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# MONTHLY Newsletter

SEPT 2024


## HIGHLIGHTS

### AUSTRALIA
The national home values in Australia have increased for the 18th consecutive month in July, continuing the upward trend observed since the decline in early 2023.

### GREECE
Real estate remains a driving force for foreign investment in Greece, accounting for nearly half of all FDI in 2023.

### BALI
The sales volume for small apartment has seen a notable increase of 28% from H1 2023 to H1 2024, indicating a rising demand for smaller, more affordable living spaces.

### HONG KONG
Office vacancy rate in 2023 reached 14.9%, the highest since 2003

### CANADA
The MLS® Home Price Index composite benchmark price for all residential properties in Metro Vancouver is currently $1,207,100.


# AUSTRALIA'S HOUSING MARKET TRENDS: JULY 2024 UPDATE ON GROWTH AND REGIONAL VARIATIONS

Australia's national home values saw a 0.5% increase in July, marking the 18th consecutive month of growth, consistent with the rise recorded in June. Since experiencing a 7.5% decline between May 2022 and January 2023, the national Home Value Index (HVI) has rebounded by 13.5%, consistently reaching new record highs since November last year.

Despite the overall positive growth, momentum is slowing, and conditions are becoming more varied across regions. Over the past three months, three capitals saw declines in values: Melbourne decreased by 0.9%, Hobart by 0.8%, and Darwin by 0.3%. Sydney's growth rate slowed significantly to 1.1%, compared to the 5.0% quarterly gain from the same period last year. Consequently, national home values rose by 1.7% over the past three months, down from the 3.2% increase seen last year.

Mid-sized capitals like Perth are defying the slowing trend. Perth experienced a quarterly growth rate of 6.2%, while Adelaide's growth rate accelerated to 5.0%, the fastest since May 2022. Brisbane's values rose by 3.8% quarterly, although this is a decrease from the 4.7% increase recorded last year.

Perth's median house price is projected to grow by over 20% in 2024, potentially reaching $740,000 by year-end, according to REIWA's latest quarterly update. REIWA CEO Cath Hart highlighted that demand remains robust, with houses selling quickly and prices rising steadily. As of June, Perth's median house price was $668,000, marking an 11.3% increase since December 2023 and a 22.6% rise from the previous peak in 2014.

The median unit sale price is also expected to reach a new high, having grown 8.3% since December 2023 to $445,000 by June. This is just shy of the 2014 peak of $450,000 and is likely to surpass it soon if current trends persist.

Strong population growth and constraints in the building industry are driving the market. WA saw a 3.3% population increase in the year to December, with around 79,000 net arrivals from overseas and interstate migration, significantly boosting housing demand. Despite the faster completion of new homes, overall housing completions in Perth remain low, creating a supply-demand imbalance.

**Index results as at 31 July, 2024**

| | Change in dwelling values | | | | |
|---|---|---|---|---|---|
| | Month | Quarter | Annual | Total return | Median value |
| **Sydney** | 0.3% | 1.1% | 5.6% | 8.8% | $1,174,867 |
| **Melbourne** | -0.4% | -0.9% | 0.2% | 3.9% | $781,949 |
| **Brisbane** | 1.1% | 3.8% | 16.0% | 20.6% | $873,987 |
| **Adelaide** | 1.8% | 5.0% | 15.5% | 20.2% | $776,597 |
| **Perth** | 2.0% | 6.2% | 24.7% | 30.6% | $773,335 |
| **Hobart** | -0.5% | -0.8% | -1.2% | 2.8% | $646,863 |
| **Darwin** | -0.2% | -0.3% | 2.3% | 8.8% | $507,097 |
| **Canberra** | 0.0% | 0.5% | 1.7% | 5.8% | $870,910 |
| **Combined capitals** | **0.5%** | **1.8%** | **7.9%** | **11.8%** | **$884,412** |
| **Combined regional** | **0.4%** | **1.3%** | **6.9%** | **11.6%** | **$630,565** |
| **National** | **0.5%** | **1.7%** | **7.6%** | **11.8%** | **$798,207** |


## GREEK ASSETS CONTINUE TO SHINE IN 2024

Greek assets continue to shine during the eight-month period of 2024 with a key catalyst being the economic activity and the tourism sector. Especially, the tourism and real estate sectors, will not be significantly affected by factors such as inflationary pressures, rising construction costs and current global geopolitical risks. Real estate is not the only asset class in a long-term uptrend, as Greek stocks and bonds continue to outperform its rivals in Europe during the first semester of the year. Foreign demand will continue to be the main driver for the residential property market, while the revival of the domestic market will be determined by Greece's ability to achieve sustainable growth that will create jobs and increase incomes. In Greece, the evolution of the residential real estate market is tightly linked with the demand for tourism related investments.

Investors believe that the low level of domestic market prices, the attractiveness of specific sectors and individual markets and the country's healthy economic growth, create a positive market outlook. In the office market rents will remain at current levels and yields could be further depressed in the medium term, given the insufficient supply of modern office space and the expected fall in interest rates. In the capital of Greece, Athens, demand for green offices with high energy efficiency and logistics is growing, while there is steady demand for new modern and environmentally sustainable offices. The yields for prime offices have fallen between 5.7%-6.5%, for older offices 7%-7.5% for older offices in prominent markets and in the range of 8%-8.5% for offices in secondary markets.

Industrial and logistics investments are expected to continue, boosted by the limited supply of modern facilities and Greece's upgraded role as a transhipment hub. In the hospitality sector, tourism and investment demand will continue, while hotel stock and infrastructure in the sector is expanding and upgrading.

The summer season in Greece is peaking, and favorable domestic conditions continue to support the real estate market. Real estate investment remains a dominant component of total foreign direct investment (FDI) inflows into the country. During the first quarter of this year, real estate accounted for 43.3% of total FDI. According to data from the Bank of Greece (BoG), real estate purchases amounted to €520 million, while total foreign investment flows into Greece for the same period reached €1.2 billion. Overall, in 2023, the real estate market's contribution as a percentage of total foreign investment was 47%, with €2.1 billion out of a total of €4.48 billion flowing into the Greek economy being related to real estate.

This trend appears to have continued into the second quarter of 2024, with the BoE noting an increase in foreign direct investment inflows into the economy. An additional €300 million was added in April (following €1.5 billion in the first quarter), although data specific to the real estate market for this period is not yet available.


*Source: Bank of Greece*
*Amounts in million euros*


## GLOBAL MACRO-ECONOMIC OUTLOOK 2024: INFLATION COOLING OFF TEMPORARY. MONETARY POLICY EXPANSION

The upheavals in the market are of a magnitude not seen in a generation. Markets are sensing that tighter monetary policy is working and that inflation has finally come down. Central banks in advanced economies are feeling elated that inflation is subsiding, allowing policymakers to consider easing interest rates to bolster the economic outlook. Markets expect a significant cut in the discount rate by central banks globally in the next 2 to 3 quarters. However, inflation is likely to remain and gradually increase once oil prices start rising. Investors are concerned about four major variables in the coming 2 quarters:

1. Geopolitical risk
2. U.S. election
3. Interest rate outlook
4. What will be the impact on the market?

### The debt market is sending signals to players/investors.

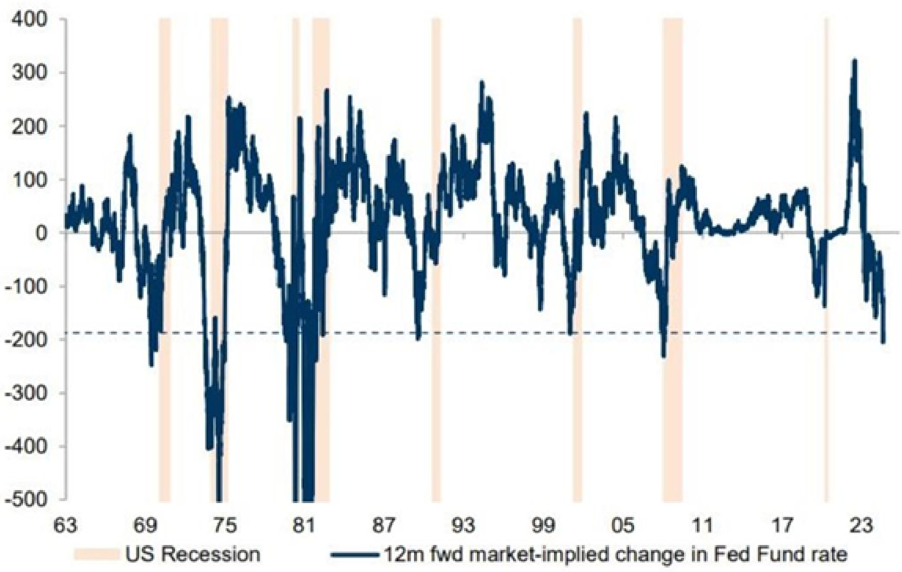
According to Goldman Sachs, investors should always pay attention to the messages conveyed by the bond market. Each time we have observed the current level of rate cuts reflected in bond prices, a recession has followed. The steepening yield curve also points to a likely economic downturn. Meanwhile, equity markets remain stubbornly overvalued, with multiples priced in for perfection and largely reflecting what appears to be an unrealistic macro environment.

### Is Market Volatility Over, or Can We Expect More?

According to BlackRock's latest report:

- "Recent extreme market volatility shows the impact of sudden sentiment shifts and sharp position unwinds."
- "In the U.S., macro data shows a slowdown, not a recession."
- "The unemployment rate is still remarkably low by historical standards—and it's rising because of a growing labor force tied to immigration, not because of job losses."
- "The July U.S. CPI is in focus. Recent inflation and jobs data have stoked expectations of a sharp rate cut."

**Markets are again pricing more Fed cuts in the next 12 months**




## EUROPE'S REAL ESTATE HOTSPOTS: WHERE TO INVEST FOR MAXIMUM RETURNS IN 2024

As we are halfway through 2024, the European real estate market continues to offer attractive opportunities for investors seeking strong capital growth and robust rental income. Below is a detailed overview of some of the best-performing countries and cities, complete with the latest statistics on capital appreciation and rental yields.

### Portugal

- **Capital Appreciation:** Lisbon's property market has seen an impressive 8-10% annual price increase in recent years, with similar trends in Porto.
- **Rental Yield:** The average gross rental yield in Lisbon is around 5-6%, with some high-demand areas reaching up to 7% due to the thriving tourism and expatriate markets.

### Spain

- **Capital Appreciation:** Madrid and Barcelona continue to grow, with annual price increases of 5-7%. Valencia and Malaga are also on the rise, with capital growth rates of around 6%
- **Rental Yield:** Spain offers competitive rental yields, averaging 4-5% in Madrid and Barcelona. Coastal cities like Valencia can see yields as high as 6-7% due to tourist demand.

### Germany

- **Capital Appreciation:** Berlin's property market remains strong, with an average annual growth of 6-8%. Munich and Hamburg follow closely, with growth rates around 5-7%.
- **Rental Yield:** Berlin offers solid rental yields, typically around 3-4%, while Munich and Hamburg are slightly lower at 2-3% due to higher property prices

### Hungary

- **Capital Appreciation:** Budapest continues to be a standout performer with annual price increases of 8-10%, particularly in gentrifying districts.
- **Rental Yield:** Budapest boasts some of the highest rental yields in Europe, ranging from 5-7% depending on the location, with the city center offering the best returns.

### The Netherlands

- **Capital Appreciation:** Amsterdam's property prices have been growing steadily, with annual increases of 6-8%. The city's limited housing supply continues to drive up prices.
- **Rental Yield:** The average rental yield in Amsterdam is 3-4%, reflecting the city's high demand and competitive market, especially for centrally located properties.

### Poland

- **Capital Appreciation:** Warsaw and Krakow are emerging markets with strong potential, showing annual capital growth of 6-8% as Poland's economy strengthens.
- **Rental Yield:** Rental yields in Warsaw are among the highest in Europe, averaging 6-7%, driven by a growing population of young professionals and expatriates.


## H1 2024 MARKET REPORT

We are thrilled to share the latest insights from the first half of the 2024 Market Report by REID, our trusted source for comprehensive real estate data in Bali. This report delves into the key trends and shifts in the market over the first half of the year, providing valuable information for all stakeholders in the Bali property scene.

**Key Highlights from the H1 2024 Market Report:**

**Sales Volume Growth:**

- The sales volume of 1- and 2-bedroom properties has seen a notable increase of 28% from H1 2023 to H1 2024, indicating a rising demand for smaller, more affordable living spaces.

**Shift in Property Types:**

- A significant shift towards leasehold properties has been observed. Leasehold properties grew from 68.8% of the market in Q1 2024 to 77.3% by Q2 2024, while freehold properties declined from 31.2% to 22.7%.

**Price Dynamics:**

- The median leasehold sale price has decreased by 19% YoY, reflecting a broader market adjustment. This decrease is partly due to higher demand for smaller property types, contributing to a downward shift in the overall median sale price.

**Regional Supply and Price Movements:**

- Central Badung, from Berawa to Canggu, remains the dominant region, holding the largest share of property supply at 37% by Q2 2024.
- South Badung, including areas from Jimbaran to Nusa Dua and Pecatu, saw an increase in its market supply share, highlighting growing interest in areas like Bingin, Ungasan, and Uluwatu.
- North Kuta, including Seminyak and Legian, experienced a rise in median sale prices by 7.9%, while South Badung saw a 9% increase, signaling robust demand in these areas.

**Rental Market Trends:**

- The supply of rental properties grew by 19% YoY, with average daily rates remaining stable. However, the occupancy rate saw a slight decline of 6% YoY, suggesting a more competitive rental market.

**Land Availability:**

- Freehold land remains the dominant ownership type, making up 66.7% of the market. Regions like Tabanan hold significant portions of available land, making them attractive for future developments.

**Market Analysis and Insights**

The first half of 2024 has shown dynamic shifts in Bali's real estate market, with smaller, more affordable properties gaining traction. This trend, coupled with the growing dominance of leasehold properties, suggests a more accessible market for both local and international buyers.


**DUSTIN TRUNG NGUYEN**
Head of IQI Vietnam

## VIETNAM'S RESIDENTIAL AND INDUSTRIAL REAL ESTATE: TRENDS AND FORECASTS FOR 2024

Demand for mid-priced apartments in Hanoi and Ho Chi Minh City, driven by a shortage, will continue to fuel the growth of the housing sector next year. Industrial real estate will also see growing demand, thanks to companies relocating from China to Southeast Asian countries, including Vietnam.

**Residential**

The supply of residential units remains low in Hanoi and Ho Chi Minh City, especially in the city centers, with only two new projects launched in the third quarter of this year. However, sales have been significantly bolstered by the Housing Law and the Law on Real Estate Business. Signs of recovery are more vital than ever, as many legal obstacles for new projects are being resolved. As a result, we anticipate a supply of more than 19,000 apartments compared to just over 16,000 in 2023.

The Department of Planning and Investment of Ho Chi Minh City has proposed a list of projects calling for investment in the highly interactive and innovative urban area in the east of the city.

Vietnam's improving infrastructure is also a positive factor. The country is focusing on infrastructure investment, including 2,000 km of new highways, subway systems in Hanoi and Ho Chi Minh City, and numerous airport expansion and construction projects.

In Ho Chi Minh City, apartment prices surged by 27.5% in Q2 2024 from a year earlier (23.6% inflation-adjusted), reaching an average of US$2,882 per square meter. Similarly, in Hanoi, property prices have been rising continuously, albeit at a slower pace. The average price of apartments in the capital increased by 4.9% year-on-year (1.7% inflation-adjusted) to US$2,093 per square meter in Q2 2024.

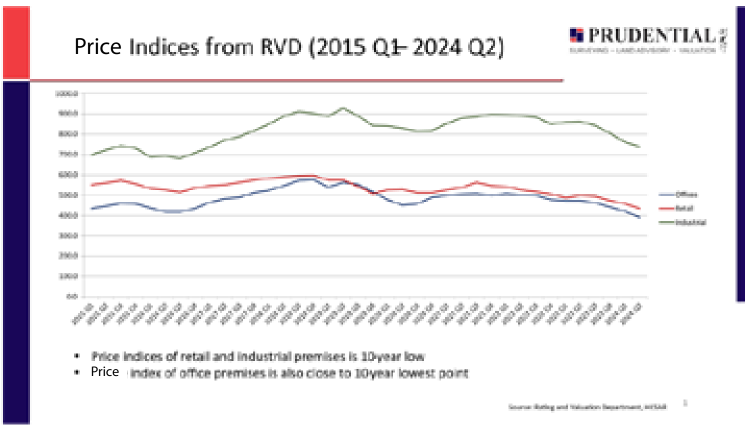
Green buildings and energy-efficient real estate projects have garnered significant global attention in recent years. Today, people prioritize projects that offer fair value, comfort, health, and environmental benefits.

The average price of residential properties is forecasted to continue rising by 4% towards the end of 2024, with increases of up to 7% for specific ultra-luxury projects.

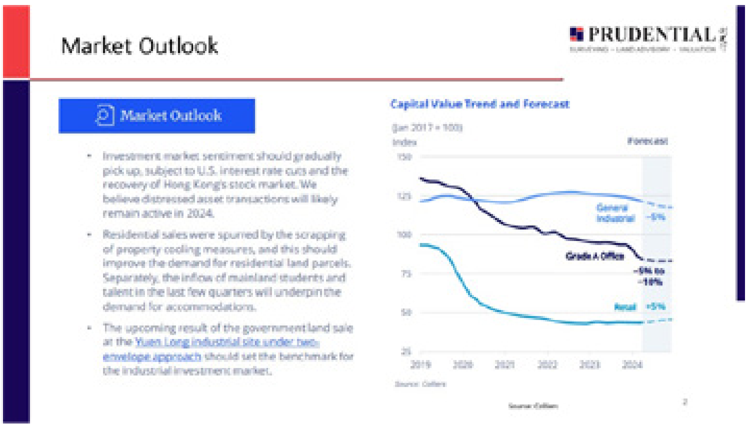

## HONG KONG INDUSTRIAL AND COMMERCIAL REAL ESTATE MARKET TRENDS IN THE FIRST HALF OF 2024

The overall market for non-residential real estate has not changed much, except for a slight decline in the office sector. The overall office vacancy rate in 2023 reached 14.9%, the highest since 2003, according to data from the Rating and Valuation Department. This equates to almost 21 million square feet of space. In addition, an estimated 1.68 million square feet of commercial buildings—approximately 1.2 million square feet of which are anticipated to be Grade A offices in the Hong Kong Island region by 2024—will be added to the market. These numbers illustrate that there is still an excess of office space available, especially in Grade A offices. Office rental prices are expected to remain under pressure due to the market's primary goal being to absorb this surplus supply.

In the commercial real estate market, numerous Mainland Chinese food and beverage companies have chosen to invest in Hong Kong due to the ongoing surge in tourist arrivals and current rents, which are approximately 70-80% lower than during peak periods. Concurrently, several well-known retail tenants have relocated, enhancing the quality and improving the vacant shops in the core areas. The shop vacancy rate is at its lowest since the COVID pandemic, having dropped to single digits. Conversely, there has been a minor increase in the vacancy rate of stores in livelihood areas such as Yuen Long and Sheung Shui. Additionally, the historically low retail vacancy rate for stores under the Housing Authority has risen to approximately 4% in recent years.




The epidemic has accelerated changes in business models in the retail market in recent years. The predominant sales paradigm has steadily shifted towards online buying, which is gradually becoming the mainstream sales channel. Product pricing has become more transparent, allowing consumers to compare and find the lowest prices online without the need to physically visit stores. Additionally, the trend of Hong Kong residents traveling north for shopping has contributed to a decline in retail store sales..




Amid this overall market structural transformation, numerous long-established small and medium-sized enterprises have been forced to restructure or close down due to changes in the market structure. While the merchant mix in street stores and shopping centers will evolve due to new openings and closures, current patterns show that more businesses are operating than closing. However, leasing performance is anticipated to be under pressure as the market for commercial properties in residential and secondary locations is predicted to continue declining. Conversely, real demand is expected to sustain lease performance in core locations, particularly on main streets.

Regarding the industrial and commercial real estate market, about 600,000 square feet of industrial building space is expected to be completed this year. The vacancy rate for industrial buildings remains comparatively low, ranging from 5 to 6%. Industrial building and warehouse rents are anticipated to stay stable as Hong Kong's external trade situation gradually improves in 2024 and the northern metropolitan area develops by resuming brownfield sites. This development will drive demand for the relocation of industrial and warehouse spaces.


## UNDERSTANDING DOLLAR COST AVERAGING: A STRATEGIC INVESTMENT APPROACH

Investing can be daunting, especially with the unpredictable nature of financial markets. Dollar Cost Averaging (DCA) offers a systematic approach to mitigate market volatility and foster disciplined investing. This strategy involves investing a fixed amount of money at regular intervals, regardless of the asset's price, thereby reducing the impact of market fluctuations.

### How Dollar Cost Averaging Works

Dollar Cost Averaging simplifies the investment process by automating regular purchases of a target security. By investing the same amount consistently, investors buy more shares when prices are low and fewer shares when prices are high. This method lowers the average cost per share over time, making it an effective tool for long-term wealth accumulation.

A common example of DCA is its application in retirement savings plans, where individuals contribute a fixed amount from each paycheck into their retirement accounts. This regular investment continues irrespective of market conditions, allowing individuals to accumulate shares steadily.

### Benefits of Dollar Cost Averaging

- **Reduces Timing Risk:** DCA eliminates the need to time the market, which can be challenging even for seasoned investors. By spreading investments over time, it minimizes the risk of making a large investment at an inopportune moment.
- **Mitigates Market Volatility:** Regular investments help smooth out the effects of market volatility. Investors buy more shares during market dips and fewer shares during peaks, leading to a lower average cost per share.
- **Encourages Discipline:** DCA promotes a disciplined investment approach, encouraging regular contributions regardless of market conditions. This consistency is crucial for achieving long-term financial goals.

### Practical Applications

Beyond retirement accounts, DCA can be applied to various investment vehicles, including mutual funds, index funds, and exchange-traded funds (ETFs). Many dividend reinvestment plans also utilize DCA, allowing investors to reinvest dividends automatically.

Dollar Cost Averaging is a valuable strategy for both novice and experienced investors. By automating regular investments, it reduces the emotional stress of market timing and leverages market volatility to the investor's advantage. This disciplined approach not only fosters long-term wealth accumulation but also instils a habit of consistent investing, which is essential for achieving financial goals.


## ABOUT RECENT MARKET UPDATES IN TURKEY AND FORECAST ABOUT NEAR FUTURE

Turkey, officially known as the Republic of Turkey, is a transcontinental country located mainly on the Anatolian Peninsula in Western Asia, with a smaller portion in Southeastern Europe. Turkey has a rich and diverse history that spans thousands of years. One of its most famous cities, Istanbul, was formerly known as Byzantium and Constantinople, and it served as the capital of the Roman, Byzantine, and Ottoman Empires. Today, Istanbul remains a vibrant metropolis that bridges Europe and Asia, both geographically and culturally.

When we look at the numbers over the last 8 years, it becomes clear that Turkey is not just a real estate market for a single country. During this period, people from 133 different nationalities purchased property in Turkey, and only 15% of these purchases were made as part of the immigration process. These figures show that Turkey has become one of the top international real estate markets, attracting buyers with its economic, social, cultural, and natural appeal. In the coming period, the Turkish government plans to introduce new incentives to increase the volume of foreign property sales.

Another advantage of the Turkish real estate market is that 95% of buyers are local residents, which creates a strong resale market. Many international investors who purchased property, especially in Istanbul, have sold those properties to locals or other international investors at a high profit. Regarding rental periods and revenues, Istanbul hosts more than 20 million people and 25 million international tourists per year, ensuring a steady stream of potential tenants for the right investment.

The Turkish real estate market has been relatively quiet since the beginning of 2024, creating new opportunities for investors. Developers are offering attractive campaigns with good payment options, especially for off-plan projects, while in the resale market, local sellers are providing negotiable and reasonable deals.


In June 2024, the real estate markets in Toronto, Vancouver, and Quebec showed different trends. The Greater Toronto Area (GTA) experienced fewer sales but more new listings, resulting in a slight drop in prices. Conversely, Vancouver saw a rise in property listings and a slight price increase, but a drop in sales. Quebec, on the other hand, saw increases in both sales and new listings compared to the previous year. These trends emphasize the differing dynamics in Canada's major urban real estate markets.

## Toronto

- Greater Toronto Area (GTA) REALTORS® reported 6,213 sales through the Toronto Regional Real Estate Board (TRREB) MLS® System in June 2024, a decrease of 16.4% compared to June 2023. New listings were up by 12.3% over the same period.
- The MLS® Home Price Index (HPI) Composite benchmark was down by 4.6% year-over-year. The average selling price decreased by 1.6% to $1,162,167. On a seasonally adjusted month-over-month basis, the MLS® HPI Composite and the average selling price were up compared to May 2024.

**Sales & Average Price by Major Home Type**

| | Sales | | | Average Price | | |
|---|---|---|---|---|---|---|
| *June 2024* | 416 | 905 | Total | 416 | 905 | Total |
| Detached | 744 | 2,244 | 2,988 | $1,758,649 | $1,388,144 | $1,480,399 |
| Semi-Detached | 236 | 363 | 599 | $1,282,973 | $985,834 | $1,102,904 |
| Townhouse | 232 | 822 | 1,054 | $1,008,467 | $909,764 | $931,490 |
| Condo Apt | 1,014 | 506 | 1,520 | $763,148 | $657,147 | $727,861 |
| *YoY % change* | 416 | 905 | Total | 416 | 905 | Total |
| Detached | -7.2% | -11.7% | -10.6% | -1.6% | -4.2% | -3.3% |
| Semi-Detached | -20.8% | -4.0% | -11.4% | -8.9% | -7.4% | -9.3% |
| Townhouse | -13.4% | -14.3% | -14.1% | -2.7% | -5.6% | -4.9% |
| Condo Apt | -29.1% | -25.9% | -28.1% | -0.9% | -2.6% | -1.5% |

## Vancouver

- The MLS® Home Price Index composite benchmark price for all residential properties in Metro Vancouver is currently $1,207,100. This represents a 0.5% increase compared to June 2023 and a 0.4% decrease compared to May 2024.
- The total number of properties currently listed for sale on the MLS® system in Metro Vancouver is 14,182, a 42% increase compared to June 2023 (9,990). This is 20.3% above the 10-year seasonal average (11,790)
- Greater Vancouver REALTORS® (GVR) report that residential sales in the region totaled 2,418 in June 2024, a 19.1% decrease from the 2,988 sales recorded in June 2023. This figure is 23.6% below the 10-year seasonal average (3,166).

**Year-Over-Year Summary**

| | 2024 | 2023 | % Chg |
|---|---|---|---|
| Sales | 6,213 | 7,429 | -16.4% |
| New Listings | 17,964 | 15,995 | 12.3% |
| Active Listings | 23,613 | 14,108 | 67.4% |
| Average Price | $1,162,167 | $1,181,002 | -1.6% |
| Avg. LDOM | 20 | 14 | 42.9% |
| Avg. PDOM | 30 | 20 | 50.0% |

## Quebec

**Province of Quebec** — June 2024

**Residential: Summary of Centris Activity**

| | June | | | Year-to-date | | |
|---|---|---|---|---|---|---|
| | 2024 | 2023 | Variation | 2024 | 2023 | Variation |
| Total sales | 7,762 | 7,349 | 6% | 47,333 | 41,708 | 13% |
| Active listings | 38,701 | 30,966 | 25% | 37,276 | 31,007 | 20% |
| New listings | 11,056 | 10,449 | 6% | 74,313 | 62,652 | 19% |
| Sales volume | $3,929,310,111 | $3,487,920,993 | 13% | $23,265,500,150 | $19,112,747,677 | 22% |


**SHAREEF GHALEB KATTAN**
Head of IQI Saudi Arabia

## SAUDI ARABIA'S REAL ESTATE MARKET TRENDS

The Kingdom of Saudi Arabia (KSA) has experienced rapid growth and development in recent years, with the real estate sector being a key contributor to the country's economy and playing a crucial role in achieving the Vision 2030 plan.

The population of KSA is rapidly increasing, with estimates projecting it will reach 45 million by 2050. This demographic shift is driving demand for housing, commercial properties, and infrastructure.

Demand for quality office space remains strong in the capital, Riyadh, as more international and local occupiers move to the city. In Jeddah, average rental rates have improved for both Grade A and Grade B assets. The office market in Dammam has seen increases in rental rates for both market segments. In the apartment segment, only Riyadh showed an increase in prices among the key tracked cities, with average apartment prices rising by 6.6% to stand at SAR 4,971 per square meter. In Khobar, average apartment prices remained static at SAR 3,415 per square meter. In Jeddah and Dammam, average apartment prices declined by 0.9% and 0.6%, respectively, resulting in average prices of SAR 3,945 per square meter in Jeddah and SAR 2,833 per square meter in Dammam.

Young Saudi workers and expats are demanding more affordable, smaller flats. Consequently, co-living spaces, which offer shared living arrangements and communal amenities, are gaining popularity in KSA. Co-living spaces provide residents with a sense of community and social interaction, while also offering flexible lease terms and affordable pricing.

There is also a growing demand for sustainable real estate in KSA. The shift towards sustainability, with the aim of reducing carbon emissions and increasing energy efficiency, is being reflected in the real estate sector, with developers focusing on eco-friendly buildings and green spaces.

KSA is no exception to the trend of technology and innovation transforming the real estate industry. Virtual and augmented reality are being used to showcase properties, while 3D printing is being employed to construct buildings quickly and efficiently. Smart homes and smart cities are also becoming increasingly popular, with developers incorporating the latest technology to enhance the living experience. The adoption of technology and innovation is expected to drive growth and investment in the real estate sector as it becomes more digitized and the demand for smart, sustainable properties increases.

Investors are increasingly turning their attention to KSA's real estate sector. The country is investing heavily in infrastructure, including new airports, railways, and highways, to support economic growth. The construction of the NEOM project, a $500 billion megacity, is also expected to drive demand for real estate in the country.

In conclusion, the future of real estate in KSA looks bright, with a growing population, a thriving economy, and a commitment to sustainable development driving demand for properties. Technology and innovation are transforming the sector, while legal and regulatory reforms are improving transparency and efficiency. As a result, there are a range of investment opportunities for both domestic and foreign investors.


## 2024 OUTLOOK: EMERGING GLOBAL TRENDS IN WEALTH MANAGEMENT

The global wealth management industry in 2024 is poised to navigate a complex landscape shaped by evolving client expectations, economic challenges, and technological advancements. Here are key trends and factors that will likely define the sector:

- **Client Demands and Personalization:** Clients, especially younger generations like Millennials and Gen Z, are increasingly seeking personalized wealth management solutions. This includes more tailored investment advice, customized portfolios, and a greater emphasis on sustainable and impact investing.

- **Growth in Sustainable and Impact Investing:** The demand for Environmental, Social, and Governance (ESG) investments is expected to grow further in 2024. Wealth managers will need to integrate ESG factors into their offerings to meet client expectations and regulatory requirements, particularly in regions with higher awareness and stringent ESG regulations.

- **Digital Transformation and Fintech Integration:** Technology will continue to disrupt the wealth management industry. The use of artificial intelligence (AI), big data analytics, and robo-advisors will enhance the ability of wealth managers to offer more efficient, data-driven, and personalized services. However, firms will also need to balance technological innovation with the human touch, which remains crucial in client relationships.

- **Wealth Transfer and Family Office Expansion:** With the rise in wealth among entrepreneurs and wealthier older-generation businessmen looking to pass the baton to the younger generation, there will be an increased need for intergenerational wealth planning. Family offices are likely to grow in importance, providing bespoke solutions that cater to the unique needs of ultra-high-net-worth individuals (UHNWIs), their families, and their family-owned businesses.

- **Globalization and Emerging Markets:** While traditional wealth hubs in North America and Europe will remain important, emerging markets in Asia, the Middle East, and Africa are expected to see significant growth in wealth management services. These regions offer new opportunities for firms looking to expand their global footprint.

- **Talent and Skills Development:** The evolving landscape will require wealth managers to continuously upskill, particularly in areas like digital literacy, ESG expertise, and regulatory compliance. Firms that invest in talent development will be better positioned to thrive in the competitive market.

Additionally, from a regional perspective, the outlook for 2024 in Dubai, UAE, is expected to be shaped by several key factors:

- **Economic Growth and Diversification:** Dubai's economy continues to flourish, driven by diversified sectors like tourism, finance, technology, and real estate. This economic resilience is likely to attract high-net-worth individuals (HNWIs) and ultra-high-net-worth individuals (UHNWIs) from around the world, boosting demand for wealth management services.

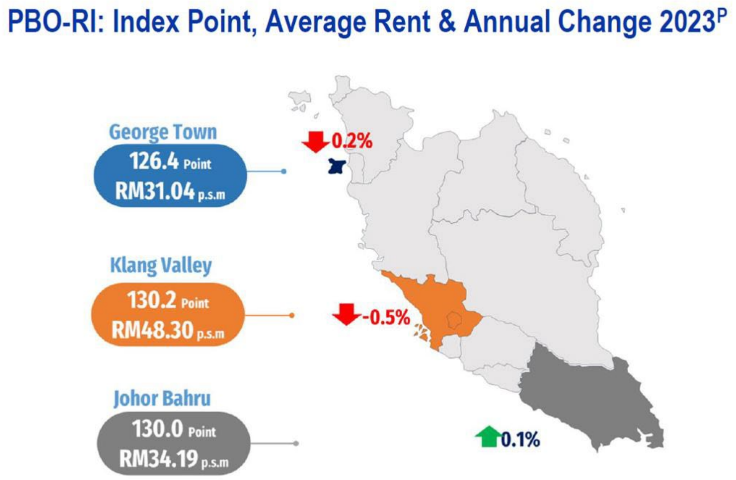
- **Regulatory Environment:** The UAE's regulatory landscape is becoming more sophisticated, with the Dubai Financial Services Authority (DFSA) and other bodies implementing reforms to enhance transparency and investor protection. These changes are likely to instill greater confidence in both local and international investors.

- **Real Estate Investments:** Real estate remains a key asset class for wealth in Dubai. The ongoing development of luxury properties and the city's appeal as a global hub for business and tourism will keep real estate investment high on the agenda for wealth managers.

Overall, the wealth management sector in Dubai is expected to experience growth, supported by the city's strategic position as a financial hub, its regulatory improvements, and the continued influx of international wealth. 2024 is likely to be a year of adaptation and innovation for the global wealth management industry. Firms that can successfully navigate market challenges, embrace technology, and meet the evolving needs of their clients will be well-positioned for growth


## NAVIGATING THE SHIFTS: OFFICE RENTAL TRENDS FROM 2010 TO 2023 IN MALAYSIA'S MAJOR CITIES

Derived from data provided by the National Property Information Centre (NAPIC), this analysis explores significant shifts in the Malaysian office rental market across the primary urban centers of Klang Valley, Johor Bahru, and George Town from 2010 to 2023. The Purpose-Built Office Rental Index (PBO-RI) highlights how economic fluctuations and evolving business practices have impacted the demand for office spaces over these years.




### Overview of the Office Rental Market Dynamics

The PBO-RI provides a comprehensive look at the changing dynamics in Malaysia's most prominent business hubs:

- **Klang Valley** experienced fluctuating index values, peaking in 2022 before slightly declining by 0.5% in 2023, ending with an index of 130.2 and an average rental rate of RM48.30 per square meter.

- **Johor Bahru** showed remarkable stability with a modest increase of 0.1% in 2023, maintaining an index of 130.0 and a rental rate of RM34.19 per square meter.

- **George Town** saw a slight decrease of 0.2% in its index, settling at 126.4 with an average rent of RM31.04 per square meter in 2023

These figures underline the nuanced responses of each regional market to shifts in economic pressures, infrastructural developments, and transformations in workplace arrangements.

### Influential Factors Shaping the Market

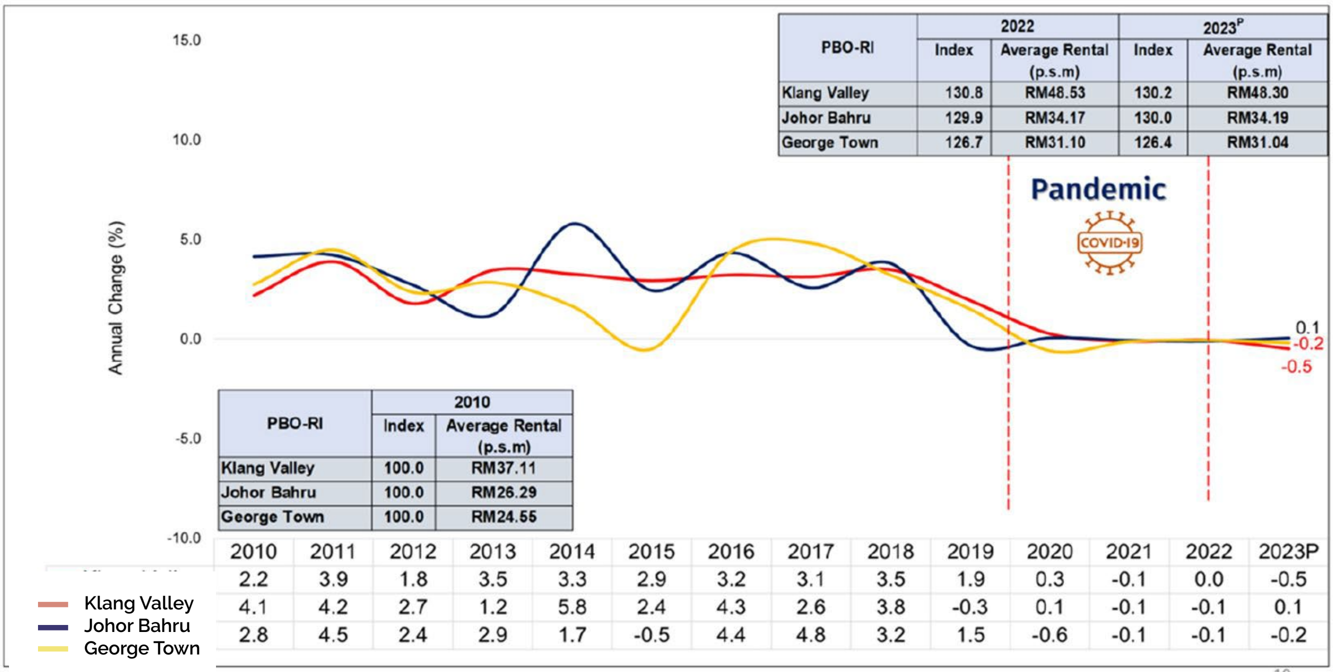
Several key factors have consistently influenced the office rental market across these regions:

- **Economic Conditions:** The market has responded to various economic cycles, including periods of growth and recession, with significant impacts from global events that drastically altered office space demand.
- **Shifts in Work Arrangements**: The increasing adoption of remote and hybrid work models has fundamentally changed the demand for traditional office spaces, prompting businesses to reevaluate their office needs.
- **Regional Developments:** Investments in infrastructure and commercial ventures in each city have played a critical role in shaping their attractiveness to businesses, influencing office rental rates accordingly.


### Historical Trends and Observations

The trend analysis from 2010 to 2023 reveals a market characterized by both resilience and volatility, with notable dips during the pandemic followed by periods of recovery as the market adjusted to new norms in work culture and economic activity. The detailed trend lines in the provided graphs illustrate how each city has managed economic shocks and shifting demands, with Klang Valley typically commanding higher rental rates due to its status as Malaysia's commercial nucleus.

## Trend Rental Movement in Major City 2010 – 2023P




| PBO-RI | 2022 | | 2023P | |
|---|---|---|---|---|
| | Index | Average Rental (p.s.m) | Index | Average Rental (p.s.m) |
| Klang Valley | 130.8 | RM48.53 | 130.2 | RM48.30 |
| Johor Bahru | 129.9 | RM34.17 | 130.0 | RM34.19 |
| George Town | 126.7 | RM31.10 | 126.4 | RM31.04 |

| PBO-RI | 2010 | |
|---|---|---|
| | Index | Average Rental (p.s.m) |
| Klang Valley | 100.0 | RM37.11 |
| Johor Bahru | 100.0 | RM26.29 |
| George Town | 100.0 | RM24.55 |

| | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023P |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Klang Valley | 2.2 | 3.9 | 1.8 | 3.5 | 3.3 | 2.9 | 3.2 | 3.1 | 3.5 | 1.9 | 0.3 | -0.1 | 0.0 | -0.5 |
| Johor Bahru | 4.1 | 4.2 | 2.7 | 1.2 | 5.8 | 2.4 | 4.3 | 2.6 | 3.8 | -0.3 | 0.1 | -0.1 | -0.1 | 0.1 |
| George Town | 2.8 | 4.5 | 2.4 | 2.9 | 1.7 | -0.5 | 4.4 | 4.8 | 3.2 | 1.5 | -0.6 | -0.1 | -0.1 | -0.2 |

10

### Conclusion

The office rental market in Malaysia from 2010 to 2023 has navigated a complex landscape of changing dynamics, shaped by global economic trends and local shifts in business practices. For businesses considering office leasing or investment, understanding these patterns is crucial for informed decision-making. As the future of work continues to evolve, flexibility and strategic adaptation will likely dictate market trends, making ongoing monitoring essential for stakeholders in Malaysia's commercial real estate sector.


## APPETITE FOR HORIZONTAL IS UNEQUIVOCAL

The Metro Manila pre-selling condominium market continues to face challenges. We are likely to see record-low launches and take-up rates, given the pre-selling figures as of H1 2024. The capital region continues to experience a lengthened remaining inventory life. The situation is worsened by elevated mortgage rates, high prices of construction materials, and surging land values in major business districts.

What's encouraging is the continued shift to suburbia, with developers and investors looking for properties to develop and acquire in major growth areas outside of Metro Manila, including Central Luzon, Southern Luzon, Western Visayas, Central Visayas, and the Davao region.

Colliers encourages developers to continue seizing growth opportunities in these regions. Given this strategy, 'sustained, strategic, and on-schedule' infrastructure will remain pivotal in guiding developers' expansion. We expect more attractive promotions to be extended given the rising number of ready-for-occupancy (RFO) units.

### RLC Expanding Its Fili Brand with a New Hotel in Bridgetowne Estate

Robinsons Land Corp. (RLC) will be opening a new Fili hotel in its Bridgetowne township in Pasig and Quezon City. The hotel will be connected to the newly opened Opus Mall and is set to open in 2025 or 2026. Fili Bridgetowne will offer views of the Marikina River and will primarily cater to business travelers and events.

### Phinma Investing PHP12 Billion in New Township in Bacolod

Phinma Property Holdings Corp. is investing PHP12 billion (USD207 million) in the development of a 21-hectare (52-acre) township called Saludad in Bacolod City. Phinma will develop the township in partnership with JEPP Real Estate Co. The first phase of the project will begin by December 2025 and will include a hotel, commercial spaces, residential lots, and a commercial town center.

### RLC Residences Launches PHP21 Billion in Projects in 4 Months

Robinsons Land Corp. (RLC) Residences has launched PHP21 billion (USD375 million) worth of projects this year and plans to introduce more residential projects in H2 2024. The property firm is expected to launch two to three more towers in its Sierra Valley project in Cainta, Rizal. Meanwhile, RLC Residences recently launched the second tower of Le Pont Residences in Bridgetowne, Pasig City on July 4. The developer is also likely to launch the third tower, considering that the luxury market is performing better than other segments.

### 9 Central Park Breaks Ground

Megaworld has broken ground on 9 Central Park, its first condominium project inside its 85-hectare (210-acre) Northwin Global City township in Bulacan. The 23-story residential tower will offer 478 units ranging from studio to two-bedroom sizes between 35.5 and 100 square meters (382 and 1,076 square feet). 9 Central Park will feature amenities such as a 25-meter lap pool with a pool deck, an outdoor fitness area, a multi-use open space, and a daycare facility.


## Q2 2024: GREATER BANGKOK PROPERTY PRICES CONTINUE TO CLIMB AMID HIGHER COSTS

The price index of new condos and low-rise houses offered for sale in Greater Bangkok continued to rise in the second quarter, marking a sixth consecutive quarter of increases. This trend is driven by higher land prices, construction costs, and wages. The price index of condos in the second quarter of 2024 was 156.9, up 1.2% year-on-year, while that of low-rise houses was 131.6, up 1.5%. "The year-on-year rise for both categories has continued for six consecutive quarters since the first quarter of 2023," he said. "Key drivers were higher development costs, including land prices, construction material prices, and labor wages."

These factors have affected the prices of new residential supply launched during 2022-2023.To boost sales, most developers chose to offer free items like air conditioners, water pumps, water tanks, and electricity meters, which accounted for 42% of promotions.By category, the price index of single detached houses was 131.7, up 2% year-on-year. This rise has continued for eight consecutive quarters since the third quarter of 2022.

In Nonthaburi, Pathum Thani, and Samut Prakan, the price index of single detached houses saw the largest increase, rising by 2.9%.This increase was most notable in Lam Luk Ka-Khlong Luang-Thanyaburi-Nong Sua, particularly for units priced between 3.01 and 5 million baht. The second-largest increase was observed in Bang Phli-Bang Bo-Bang Sao Thong, followed by Bang Kruai-Bang Yai-Bang Bua Thong-Sai Noi. Both locations saw price rises for units priced between 5.01 and 7.5 million baht.


# INDIA'S COMMERCIAL REAL ESTATE: A RESILIENT MARKET WITH A PROMISING FUTURE

India's commercial real estate market is demonstrating remarkable resilience and growth, attracting $5.4 billion in investments this year—its strongest performance since the pre-pandemic era of 2020. The office sector, in particular, is thriving, with over $3 billion in investments, representing a substantial 53% increase from last year. This surge is largely driven by the increasing demand from Global Capability Centers (GCCs) and strong leasing activity by Indian corporations, which now contribute 46% of total leasing in the market.

As global companies continue to seek efficient outsourcing solutions in an uncertain economic climate, India's GCC sector is expanding rapidly. With an expected compound annual growth rate (CAGR) of 10%, the GCC industry is projected to reach a staggering $715 billion by 2027, up from its current size of $465-510 billion. India plays a significant role in this global market, holding a 30% share and employing up to 2 million professionals.

Not only is India a key player in the global GCC landscape, but the share of office space leased by foreign firms' GCCs is also steadily increasing, highlighting the country's growing importance as a hub for international business operations.

With strong demand from both global and domestic companies, alongside steady economic growth, this momentum is likely to continue. Investors and developers can look forward to more opportunities as India strengthens its position as a global business powerhouse.

**Record-Breaking Growth in India's Office Real Estate Market**

A key amendment to the Finance Bill, 2024, is set to provide relief to taxpayers by allowing them to choose the lower tax rate for transfers of immovable assets, such as land and buildings, acquired before July 23, 2024. This marks a shift from the earlier Budget proposal that removed indexation benefits, which had raised concerns among middle-class homeowners and the real estate sector.

The government has responded by grandfathering properties acquired before July 23, enabling taxpayers to select the tax option most beneficial to them. This amendment has been widely applauded by the real estate industry, as it is expected to boost investment, sales, and liquidity across various housing segments.

Additionally, the Reserve Bank of India's decision to keep repo rates steady at 6.5% for the ninth consecutive time further supports the housing market. With interest rates stable, home loans remain affordable, which is likely to lead to increased home sales, particularly in the affordable segment. As EMIs remain manageable, it becomes easier for current and prospective homeowners to take the plunge, driving demand and increasing sales activity.

The combination of steady interest rates and the new tax options for property sales offers a promising outlook for the real estate sector.


## JULY SURGE IN NEW HOME SALES DRIVEN BY PROJECT LAUNCHES AND SUBURBAN DEMAND

New home sales more than doubled in July following the resumption of project launches. Some developers advanced their sales launches to avoid the seventh lunar month, which is considered by some buyers to be an inauspicious time for purchasing significant items. Additionally, last month's launches were concentrated in suburban areas, which offer greater affordability for potential buyers.

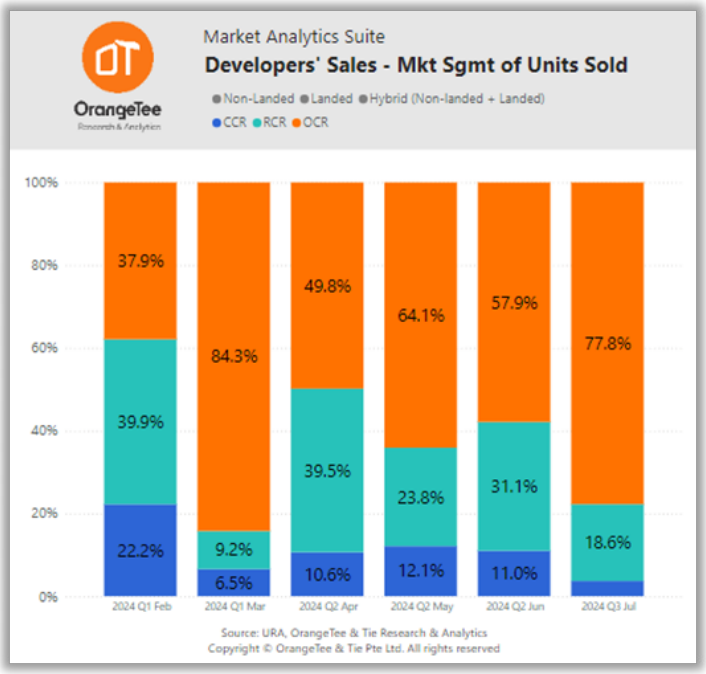
According to data from the Urban Redevelopment Authority (URA), developers sold 571 new homes in July, a substantial increase of 150.4 percent from 228 units in June, marking the highest sales in four months. However, compared to July 2023, new home sales fell by 59.6 percent from 1,413 units.
The surge in sales was primarily driven by two key project launches: the 440-unit SORA at Yuan Ching Road and the 276-unit Kassia at Flora Drive. This increase can be attributed to pent-up demand for new residential properties, particularly in the suburban areas, following a lack of project launches in June.

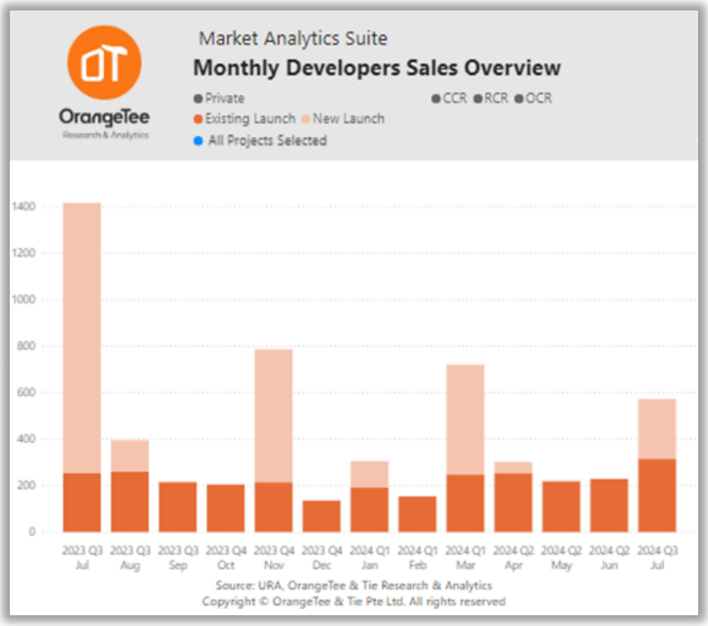
SORA sold 103 units, or 23.4 percent of the project, at a median price of S$2,152 per square foot (psf), while Kassia sold 154 units, or 55.8 percent of the total units, at a median price of S$2,049 psf during the launch month. The performance of these sales is notable, with median prices for both projects exceeding S$2,000 psf. SORA achieved the highest unit price at S$2,502 psf, and Kassia reached S$2,177 psf last month.

Transactions last month were predominantly in the suburbs, with the Outside Central Region (OCR) accounting for 77.8 percent, or 444 units, of the total transactions. This was followed by the Rest of Central Region (RCR) at 18.6 percent, or 106 units, and the Core Central Region (CCR) at 3.7 percent, or 21 units.

In the luxury segment, demand remained subdued. According to URA Realis data, only two non-landed homes were sold for at least S$5 million last month, the lowest number since January 2021. No new homes were sold for more than S$10 million in July.

Sales are anticipated to be quiet in August, as many developers typically avoid launching new projects during the seventh lunar month. However, a few project launches are expected to occur after this period, including Union Square Residences, Emerald of Katong, The Chuan Park, and Norwood Grand.



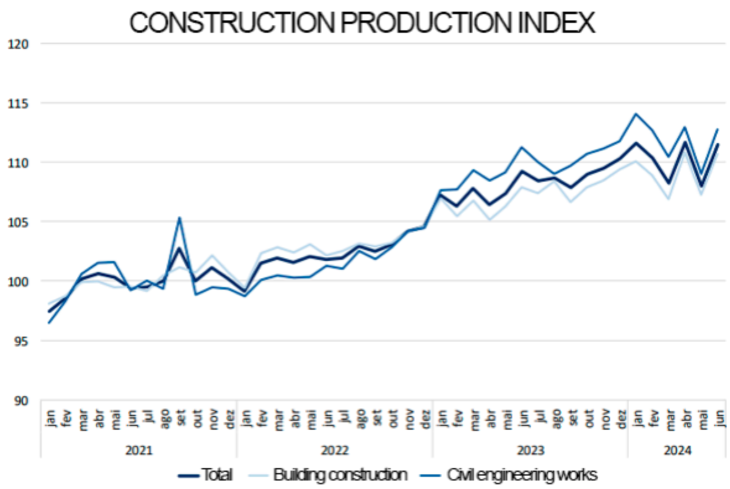




## PORTUGAL'S REAL ESTATE MARKET: NAVIGATING RECOVERY AND EMERGING OPPORTUNITIES

The real estate market in Portugal has been notably active in recent months, reflecting key trends in both construction production and housing transactions. Drawing on the latest data from the National Institute of Statistics (INE) and Confidencial Imobiliário, we can discern a complex yet promising picture of recovery and growth in the sector. This analysis highlights the dynamics at play and provides insight into the factors driving these trends, as well as the potential challenges and opportunities that lie ahead.

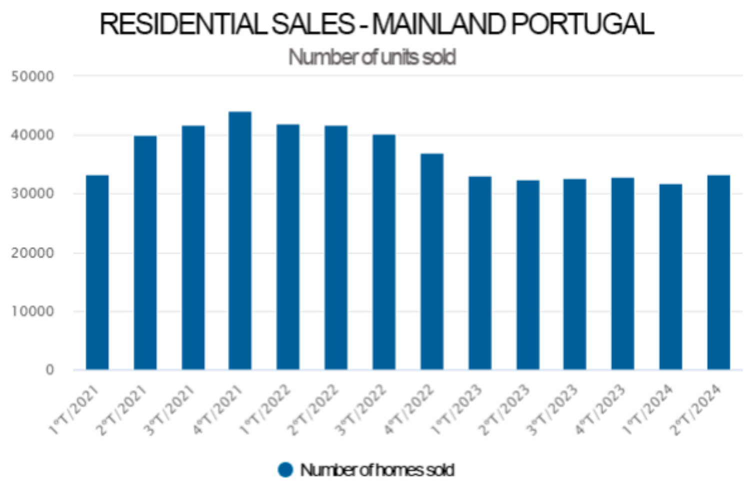
### Growth in Construction Production

According to the INE, the Construction Production Index saw a year-on-year increase of 2.5% in June 2024. This growth represents a modest acceleration from the previous month's 2.0% increase, signaling a steady upward trend in construction activity. The main driver behind this growth was the Building Construction segment, which recorded a robust 3.0% increase, up by 0.9 percentage points (p.p.) from May.




This uptick suggests a growing demand for residential and commercial buildings, likely fueled by both domestic and international investors who increasingly view Portugal as a stable and attractive market.

The Civil Engineering segment also contributed to the overall growth, albeit at a slower pace, with a 1.8% increase in June compared to 1.7% in May. While this segment typically reflects public infrastructure projects, its slower growth rate may indicate a more cautious approach from the government in committing to large-scale projects, possibly due to budgetary constraints or a strategic focus on completing ongoing projects.




The consistent growth in both segments indicates that the construction sector is on solid footing, supported by favorable economic conditions and investor confidence.

### Housing Transactions and Market Dynamics

The housing market in Portugal has also shown clear signs of recovery, particularly in the second quarter of 2024. According to data from Confidencial Imobiliário, approximately 33,350 homes were sold in mainland Portugal during this period, marking a 4.9% increase from the 31,800 transactions recorded in the first quarter. This rebound in sales is significant, especially considering the broader economic context where interest rates and inflationary pressures might otherwise dampen market activity.

A key observation from the data is the strong preference for used homes, which accounted for 88% of all transactions, with only 12% involving new properties. This trend could be attributed to several factors.

First, the supply of new housing may still be constrained by the lag time between project initiation and completion, particularly in urban areas where demand is highest. Second, used homes may offer more immediate availability and potentially lower prices, making them more attractive to buyers looking to secure property quickly or within certain budget constraints.


## PAKISTAN REAL ESTATE: TRENDS, OPPORTUNITIES, AND CHALLENGES IN 2024

The real estate investment outlook for Pakistan in 2024 is influenced by several key factors, including economic conditions, political stability, regulatory changes, and urbanization trends. Here are some of the major trends and expectations:

### Economic Recovery and Growth
Pakistan's economy has faced challenges due to inflation, currency depreciation, and political uncertainty. However, with potential economic reforms and a focus on stabilizing the macroeconomic environment, there could be a gradual recovery, boosting investor confidence in the real estate sector.

### Overseas Pakistani Investment
Overseas Pakistanis are a significant source of real estate investment. The government is likely to continue offering incentives to attract remittances into the real estate sector, such as secure and transparent online platforms for property transactions.

### Commercial Real Estate Growth
The commercial real estate sector is likely to see growth in 2024, particularly in major cities. The rise of e-commerce, retail, and the service industry will drive demand for commercial spaces. Additionally, the IT and tech sectors are expanding, leading to increased demand for office spaces.

### Government Initiatives
The government may continue implementing policies aimed at boosting the real estate sector, such as tax incentives, amnesty schemes for real estate investors, and development projects under the China-Pakistan Economic Corridor (CPEC). These initiatives are expected to enhance infrastructure and create new investment opportunities.

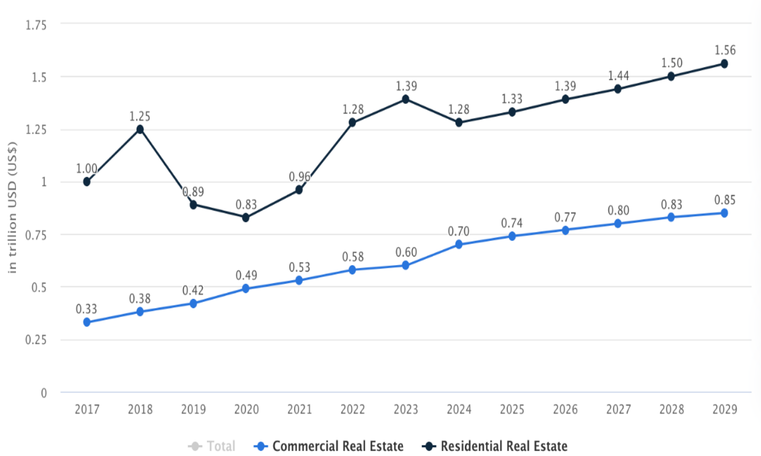
### Demand for Affordable Housing
There is a growing demand for affordable housing in Pakistan, driven by rapid urbanization and population growth. Developers may focus on creating mid-tier and affordable housing projects to cater to this demand, especially in urban centers like Karachi, Lahore, and Islamabad.

### Impact of Regulatory Changes
Regulatory reforms, such as the implementation of the Real Estate Regulatory Authority (RERA) and stricter anti-money laundering (AML) regulations, could bring more transparency and protect investor interests, making the sector more attractive for both local and foreign investors.

### Urbanization and Smart Cities
Pakistan is experiencing rapid urbanization, and there is growing interest in the development of smart cities. Projects like the Ravi Riverfront Urban Development in Lahore and the Gwadar Smart Port City plan are expected to attract significant investment, both locally and internationally.

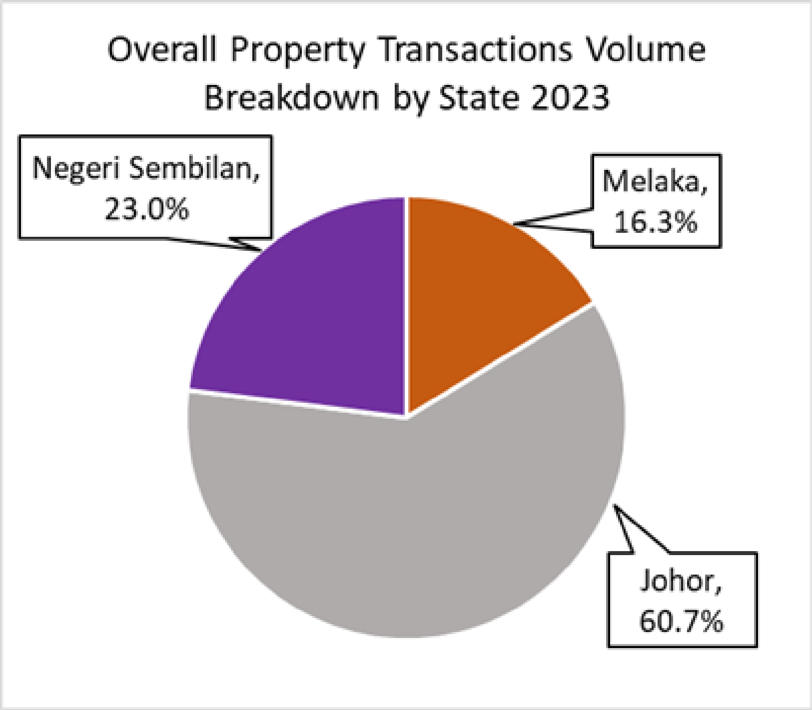
### Risks and Challenges
While there are positive trends, challenges remain, such as political instability, inflation, and a volatile exchange rate. Investors will need to carefully assess these risks and monitor developments closely.

### Green and Sustainable Development
There is a growing awareness of environmental sustainability in Pakistan's real estate sector. Green building practices and energy-efficient designs are expected to gain traction, especially in high-end residential and commercial projects.

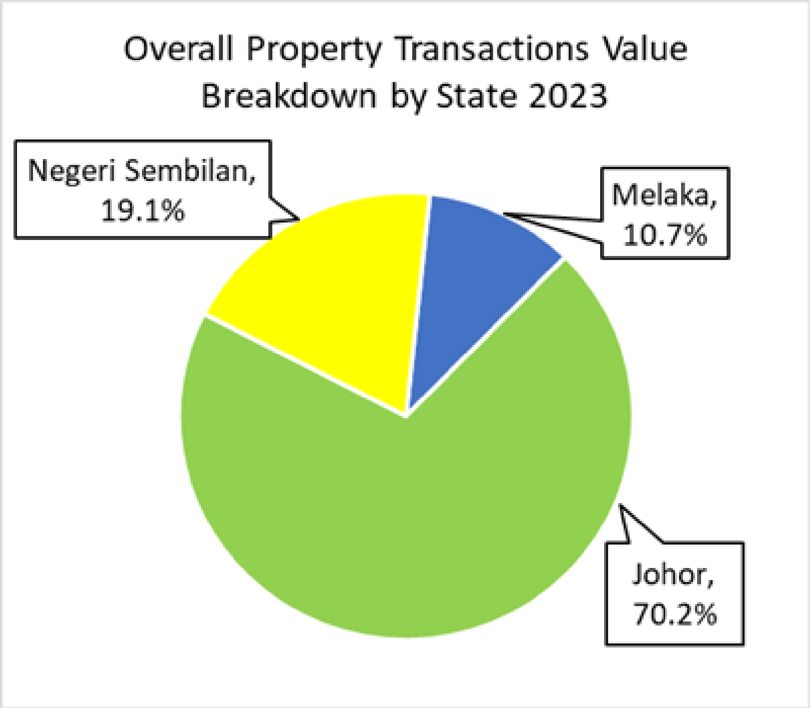



## JOHOR, MALAYSIA: A NEW CROWN JEWEL

The southern region of Malaysia comprises Negeri Sembilan, Melaka, and Johor. Development land sales in Johor have experienced significant fluctuations, largely influenced by local and global economic conditions. In the early years of the period, the market was impacted by the pandemic, leading to reduced transactions. However, from 2022 onward, there was a notable increase in land sales, driven by stable political conditions, rising foreign direct investments, and infrastructure developments.




According to the 2023 Property Market Report by NAPIC, Johor dominated the region's overall property transactions, accounting for 60.7% of the volume (62,811 transactions) and 70.2% of the value (RM37.88 billion) of the total 103,527 transactions worth RM53.98 billion. The development land sub-sector represented 6.9% of the total transactions by volume and 7.5% by value. Although Johor recorded fewer transactions compared to Melaka (2,571 vs. 2,882), its total value remains higher at RM2,602.13 million compared to RM677.70 million for Melaka.




Areas such as Johor Bahru and Iskandar Malaysia have seen substantial activity, with industrial land being particularly sought after. Key players like UEM Sunrise and Crescendo Corporation have made major land sales, focusing on industrial and mixed-use developments. The industrial sector, in particular, has attracted increased interest due to Johor's strategic location and the establishment of economic zones.

The development of Iskandar Malaysia is also supported by a range of infrastructure projects, including the Johor Bahru-Singapore Rapid Transit System (RTS), the High-Speed Rail (HSR) linking Kuala Lumpur to Singapore, and various road and public transportation improvements.

The table below displays selected transaction data for development land in Johor between 2020 and 2024. This data includes major sales involving transactions above RM100 million.


| JOHOR'S DEVELOPMENT LAND | | | | | | | |
|---|---|---|---|---|---|---|---|
| Address | Land Area (Acres) | Land Area (Sq Ft) | Property Type | Transaction Date | Consideration | LA (per acre) | LA (per sq ft) |
| Jalan Sg Tiram | 22.47 | 978,761.43 | Residential Development Land | 6/3/2024 | RM564,373,531.00 | RM25,116,757.05 | RM576.62 |
| Batu 23 1/2, Jalan Johor Bahru - Air Hitam | 403.79 | 17,589,138.30 | Vacant Land | 6/9/2023 | RM211,065,241.00 | RM522,710.42 | RM12.00 |
| Jalan Kulai-Kota Tinggi | 331.29 | 14,430,977.74 | Residential Development Land | 11/7/2023 | RM299,839,815.00 | RM905,067.51 | RM20.78 |
| Ladang Kelan Kechil, Jalan Kulai-KotaTinggi | 765.94 | 33,364,796.25 | Development Land | 13/2/2023 | RM396,358,146.00 | RM517,479.37 | RM11.88 |
| Nusayaja Tech Park, Kawasan Nusajaya | 19.08 | 831,166.83 | Industrial Development Land | 15/12/2022 | RM203,608,500.00 | RM10,671,305.03 | RM244.97 |
| Jalan SAC 2 | 38.26 | 1,667,212.44 | Industrial Development Land | 19/10/2022 | RM133,376,996.00 | RM3,486,068.90 | RM80.00 |
| Bandar Baru Seri Alam | 78.79 | 3,433,687.29 | Development Land | 19/10/2022 | RM406,985,615.00 | RM5,165,447.58 | RM118.53 |
| Off Jalan Kangkar Pulai | 129.11 | 5,624,142.98 | Vacant Land | 21/9/2020 | RM117,838,704.00 | RM912,700.05 | RM20.95 |

The region is also seeing major data centre projects, such as those by Chinese operator GDS and collaborations involving YTL Power International Berhad. These projects underscore the region's growing importance as a data centre hub.

Additionally, various initiatives by the Johor state government, such as designating Forest City as a Special Financial Zone and discussions about establishing a Special Economic Zone with Singapore, are contributing to a more vibrant real estate market.


## HOMEOWNERSHIP: A PATH TO WEALTH FOR MALAYSIANS

Owning a home in Malaysia has proven to be a significant financial boon, according to new data shared with the media by IQI Co-Founder and Group CEO Kashif Ansari. This data pertains to Malaysia, but similar trends have been observed in most other markets.

“IQI's recent analysis shows that the typical Malaysian homeowner has seen their wealth grow substantially over the past decade. Median home prices in Malaysia increased by 42% from RM330,427 in 2014 to RM467,143 in 2023.
“That added RM136,716 to the net worth of homeowners.”

### State-by-State Gains

Selangor emerged as the state with the highest price growth, where homeowners saw a gain of RM169,091. Sarawak and Johor followed with increases of RM152,016 and RM147,363, respectively.

In Kuala Lumpur, property values rose by RM145,523, while Negeri Sembilan recorded a growth of RM128,943.Interestingly, Kelantan, despite starting from a lower base, experienced the highest percentage increase, with property values surging by 70%, translating to a gain of RM105,537.

### Mortgage Holders Fare Better

Homeowners with mortgages benefited even more, enjoying a 66% return on their investment. This is due to the leverage effect, where the entire property value appreciates while the homeowner initially invests only a fraction. Kelantan, Melaka, Negeri Sembilan, and Kedah saw mortgage holders more than double their investments, with returns exceeding 110%.

As Mr. Ansari puts it, "The data underscores that property ownership in Malaysia has been a lucrative investment over the past decade. Whether through outright ownership or holding a mortgage, owning a home has proven to be a path to financial security."

**The States Where Homeowners Earned the Most**
Price Gains (RM) over 10 Years

| | | |
|---|---|---|
| 1 | **Selangor** | 169,091 |
| 2 | **Sarawak** | 152,016 |
| 3 | **Johor** | 147,363 |
| 4 | **Kuala Lumpur** | 145,523 |
| 5 | **Negeri Sembilan** | 128,943 |
| 6 | **Kedah** | 116,868 |
| 7 | **Sabah** | 112,994 |
| 8 | **Pulau Pinang** | 107,796 |
| 9 | **Kelantan** | 105,537 |
| 10 | **Perak** | 100,530 |
| 11 | **Melaka** | 93,491 |
| 12 | **Perlis** | 79,181 |
| 13 | **Pahang** | 64,427 |
| 14 | **Terengganu** | 60,624 |
| | **Malaysia Average** | 136,716 |

# IQI Moments


## IQI Expands into Iceland

Global real estate agency IQI has announced its entry into the Nordic region with its expansion into Iceland. This strategic move is driven by Iceland's strong economy, growing housing market, and high household incomes. IQI has appointed Asdis Osk Valsdottir as Country Head, bringing her extensive experience in the Icelandic real estate market.

Valsdottir, a technology enthusiast, is excited about utilizing IQI's innovative platform, super-app, and marketing portals to boost local productivity and drive growth. IQI's expansion into Iceland marks a significant milestone in its global growth strategy. With its strong local leadership and technological advancements, IQI is well-positioned to make a substantial impact in the Icelandic real estate market.

## IQI Expands into Turkey

IQI, a global real estate company, has announced its entry into Turkey. The new office will provide local expertise and facilitate cross-border investment in the Turkish market.


Turkey's growing strategic importance, technological leadership and young population make it an attractive investment destination. The country's real estate market has seen impressive growth, with rising home prices and rental rates.

IQI's new office in Turkey will serve both local consumers and developers, connecting the Turkish market to international investors. The company's local leader, Ersin Öksüzoğlu, brings extensive experience in international real estate and investment. With his expertise and IQI's global network, the company aims to create value for clients and partners, offering a range of services from property investment to migration.