.6 billion) by 2030, as stated by a prominent asset management specialist. This projection is underpinned by a forecasted compound annual growth rate of 3.66% through the decade's end.

"The strength of gold, as an asset, is unparalleled and a key reason savvy investors ensure that they diversify at least five to 10% of their portfolio. Over time, gold automatically increases in value but not in quantity, meaning solely investing in gold doesn't 'beat the market,' but not having it prevents you from being able to hedge during high inflation times or market crashes," the asset specialist said, as indicated in the article.

### COPPER – TOP BET FOR BASE METALS IN 2024, LME SEMINAR

Attendees at a London Metal Exchange (LME) event predict that copper will be the top-performing base metal in 2024, with 53% of the votes in an informal poll. Tin came in second with 23%, while other base metals ranged from 4-9%. Citibank analyst Max Layton expressed a moderately bearish outlook for copper in the short term. Still, he anticipated a price spike once macro-economic growth concerns diminish, potentially reaching \$12,000 to \$15,000 per metric ton by 2025. Aluminium, on the other hand, received only 5% of the votes and has a bearish outlook due to increased production, particularly in China, with significant contributions from recycled materials. Harbor Aluminum consultancy expects substantial aluminium supply expansions in the coming years, with the majority being secondary or recycled metal. Global primary aluminium production is estimated to be around 70 million tons in 2023.

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## **BERRAK OZOLTU** Country Head of Turkey

Türkiye is a country famous for its history and natural landscapes and has become an attractive destination for foreign investors in the real estate market. Incentives, citizenship programs and economic stability offered by the Turkish government direct foreigners to real estate investments in Türkiye. For September, foreign real estate sales statistics provide an essential window to examine this growth closely.

In September 2023, foreign investors in Türkiye bought 2,930 real estate, with the most real estate sales being made to citizens of the Russian Federation. Cities such as İstanbul, Antalya and Mersin became the favourites of foreign investors. Real estate sales in İstanbul are remarkable, as this metropolis offers business and life opportunities to its citizens and investors.

Considering the characteristics of September, it can be seen that the end of the holiday season and exchange rates may affect investors' decisions. While touristic activities concentrated in holiday regions during the summer months may increase investor interest, exchange rates may affect investment costs. The data on real estate sales in September is essential to evaluate the impact of these factors on real estate sales.

September statistics show that real estate investments in Türkiye are still desirable for foreign investors. Citizenship programs, tax advantages and economic incentives offered by the Turkish government attract the attention of investors. Foreign real estate sales statistics for September show that Türkiye's real estate sector continues to grow steadily. Exchange rates, economic conditions and other factors will be considered to determine whether this trend will continue in future months. Türkiye will likely continue to be an attractive housing market for foreign investors, which could positively contribute to the country's economic growth.





## YOUSAF IQBAL Country Head of Canada

In September 2023, the Canadian real estate market exhibited distinct trends. While Vancouver saw strong demand despite a slight decrease in listings, Toronto's market achieved a more balanced supply and demand scenario with increasing listings. In Ontario, sales rose compared to 2022, yet total annual sales remained lower, indicating evolving dynamics between supply and demand.

### Toronto

- ◆ REALTORS® reported 4,642 home sales through TRREB's MLS® System in September 2023 – down 7.1 per cent compared to September 2022. The year-over-year dip in sales was more pronounced for ground-oriented homes, particularly semi-detached houses and townhouses. On a month-over-month seasonally-adjusted basis, sales were also down slightly.
- ◆ The MLS® Home Price Index (HPI) Composite benchmark was up by 2.4 per cent year-over-year. The average selling price was up by three per cent over the same period. On a month-over-month seasonally-adjusted basis, the average selling price and the MLS® HPI Composite benchmark edged lower by less than one per cent.

September 2023	Sales			Average Price		
	416	905	Total	416	905	Total
Detached	549	1,600	2,149	\$1,724,007	\$1,343,606	\$1,440,786
Semi-Detached	160	242	402	\$1,281,956	\$969,855	\$1,094,074
Townhouse	176	565	741	\$992,319	\$925,925	\$941,695
Condo Apt	850	457	1,307	\$732,106	\$660,491	\$707,065
YoY % change	416	905	Total	416	905	Total
Detached	11.8%	-12.0%	-7.0%	8.5%	2.5%	5.2%
Semi-Detached	-11.1%	-24.1%	-19.4%	5.9%	2.2%	4.9%
Townhouse	2.9%	-13.6%	-10.2%	5.1%	4.1%	4.5%
Condo Apt	-2.3%	4.1%	-0.2%	-4.9%	0.8%	-3.3%

### Year-Over-Year Summary

	2023	2022	% Chg
Sales	4,642	4,999	-7.1%
New Listings	16,258	11,281	44.1%
Active Listings	18,912	13,529	39.8%
Average Price	\$1,119,428	\$1,086,538	3.0%
Avg. LDOM	20	23	-13.0%
Avg. PDOM	30	35	-14.3%

### Vancouver

- ◆ The MLS® Home Price Index composite benchmark price for all residential properties in Metro Vancouver is currently \$1,203,300. This represents a 4.4 per cent increase over September 2022 and a 0.4 per cent decrease compared to August 2023.
- ◆ The Real Estate Board of Greater Vancouver (REBGV) reports that residential home sales in the region totalled 1,926 in September 2023, a 13.2 per cent increase from the 1,701 sales recorded in September 2022. This was 26.3 per cent below the 10-year seasonal average (2,614).
- ◆ The total number of homes currently listed for sale on the MLS® system in Metro Vancouver is 11,382, a 9.2 per cent increase compared to September 2022 (10,427). This was 6.2 per cent below the 10-year seasonal average (12,136).

### Quebec

#### Residential: Summary of Centris Activity

September 2023

	September			Year-to-date		
	2023	2022	% Chg	2023	2022	% Chg
Total sales	5 873	5 799	1%	59 977	70 660	-15%
Active listings	34 334	30 414	13%	31 510	24 431	29%
New listings	11 626	11 334	3%	93 539	101 517	-8%
Sales volume	\$2 799 684 038	\$2 563 225 780	9%	\$27 836 285 753	\$33 171 522 507	-16%



DUBAI

## BILAL MOTI

Head of Middle East and North Africa

Dubai real estate market witnessed exceptional growth in the third quarter of 2023. The Dubai Land Department has recorded 31,216 real estate transactions, a substantial increase of 22% compared to the same period in 2022. The spike reached AED 97 billion, a 40% increase compared to the third quarter of 2022.

The total real estate transactions volume reached 53%, recording over 8,600 complete property transactions. However, the value of mortgage transactions went down by 6.5% to AED 29.3 Billion.

There were 16,700 recorded sales for off-plan properties, a 20% increase in the transaction volume compared to the 2nd quarter of the previous year. The sales value reached AED 50 billion, an impressive increase of 56%.

Meanwhile, for ready properties, the land department recorded 14,700 sales transactions, a 26% increase in volume compared to the 3rd quarter of the previous year. The sales value showed a notable increase of 27%, reaching AED 47 billion.

There were 36 projects which were completed, composing over 7,000 units. 90 projects were registered, the highest number of quarterly project launches.

On the rental side, the residential apartment rates increased by 9.6% QoQ and 16% YoY, while residential villa rents increased by 6.3% QoQ and 26% YoY.

The top performing areas for off-plan apartments in Q3 2023 were Al Merkadh, Jumeirah Village Circle, Business Bay, Arjan and Dubai Marina. For off-plan villas were Damac Lagoons, Mudon, The Valley, MBR District and Arabian Ranches.

Moreover, Jumeirah Village Circle, Dubai Marina, Business Bay, Downtown Dubai and International City were the top-performing areas for ready apartments. Damac Hills, Emirates Living, Arabian Ranches, Dubai Hills and Mira topped the performing areas for ready villas in Q3 2023.

Palm Jebel Ali continues to be a magnet for international investors, and Damac Lagoons remains to hold its position in the off-plan residential for villa segment.

Given the increased transparency of the property market, we continue to envision the performance trajectory of the Dubai real estate market prospering throughout the fourth quarter of 2023.





## RAYMOND KHOO Vice President at OrangeTee and Tie

New private home sales fell for a second consecutive month in September, which was within expectation since there were no big project launches during that period, and the housing market usually quiets down during the lunar seventh month, which ended in mid-September.

Developers sold 217 units in September, a 44.9 per cent decline compared to the 394 units sold in the previous month. The Urban Redevelopment Authority (URA) data showed that the number of units launched for sale dipped significantly to 68 in September, from 590 units in August and 2,156 units in July.

September registered the lowest monthly sales since December 2022 at 170 transactions. It was also the lowest September sales since URA reported the data in 2007. Last month's sales decreased by 78 per cent from 987 units year-on-year.

There were no big project launches last month. The best-selling projects in September 2023 were Pullman Residences Newton, Lentor Hills Residences, Grand Dunman, The Reserve Residences, The Continuum, Midtown Modern and One Bernam.

Last month's transactions were distributed across all three market segments, at 35 per cent or 76 units in the Core Central Region (CCR), 32.7 per cent or 71 teams in the Rest of Central Region (RCR) and 32.3 per cent or 70 units in the Outside of Central Region (OCR).

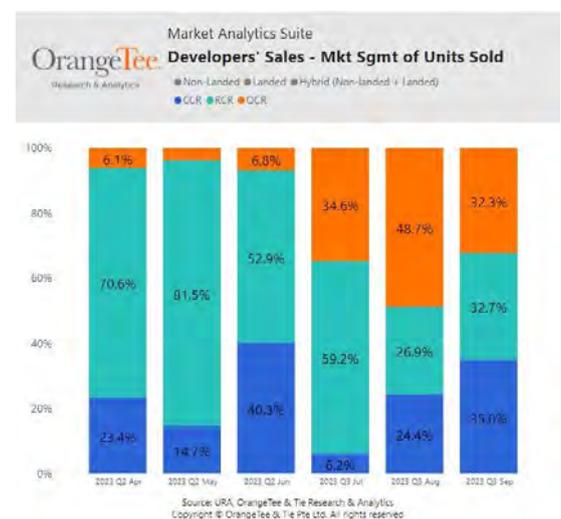
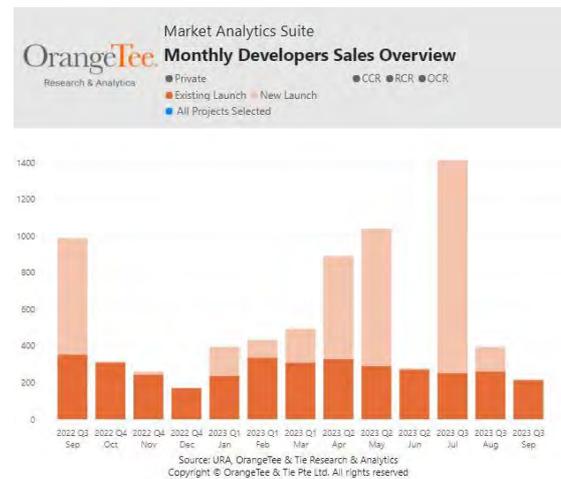
The cumulative launched but unsold units in RCR rose to 1,814 units in September 2023 from a low of 301 units in December 2022. Similarly, such units jumped to 900 from 380 units over the same period in OCR. Conversely, the unsold units in CCR dipped to 823 units from 1,377 units. The accumulated launched but unsold in RCR and OCR rose faster as most launches were in these two segments this year. The increased supply added to the existing inventory. Moreover, demand has generally softened after new cooling measures were implemented in April. Some buyers may have also turned to the resale market as price gaps remain wide between new and resale homes.

URA Realis data shows no new non-landed homes were sold above S\$10 million for the third month. However, 10 were sold for at least S\$5 million in September 2023, with the priciest unit being a 2,164 sqft freehold condominium at Dalvey Haus transacted for S\$7 million or S\$3,235 psf.

The remaining nine teams were from Midtown Modern, Klimt Cairnhill, Park Nova and Terra Hill. Three major project launches may be slated for release in the coming months, including Watten House in the prime district and Hillock Green and J'den in the suburbs.

J'den, situated at the former Jcube, is a mixed-use development by CapitaLand at the heart of Jurong Lake District, the biggest commercial hub outside the Central Business District. Given the project's good location and outstanding design features, we anticipate strong buying interest.

We estimate that around 6,300 to 6,800 new homes could be sold in 2023, and new home prices excluding EC may rise by 1 to 3 per cent for the entire year.





**CHANDY MANN**  
Country Head of Cambodia

## **New Siem Reap-Angkor International Airport Opened, and Funan Techo Canal Project Has Been Discussing**

Siem Reap-Angkor International Airport is an international airport in Kriel Pong Village, Popel Village Braval Village, Tayaek Commune, Soutr Nikom District, Siemreap Province. It was started to construct in March 2020 with a total investment of USD 1.1 billion by the Angkor International Airport Investment (Cambodia) Co., Ltd. It is situated 18 km northeast of Damdak and 40 km east of Angkor Wat. It started its official commercial flight on October 16, 2023

The Ceremony on Welcoming the 1st Arrival of Commercial flight to Siem Reap-Angkor International Airport (SAI) was held on October 16, 2023, presided over by H.E. Vongsey Vissoth, Permanent Deputy Prime Minister and the Minister in charge of the Office of the Council of Ministers, H.E. Mao Havannal, Minister in order of the State Secretariat of Civil Aviation, H.E. Sok Soken, Minister of Tourism, and the relevant officials and institution along with the investors.

Siem Reap-Angkor International Airport received an official airport code from the International Airport Transport Association (IATA) as SAI and the International Civil Aviation Organization (ICAO) as VDSA.

The Funan Techo Canal Project, approved during a cabinet meeting on May 19, 2023, presided over by Samdech Akka Moha Sena Padei Techo Hun Sen, Prime Minister of Cambodia, has been discussed before construction.

The Funan Techo Canal Project, estimated to cost approximately USD 1.7 billion, is slated to span 4 years, as outlined in the report by the Inter-Ministerial Commission responsible for its study and implementation. Extensive research conducted over two years, spearheaded by China Bridge and Road Corporation (CRBC) and CCCC Water Transport Consultant.

The Funan Techo Canal is the 180km waterway that will connect Prek Takeo of the Mekong River System to the Prek Ta Ek and Prek Ta Hing of the Bassac River System and Kep province, crossing Kandal, Takeo and Kampot provinces. Highlighted features include three watergates, 11 bridges and 208km of roads on either side of the waterway.

The Funan Techo Canal is 100m wide upstream and 80m downstream. It is 5.4m in depth, with 4.7m for ships. It has two lanes, enabling vessels to travel in opposite directions safely. Around 1.6 million people are living on either side of the canal.

The Funan Techo Canal will provide many benefits, including reducing the travel time and the distances for ships which will reduce transportation costs; creating commercial areas and logistics centres; developing many new satellite areas; expanding agriculture, irrigation, aquaculture and livestock development areas; supporting the development of Cambodia's 4th economic pole, generating more jobs at Sihanoukville Autonomous Port (PAS), Phnom Penh Autonomous Port (PPAP), and other ports; promoting urban development and urbanization, and boosting real estate growth.





**PORTUGAL**  
Lo

## **GONÇALO PEREIRA** Country Head of Portugal

### **End of Golden Visa - Exploring New Pathways to Portuguese Residency and Citizenship**

On October 7, 2023, Portugal transformed its immigration landscape, bidding farewell to traditional real estate-focused Golden Visas. However, this transition doesn't mean the end of opportunities; it signifies the emergence of innovative routes to attain Portuguese residency and citizenship. Among the evolving possibilities, the spotlight shines on Investment Funds – a secure and regulated pathway captivating the interest of prospective investors.

Gone are the days when the closure of real estate-centric Golden Visas seemed to limit options. Portugal's immigration landscape has proven resilient and adaptable. Investment funds have taken centre stage, providing a dependable avenue for realizing immigration objectives. Additionally, the flexibility of D7 and D2 visas further diversifies the options, catering to those with stable passive income and entrepreneurs looking to invest in Portugal's thriving economy. As this immigration evolution unfolds, we witness a new narrative – the conclusion of the Golden Visa era marks the dawn of a chapter where diverse investment avenues redefine the immigrant experience in Portugal, unlocking a world of exciting prospects.

### **Non-Habitual Resident Tax Breaks to End: Implications for the Real Estate Market**

The news of Portugal's decision to terminate the Non-Habitual Resident (NHR) tax regime has sent ripples of concern through the nation's real estate sector. Established in 2009, this tax incentive has played a substantial role in luring foreign residents to Portugal, with the number of registered NHRs reaching 74,258 in 2022, signifying a marked increase since 2018. The NHRs represent a diverse group, encompassing retirees, digital nomads, entrepreneurs, and senior managers, many of whom have above-average incomes and whose attraction to Portugal is rooted in the high quality of life, favourable climate, and tax advantages.

Nonetheless, the decision to end the NHR regime is widely seen as politically motivated, leaving investors, developers, and foreign residents apprehensive, as experts consider the impact of NHRs on the housing market to be relatively "residual." While these residents require housing, their property acquisitions represent a small portion of the overall market, often involving high-end real estate beyond the reach of the average Portuguese citizen. It is essential to recognize that the core of Portugal's housing challenge lies in limited housing supply and bureaucratic licensing delays, with foreign demand not being the primary driving force. Consequently, the termination of the NHR program may not significantly enhance housing accessibility for the local population that needs measures that stimulate the housing supply.

### **Affordable Rental Housing Expansion**

In a move aimed at alleviating housing challenges faced by Portuguese families with intermediate incomes, the proposed State Budget for 2024 introduces a vital initiative. This strategic plan will put 6,800 homes within reach of those seeking affordable rental options, thereby addressing a pressing issue. These homes will be offered at reduced prices until 2026, making it a pivotal step towards creating a more inclusive housing market for families whose financial circumstances have previously limited their housing choices.

### **Accelerating Housing Licensing**

Portugal is gearing up for a significant overhaul in the housing licensing process, which is expected to streamline the construction of new homes. The new legislation, set to be approved in October, will simplify and expedite licensing procedures, ensuring that the market is better equipped to meet the growing demand for housing. This move is welcomed by industry stakeholders, underscoring the government's commitment to facilitating housing development across the country.



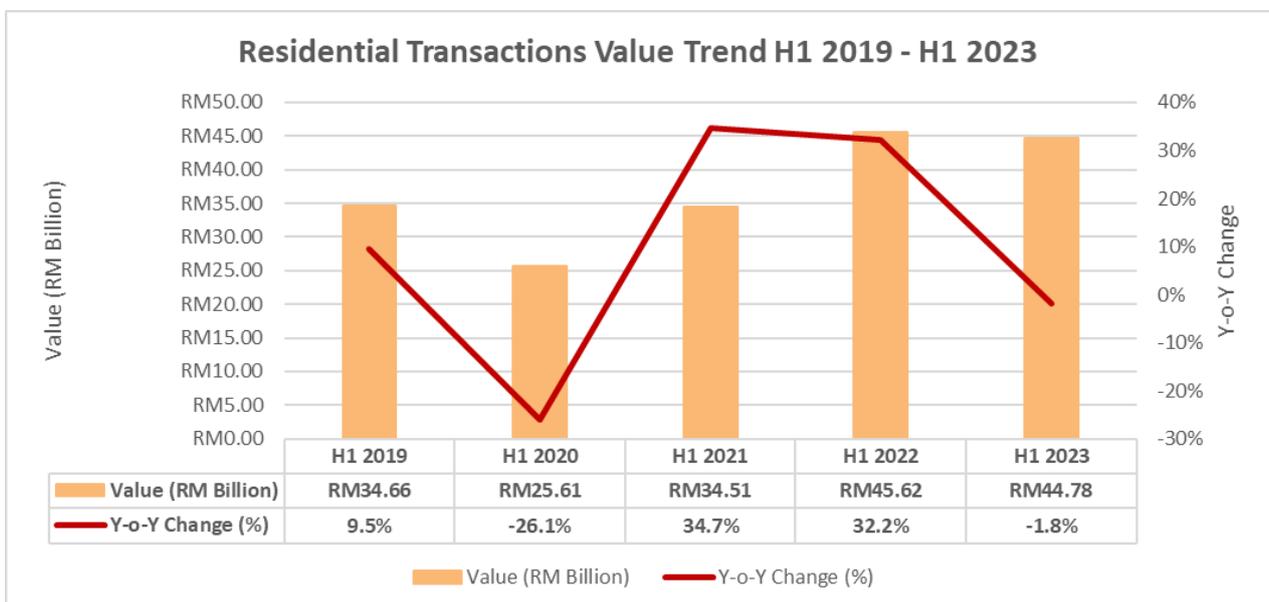
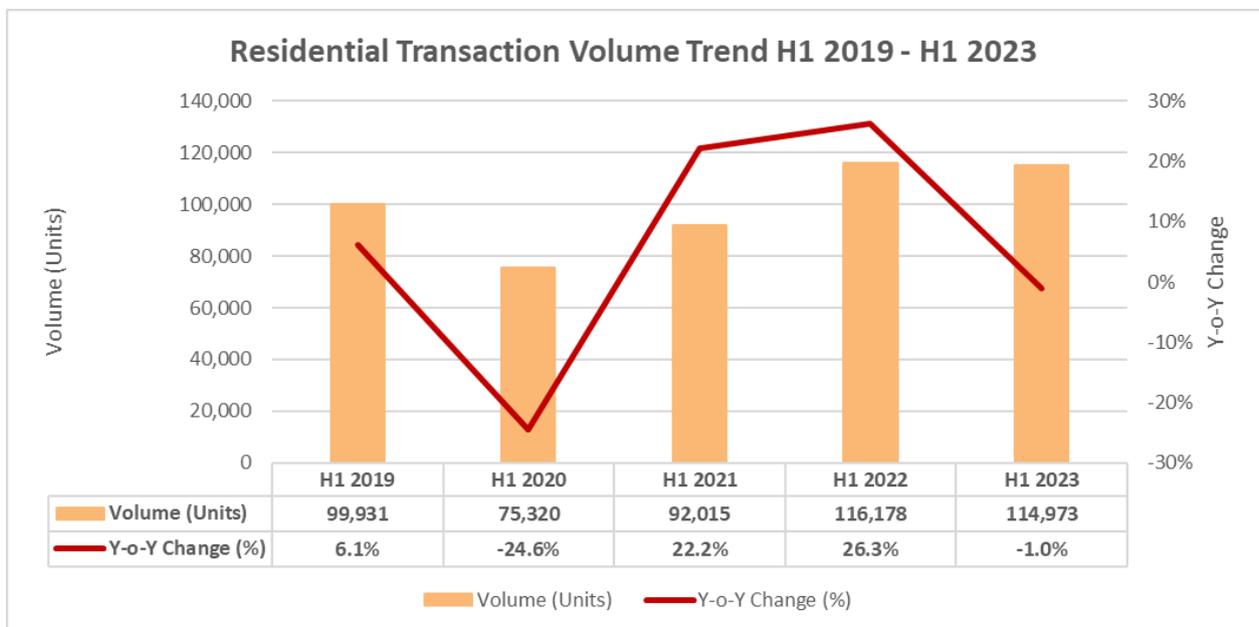
**IRHAMY AHMAD**  
 Founder and Managing Director of  
 Irhamy Valuers International



## MALAYSIA PROPERTY MARKET H1 2023 – RESIDENTIAL PROPERTY OVERVIEW

According to Malaysia Property Market Report First Half 2023 by National Property Information Centre (NAPIC), the residential property segment continued to drive the market in the first half of 2023, contributing more than 60% of the total transaction volume and nearly 53% of the total transaction value.

However, the volume of transactions for the residential property segment showed a marginal decrease of 1.0% to 114,973 in the first half of 2023 versus 116,178 in the corresponding period last year. The residential transaction value trend also shows a slight decrease of 1.8%, from RM45.62 billion to RM44.78 billion. The marginal reduction in the transaction volume and value in the first half of 2023 suggests that the market is still relatively healthy, although there may be some cooling off in demand.





**IRHAMY AHMAD**  
Founder and Managing Director of  
Irhamy Valuers International

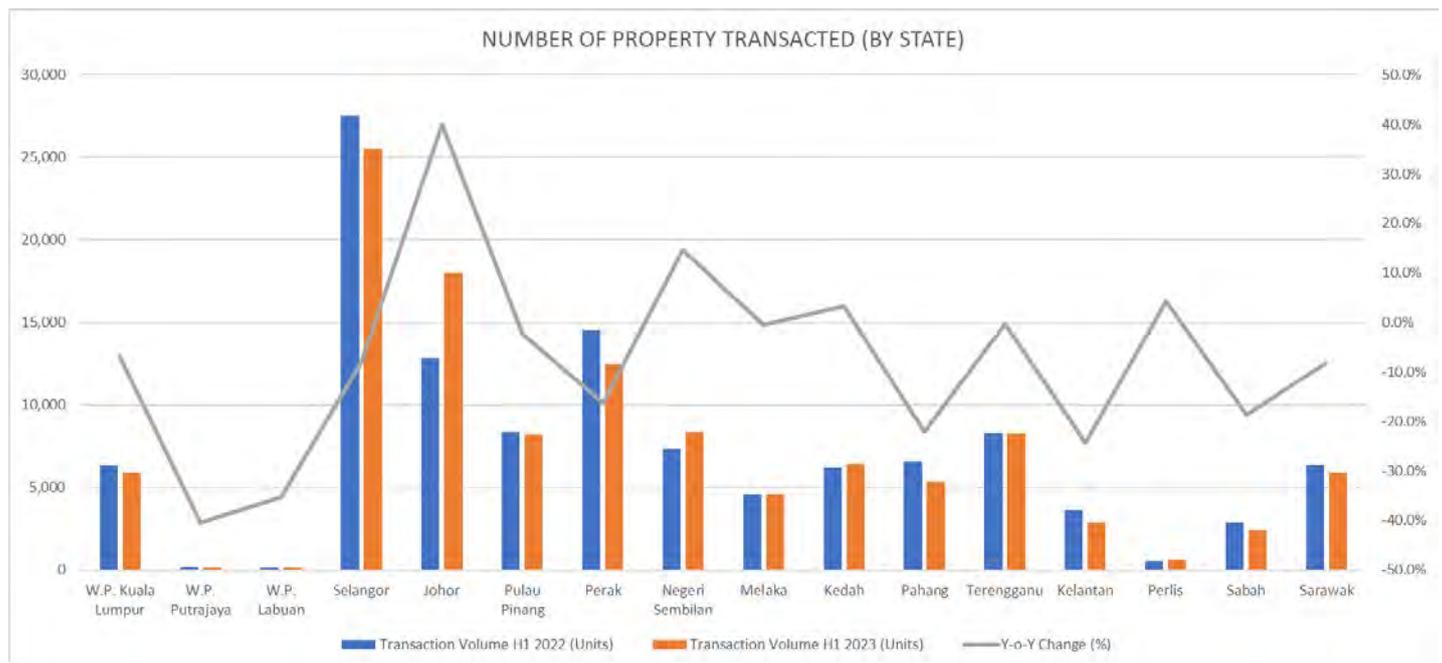
The number of residential properties transacted in Malaysia in the first half of 2023 showed a mixed trend, with some states recording an increase in market volume while others experienced a decline.

All states recorded a low market volume except for Johor, Negeri Sembilan, Perlis and Kedah. The four states have shown an increase in market activity by 39.9%, 14.6%, 3.2%, and 4.3%, respectively, offset the overall decline.

For the first half of 2023, Johor recorded 17,962 transactions against 12,836 in the previous year, while Negeri Sembilan recorded a total of 8,371, adding 1,066 transactions from the first half of 2022.

Not to mention, Kedah and Perlis have shown an increase of 6,401 and 579 transactions, respectively, within a year, and the contribution by these four states has offset the overall decline. Although Pulau Pinang, WP Kuala Lumpur, Johor and Selangor, the four central states, have formed about 50% of the total national residential volume.

States	Number of Property Transacted		Y-o-Y Change (%)
	H1 2022 (Units)	H1 2023 (Units)	
W.P. Kuala Lumpur	6,307	5,897	-7.0%
W.P. Putrajaya	177	126	-40.5%
W.P. Labuan	157	116	-35.3%
Selangor	27,501	25,474	-8.0%
Johor	12,836	17,962	39.9%
Pulau Pinang	8,358	8,170	-2.3%
Perak	14,499	12,471	-16.3%
Negeri Sembilan	7,305	8,371	14.6%
Melaka	4,586	4,563	-0.5%
Kedah	6,203	6,401	3.2%
Pahang	6,547	5,361	-22.1%
Terengganu	8,288	8,261	-0.3%
Kelantan	3,611	2,906	-24.3%
Perlis	555	579	4.3%
Sabah	2,879	2,425	-18.7%
Sarawak	6,369	5,890	-8.1%
<b>MALAYSIA</b>	<b>116,178</b>	<b>114,973</b>	<b>-1.0%</b>



**DAVE PLATTER**  
Global PR Director

### Australia Data Shows 40% Increase in Chinese Homebuying

According to the new data from that country's Foreign Investment Review Board, the Chinese have been busy buying homes in Australia.

"Chinese homebuyers went on a spree and engaged in some revenge buying," said Juwai IQI Co-Founder and Group Managing Director Daniel Ho.

Several journalists interviewed Ho.

"After three years in which it was complicated for them to travel to Australia, buyers from mainland China account for 57% of all approved home purchases. That rises to 67% when you include Hong Kong buyers.

"Chinese buyers purchased homes worth 40% more than in the prior year.

"Chinese buyers aren't done yet. The border has only been open for nine months. Flights have not gotten back to their pre-Covid levels. There are delays in obtaining passports and visas. Many Chinese holding Australian permanent residency still have not yet made the move.

"Melbourne and Sydney are the two prominent destinations for Chinese buyers. One-third of all Chinese buyer enquiries go to Victoria, and 30% go to New South Wales. Queensland and Western Australia each account for 20% of Chinese buyer enquiries.

### Value of Approved Residential Real Estate Proposals

<b>AU\$ billions</b>	<b>2022-23</b>	<b>2021-22</b>	<b>2020-21</b>
China	3.4	2.4	2.7
Hong Kong (SAR)	0.6	0.6	0.5
Vietnam	0.4	0.4	0.1
Taiwan	0.3	0.1	0.1
India	0.2	0.2	0
Singapore	0.3	0.2	0
Nepal	0.2	0.1	0
Indonesia	0.2	0.1	0
United Kingdom	0.2	0.2	0.2
Malaysia	0.2	0.2	0.2
China's share of the top 10	57%	53%	71%



MALAYSIA

**NICHOLAS TAN**  
Property Investment Strategist

## Exciting News for Malaysian Real Estate in 2024!

The 2024 Budget is set to be a game-changer, bringing a wave of optimism to homeowners and investors alike.

The Malaysian government is leaving no stone unturned to make homeownership a reality for many. This forward-thinking approach is expected to ripple effect on the property market, making it more accessible for those looking to invest in real estate.

But that's not all. Major infrastructure projects are in the pipeline, promising positive developments to boost the property sector further. As the nation grows and evolves, the real estate landscape is set for an exciting transformation.

In addition to the promising 2024 Budget and infrastructure projects, there are more reasons to be optimistic about the Malaysian real estate scene. Here are some exciting updates that could have a significant impact:

- **Iskandar Malaysia Blooms:** Johor's Iskandar Malaysia development is flourishing, making it a hotspot for real estate enthusiasts. The rapid progress in this region is creating numerous opportunities for those looking to invest in a vibrant and growing community.
- **Potential MM2H Changes:** Look for possible changes to the Malaysia My Second Home (MM2H) program. These changes could open new doors for international investors and expats, making Malaysia an even more attractive destination.

You may have noticed a significant decline in MM2H applicants, with a staggering 90 per cent drop since 2021. Stricter conditions have prompted potential expats to explore other countries, such as Thailand, which offers a similar program known as the Thai Elite Visa.

But here's the good news: the government is considering positive revisions to the MM2H program. This move is poised to attract more foreign property buyers and tackle overhang issues in Malaysia, especially in sought-after destinations like Kuala Lumpur, Johor, and Penang.

For foreigners looking to call Malaysia their home, these changes could open doors to new opportunities and make the dream of residing in this beautiful country a reality.

AmInvestment Bank, a trusted voice in the industry, is forecasting a surge in residential property transactions. This aligns with the government's dedication to increasing the availability of affordable housing, as detailed in the Mid-Term Review of the 12th Malaysia Plan (MTR 12MP), covering 2021-2025. The MADANI Neighbourhood Scheme is another initiative to watch out for, as it promises positive transformations in the housing market.

Malaysia and Singapore are on the brink of a significant breakthrough as they work to finalize the Terms of Reference (ToR) for the much-anticipated Johor-Singapore Special Economic Zone (SEZ) in Johor.

This exciting development comes after constructive discussions between the leaders of both countries earlier this month. The Johor-Singapore SEZ is set to bring about a new era of economic growth and cooperation between these two neighbouring nations.

The SEZ holds immense potential for businesses, entrepreneurs, and investors, promising an environment conducive to trade and innovation like never before.



## **EMMANUEL ANDREW VENTURINA** Country Head of Philippines

### **PH Market Outlook- November 2023**

#### **1. Cebu Landmasters, NTTUDA tie up to develop residential towers**

Cebu Landmasters Inc. (CLI) has formed a joint venture (JV) company with Singapore-based NTT UD Asia Pte. Ltd. (NTTUDA) called CLI NUD Ventures Inc., which will develop residential towers in Cebu City. According to CLI, this will expand the firm's current portfolio of 116 projects across Visayas and Mindanao, consisting of over 37,000 condominium units valued at PHP122 billion (USD2.2 billion). CLI's current portfolio includes the brands Premier Masters, Garden-Series, Casa Mira, and Villa Casita Residential. Meanwhile, NTTUDA is an international developer of commercial properties such as office buildings, residential projects, and other mixed-use developments in Southeast Asia.

#### **2. RLC Residences unveils 2nd phase of Woodsville Crest**

RLC Residences is developing Olive Tower, the second building of Woodsville Crest, in Parañaque City. Woodsville Crest offers studio to two-bedroom units, each featuring a smart lock, audio-video intercom directly connected to the reception area, and bright lights that can be controlled using a phone application. Amenities of the project include an outdoor pool, picnic grove, pet park and play areas. The project will also have a solar-powered street, garden lamps, an e-charging parking station for electric vehicles, and a rainwater harvesting system for landscape irrigation.

#### **3. DLI targets to open Samal Island condo in 2025**

Damosa Land Inc. (DLI) is on track to completing its Bridgeport Park condominium project in Samal Island, Davao del Norte, by 2025. DLI said that over half of the project's 274-unit inventory has been sold. The project's amenities include a dry dock boat parking space, a helipad, a clubhouse, a gym, play areas, swimming pools, flexible workspaces, and a lounge. Meanwhile, DLI's flexible workspace facility, Regus Cagayan de Oro Downtown Tower, has reached 98% occupancy due to the growing demand for hybrid workspaces.

#### **4. Megaworld to build a two-tower residential condo in Bacolod**

Megaworld Corp. has launched Kensington Sky Garden, a two-tower residential condominium development in its Upper East township in Bacolod. Each tower will have 26 storeys and offer 643 studio to three-bedroom "smart home" units between 40 and 110 square meters (430 to 1,180 square feet). Each team will be equipped with a wireless smart home system and devices with Wi-Fi routers that can be accessed using a phone application. Amenities of the project include an adult pool and kiddie pool, an outdoor fitness area and children's play area, a daycare centre, a function room, a game and entertainment room, and sky decks. Kensington Sky Garden will also have sustainable features such as occupancy sensors, LED lights and a rainwater harvesting system. Megaworld expects to generate PHP5 billion (USD90.9 million) in sales from the project.





## SOMSAK CHUTISILP Country Head of Thailand

While the number of local buyers in the condo market has slowed, foreign demand continued to surge, accounting for 24.6% of the total transfer value nationwide in the first half of 2023, up from 20.5% last year, led by Chinese buyers.

The rise in condo transfer value among foreigners resulted from a full reopening in the second half of last year. This allowed foreigners who bought pre-sale units to return and complete unit transfers.

The first time the proportion of foreigners receiving condo transfers in terms of value was higher than 20% was in the second half of last year at 21.5% -- a consecutive increase since the second half of last year at 21.5% -- a consecutive increase since the second half of 2021.

Condo demand from Thais remains sluggish. To boost the economy, the government should promote condo purchases targeting foreigners. This could involve raising foreign ownership quotas in certain areas, such as Pattaya and Phuket.

The number of condo transfers by foreigners in the first half of 2023 tallied 7,338 units worth 35.2 billion baht, up 65.6% and 57.8%, respectively.

By unit, Chinese nationals remained at the top, followed by Russians and Americans, while buyers from Myanmar who were not in the top 10 before 2022 were eighth after taking sixth place last year.

Buyers from Myanmar received condo transfers with an average unit price of up to 7 million baht. At the same time, Indians completed condo transfers with an average unit size of up to 89.8 square meters, the largest on average.

### TOP 10 NATIONALITIES RECEIVING CONDO TRANSFERS NATIONWIDE (H1, 2023)



Rank	Nationality	Units	Proportion	Value (Million baht)	Proportion	Average price/unit (Million baht)	Average area/unit (Square metres)
1	Chinese	3,488	47.5%	16,992	48.3%	4.9	39.0
2	Russian	702	9.5%	2,556	7.3%	3.6	43.1
3	American	293	4.0%	1,289	3.6%	4.4	52.1
4	French	269	3.6%	1,127	3.2%	4.2	46.6
5	British	260	3.5%	1,287	3.6%	4.9	58.6
6	German	245	3.3%	1,087	3.1%	4.4	55.8
7	Taiwanese	240	3.2%	1,089	3.1%	4.5	42.1
8	Myanmar	182	2.4%	1,274	3.6%	7.0	57.4
9	Australian	132	1.8%	531	1.5%	4.0	50.7
10	Indian	122	1.6%	845	2.4%	6.9	89.8
	Others	1,445	19.6%	7,134	20.3%	5.7	52.5
	<b>Total</b>	<b>7,338</b>	<b>100%</b>	<b>35,211</b>	<b>100%</b>	<b>4.8</b>	<b>45.6</b>

Source: The Real Estate Information Center

BANGKOK POST GRAPHICS



**MANU BHAZIN**  
Country Head of India

## Real Estate Reigns Supreme: The Preferred Investment Choice

In a recent survey conducted by the National Real Estate Development Council (NAREDCO), an impressive revelation emerged: nearly half of the respondents preferred real estate as their primary mode of investment, surpassing both stock markets and gold.

This inclination towards real estate signifies a savvy understanding of its wealth-building potential. It's not just about owning property; it's about securing a piece of an appreciating asset that can serve as a cornerstone for future financial success.

Real estate boasts unique advantages, including robust appreciation value, substantial tax benefits, and noteworthy rental incomes, particularly in metropolitan areas.

These attributes make it a standout choice for short-term gains and long-term stability. Among the standout findings was the popularity of residential real estate among the younger demographic. This shift in preference reflects a growing trend that recognizes the tangible and enduring benefits that real estate investments can offer.

As the market continues to evolve, it's evident that real estate is not only a place to call home but also a powerhouse for wealth creation. If you're considering your investment strategy, now might be the perfect time to explore this dynamic asset class's opportunities.

## Investment Insights

Institutional investments in Indian real estate have seen a remarkable 27% YoY surge, reaching USD 4.6 billion in the first three quarters of 2023. This surge underscores the market's extraordinary resilience in the face of global uncertainties.

Impressively, 2023's inflows have already achieved 93% of the total 2022. While foreign investments remain prominent, comprising 77% of the total, domestic investments have emerged as a dynamic force, exhibiting a two-fold YoY increase to USD 1.1 billion.

Notably, in Q3 2023, domestic investments took the lead, constituting an impressive 63% of the total assets, contributing to an overall investment volume of USD 0.8 billion for the quarter. The investment landscape saw a shift as well.

While office assets experienced a moderation in inflows, the residential and industrial & warehousing segments witnessed a robust rebound, collectively accounting for about 78% of the total investment volume. This buoyant performance is a testament to India's sturdy economic growth and the sustained positive play of high-performance economic and market indicators, instilling confidence among global and domestic investors. The increasing investor interest in completed and pre-leased income-yielding office assets is a significant trend. This strategic shift in investment focus reflects a conscious and cautious approach, aligning investments with stable, revenue-generating opportunities. These developments reaffirm the Indian real estate market's position as a resilient and high-potential investment arena.



# IQI Moments



At IQI, we're thrilled to announce some fantastic additions to our growing family!

This month we welcomed AG Realty and HGP Group as they joined the IQI network of more than 30,000 agents across 20 countries.

- **AG Realty** focuses on the project market and the resale of commercial, industrial, and residential properties from its five offices in Johor, Selangor, Penang, and Kedah. The agency has earned the Best Bumi Agensi award from Mah Sing Johor.
- **Harmony Generations Properties (HGP)** is one of the professional real estate agencies in Klang Valley that helps buyers find their ideal home and offers excellent options to investors.

We look forward to working together!



## Welcome to the **Family!**



### Korea Trip

Our IQI Warriors found their soul in Seoul - having a blast as they Journey into the heart of Korea! Thank you for your hard work and dedication Warriors, you deserve it!



### Dubai Trip

From impeccable skyscrapers to fantasy like sand dunes, our IQI warriors embark on an unforgettable Dubai adventure! To celebrate our exceptional RENs, they explored Dubai's iconic landmarks to indulging in its rich culture.

