

MONTHLY Newsletter

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AUG
2023

Juwai IQI



HIGHLIGHTS

AUSTRALIA

The Australian housing market continued its recovery for the fourth consecutive month.

GREECE

According to the Spigotatos Property Index, Greece's residential properties for sale index grew almost 7%.

TURKEY

Housing sales to foreigners increased by 81.8% in June compared to 2022.

CANADA

The average selling price in the GTA was \$1,182,120 in June 2023 – up 3.2 %.

VIETNAM

As of July 2023, Vietnam has over 1,100 projects amounting to \$66.4 billion of foreign investment.



AUSTRALIA

LILY CHONG
Country Head of Australia

The Reserve Bank of Australia (RBA) has decided to keep the cash rate target and interest rate paid on Exchange Settlement balances unchanged on July 4, 2023. Since last year, interest rates have been raised by 4 percentage points to achieve a more sustainable balance between supply and demand in the economy. Considering the economic uncertainty, RBA has maintained interest rates this month to assess the impact of previous rate increases and evaluate the economic outlook.

The Australian housing market continued its recovery for the fourth consecutive month, as indicated by CoreLogic's national Home Value Index (HVI), which saw a 1.1% increase in June. However, this growth rate slightly slowed compared to the 1.2% gain observed in May. Since hitting a low point in February, the overall housing values in the country have risen by 3.4%. Nevertheless, the market is still 6.0% below its peak in April 2022. To put it in perspective, the median value of dwellings remains \$45,771, lower than the peak value of \$768,777.

According to Mr. Lawless, the primary factor causing housing values to rise is the limited supply availability. He mentioned that in June, the number of new listings in capital cities was nearly 10% lower than the average of the past five years, and the overall inventory levels were more than 25% below average. At the same time, the estimated number of sales in capital cities for the June quarter was 2.1% higher than the average of the past five years.

Although housing values are experiencing a widespread increase, the pace of growth in most capital cities slowed down in June. Mr. Lawless suggested that this slowdown could be attributed to a change in sentiment due to expectations of higher interest rates. He also mentioned that higher interest rates and lower sentiment may reduce the number of active home buyers, which could help address the imbalance between supply and demand.

In Perth, according to the latest quarterly update from REIWA, house prices are projected to experience moderate growth in 2023, while unit prices are expected to remain stable. This growth is supported by solid demand for homes, driven by population growth in Western Australia (WA). Despite a 1.5 percent decrease in the annual median price of units, the overall market is anticipated to be balanced. Completing over 20,000 homes currently under construction will gradually free up supply in the sales and rental markets, but population growth will likely offset any negative impact on prices. Additionally, the staggered completion of these homes will prevent a flood of properties in the market.

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 30 June, 2023	Change in dwelling values				
	Month	Quarter	Annual	Total return	Median value
Sydney	1.7%	4.9%	-5.1%	-2.2%	\$1,073,924
Melbourne	0.7%	1.8%	-5.7%	-2.6%	\$762,537
Brisbane	1.3%	3.0%	-8.2%	-4.1%	\$725,397
Adelaide	0.9%	2.1%	0.0%	3.6%	\$663,136
Perth	0.9%	2.8%	2.5%	7.3%	\$588,454
Hobart	-0.3%	0.1%	-12.7%	-9.0%	\$651,187
Darwin	0.5%	-0.3%	-1.0%	4.7%	\$492,081
Canberra	0.4%	0.8%	-8.8%	-5.2%	\$830,217
Combined capitals	1.2%	3.3%	-4.8%	-1.4%	\$789,649
Combined regional	0.5%	1.1%	-6.5%	-2.4%	\$586,645
National	1.1%	2.8%	-5.3%	-1.6%	\$723,006



NIKOS PRATIKAKIS

Country Head of Greece



GREECE

Greek real estate market is a long-term favourable market – Tourism towards a new record year.

The real estate market in Greece continues to surprise the upside. Although the macro environment in Europe is not ideal because of the sticky inflation, the increasing energy and food prices, and above all, the rate increases from the European Central Bank (ECB), the Greek growth is intact, the economy is firing on all cylinders and the tourist season is getting better and better and is reaching new record highs.

Real estate prices are on an uptrend. According to the Spitogatos Property Index, Greece's residential properties for sale index grew almost 7% ytd and 11% yoy, and the commercial properties for sale index increased c.2% ytd and 4% yoy in June 2023. On the renting side, the residential properties for rent index rose c.6% ytd and c.7% YOY, and the commercial properties for rent index grew c.3% YTD and c.5% YOY in June 2023.

The high-end market is still growing.

In the first months of 2023, the Greek real estate market, especially its high-specification segment, will continue to grow. Despite the uncertainties that have emerged since the beginning of 2022, with the war in Ukraine, the interest rate increases and the charges on energy and material costs, high rates of price growth have been maintained due to strong demand and limited space supply with modern technical characteristics.

Inflationary pressures recorded in 2022 that also continued in the first months of 2023, as well as a renewed slowdown in the growth rate of construction activity, which has been affected by successive crises for more than a decade, contributed to further price increases, while investors continue to bid on the limited inventory.

Low supply of modern properties

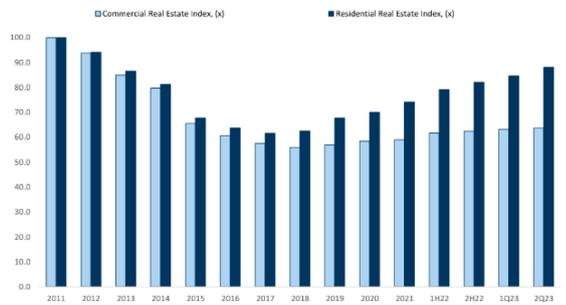
The low supply of modern properties is gradually leading to a shift in price increases towards properties of lower technical specifications.

At the same time, yields remain low for the market but attractive for investment, so investment activity remains active abroad and within the country. In the housing market, the Bank of Greece (BoG) reports that upward price trends were maintained during the first quarter of 2023. More specifically, according to the apartment price indices published by the Bank of Greece from data estimates collected from credit institutions, nominal apartment prices in the first quarter of 2023 were up 14.5% compared to the corresponding quarter of 2022, while for the whole of 2022, based on revised data, apartment prices increased at an average annual rate of 11.7%

When analyzing the data with the age factor in mind, in the first quarter of 2023, the growth rate of old apartments (over 5 years old) was higher (15.6%) than that of new apartments (12.8%), while in 2022 the growth rate of new apartments was slightly higher.

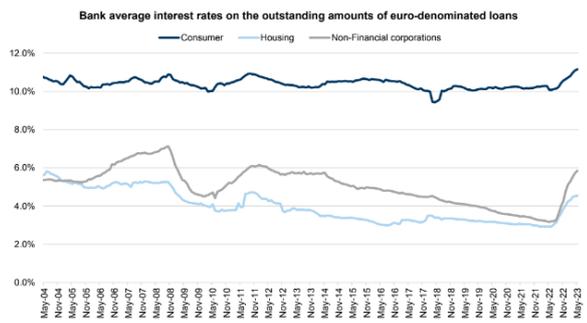
By geographical area, the country's two major urban centers recorded more vital annual growth rates than the average annual rate for Greece as a whole, mainly due to continued investment interest. Specifically, for the first quarter of 2023, the Athens region recorded an average annual growth rate of 16.5% and Thessaloniki 16.1%, while for 2022, the respective growth rates were 13.7% and 12.5%. The positive trend of the residential real estate market in 2022 continued in the first months of 2023.

Exhibit 1: The residential properties for sale index in Greece rose c.7% ytd in June 2023, and commercial properties for sale index grew c.2% ytd in June 2023



Source: Spitogatos

Exhibit 11: Bank average interest rates on the outstanding amounts of euro-denominated loans are up c. 50bp/50bp/110bp year-to-date for consumer, housing and non-financial corporations respectively



Source: Bank of Greece



SHAN SAEED
Chief Economist

Global Macro-Economic Outlook 2023 Low Growth Amid Higher Risk in the Financial Markets

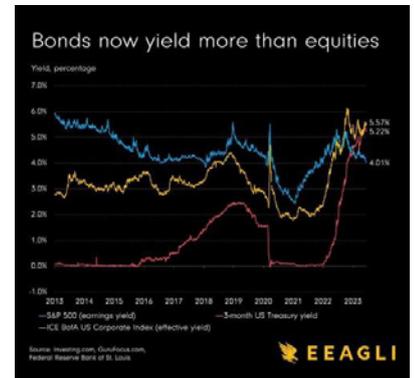
The global economy remains under duress as risks get deeper into the markets. A full-blown war in Ukraine affects the global economy via higher commodity prices, supply chain disruptions and deep recession in Europe, the UK and expected in the USA. War's cost and economic impact are being felt in many advanced economies. Many economies will have zero growth or negative growth rate in the next 3 to 4 quarters.

The booming economies will be in the region of:

1. ASEAN
2. GCC
3. Africa

The following shows significant risks to the global economy:

1. Commodity prices stay elevated
2. Inflation remains stubborn
3. Geopolitical risk
4. Climate change
5. Liquidity risk
6. Financial distress
7. Bankruptcies



Bonds Yield More than Equities

Bonds now yield more than equities! You can see this if you compare the yield on the S&P 500 versus 3-month Treasury and Corporate Bond yields.

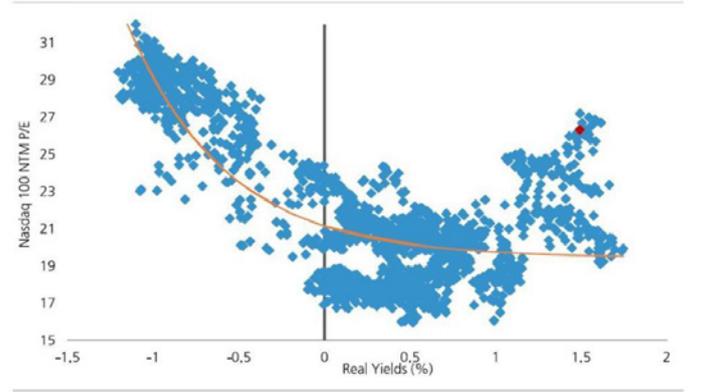
What does this mean?

1. The S&P 500 index has continued to perform well despite the FED raising rates since the end of the pandemic.
2. The combination has led to a situation where the expected return on owning shares in US companies appears less than the yield on Treasury bills.
3. This could be a warning sign that the bullish trends in US equities may lose momentum

Forewarned is Forearmed

The Buffett crash indicator is sounding the alarm again after stocks have soared too much this year. Global stocks are worth more than the global GDP, according to Holger Zschaepitz.

Figure 5: To chase or not to chase Tech: Valuations & real Yields - An extreme break





SHAN SAEED
Chief Economist



Blackrock - 5 Mega Trends Shaping Investment

In their mid-year outlook, they outlined the following themes:

Digital Disruption & Artificial Intelligence

"New AI tools could analyze and unlock the value of the data gold mine some companies may be sitting on."

A Fragmenting World

"A surge in investment in areas like technology, clean energy, infrastructure and defence could create opportunities."

The Low Carbon Transition

"We believe the transition toward a decarbonized economy will involve a massive reallocation of capital as energy systems are rewired."

Aging Populations

"Many DMs, including the euro area and China, face a falling working-age population in coming years."

5. Future of Finance

"We see some key changes... increased consolidation among smaller banks, banks curbing lending and more demand for non-bank lending and private credit to fill that void."

Big themes, significant opportunities.





VIETNAM

DUSTIN TRUNG NGUYEN

Country Head of Vietnam

Vietnam's real estate sector has emerged as a highly desirable destination for international investors, ranking second to the manufacturing and processing industry, with over 1,100 projects amounting to \$66.4 billion of foreign investment.

Vietnam's real estate market is drawing international investors at a rapid pace, noted Nguyen Anh Tuan, deputy director of the Foreign Investment Agency (FIA) under the Ministry of Planning and Investment.

Vietnam's real estate sector is the second most attractive industry for foreign investment, trailing only behind the manufacturing and processing industry.

The country has attracted over 37,500 projects, amounting to a total investment of nearly \$450 billion. Of these, 1,100 projects were real estate investments, amounting to \$66.4 billion, or 15% of the total foreign investment.

International investors from 48 different countries and territories have poured money into Vietnam's property market, with leading investors hailing from Singapore, South Korea, the British Virgin Islands, and Japan.

Out of the 45 provinces and cities that received foreign direct investment (FDI) in real estate, Ho Chi Minh City leads with a registered capital of over \$16 billion, accounting for 24.7 percent of total investment, followed by Hanoi, Binh Duong, and Ba Ria-Vung Tau.

Foreign firms investing in Vietnam's real estate sector are predominantly large-scale entities with projects ranging in diversity and quality.

Several FDI ventures have investments amounting to billions of USD, including projects such as the Ho Tram in Ba Ria-Vung Tau, the smart city in Hanoi, and the Nam Thang Long Urban Area in Hanoi.

Various factors entice foreign investors to Vietnam, including political stability, impressive economic growth, competitive manufacturing costs, a rich labour source, potential market opportunities, and a strategic geographic location enabling connections to large economies.

The country's extensive coastline offers prime locations for resort property development, coupled with an infrastructure system benefiting from robust investment.

They also urged the government to promptly issue clear, detailed guidelines on the roles, responsibilities, and authority of those involved in checking, evaluating, and approving applications to end protracted administrative processing that costs businesses time and money.



Mutual Funds

Mutual funds are investment vehicles that pool assets from shareholders to invest in a diversified portfolio of securities such as stocks, bonds, and money market instruments. They are managed by professional money managers who aim to generate capital gains or income for the fund's investors. This segment will provide a comprehensive overview of mutual funds, including their structure, benefits, types, and associated fees.

Structure and Benefits of Mutual Funds

Mutual funds allow small or individual investors to access professionally managed portfolios, providing them with diversification and the opportunity to participate proportionally in the fund's gains or losses. The fund's portfolio is structured to align with the investment objectives outlined in its prospectus. The value of a mutual fund is tied to the performance of the securities it holds, and investors can buy or redeem fund shares at the net asset value (NAV) per share, which is settled at the end of each trading day.

Investment companies such as Fidelity Investments, Vanguard, T. Rowe Price, and Oppenheimer offer mutual funds.

The types of mutual funds include:

Stock Funds

These funds primarily invest in equities or stocks and may focus on specific company sizes (small, mid, or large-cap) or investment approaches (growth, value, or blend).

Bond Funds

Also known as fixed-income funds, these invest in government or corporate bonds and aim to provide a set rate of return. Bond funds can be actively managed or passively tracked by a bond index.

Index Funds

These funds replicate the performance of a specific market index, such as the S&P 500 or the Dow Jones Industrial Average. They offer lower expenses and are designed for cost-sensitive investors.

Balanced Funds

These funds invest in a mix of asset classes, including stocks, bonds, money market instruments, or alternative investments, aiming to reduce overall risk exposure.

Money Market Funds

Money market funds invest in short-term, low-risk debt securities such as Treasury bills, certificates of deposit, and commercial paper. These funds aim to provide liquidity and stable returns with minimal risk to the principal.

Specialty Funds

Specialty funds focus on sectors or industries such as technology, healthcare, energy, and real estate. These funds concentrate their investments in companies within a particular sector, allowing investors to gain exposure to a specific market segment.

International/Global Funds

International funds invest in securities outside the investor's home country, targeting specific regions or countries. Global funds have a broader mandate and can invest in securities worldwide. These funds provide opportunities for international diversification but come with additional risks associated with foreign markets.

Additionally, there are socially responsible funds, Target-Date Funds that cater to specific investment objectives or criteria, and ETFs or Exchange-Trade Funds, which we will discuss further in our September 2023 Newsletter.

DANTE AZARMI
Head of Business Development

Mutual Fund Returns and Performance

Investors earn returns from mutual funds through income generated from dividends, interest, and capital gains. The total return of a mutual fund reflects the change in value, including interest, dividends, capital gains, and market value over a specific period. Returns are typically calculated for different timeframes, such as one, five, and ten years, as well as since the fund's inception.

Mutual Fund Fees and Share Classes

Mutual funds have annual operating fees, known as the expense ratio, including management and administrative costs. Shareholder fees include sales charges, commissions, and redemption fees investors pay when buying or selling funds. Front-end load fees are assessed when purchasing shares, while back-end load fees are charged when selling shares. No-load mutual funds do not have sales charges or commissions. Different share classes, such as A, B, and C shares, offer various fee structures to accommodate investor preferences.

Mutual funds offer individual investors access to professionally managed portfolios and the benefits of diversification across various securities. They provide opportunities for income generation, capital appreciation, and exposure to different asset classes. However, investors should consider the fund's investment objectives, fees, and share classes when making investment decisions. By understanding the fundamentals of mutual funds, investors can make informed choices aligned with their financial goals and risk tolerance.

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TURKEY



BERRAK OZOLTU Country Head of Turkey

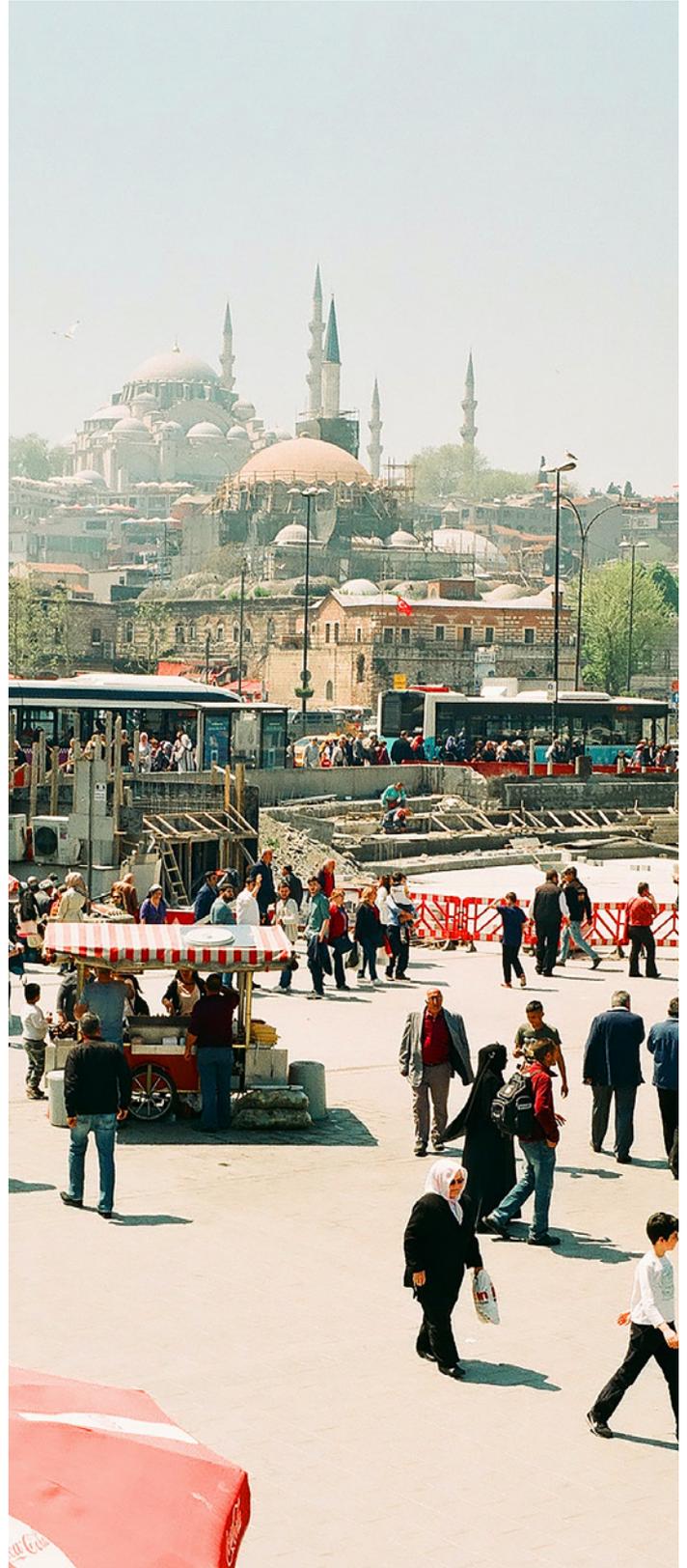
The real estate and construction sector is growing daily in Turkey and continued its growth rate this month. June was an intense period in the Turkish real estate market. Both residential and commercial real estate sales showed positive movement overall. The solid domestic demand and the continued interest of foreign investors supported housing demand.

In June, Turkey stood out as an attractive real estate investment destination for foreign investors. Foreign investors showed interest in the real estate market due to Turkey's economic potential, various real estate options and solid return expectations. Luxury residences, holiday homes in tourist areas and commercial real estate were among the real estate types that foreigners showed the most interest in June. The demand for investing in real estate by foreigners, especially in the coastline and big cities, showed a significant increase.

Real estate purchase rates by foreigners increased steadily in June. Among the reasons for this increase are the advantages provided by Turkey for real estate investments, the facilitated property acquisition process and economic stability. Real estate purchases by foreigners made a significant contribution to the growth of the Turkish real estate market.

Housing sales to foreigners increased by 81.8% in June compared to the same month of the previous year. In June, the share of house sales to foreigners in total house sales was 5.7%. İstanbul took the first place in house sales to foreigners. Antalya and Mersin followed İstanbul. In the first half of 2023, house sales to foreigners increased by 72.7% compared to the same period of the previous year. This month, the most residential sales were made to the citizens of the Russian Federation.

It is expected that the positive sales trends in June will continue. Turkey's economic stability, the vitality of the real estate market and the interest of foreign investors point to an increase in sales in the coming months.





YOUSAF IQBAL Country Head of Canada

Toronto

- ◆ GTA REALTORS® reported 7,481 sales through TRREB's MLS® System in June 2023 – up 16.5 % compared to June 2022. The number of listings was down by 3 % over the same period.
- ◆ The MLS® Home Price Index (HPI) composite benchmark was down by 1.9 % year-over-year in June 2023.
- ◆ The average selling price in the GTA was \$1,182,120 in June 2023 – up 3.2 % compared to \$1,145,796 in June 2022.

June 2023	Sales			Average Price		
	416	905	Total	416	905	Total
Detached	807	2,570	3,377	\$1,785,128	\$1,451,198	\$1,530,997
Semi-Detached	298	380	678	\$1,408,550	\$1,062,988	\$1,214,872
Townhouse	271	962	1,233	\$1,033,432	\$963,464	\$978,842
Condo Apt	1,437	685	2,122	\$770,423	\$674,305	\$739,395
YoY % change	416	905	Total	416	905	Total
Detached	9.2%	14.6%	13.3%	2.6%	6.6%	5.2%
Semi-Detached	21.6%	-1.6%	7.4%	4.9%	7.8%	8.0%
Townhouse	12.0%	13.4%	13.1%	0.7%	6.4%	5.0%
Condo Apt	24.1%	34.3%	27.2%	-0.2%	-2.7%	-1.1%

	2023	2022	% Chg
Sales	7,481	6,422	16.5%
New Listings	15,865	16,353	-3.0%
Active Listings	14,107	16,087	-12.3%
Average Price	\$1,182,120	\$1,145,796	3.2%
Avg. LDOM	14	15	-6.7%
Avg. PDOM	19	24	-20.8%

Vancouver

- ◆ The MLS® Home Price Index composite benchmark price for all residential properties in Metro Vancouver is currently \$1,203,000. This represents a 2.4 % decrease over June 2022 and a 1.3 % increase compared to May 2023.
- ◆ The Real Estate Board of Greater Vancouver (REBGV) reports that residential home sales in the region totalled 2,988 in June 2023, a 21.1 % increase from the 2,467 sales recorded in June 2022. This was 8.6 % below the 10-year seasonal average (3,269).
- ◆ The total number of homes currently listed for sale on the MLS® system in Metro Vancouver is 9,990, a 7.9 % decrease compared to June 2022 (10,842). This was 17.4 % below the 10-year seasonal average (12,091).

Quebec

Residential: Summary of Centris Activity

	June			Year-to-date		
	2023	2022	Variation	2023	2022	Variation
Total sales	7 406	8 061	↓ -8%	41 847	52 637	↓ -20%
Active listings	32 485	25 490	↑ 27%	31 509	22 436	↑ 40%
New listings	10 683	12 631	↓ -15%	63 595	70 512	↓ -10%
Sales volume	\$3 518 592 181	\$3 892 436 721	↓ -10%	\$19 184 050 529	\$25 060 404 693	↓ -23%



BILAL MOTI

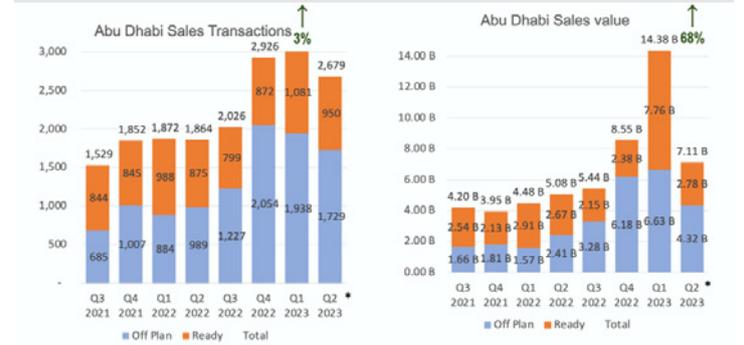
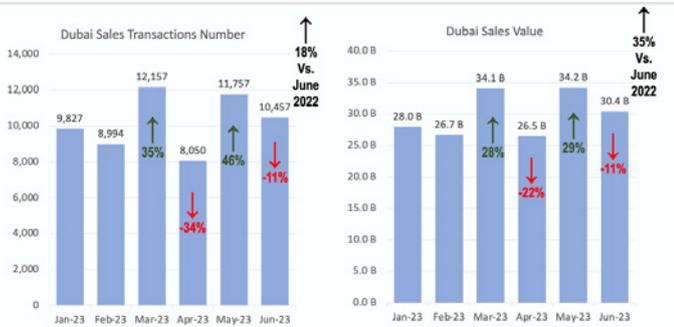
Head of Middle East and North Africa

The growth trajectory of the UAE real estate market remains to record a steady momentum during the first half of the year. We have witnessed Dubai's strongest Month of June on record in terms of both sales volume and value.

The Dubai Land Department has recorded nearly 10,500 total property transactions, a significant increase of more than 18% compared to June 2022. We have noticed a total sales value of over AED 30 billion, an increase of 35% compared to June 2022.

On the mortgage side, we have witnessed an 18% increase in transactions compared to June 2022. The value of these transactions amounted to over AED 11 billion.

Dubai Marina was the top-performing area for off-plan and ready sales, with over 1,000 transactions valued at nearly AED 4 billion, followed by Jumeirah Village Circle, Jumeirah Lake Towers, Mohammed Bin Rashid City and Dubai Hills Estate.



Dubai's property sales volume and value in June 2023 were the highest compared to the corresponding month during the last 10 years.

In Abu Dhabi, the sales volume in Q1 of 2023 has slightly increased by 3% compared to Q4 of 2022. The sales value has increased by 68% in Q1 of 2023 vs Q4 of 2022.

During May, Sharjah's real estate transactions touched 3,540 with a total AED AED 2.4 billion. Sales Price Index increased by 16.43% y-o-y, and Rental Price Index increased by 7.38% y-o-y.

The Department of Land and Real Estate Regulation in Ajman recorded 1,101 real estate transactions during June 2023 with a total value of AED 1.2 billion, while the trading volume reached AED 791 million.

In Ras Al Khaimah, the Sales Price Index increased by 23% y-o-y, and Rental Price Index increased by 5.88% y-o-y.

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



Dubai's residential property average price in June 2023 has remained the same compared to May 2023. Dubai property average price per sq. ft in June 2023 has increased by 25% compared to June last year.





NICHOLAS TAN Property Investment Strategist

Anticipated Growth in Malaysia's Property Market for the Year

Despite weaker economic growth forecasts, Deputy Finance Minister II Steven Sim is optimistic about Malaysia's property market growth this year. The government's accommodative policies, measures from the revised 2023 Budget, and initiatives in the 12th Malaysia Plan are expected to fuel this growth.

Buyers' preference for new properties with modern amenities, particularly in prime locations, remains a significant driver in Malaysia's property market. Experts urge developers to align their projects with current trends and consumer needs for continued success.

Foreign Direct Investment to Boost the Local Economy

Pursuing more foreign direct investment (FDI) remains a top priority for Malaysia. The country actively creates an environment conducive to foreign investment by implementing targeted strategies and policies.

Malaysia aims to lure quality and high-impact investments from abroad through focused and selective approaches. The country seeks to strengthen its economy and stimulate growth across various sectors.

Efforts to promote foreign investments are being intensified, strongly emphasizing encouraging long-term and sustainable commitments from international investors. Additionally, Malaysia's aspirations to become a prominent digital hub are actively supported, positioning it as an attractive destination for investment in the digital economy. The recent commitments made by Tesla and Amazon Web Services to invest in Malaysia serve as a testament to the country's political stability and institutional strengths. These major global players' decision to invest in Malaysia reflects their confidence in the nation's business environment and growth potential.

Attracting foreign direct investments can boost the real estate market by increasing demand, stimulating infrastructure development, creating jobs, facilitating technology transfer, and contributing to overall economic growth.





EMMANUEL ANDREW VENTURINA

Country Head of Philippines

Megaworld to spend P350B on township developments

Megaworld Corp. plans to spend PHP350 billion (USD6.4 billion) to develop new and current township projects in critical Luzon, Visayas, and Mindanao areas. The developer plans to launch integrated communities in Luzon, particularly in the Southern and Southwestern Tagalog regions. The townships will feature residential projects, offices, malls, and hotel components. Other projects in the pipeline include new Grade A office towers in various townships, particularly in Metro Manila, Pampanga, Bulacan, Cavite, Cebu, Iloilo, Bacolod, and Davao. Megaworld will also build new mall projects and boost its hotels' capacity for tourists and business travellers, given the growing demand for meetings, incentives, conventions and exhibitions (MICE) events.

Ayala Land to spend P10 billion more to expand Pampanga estate

Ayala Land Inc. (ALI) expects to invest PHP10 billion (USD182 million) in the next three to five years for the 300-hectare (741-acre) expansion of its mixed-use estate Alvia in Porac, Pampanga. About PHP2 billion (USD36 million) of the proposed investment will be used to develop the newly-launched A-Block commercial area further. Alvia currently houses nine residential villages in various stages of development. The estate also has an industrial area spanning 64 hectares (158 acres) with three locators currently operating: Monde Nissin Corp., Heavy Duty Packaging Corp., and Badan Building Material Corp.

Shang Properties building condominium complex 'Laya' in Pasig

Shang Properties launched its new condominium complex in Pasig called Laya. Rose Morales, senior director for group sales, said the project will primarily cater to young professionals and families. The 67-storey residential tower will offer 1,283 studio to three-bedroom units with prices ranging from below PHP10 million (USD181,800) to PHP40 million (USD727,300) per unit. Laya is scheduled for its soft launch in July 2023, with only 200 units initially offered to investors. The condominium project is located along the Christian route in Pasig City and is due to be completed in July 2028.

Rockwell to expand in Cebu, Batangas, Bulacan

Rockwell Land Corp. plans to develop 200 hectares of land in Cebu, Batangas, and Bulacan. The property firm is launching IPI Center this year, a 2.9-hectare mixed-use community in Cebu, which will feature Rockwell Workspaces; a residential condominium called Lincoln; and a retail area that will be developed through a joint venture with Cebu-based landowners, the Wong and Castillo families. Meanwhile, Rockwell will develop an 85-hectare beach property in Lian, Batangas. Rockwell expects to launch the first phase of residential lots by 2024. Rockwell will also develop a 100-hectare horizontal residential project in San Jose del Monte, Bulacan.





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.

In response to the growing demand, developers are gearing up to launch new luxury and super-luxury residential projects in 2023, focusing on single houses.

Projects in the pipeline for a launch this year are primarily single-house developments, which remain in high demand.

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.

Most are in the luxury market and above; Thai buyers purchased 89% and 11% by foreigners from 2022 to early 2023 - looking for condominiums and houses from Asia, particularly China, Hong Kong, Taiwan, Myanmar, Singapore and Japan.

The clients interested in buying villas come from Europe, Russia, the UK, France and Germany.

With a budget of over 15-30 million baht for condos, these international buyers are looking for downtown condos in businesses such as Silom, Sathon, Lumpini, Sukhumvit, Pathumwan and the riverside. A total of 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.

Furthermore, 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 are also interested in four-bedroom houses in eastern Bangkok.

Another exciting market is Myanmar buyers. From the previous year, most Myanmar buyers have been interested in luxury two-bedroom condos with a 15-30 million baht budget in the Lumpini and Sukhumvit areas. In the housing market, they prefer four-bedroom houses in the eastern and central Bangkok areas.





MANU BHAZIN
Country Head of India

Fractional Ownership: The Future of Real Estate Investment

Fractional ownership is revolutionizing the Indian real estate sector, democratizing investment opportunities, and granting retail investors access to high-value commercial properties. This model allows investors to purchase a fraction of a large-scale property, leading to greater diversification and reduced risks by spreading investments across different assets. Commercial real estate investments have a track record of delivering excellent returns, and with the digitization of the industry, tracking fractional investments has become more convenient than ever. For Non-Resident Indian (NRI) investors, fractional ownership offers a professionally-managed environment and the potential for generating rental income.

It remains an attractive investment option for retail investors seeking exposure to India's commercial real estate market. Fractional ownership enables investors to buy a portion of a large-scale property, promoting diversification in investment portfolios and mitigating risks by distributing investments among various assets. As the market grows and financing options expand, fractional ownership is set to thrive in India, providing individuals with a viable avenue to participate in this lucrative market.

Tier 2 Cities: Next Big Players in Real Estate Development

In recent years, tier-2 cities have emerged as significant contributors to the real estate sector, revolutionizing the urban development landscape in many countries. These cities, situated away from bustling metropolises, have gained prominence. Tier-2 cities provide an alternative with reduced living costs, robust infrastructure, and a more relaxed way of life, making them attractive to inhabitants and investors. Investor-friendly policies, tax breaks, and a favourable business environment have strengthened investor confidence and increased real estate activity.

As these cities continue to attract investors, they pave the way for equitable and sustainable urban development, promising a bright future for the real estate sector.





RAYMOND KHOO Vice President at OrangeTee and Tie

New home sales dipped last month due to a lack of sizable project launches. Only 31 private homes were launched in June.

According to data from the Urban Redevelopment Authority (URA), new home sales dipped by 73.2 percent from 1,039 units in May to 278 units in June. On a year-on-year basis, sales fell by 43 percent from 488 units in June 2022.

Based on the final sales figures released by URA for Q1 2023, 1,256 new private homes were sold in the first quarter of this year. Therefore, an estimated 3,463 new homes were sold in the first half of this year, 18 percent less than the 4,222 units sold in 1H 2022 and 46.4 percent less than the 6,459 units sold in 1H 2021.

Demand for new private homes shrank as only one small project launched last month, the 17-unit Lavender Residence, which sold 8 units.

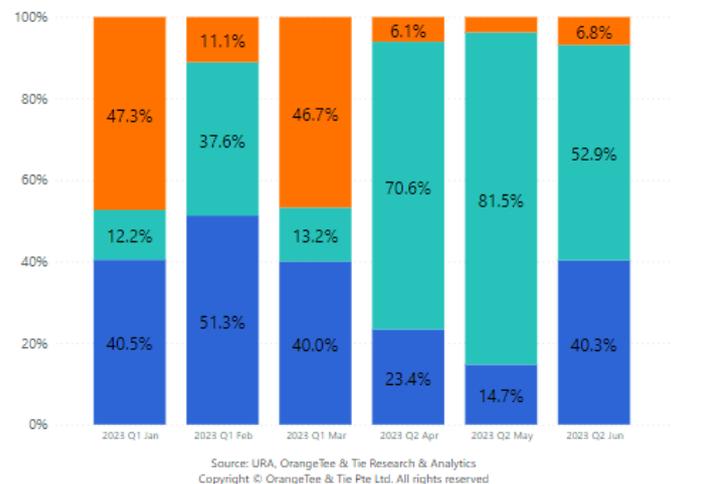
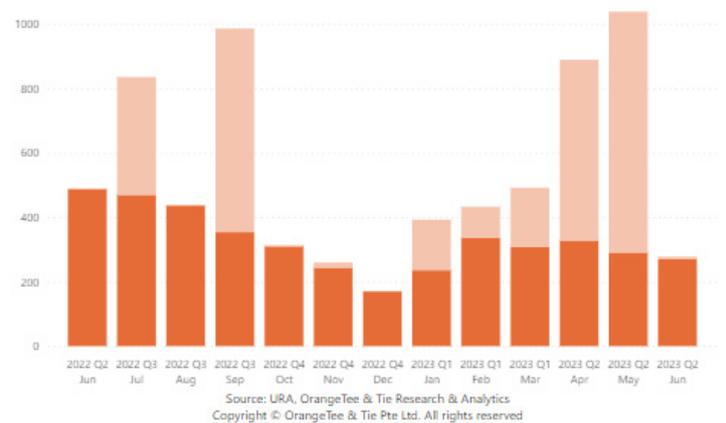
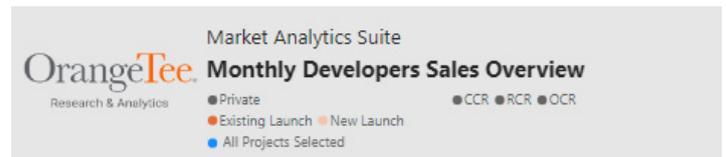
Previously launched projects continued to sell units. For instance, The Reserve Residences moved another 79 units in the previous month. The other best-selling projects, including ECs, were Leedon Green, Van Holland, The Atelier, Pullman Residences Newton, Grange 1866, Piccadilly Grand, and One Pearl Bank.

Most of last month's transactions were in the Rest of the Central Region (RCR) at 52.9 percent or 147 units. This was followed by the Core Central Region (CCR) at 40.3 percent (112 units) and the Outside of Central Region (OCR) at 6.8 percent (19 units).

At the upper end of the market, only 6 new non-landed homes were sold for at least S\$5 million last month. According to URA Realis data, the priciest transaction was a 6,179 sqft freehold condominium at Les Maisons Nassim sold for S\$32.7 million or S\$5,300 psf. Another unit followed this at the same project and transacted for S\$30.8 million or S\$5,050 psf. The other 4 non-landed homes were at projects like Klimt Cairnhill, Dalvey Haus, and Cairnhill 16.

According to URA Realis data, the number of non-landed new homes bought by foreigners (non-permanent residents) fell further to 13 units in June, from 30 units in May and 67 units in April. In proportion, the number of transactions by foreigners rose slightly to 4.8 percent last month from 3 percent in May 2023.

Singaporean purchases dipped from 86.4 percent or 857 units in May to 84.1 percent or 228 units in June. Conversely, Singapore PR purchases rose from 10.6 percent (105 units) to 11.1 percent (30 units) over the same period.





CHANDY MANN
Country Head of Cambodia

Investment in the Construction Sector for 5 Months of this Early Year is over US\$2 Billion

The Ministry of Land Management, Urban Planning and Construction has issued construction permits for 1,463 projects with an area of 5,000,000m², investing more than US\$2 2,270 million for 5 months in 2023, an increase of 138% compared to the same period of 2022. Mr. Lao Tip Seiha, Secretary of State of the Ministry of Land Management, Urban Planning and Construction, confirmed this in "Discussion on the Real Estate Market Situation in Cambodia" on June 23, 2023.



Mr. Lao Tip Seiha said this increase aligns with the Ministry of Economy and Finance's assessment that the construction sector will grow.

According to a senior official of the Ministry of Land Management, Urban Planning and Construction said that there are 2,586 buildings from 5 floors up, including 1,711 buildings in Phnom Penh, 990 buildings in Sihanoukville, 142 buildings in Banteay Meanchey, 43 buildings in the other provinces, and the tallest building is from 40 floors up to 52 floors. Borey residence and Borey residence

collection contain 574 projects, but the subprojects of residences contain apartments. 40,000 apartments have been under construction for the five months of this year.



Mr. Lao Tip Seiha pointed out that according to the estimates in Cambodia, the needs of houses are about 800,000 houses per year, with an average of 50,000 houses per year in Phnom Penh.

Dr. Ky Sereyvath, an economist at the Royal Academy of Cambodia, sees the demand of high increasing because of many factors, such as high profitability, which makes people invest in this sector. He added that having the odds of buying a house and easy to sell out and get more profits and buying a house without risk, not using your own money to buy with a bank loan; it means that if you sell for your profit but if your loss is handed over to the bank because your title is at the bank.



In particular, regarding the tourism sector in Cambodia, H.E. Thong Khon, Minister of Tourism, confirmed that in 5 months of early 2023, about 2.16 million foreign tourists came to visit Cambodia. He also expressed his expectation that in 2023, Cambodia will also receive foreign tourists about 4.5 million persons and local tourists about 16 million persons.



His speech was made at the Closing Ceremony of the Tourism Conference to Review the Plan for the Rehabilitation and Promotion of Tourism in Cambodia during and after the Covid-19 Crisis, the second Semester of 2022, and the First Semester of 2023, and continuously set the Directions of the Tourism Rehabilitation Plan in 2023-2024 on June 21, 2023, at Sokha Phnom Penh Residence, Phnom Penh, Cambodia.



GONÇALO PEREIRA
Country Head of Portugal

Portuguese Real Estate Market Mid-Year Recap

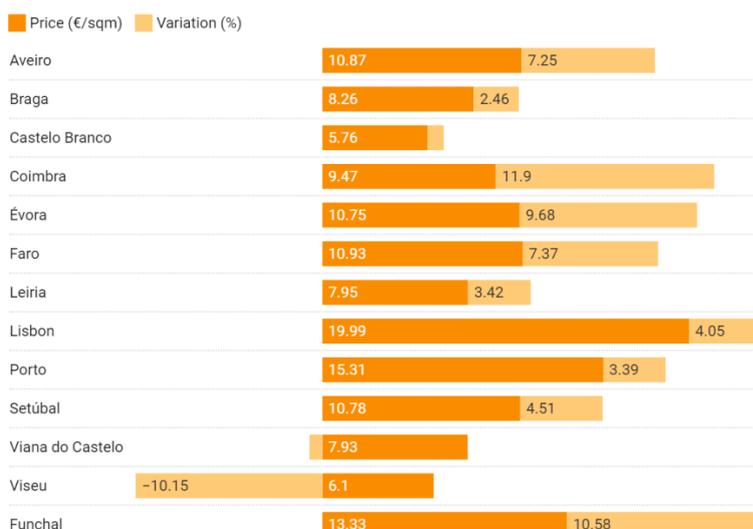
- Contrary to initial predictions of a potential market crash, the Portuguese real estate market has displayed remarkable resilience, disproving worries about a bursting bubble.
- The Portuguese government's termination of the golden visa program has caused uncertainty and instability in the real estate market and the national economy, leading to individuals rushing to take advantage of the program before it ends. At the same time, more prominent investors have withdrawn from the market in anticipation of a more favourable investment landscape expected around mid-2024.
- Obtaining credit and loans in the residential market has become more challenging due to stricter criteria and higher interest rates caused by the Euribor rate.
- The recent surge in interest rates has worsened the ongoing housing crisis, particularly affecting the mid-end tier of the market with potential repossessions.
- Applications for Portuguese nationality have surged to the highest level in the past four years, indicating the increasing global appeal of Portugal as a sought-after destination for individuals seeking a new home and the advantages of getting Portuguese citizenship.
- According to a report by Henley & Partners, Portugal will remain among the top 10 countries that attract the most wealthy immigrants, with 65.2 thousand high-net-worth individuals currently residing there.

House rents rise by 6.1% in the 2nd quarter of the year.

The cost of housing loans is rising, along with high inflation, which is reducing purchasing power and increasing housing prices. Consequently, more families are seeking refuge in the rental market. Unfortunately, there is a shortage of available rental housing, and to tackle this issue and promote affordable housing, the government is currently discussing the More Housing ("Mais Habitação") program.

During the second quarter of 2023, house rents in Portugal rose by 6.1% compared to the previous quarter, with an average cost of 14.5 euros per square meter. Coimbra experienced the highest increase in rental prices, followed by Madeira Island, Évora, and Faro. Lisbon remains the most expensive city to rent a house, with Porto and Funchal closely behind. On the other hand, rental prices decreased in Viseu and Viana do Castelo. Castelo Branco, Viseu, Leiria, and Viana do Castelo are the most affordable cities for renting a house.

**Price of Houses for Rent by District Capital
Median price | Variation between the 2nd quarter of 2023 and the previous quarter**





IRHAMY AHMAD
 Founder and Managing Director of
 Irhamy Valuers International



IRHAMY
 VALUERS INTERNATIONAL

ELECTRICITY: THE BACKBONE OF THE ECONOMY – MALAYSIA AMONG THE WORLD’S BEST

"Electricity is the nervous system of civilization." - Thomas Edison. Malaysia has significantly reformed its electricity industry over the years, making it easier for businesses to access reliable and sustainable electricity. These reforms have been recognized by The World Bank, which ranked Malaysia 4th globally for ease of getting electricity in the World Bank's Doing Business 2023 report. The report evaluated the regulatory environment for businesses in 190 economies. Malaysia scored 99.3 out of 100 on the getting electricity indicator, with an average of 8.5 procedures and 17.5 days required to obtain a permanent electricity connection for a newly constructed warehouse.

Malaysia's ranking in the getting electricity indicator reflects the government's efforts to improve the business climate in the country.

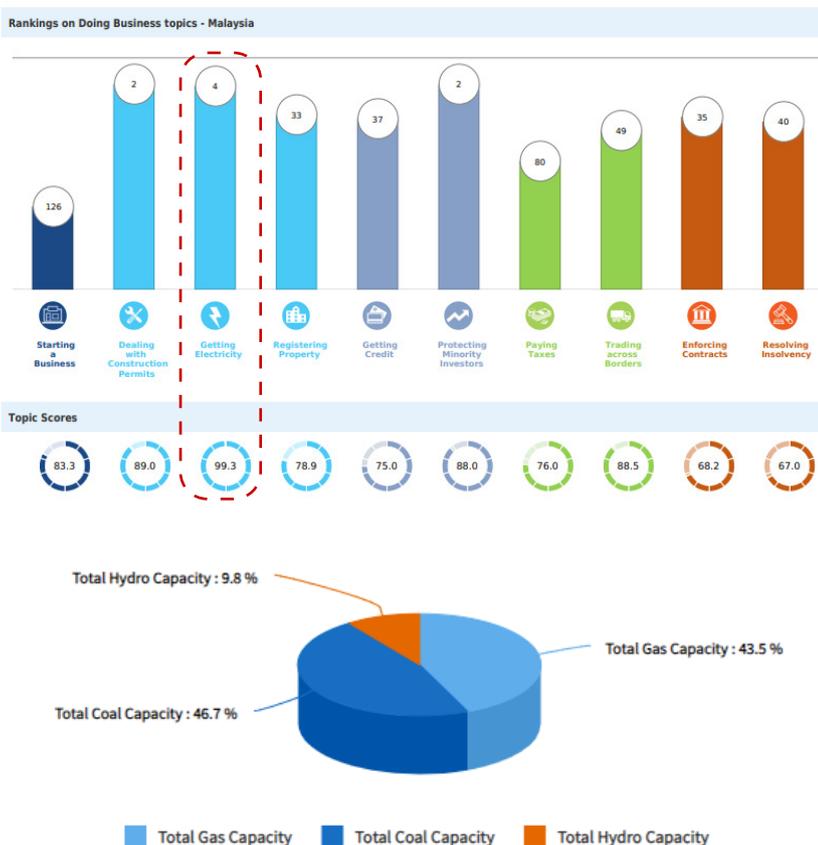
In recent years, the government has streamlined the process of connecting to the electrical grid and reduced the number of required permits.

These reforms have made it easier and faster for businesses to get the electricity they need, which is essential for economic growth.

As of 2023, there are 54 operational power plants in Malaysia. These power plants have a combined installed capacity of 25,861.09 megawatts (MW).

Most of these power plants, 46.7% and 43.5%, respectively, are thermal and combined-cycle gas turbine (CCGT) power plants that use fossil fuels like coal, natural gas and fuel oil to generate electricity.

The remaining 9.8% are hydroelectric power plants that use water to generate electricity.



Top Power Plants in Malaysia by Installed Capacity for Each of The Major Types

Power Plant	State	Type	Installed Capacity (MW)
Janamanjung Power Station	Perak	Coal-fired	4,100
Bakun Hydroelectric Power Station	Sarawak	Hydro	2,400
Edra Melaka Power Plant	Melaka	CCGT	2,242
SEV Segari Power Plant	Perak	Gas-fired	1,300
Kapar Power Station	Selangor	Natural gas-fired	1,200



IRHAMY AHMAD
 Founder and Managing Director of
 Irhamy Valuers International

Currently, several new powerplants in Malaysia are under construction or in the planning stages,

Kapar Combined Cycle Power Plant

This power plant, located in Kapar, Selangor, is being developed by Tenaga Nasional Berhad (TNB) and Widad Business Group with a capacity of 2,100 MW and is expected to be completed by 2031.

Pulau Indah Power Plant

With a capacity of 1,200 MW, this power plant is being developed by Pulau Indah Power Plant and is also located in Selangor. It is expected to be completed by 2024.

Bintulu II Combined Cycle Power Plant

Sarawak Energy Berhad (SEB) is developing this power plant in Bintulu, Sarawak. It is expected to be completed by 2024 with a capacity of 842 MW.

Petronas Gebeng Cogeneration Plant

Petronas Gas is developing the 143MW Petronas Gebeng Cogeneration Plant, which is in the partially active stage. Petronas Gas is the owner of the project.

These new power plants are being developed to meet the growing demand for electricity in Malaysia, and the country's electricity demand is expected to increase by 6% per year over the next decade. The Malaysian government is dedicated to improving the country's business environment. With the help of the Malaysian Investment Development Authority (MIDA) in promoting and facilitating investments in industrial estates in Malaysia, they help contribute to economic growth and development.

In a world where businesses are increasingly mobile, Malaysia's reforms make it a more attractive destination for investment. With its low cost of electricity and streamlined process for obtaining connections, Malaysia is well-positioned to attract new businesses, both domestic and foreign. These power plants have been the backbone to support industrial estate development, which is the mainstay of the Malaysian economy, and they create and retain value in the long run.

Major Industrial Estates in Malaysia	Industries	Major Companies
Kulim Hi-Tech Park, Kedah	High-tech manufacturing, research and development	Intel, IBM, Canon, Samsung, Infineon
Batu Kawan Industrial Park, Penang	Manufacturing, electronics, automotive	Samsung, LG, Panasonic, Osram, Bridgestone
Bayan Lepas, Penang Island	Electronics, manufacturing, aerospace	Intel, Dell, Western Digital, Agilent Technologies, Amkor Technology
Prai, Seberang Perai, Penang	Electronics, manufacturing, chemicals	Samsung, LG, Panasonic, Osram, Bridgestone, Motorola, Siemens, Continental, Denso
Selangor Halal Hub, Pulau Indah	Halal food and beverage, pharmaceuticals, cosmetics	Nestle, Coca-Cola, Unilever, Procter & Gamble
Senawang Industrial Park	Manufacturing, electronics, automotive	Motorola, Siemens, Continental, Denso
Pasir Gudang Industrial Park	Manufacturing, chemicals, oil and gas	Petronas, Shell, Exxon Mobil, Chevron

DAVE PLATTER
Global PR Director

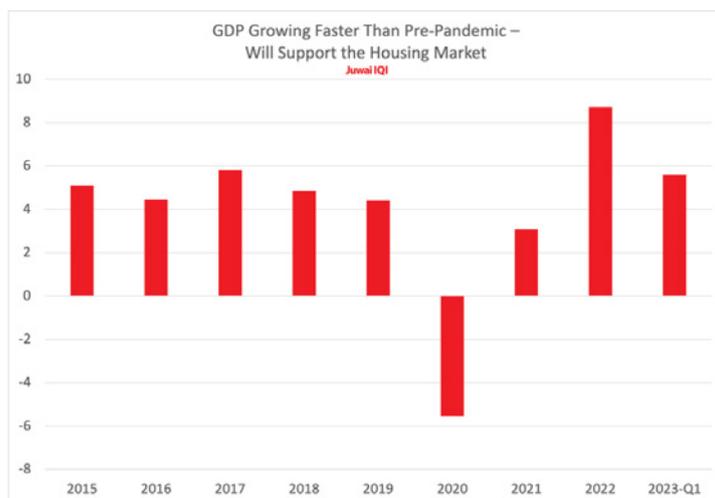
Growth and household finances to support the residential market in the second half of 2023: Juwai IQI Outlook

Juwai IQI has given the media the company's second-half 2023 residential market outlook for Malaysia. In comments, Co-Founder and Group CEO Kashif Ansari said the company believed that stable economic growth, falling inflation and strong household finances would buoy the residential market.

"We forecast home price growth of 1.5% and 4% during the second half of the year compared to a year earlier," Mr Ansari said.

"We expect the residential property market to further improve this year because of a range of supportive conditions and despite moderately lower economic growth.

"National transaction volume climbed by 30% in 2022, and total transaction value rose by 24% compared to the prior year.

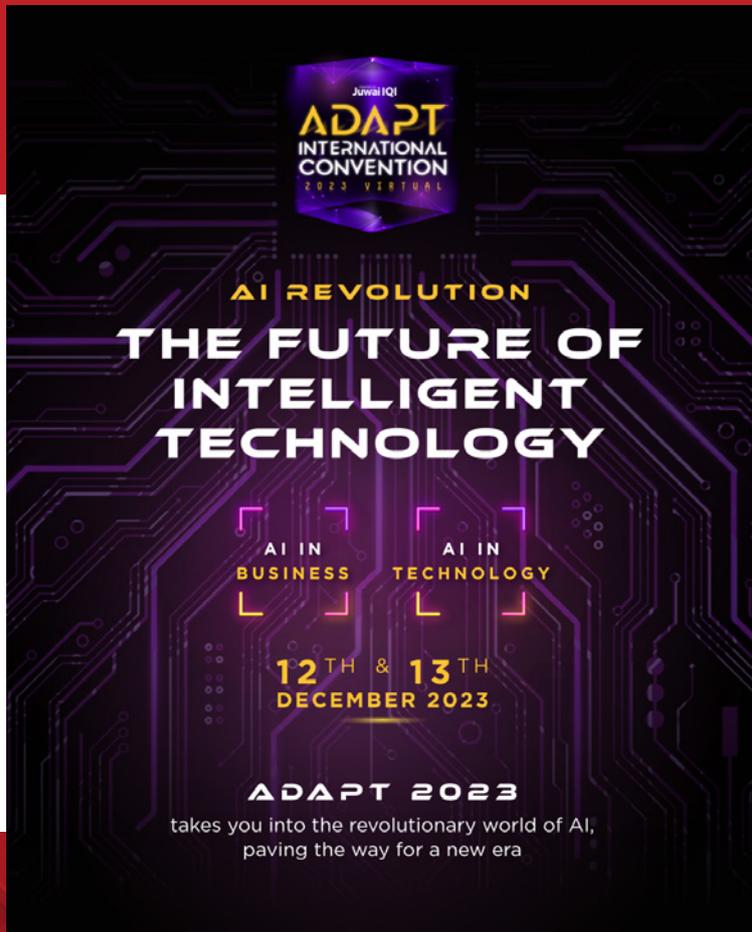


"There are strong indicators that the industry is confident about the market. Housing starts jumped 31% in March compared to the prior month, demonstrating that the industry is optimistic enough to invest in new homes.

"Total real estate market activity was significantly higher in the first quarter. In March, the aggregate value of real estate transactions surged 40% compared to February, reaching RM18.2 billion. That is the highest it has been in 12 months.

"Transaction volume also climbed to 33,233 in March, the highest since September and the fourth highest level of the last 12 months.

IQI Moments



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