

Juwai IQI



JULY 2023

MONTHLY NEWSLETTER



AUSTRALIA

LILY CHONG

Country Head of Australia



During its meeting, the Reserve Bank of Australia raised the cash rate target by 25 basis points, bringing it to 4.10 percent.

This additional interest rate hike aims to instill greater assurance that inflation will eventually reach the desired level within a reasonable period. High inflation poses numerous challenges for individuals and adversely affects the overall economy. It diminishes the worth of savings, burdens household finances, complicates business planning and investment, and exacerbates income inequality.

CoreLogic's National Home Value Index (HVI) has experienced three consecutive monthly increases, with the growth rate accelerating to 1.2% in May. Following a stabilization in February, home values rose by 0.6% in March and 0.5% in April.

Among the capital cities, Brisbane (1.4%) and Perth (1.3%) were the only ones to achieve a monthly gain of over 1.0%. However, the value increase was widespread, as the growth rate accelerated in all capital cities last month. Even though there have been some recent improvements, most housing markets are still experiencing housing values that remain significantly lower than their recent peaks. Perth is the only capital city where dwelling values have rebounded to reach their previous record highs.

Tim Lawless, the research director at CoreLogic, pointed out that this positive trend results from persistently low housing supply coupled with increasing demand for housing. The limited housing availability has made buyers more competitive, leading to a fear of missing out (FOMO) in the market. As a result, auction clearance rates have been consistently high, remaining at or above 70% for the past three weeks. In private treaty sales, homes sell faster and with fewer vendor discounts.

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.

Index results as at 31 May, 2023	Change in dwelling values				
	Month	Quarter	Annual	Total return	Median value
Sydney	1.8%	4.5%	-8.2%	-5.5%	\$1,052,810
Melbourne	0.9%	1.6%	-7.4%	-4.4%	\$755,871
Brisbane	1.4%	1.8%	-9.3%	-5.1%	\$713,939
Adelaide	0.9%	1.1%	0.4%	3.9%	\$654,767
Perth	1.3%	2.4%	2.0%	6.8%	\$580,023
Hobart	0.5%	-0.5%	-12.6%	-8.9%	\$655,403
Darwin	0.4%	-1.3%	-0.6%	5.2%	\$491,386
Canberra	0.4%	-0.1%	-8.8%	-5.4%	\$825,053
Combined capitals	1.4%	2.8%	-6.8%	-3.4%	\$779,155
Combined regional	0.5%	0.8%	-6.9%	-2.8%	\$583,173
National	1.2%	2.3%	-6.8%	-3.3%	\$715,092



GREECE

NIKOS PRATIKAKIS
Country Head of Greece



Greek 1Q23 GDP growth positively surprises the real estate market.

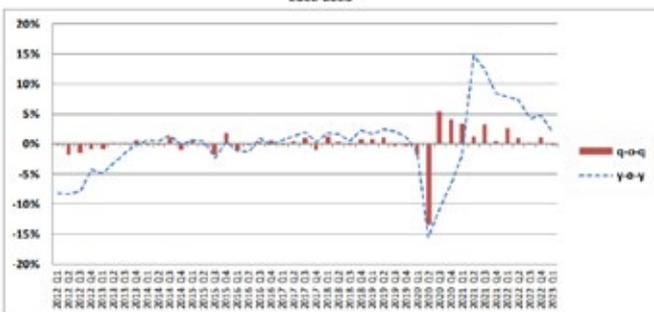
The Greek real estate market continues to be packed with investment opportunities. More broadly, a new non-existent market a couple of years ago is opening in Athens. The demand from high-income foreigners for property in Athens has increased significantly in the last two years. It is indicative that the Athens luxury residential market posts high annual price growth rates. The ongoing Greek recovery, and the growth prospect of the Greek real estate markets that remains solid, fuel the luxury real estate market as well.

Greece still offers opportunities as an attractive destination for real estate. Investment interest in real estate appears renewed, with several new development and reconstruction projects launched in commercial property categories, showing among the highest levels in the last decade. More specifically, on an annual basis, recorded exceptionally high growth rates in the number of new permits for the construction of offices (+52%) and shops (+68%), while correspondingly very high rates, both in terms of the number of new permits and the number of new building permits issued for the construction of offices and shops, have been observed.

The characteristic feature of the last months is the dynamics of the market for investment, commercial real estate and residential property in locations of high standards and prospects. Particularly in the residential sector, the tourism and investment-related part of the market is of particular interest, both in terms of purchases and leases, both short-term and long-term. Construction activity maintains relatively high levels in the hotel sector, and the number of hotels is increasing. The latest data on the total building activity, private and public, pictures the bullish situation in the country. Based on the issued building permits, there is an increase of 11.2% in the number of building permits, an increase of 85.1% in surface area and an increase of 102.3% in volume compared to the corresponding month of 2022 (April).

Chart 1: Greek GDP growth

Graph 1: Gross Domestic Product in Volume Terms
Seasonally and calendar adjusted figures (Reference Year: 2015)
Changes (%) by quarter (q-o-q) and year (y-o-y)
2012-2023



The apparent positive news came from the first quarter growth numbers. Greek GDP increased by 2.1% y-o-y and exceeded by a significant margin – for an eighth consecutive quarter – the respective Euro area average (+1.0% y-o-y in 1Q23). Reflecting intense confidence levels and attractive returns, gross fixed capital formation (GFCF) increased by 8.2% y-o-y in Q1:2023, to 14.5% of GDP (annualized basis), on the back of rising construction activity (+19.6%).

Based on its first quarter performance there is a high probability the economy's annual growth rate this year will exceed 3.5%. The rebound in tourism should boost second-quarter figures, combined with high investments, and keep the positive outlook for domestic real estate.

Greece expects new records in tourism receipts in 2023

Tourism's rebound will be a crucial contributor to GDP growth in 2023. Tourism revenues increased by 63.8% in the first quarter of 2023. Incoming tourist traffic increased by 74.7% in the first quarter of the year, resulting in the number of tourists visiting our country reaching 1.072 million. First indications for the first quarter of 2023 pointed to a more than threefold increase in airport passenger traffic in y/y, and the Greek Minister for Tourism indicated that the tourist season could be a new record, surpassing the record figures that were captioned in 2019.

Juwai IQI

SHAN SAEED
Chief Economist



Global Macro-Economic Outlook 2023 Markets are still nervous at the moment

The markets are still very nervous, and investors are feeling perplexed. Investors are hoping for a FED pivot, but FED is still unsure of what the markets say. Markets are still looking to achieve confidence, but it looks like an uphill task. The global economy is standing at a crossroads where many economies struggle to spur growth. Europe, the USA, the U.K., and Japan face economic headwinds, with policy levers losing importance. Many economies are under duress with a dismal growth outlook. Investors are losing confidence in governments with their economic strategies. The ructions in the market are of a magnitude not seen in a generation. Commodities markets are taking a breather, and inflation is coming down in a few economies faster than expected. Consumer demand is slowing globally, and investment is back in the cupboard. So, the questions few investors are inquisitive about:

1. The probability of recession in the USA
2. Growth areas in the global economy
3. The oil market is heading north OR south.
4. Inflation, stagflation, and disinflation: What can we expect in the next 2/3 quarters?

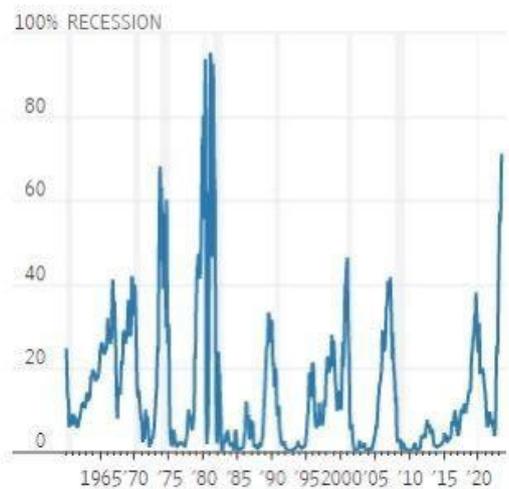
Recession Probability in the USA - Delayed or Coming Faster?

What is the probability of a U.S. recession? It looks inevitable in the next few months as consumer demand slows down, corporate earnings are down and above all inverted yield curve is blinking the red lights.



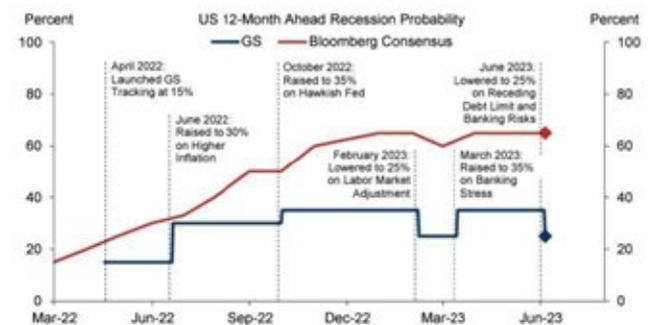
Recession Probability

Yield-curve-derived forecast of the chances the U.S. will be in a recession in 12 months



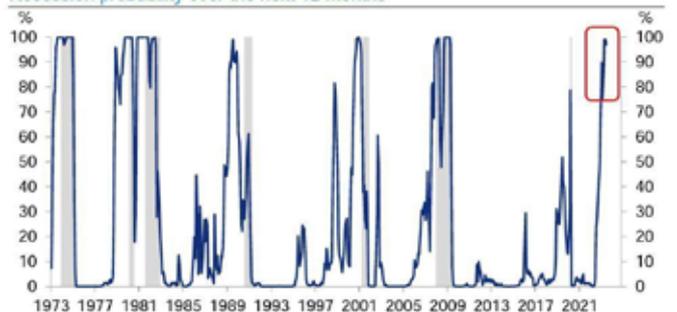
Source: Federal Reserve Bank of New York

Exhibit 1: Recession Risk Recedes Anew



Source: Bloomberg, Goldman Sachs Global Investment Research

Recession probability over the next 12 months



Source: Deutsche Bank

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SHAN SAEED
Chief Economist



S&P 500 Outlook YTD and Performance Status

The S&P 500 is outperforming the equally weighted S&P 500 by over 10% year-to-date, the most significant outperformance on record at this point in the year, with data going back to 1990.

Fastest Rising Asset Classes in 2023 - Equities vs Commodities or Real Estate vs Bonds

Many market corners have shown resilience despite persistent inflation and slowing economic growth in 2023. U.S. equities, international equities, and various bonds have seen positive returns this year. In the graphic, we rank the top-performing asset classes to date with data from BlackRock.

After a troublesome 2022 for #markets, you can see above that U.S. equities have rebounded the fastest in 2023. They are sitting at 9.8% returns year-to-date. However, this has largely been a story of a few outperformers buoying the overall market. Nvidia, with 159% returns, along with Meta (120%), Apple (36%), and Microsoft (37%), are among the companies with solid growth. Many of these companies are investing billions in artificial intelligence.

European equities, at 9% returns, have also seen steady performance. Investors have flocked to the market due to the tilt to value stocks during rising rates.

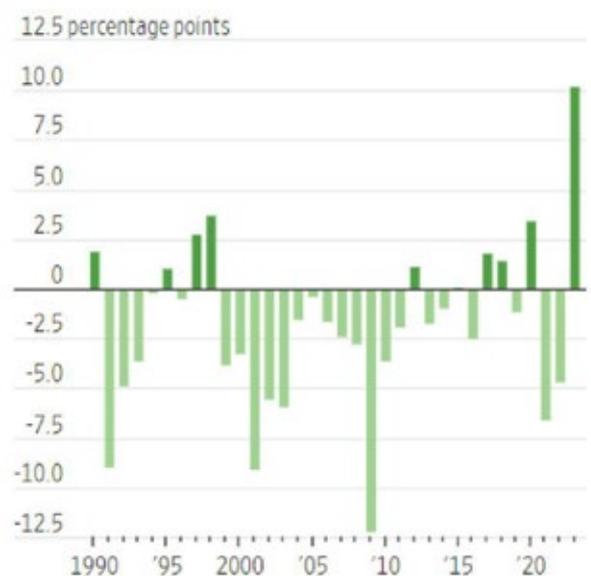
Globally, bonds fall roughly in the middle of the pack, while commodities have fallen 6.7% on the year. China's equity market has faced headwinds amid strained economic ties with the U.S. and economic data falling under expectations.

Bull Market on the Horizon? Artificial Intelligence Exuberance

Tech funds saw a record \$8.5 billion weekly inflows as of May 31, 2023, driven by A.I. enthusiasm. As investors pour into these mega-cap stocks, S&P 500 returns have rebounded almost 20% from their October lows, moving closer to the bull market territory.

As it stands, investor optimism has increased across the broader market. The investor fear gauge hovered near its lowest point since February 2020. The CBOE Volatility Index (VIX) sank to 15, a significant drop from its average reading of 23 over the past year.

S&P 500's performance vs. equal-weight counterpart, year-to-date



Note: Figures are through June 5 of each year.
Source: Dow Jones Market Data

Juwai IQI

SHAN SAEED
Chief Economist



Oil Market Outlook in 2023 - Bouyant is the Call

Shared with NST in Malaysia

We at Juwai IQI have maintained the status quo on the outlook for the energy market in 2023. Oil prices should meander around \$83 to \$127/ barrel by December 2023. Macro fundamentals of the energy market are intact and will bolster higher oil prices in the coming quarters due to supply constraints and geopolitical risk. Higher oil and gas prices will increase the market capitalization of many energy companies with higher stock prices. The oil price upsurge will support the expansion [CAPEX] of many O&G companies globally.

Major Benchmark for the Oil Players

1. Saudi Arabia needs \$80 / barrel to balance its budget.
2. Russia needs \$70 / barrel to ward off sanctions.
3. USA shale gas companies need \$55 to \$60 / barrel to break even.

I believe oil prices will stay above \$80 / barrel by Q-3/2023 as energy players want higher oil prices for their expansion. We at Juwai IQI continue to stay bullish on the energy market outlook for the next 2 years.





VIETNAM

DUSTIN TRUNG NGUYEN

Country Head of Vietnam



The number of new property companies that opened in the first five months of this year in Vietnam plunged 61.4 percent from a year earlier, with more than 550 companies dissolved, up 30.4 percent year on year, the Vietnam News newspaper reported on Friday.

According to the Vietnam National Real Estate Association, property companies grapple with funding woes and have suspended thousands of real estate projects worth 800 trillion Vietnamese dong (33.7 billion U.S. dollars).

Deputy Prime Minister Le Minh Khai said that spillovers from the property sector and corporate bond market have negatively affected the government's management of macro-economy and business activities in other sectors.

"The bond market has yet to develop sustainably," said the deputy prime minister. "It is estimated that about 290 trillion Vietnamese dong (12.2 billion dollars) in corporate bonds will mature this year."

The liquidity squeeze on the market for privately placed corporate bonds, which real estate firms have widely used to raise capital, is not over yet.

According to the Vietnam Bond Market Association, corporate bond issuance slumped 70 percent from January to May to only 34.25 trillion Vietnamese dong (1.44 billion dollars) compared to last year.

Meanwhile, the volume of premature redemption has soared. As of June 2, Vietnam's corporate bonds worth 76.5 trillion Vietnamese dong (3.2 billion U.S. dollars) have been redeemed before maturity, up 70.6 percent from a year ago, according to data from the Hanoi Stock Exchange.

The sluggishness in the property sector, with many developers grappling with a debt crisis, has kept both banks and home buyers reluctant to engage in transactions.

In the January-March period, the number of newly-licensed housing projects plummeted 56 percent, existing development projects plunged 43 percent, and completed property projects fell 36 percent from a year ago.

As the property market contributes about 15 percent of the Southeast Asian country's GDP, Prime Minister Pham Minh Chinh has urged measures to support the sector to fuel economic growth, which fell to 3.32 percent in the first quarter.



Juwai IQI

The People's Financial Guide

DANTE AZARMI
Head of Business Development



Following our discussion on the stocks available to investors in the June issue, we will now delve into the various types of bonds, providing an overview of each. As fixed-income investments, bonds represent a formal agreement between a lender (investor) and a borrower (typically a corporation or government).

Functioning as a form of IOU, they establish the specific terms of the loan and its repayment schedule. Bonds serve as a means for companies, municipalities, states, and governments to secure financing for their projects and ongoing operations.

Individuals who hold bonds are debtholders or creditors of the entity that issues the bond. These bonds provide essential information, including the maturity date, which indicates when the bondholder must be repaid the loan's principal, and often incorporate provisions for interest payments, which can be variable or fixed.

Bonds are a well-recognized asset class among individual investors, alongside stocks and cash equivalents. Companies or entities that require capital for various purposes can issue bonds to investors. Bondholders receive interest payments, and coupons, as compensation for lending their funds.

The coupon rate determines the amount of the interest payment. Most bonds are initially priced at par, with a face value of USD 1,000 per bond. The market price of a bond is influenced by factors such as the issuer's credit quality, time remaining until maturity, and prevailing interest rates.

At maturity, the bondholder receives the face value of the bond. Bonds can be sold to other investors before maturity, and borrowers can repurchase bonds if interest rates decline or their creditworthiness improves. This enables them to issue new bonds at a lower cost.

Benefits

- Receive an income through interest payments.
- Hold the bond to maturity and get all your principal back.
- Profit if you resell the bond at a higher rate.

Risks

- Bonds pay out lower returns than stocks.
- Companies can default on your bonds.
- Bond yields can fall.

Treasury Bonds

These bonds are issued by the government and are considered low-risk investments. They typically have longer maturities, such as 10 years or more.

Corporate Bonds

Issued by corporations, these bonds are used to raise capital for business operations, expansion, or other purposes. Corporate bonds offer higher yields than government bonds but carry a higher level of risk.



Juwai IQI

The People's Financial Guide

DANTE AZARMI
Head of Business Development



Municipal Bonds

State or local governments issue these bonds to finance public projects such as infrastructure development, schools, or hospitals. Municipal bonds offer tax advantages and can attract investors in higher tax brackets.

Zero-Coupon Bonds

These bonds do not pay regular interest payments like traditional bonds. Instead, they are issued at a discount to their face value and pay the total face value at maturity. The difference between the purchase price and the face value represents the investor's return.

Convertible Bonds

Convertible bonds allow the bondholder to convert the bond into a predetermined number of the issuer's common shares. This provides the potential for capital appreciation if the company's stock price rises.

High-Yield Bonds

Also known as junk bonds, these bonds are issued by companies with lower credit ratings. They offer higher yields to compensate for the increased risk of default.

Government Agency Bonds

These bonds are issued by government-sponsored enterprises (GSEs) such as Fannie Mae or Freddie Mac. The government backs them, but they are not direct obligations of the government.

Foreign Bonds

Foreign governments or corporations issue these bonds in a currency different from the investor's home currency. They can provide diversification opportunities but also carry currency risk.

Each type of bond presents its own unique risk and return characteristics. Investors choose bonds based on their investment objectives and risk tolerance, considering income generation, capital preservation, and potential capital appreciation.

Bonds serve as a vital investment avenue for both individual and institutional investors. Understanding the various types of bonds and their associated risks and benefits can assist investors in constructing a well-diversified portfolio aligned with their financial goals.

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TURKEY

BERRAK OZOLTU Country Head of Turkey



Turkey continues to draw attention with its magnificent nature, developing economy, and historical and cultural riches. Turkey's real estate market has also shown spectacular growth in recent years. Real estate investments in Turkey have become an attractive option for foreign investors when evaluated not only in terms of Turkish Lira but also in terms of dollars.

Turkey's strategic location makes it a bridge between Europe, Asia and the Middle East. While this increases the demand for the country, it also increases the interest in the real estate market. Rapid development is observed in the real estate sector in Turkey's major cities, especially in metropolises such as Istanbul, Ankara and Izmir. These cities have real estate projects with high return potential.

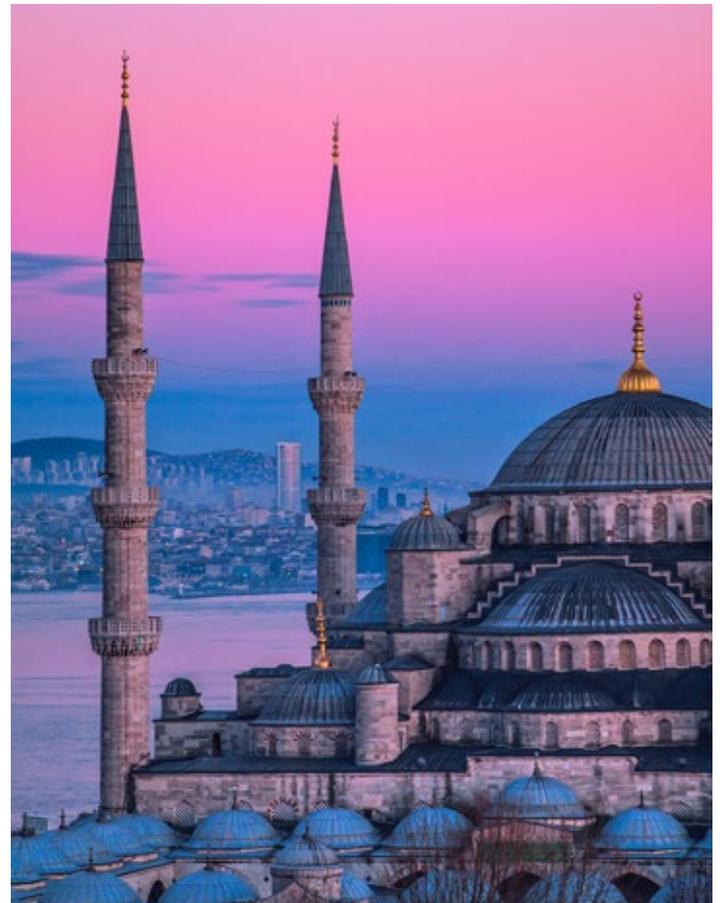
The incentives the Turkish government provides to foreign investors also support the increase in the real estate sector. Foreign investors can easily make transactions in the purchase of real estate and secure their property rights. In addition, Turkey's residence permit and citizenship programs provide many advantages to foreign investors. Thanks to these programs, foreigners can acquire Turkish citizenship and enjoy many privileges as property owners in Turkey.

Turkey's economic stability and constantly growing real estate market present an excellent opportunity for investors in dollar terms. The depreciation of the Turkish lira against the dollar allows foreign investors to purchase properties at more affordable prices. This makes it easier for foreign investors to make a profitable investment in Turkey.

Turkey is also known for being a tourist attraction. Millions of tourists visit the country yearly, increasing the demand for the real estate sector. Many real estate projects offer attractive opportunities for investors along the resort areas and the coastline.

As a result, the real estate market in Turkey appreciates in dollar terms and has great potential for foreign investors. Turkey's strategic location, government incentives, economic stability and tourist attraction increase the return on real estate investments. Foreign investors can make a profitable investment and discover the beauties of Turkey by purchasing properties at affordable prices in the real estate market in Turkey.

This month, Antalya took first place in real estate sales to foreigners. Istanbul, the largest city in Turkey, and Mersin, the rising city of the Mediterranean, followed Antalya. In May, the Russians made the most housing investment in Turkey; Iranians, Ukrainians and Germans followed the Russians.





CANADA

YOUSAF IQBAL
Country Head of Canada



Toronto

- ◆ There were 9,012 home sales reported through the Toronto Regional Real Estate Board (TRREB) MLS® System in May 2023, which increased by 24.7 % compared to 7,226 in May 2022.
- ◆ The MLS® Home Price Index (HPI) composite benchmark was down by 6.9 % year-over-year in May 2023.
- ◆ The average selling price in the GTA was t \$1,196,101 in May 2023 – down 1.2 % compared to \$1,210,372 in May 2022.

Sales & Average Price by Major Home Type

May 2023	Sales			Average Price		
	416	905	Total	416	905	Total
Detached	970	3,079	4,049	\$1,913,132	\$1,444,234	\$1,556,566
Semi-Detached	286	501	787	\$1,398,821	\$1,083,651	\$1,198,185
Townhouse	307	1,217	1,524	\$1,068,487	\$986,671	\$1,003,152
Condo Apt	1,694	874	2,568	\$784,914	\$677,874	\$748,483
YoY % change	416	905	Total	416	905	Total
Detached	20.3%	22.2%	21.8%	0.0%	1.0%	0.6%
Semi-Detached	-8.9%	15.7%	5.4%	-2.0%	3.9%	-0.5%
Townhouse	15.8%	24.3%	22.5%	1.8%	2.9%	2.5%
Condo Apt	34.3%	49.9%	39.3%	-1.1%	-6.3%	-3.0%

Year-Over-Year Summary

	2023	2022	% Chg
Sales	9,012	7,226	24.7%
New Listings	15,194	18,687	-18.7%
Active Listings	11,868	15,430	-23.1%
Average Price	\$1,196,101	\$1,210,372	-1.2%
Avg. LDOM	14	12	16.7%
Avg. PDOM	20	18	11.1%

Vancouver

- ◆ The MLS® Home Price Index composite benchmark price for all residential properties in Metro Vancouver is currently \$1,188,000. This represents a 5.5 % decrease over May 2022 and a 1.3 % increase compared to April 2023.
- ◆ The Real Estate Board of Greater Vancouver (REBGV) reports that residential home sales in the region totalled 3,412 in May 2023, which is a 15.7 % increase from the 2,947 sales recorded in May 2022 and a 1.4 % decline from the 10-year seasonal average (3,458).
- ◆ The total number of homes currently listed for sale on the MLS® system in Metro Vancouver is 9,293, a 10.5 % decrease compared to May 2022 (10,382) and 20.6 % below the 10-year seasonal average (11,705).

Quebec

Residential: Summary of Centris Activity

	May			Year-to-date		
	2023	2022	Variation	2023	2022	Variation
Total sales	8 714	9 290	↓ -6%	34 484	44 576	↓ -23%
Active listings	32 499	23 472	↑ 38%	31 463	21 828	↑ 44%
New listings	12 248	13 193	↓ -7%	53 157	57 898	↓ -8%
Sales volume	\$4 197 857 864	\$4 591 802 951	↓ -9%	\$15 687 587 726	\$21 167 967 972	↓ -26%



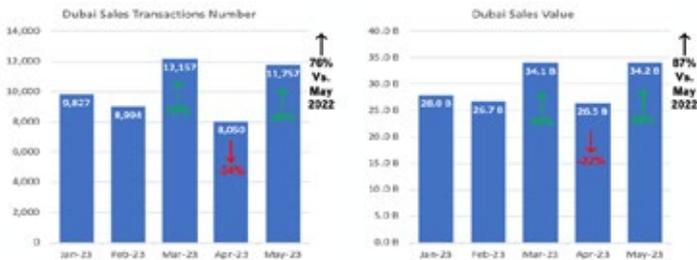
BILAL MOTI

Head of Middle East and North Africa

The growth trajectory of the UAE real estate market remains to record a steady momentum during the first half of the year.

In May, the Dubai Land Department recorded nearly 12,000 total property transactions, a significant increase of 76% in sales volume from May of last year.

We have noticed a total sales value of over AED 34 billion, an increase of 90% compared to May 2022. This was considered the best-performing month of May for sales volume and value.



Dubai Sales Transactions in May 2023 increased by 46% compared to April 2023 and 76% compared to May 2022.

Dubai Sales Value in May 2023 rose 29% compared to April 2023 and increased by 87% vs. May 2022.



The residential property average price in May 2023 has increased by 6% compared to May-2023. Dubai property average price per sq. ft in May-23 increased by 9% compared to May last year.

The average price per square foot is now up to AED 1.28K, the highest on record for May.



On the mortgage side, we have witnessed a surge in mortgage transactions, with a 71% increase compared to May 2022.

The value of these transactions was AED 10.6 billion, an increase of more than 43% compared to May 2022.

The top performing areas by demand were Dubai Marina, Jumeirah Village Circle, Business Bay, Downtown Dubai and Al Barsha South Third.



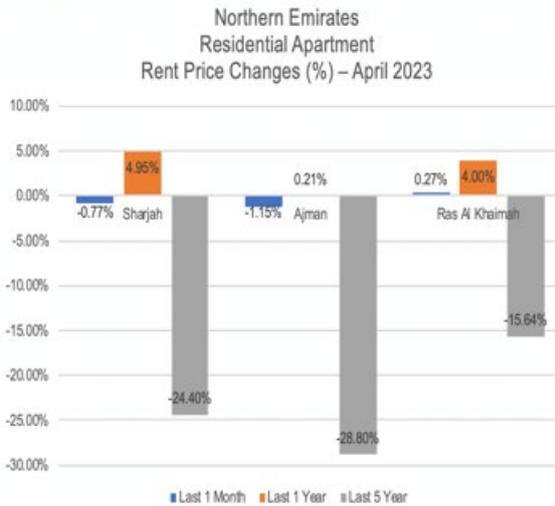
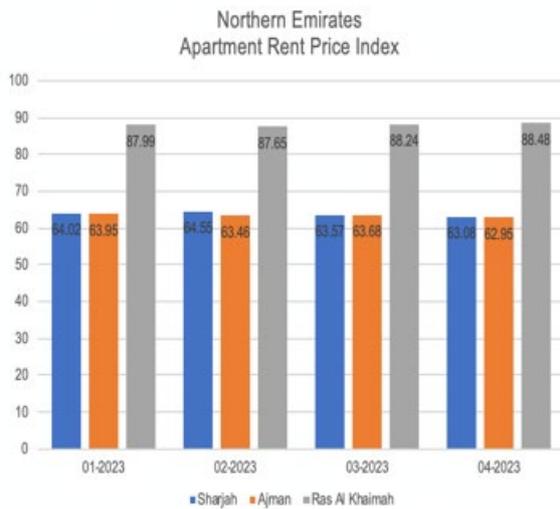
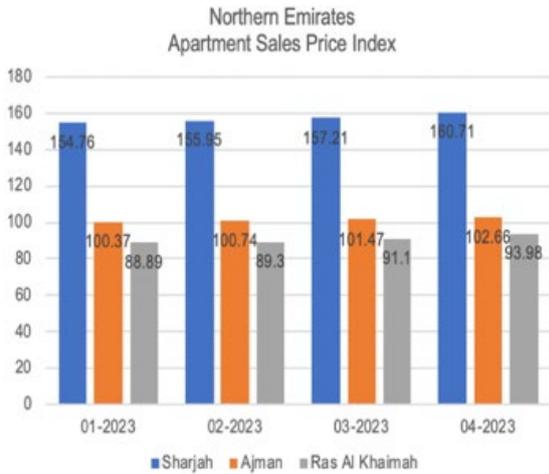
In Abu Dhabi, the sales volume in Q1 of 2023 has slightly increased by 2% compared to Q4 2022. The sales value has increased by 68% in Q1-23 vs Q4-22.



DUBAI

BILAL MOTI

Head of Middle East and North Africa



Sharjah's real estate transactions touched 21,486 with a total of AED 5.9 billion, as the Sharjah Real Estate Registration Department (SRERD) reported. The Sales Price Index increased by 11.40% y-o-y. The rental Price Index increased by 4.95 % y-o-y.

The Department of Land and Real Estate Regulation in Ajman recorded 1,000 real estate transactions during May 2023 with a total value of AED 1.9 billion. The trading volume reached AED 649 million, realizing remarkable growth of 133% compared to the same period in 2022. Ajman Sales Price Index increased by 3.42% y-o-y while Rental Price Index increased by 0.21% y-o-y.

In Ras Al Khaimah, the Sales Price Index increased by 21.37% y-o-y, Rental Price Index increased by 4.0% y-o-y.

With solid demands and investment opportunities, we envision the UAE real estate market will continue its performance trajectory throughout the year.



MALAYSIA

NICHOLAS TAN
Property Investment Strategist



According to data published by Property Guru, there are the Top 10 Areas That Saw the Highest Increase in Interest in Malaysia. As listing prices continue to soar for properties within the Klang Valley and the central business district, prospective buyers are shifting their attention toward the outskirts. The appeal of these fringe areas lies not only in their more extensive and more affordable housing options but also in their well-connected infrastructure served by Light Rail Transit or expressways.

Taman Desa Cheras in Kuala Lumpur's Cheras district leads the trend, witnessing a quarterly interest surge of 114.1% and a year-on-year leap of 347.7%. Following closely is Bandar Tasik Selatan, another area in Kuala Lumpur that registered a quarterly interest spike of 108.9% and a year-over-year increase of 74.1%.

Third in line is Taman Bukit Anggerik, also located in Cheras, which experienced a solid 85.7% quarterly growth and a 140.7% annual increase. Selangor's Sungai Buloh did not lag too far behind, with Sierra Mas noting a quarterly increase of 67.2%, despite a yearly decrease of 15%.

Other noteworthy locations include Parit Raja in Batu Pahat, Johor, with a quarterly interest growth of 62.7% and an annual increase of 56.6%. Similarly, Puteri Harbour in Nusajaya, Johor, saw a 45.4% quarterly increase and an impressive 85.0% annual growth. However, even though areas like Mutiara Damansara in Kuala Lumpur's Damansara district, Kota Samarahan in Sarawak, Sri Petaling in Kuala Lumpur, and Cheng in Melaka experienced substantial quarterly growth, they either had stagnant or slightly decreased annual interest.

These findings highlight the changing dynamics of the Malaysian real estate market as buyers seek more affordable and spacious options on the outskirts of urban areas, demonstrating the increasing attractiveness of fringe areas with good transport links.

Top 10 Areas That Saw the Highest Increase in Interest

1	Kuala Lumpur	Cheras	Taman Desa Cheras	114.1%
2	Kuala Lumpur	Bandar Tasik Selatan	Other	108.9%
3	Kuala Lumpur	Cheras	Taman Bukit Anggerik	85.7%
4	Selangor	Sungai Buloh	Sierra Mas	67.2%
5	Johor	Batu Pahat	Parit Raja	62.7%
6	Kuala Lumpur	Damansara	Mutiara Damansara	57.4%
7	Sarawak	Kota Samarahan	Other	52.8%
8	Kuala Lumpur	Sri Petaling	Other	48.3%
9	Johor	Nusajaya	Puteri Harbour	45.4%
10	Melaka	Cheng	Other	41.0%



PHILIPPINES

EMMANUEL ANDREW VENTURINA
Country Head of Philippines



Ortigas Land launches 52-storey residential tower.

Ortigas Land has launched Olin at Jade Drive, its new condominium project in Ortigas Center. The 52-storey residential tower offers 1,245 studio and one-bedroom units with sizes ranging from 19 to 36 square meters priced between PHP6 million and 10 million (USD109,100 to USD181,800). The company expects to generate PHP8 billion (USD1.5 million) in sales from the project. Amenities of Olin at Jade Drive include a gym, garden, lounges, pools, a function hall and a flexible workspace. Ortigas Land expects to complete the project by 2029.

ALI hotel unit to add more rooms this year

Ayala Land Hotels and Resorts Corp. (AHRC) is ramping up the expansion of its Seda hotel brand with the opening of the Seda Manila Bay this year. The 532-room hotel will be at Ayala Malls Manila Bay in Parañaque. AHRC President Javier D. Hernandez said, "The surge of the domestic market with 'revenge travel,' as well as the Department of Tourism's (DOT)-projected 4.8-million international arrivals signal global recovery for our industry." Last year, AHRC opened the first 92 rooms of the new wing of Seda Nuvali in Santa Rosa, Laguna, and re-opened its resorts in El Nido, Palawan and Sicogon Island, Iloilo. Hernandez added that the company's hotel and resorts portfolio reached 4,058 rooms, with another 1,504 under construction.

RLC eyes another REIT

Robinsons Land Corp. (RLC) is eyeing to launch a new Real Estate Investment Trust (REIT) comprising its mall and logistics assets. RLC president Frederick Go said the company's revenues exceeded pre-COVID levels in 2022 and sees enormous potential for its retail businesses. Its first REIT, R.L. Commercial REIT, was launched in 2021 and consisted of RLC's office towers.

Colliers believes that launching more REITs in the country allows developers to diversify their projects and provide an alternative source of capital to fund new projects and redevelop their properties. Colliers recommends that developers divest malls, warehouses and industrial properties into their REIT portfolio. We believe these assets are now viable for REIT as vacancies and lease rates for retail and industrial property segments continue to improve. Developers can also use their REIT proceeds to renovate existing malls and upgrade warehouses to attract more foreign retailers and meet the demands of logistics tenants.





THAILAND

SOMSAK CHUTISILP Country Head of Thailand



Foreign interest in purchasing luxury residences in Thailand, including condominiums, houses and villas in prime locations, has surged since the return of international tourists in the second half of 2022. Developers are gearing up to launch new luxury and super-luxury residential projects in 2023, focusing on single houses, which remain in high demand. Roughly 30 leading residential projects with a combined project value exceeding 40 billion baht.

Looking at the demand side, foreign travellers returned to Thailand in significant numbers last year, with 11.2 million arrivals. Of these, 64% came from Asia, 23% from Europe, 5% from North America, and the rest from the Middle East, Oceania and Africa.

In the luxury market and above, Thai buyers purchased 89% and 11% by foreigners from 2022 to early 2023. Most foreign buyers looking for condominiums and houses come from Asia, particularly China, Hong Kong, Taiwan, Myanmar, Singapore and Japan. Most clients interested in buying villas come from Europe, Russia, the UK, France and Germany.

Most foreign buyers have a 15-30 million baht budget for condos. They are looking for downtown condos in businesses such as Silom, Sathon, Lumpini, Sukhumvit, Pathumwan and the riverside. Some 87% of this group purchase properties for their residences. Most foreigners have a budget of 51-80 million baht for housing projects and prefer locations in eastern Bangkok, downtown and the eastern suburbs. Roughly 85% buy units for their use.

Foreign buyers are interested in villas priced at 15-30 million baht in desirable locations such as Phuket and Hua Hin, with 71% purchasing their residences. Chinese buyers top the list among foreigners in the luxury segment. Most look for luxury condos with 1-2 bedrooms priced between 15-30 million baht in the Silom and Sathon areas. Chinese buyers are also interested in four-bedroom houses in eastern Bangkok.

Most Myanmar buyers are interested in luxury two-bedroom condos with a 15-30 million baht budget in the Lumpini and Sukhumvit areas. The most popular residential properties are villas or resort homes, which posted a sales increase of 69%.

Foreign buyers have become more active in the Phuket residential market, while domestic demand remains similar to the previous year. There was a 93% increase in foreign buyers, encompassing various nationalities investing in Phuket condos, including Russians, Canadians, Italians, French, Chinese and British.





INDIA

MANU BHAZIN
Country Head of India

Demonetization: A Push for the Indian Real Estate Industry

The Reserve Bank of India (RBI) passed a motion to discontinue India's highest denomination, R.S. 2000 Notes, on May 23, 2023. This will remove 10.8% of the currency notes in circulation. The RBI governor Shaktikanta Das reiterated the policy citing a "clean note policy."

India is Asia's largest growing economy, and this move is believed to push consumers towards more solid and stable investments like Gold and Real estate. This move is believed to bring higher transparency levels in real estate deals.

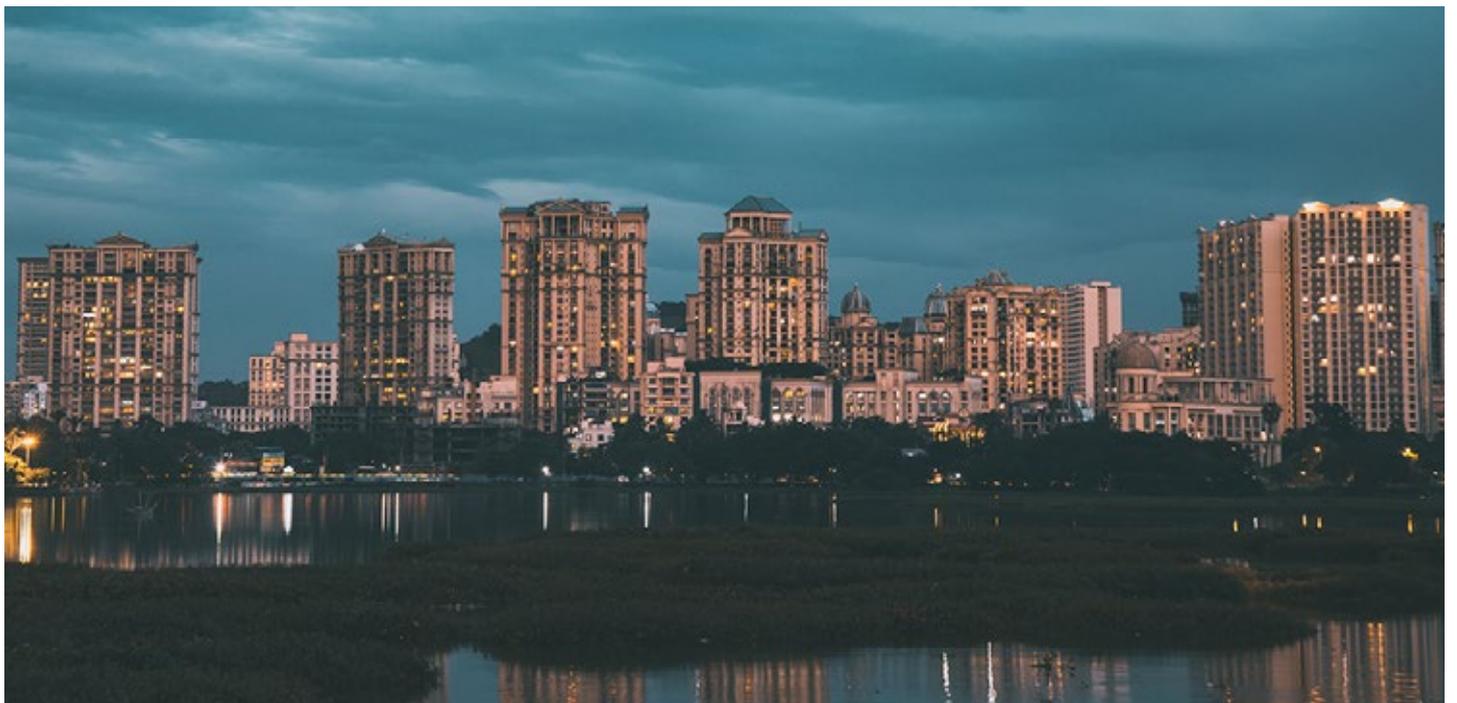
Economists believe that more and more Indians will rush to the real estate sector. Following this ruling, individuals are considering directing their attention toward parking these banknotes in the real estate sector.

RBI's Repo Rate Decision to Bolster Ongoing Real Estate Sales Momentum

The Reserve Bank of India (RBI) has decided to maintain the Repo rate at 6.5%. The RBI's decision comes after a series of rate increases over the past year, which saw the repo rate rise by a cumulative 250 basis points, reaching 6.5% before the pause in April.

With stable interest rates, potential homebuyers in these segments will likely find it more feasible and affordable to invest in residential properties. This move is expected to significantly impact the real estate market, specifically in the residential sector. It is likely to sustain the ongoing momentum of steady growth in sales.

By keeping the repo rate unchanged for the second consecutive time, the RBI is committed to fostering a conducive environment for growth, particularly in the real estate sector.





SINGAPORE

RAYMOND KHOO

Vice President at OrangeTee and Tie



Two major project launches drove new home sales higher for a fifth consecutive month. According to data from the Urban Redevelopment Authority (URA), new home sales rose 17 percent from 887 units in April to 1,038 units in May. This is the highest new sales achieved since May 2022, when 1,355 new homes were sold. On a year-on-year basis, sales fell 23.4 percent from 1,355 units in May 2022.

Two major project launches drove last month's sales. The Reserve Residences on Jalan Anak Bukit at District 21 sold 523, 71.4 percent of its 732 units. The project was very well received due to its attractive pricing and proximity to many top schools in the Bukit Timah area. Moreover, integrated developments are rare and have always been popular among buyers for their convenience and high rentability.

Another large-sized project, The Continuum on Thiam Siew Avenue, moved 225 units or 27.6 percent of its 816 units. The other best-selling projects were The Landmark, The Atelier, Piccadilly Grand, Pullman Residences Newton, The Botany at Dairy Farm, Tembusu Grand, Leedon Green, Hyll on Holland, and One Holland Village Residences.

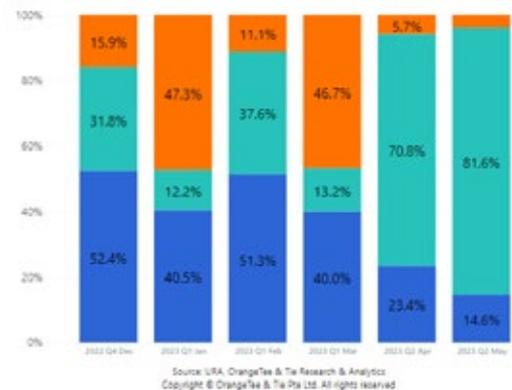
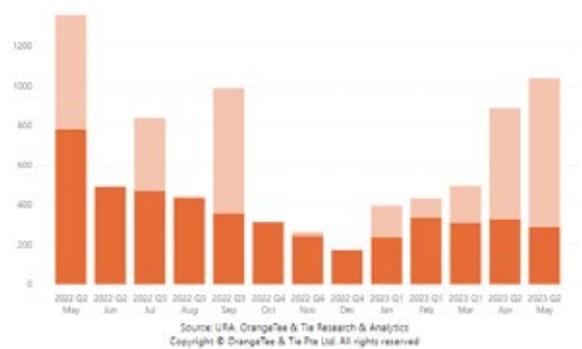
As both The Continuum and The Reserve Residences are in the city fringe areas, most of last month's transactions were in the Rest of Central Region (RCR) at 81.6 percent or 847 units.

This was followed by the Core Central Region (CCR) at 14.6 percent (152 units) and the Outside of Central Region (OCR) at 3.8 percent (39 units).

At the upper end of the market, 13 new non-landed homes were sold for at least S\$5 million last month. According to URA Realis data, the priciest transaction was an 8,633 sqft freehold condominium at Les Maisons Nassim sold for S\$45 million or S\$5,213 psf. Based on the lodged caveats shown on URA Realis, this is the seventh priciest new condominium transacted since 1995.

The other 12 non-landed homes were sold for less than S\$10 million each. Five were from Klimt Cairnhill, four from Midtown Modern, one from Amber Park, and another unit from Park Nova. A 2,336 sqft apartment at The Reserve Residences was sold for S\$6.12 million or S\$2,620 .psf last month.

New home sales will likely drop in June due to a lack of project launches. After that, some high-profile projects, including Lentor Hills Residences and Grand Dunman, are slated for launch in the coming months. Some developers may also bring forward their project launches before the seventh lunar month, boosting new home sales. We anticipate that 7,000 to 8,000 new homes could be sold this year.





CAMBODIA

CHANDY MANN
Country Head of Cambodia



Cambodia's Construction Site of Second Expressway Inaugurated and Framework Agreement Project of Third Expressway Signed

On June 07, 2023, Cambodia opened the construction site of its second expressway, connecting Phnom Penh to Bavet, after the Phnom Penh-Sihanoukville Expressway officially launched in 2022.



H.E. Sun Chantol, Senior Minister and Minister of Public Works and Transport highlighted that the Phnom Penh-Bavet Expressway will have a total length of 135.10 km, starting from Thmor Kor commune, Lvea Em district, Kandal province to Chrakmtes commune. Bavet City, Svay Rieng Province.

This expressway has a 4.1 km long road passing through Kandal province, 70.9 km long Prey Veng province and 60.1 km long Svay Rieng province, and it is expected to be completed in 2027.

After the Opening Ceremony of the Construction Site was finished, the Signing Ceremony of the Framework Agreement Project took place.

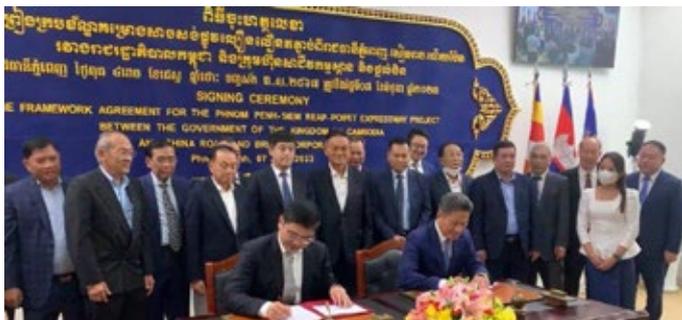
The Royal Government of Cambodia, represented by the Ministry of Public Works and Transport, signed the Framework Agreement for the Phnom Penh-Siem Reap-Poipet expressway Project with the China Bridge and Road Corporation (CRBC) at the Minister of Public Works and Transport.

A joint agreement has been signed between the Ministry of Public Works and Transport of Cambodia and the China Bridge and Road Corporation (CRBC) to pave the way for the completion of Cambodia's third expressway project. The project is expected to be operational by the end of 2024.

On occasion, H.E. Sun Chanthol mentioned that the construction of the Phnom Penh-Siem- Reap-Poipet Expressway, Cambodia's 3rd expressway, would cost approximately US\$4 Billion and would be divided into 2 phases 250-kilometre-long Phnom Penh-Siem Reap for the 1st phase and 150-kilometre-long Siem Reap-Poipet for the 2nd phase. The expressway distance will be changed after the detailed study is completed.

H.E. Sun Chanthol estimated that the Phnom Penh-Siem- Reap-Poipet Expressway construction for the 1st phase from Phnom Penh to Siem Reap is about US\$ 2.5 billion and 2nd phase from Siem Reap to Poipet is about US\$1.5 billion.

However, he added that these expenditures are more than these depending on the prices of oil or construction materials will increase.





PORTUGAL

GONÇALO PEREIRA
Country Head of Portugal

Empty and Vacant Houses in Portugal: an Investment Opportunity

Empty and vacant houses pose a significant issue in Portugal, with over 700,000 properties unoccupied countrywide, including a staggering 150,000 in the Lisbon area alone. Despite this surplus of vacant homes, there remains a shortage of available housing options.

To address this challenge, it is essential to focus on revitalizing and restoring these properties while recognizing their investment potential.

The prevalence of empty and vacant houses in Portugal varies across regions, encompassing urban and rural areas. Local housing market conditions, population density, and economic factors contribute to the abandonment of properties. Additionally, population migration plays a significant role as individuals move to urban areas or other countries, leaving behind unoccupied properties that eventually become vacant.

Moreover, inheritance and legal matters often lead to prolonged periods of property inactivity, while Portugal's aging population transitioning to retirement homes can leave their houses unoccupied. High unemployment rates and financial instability further exacerbate the problem by increasing the number of vacant houses.

The introduction of the "Mais Habitação" pack, Draft Law No. 71/XV/1st, aims to impact this matter substantially. This bill addresses escalating real estate speculation and higher rents and discontinues the Portugal Golden Visa. One crucial aspect of tackling the problem of empty and vacant houses is the presence of investment programs that effectively reintegrate previously unoccupied properties into the housing market.

These properties, once abandoned, are now being utilized, providing housing options and resolving the issue of vacant houses in Portugal.

Efficient urban planning plays a crucial role in optimizing the utilization of existing housing stock and discouraging property abandonment. Additionally, housing initiatives should be implemented to offer a range of solutions that benefit property owners and the areas where these properties are situated. Promoting population growth and economic stability by attracting new businesses, generating job opportunities, and enhancing infrastructures will revitalize Portugal's economy and reduce vacancy rates.

Investors can reap several benefits by investing in vacant homes in Portugal. Firstly, the surplus of unoccupied properties offers a range of options, allowing investors to select properties that align with their investment goals and preferences.

Additionally, the relatively lower prices of vacant homes compared to occupied properties present an opportunity for potential financial gains.

By renovating and repurposing these properties, investors can enhance their value and attract tenants or buyers, thus generating rental income or realizing profitable sales. Moreover, the growing demand for housing in Portugal and the shortage of available options create a favourable market for investors to capitalize on.

By contributing to revitalizing communities and addressing the housing shortage, investors can also make a positive social impact while enjoying potential long-term appreciation and returns on their investment.



IRHAMY
VALUERS INTERNATIONAL

IRHAMY AHMAD

Founder and Managing Director of Irhamy Valuers International

WEST COAST EXPRESSWAY (WCE) UNLOCKING VALUES IN PERAK

The West Coast Expressway (E32) is a major highway in Malaysia that runs along the west coast of Peninsular Malaysia, and construction started in 2014. It commences at a junction with Selangor State Road FT31 in Banting, Selangor, and ends at the ramp of Changkat Jering toll plaza of the North-South Expressway (PLUS) at Taiping, Perak. The expressway is 233 kilometres long, with 21 interchanges and 80 lanes. However, it is currently under construction and expected to be completed in five years. Although, several sections have open for public use. Henceforth, once the WCE is completed, the expressway will be the longest in Malaysia.

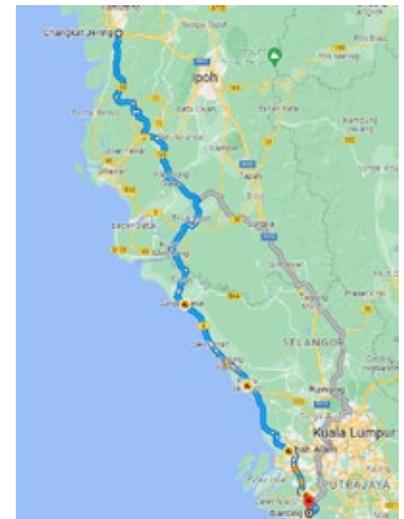
The West Coast Expressway is designed to be well-connected to other highways in the area, such as PLUS, SKVE, NKVE, NNNKS, LATAR, and KESAS, which will allow road users to travel more quickly and conveniently, and it will also help to reduce traffic congestion. The expressway is expected to boost economic growth in the west coast of Peninsular Malaysia because it is a safe, efficient, and convenient way to travel. It will also reduce travel time between major regional cities, such as Kuala Lumpur, Klang, and Ipoh.



Figure On The Left: West Coast Expressway Holdings Bhd

That being the case, WCE proves to be a great way to explore the west coast of Peninsular Malaysia. Along the expressway route, a few significant cities offer attractions they can visit and explore. Perak's cities have various historical landmarks, museums and other attractions. There is everything from colonial architecture to natural beauty in Perak's cities. Thus, the land values are not expected to stay where they are now.

Figure On The Right: Proposed alignment for the E32, West Coast Expressway (WCE)



Major Cities	Surrounding Smaller Towns	Attractions
Teluk Intan	Bagan Datuk, Hutan Melintang	<ul style="list-style-type: none"> Leaning Tower of Teluk Intan Church of St Luke the Evangelist Sunflower Garden Sky Mirror Bagan Datuk
Ayer Tawar	Lumut, Sitiawan, Manjung	<ul style="list-style-type: none"> Pangkor Island Teluk Senangin Beach Segari Turtle Sanctuary
Beruas	Pantai Remis	<ul style="list-style-type: none"> Beruas Museum
Taiping	Kuala Sepetang	<ul style="list-style-type: none"> Taiping Lake Gardens Taiping Zoo & Night Safari Port Weld



Juwai IQI

INSIGHT

DAVE PLATTER
Global PR Director



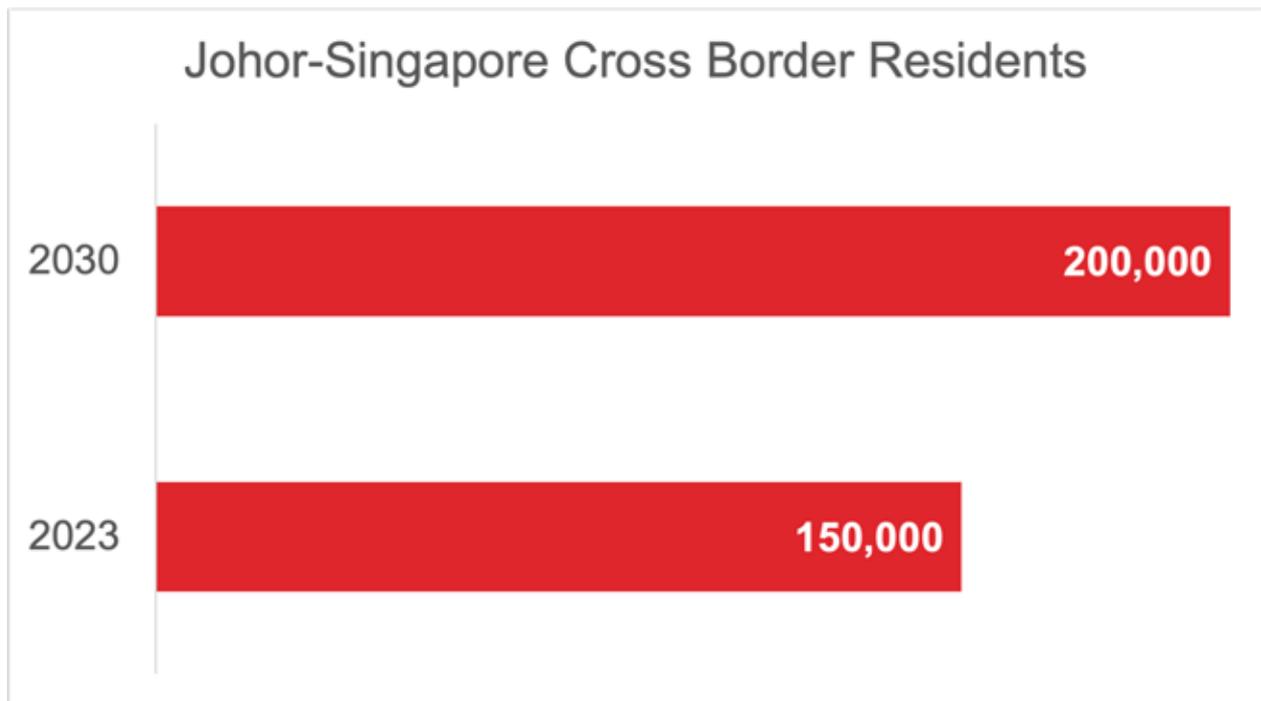
Johor Cross-Border Residents to Climb by 50,000 by 2030

Juwai IQI Co-Founder and Group CEO Kashif Ansari told the media recently that the number of people crossing the Singapore-Malaysia border near-daily could climb by 50,000 by 2030.

"With the new transit connection in the works, more people than ever will straddle the border in their daily lives," Mr Ansari said.

"By the end of the decade, the number of people residing in Johor and travelling back to Singapore for work nearly every day could increase by one-third to one-half.

"We recently sold a second home in Johor to a typical example. They are a Singapore family with two children who sought a second home in the Horizon Hills section of Johor. They can buy a luxurious bungalow for MYR2 to 3 million. You can only get a studio or one-bedroom condo in Singapore for the same price.



"While the husband will continue working in Singapore, the wife will live in Johor, where the children will attend an international school."

Mr. Ansari explained that the new Rapid Transit Link between Johor and Singapore would reduce congestion at the border, which 350,000 people cross daily.

"In addition to buyers from Singapore moving to Johor, many Malaysians from other parts of the country will move to the area to benefit from the growing economy and even to take jobs in Singapore."

IQI Moments

EID MUBARAK

We at Juwai IQI would like to wish May Eid Ul Adha Mubarak! May the celebration bring you lots of happiness, prosperity and love.

