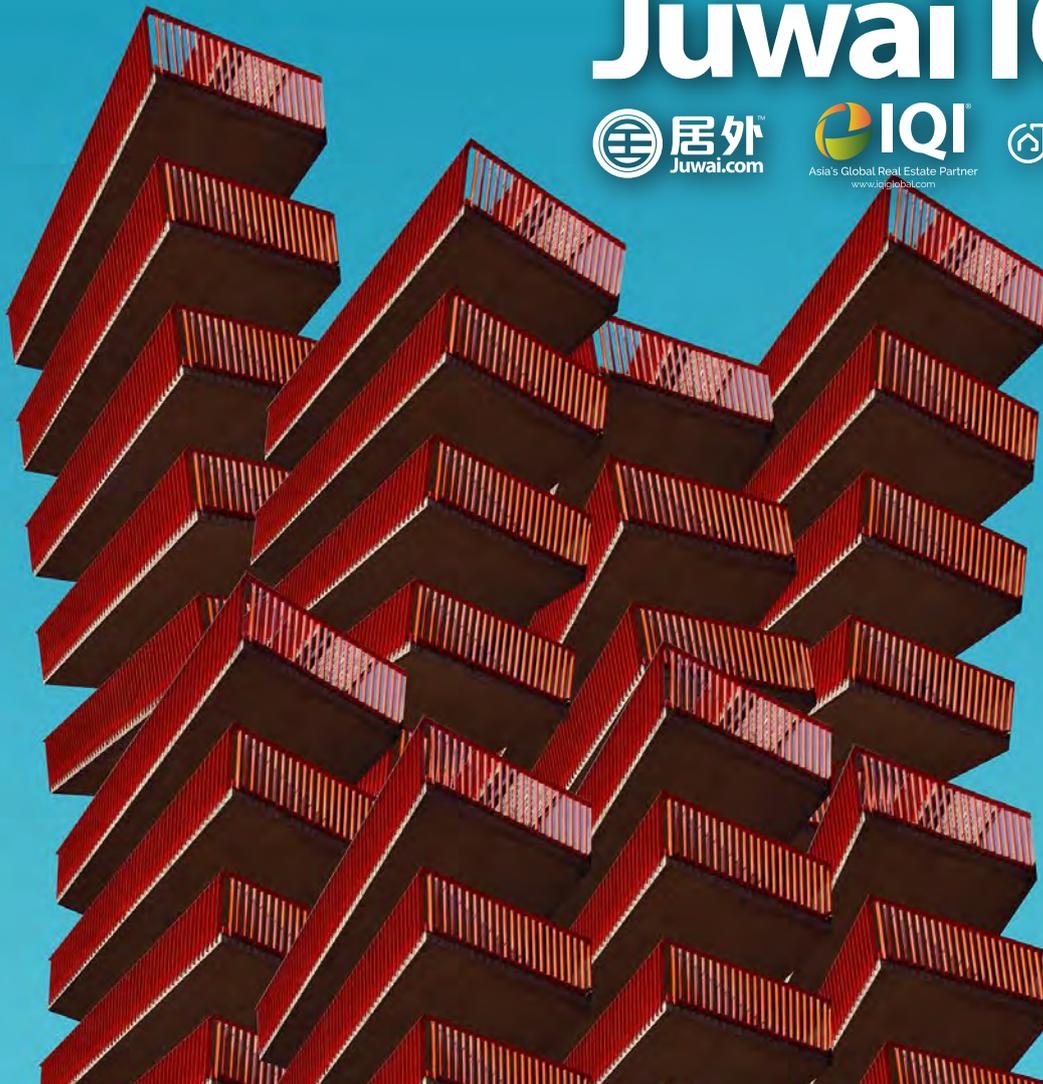


# MONTHLY Newsletter

www.iqiglobal.com

SEPT  
2023

## Juwai IQI



### HIGHLIGHTS

#### MALAYSIA

Malaysia's economy saw robust housing activity, with a 53% rise in new unit launches and a 121.60% surge in sales.

#### SINGAPORE

The number of new home sales rebounded by a whopping 407.9 per cent, from 278 units in June to 1,412 units in July 2023.

#### INDIA

Tesla has marked a significant step in its Indian journey by securing its inaugural office space.

#### PORTUGAL

The investment fund route, which saw remarkable growth in recent years, is poised to retain its appeal.

#### PHILIPPINES

In 6 months, more homes were leased due to demand from overseas workers of outsourcing firms, consular offices, and lending firms.



**LILY CHONG**  
Country Head of Australia

The Reserve Bank of Australia has maintained its interest rates at 4.1 per cent for the second month after raising them consecutively since May last year. The decision comes in light of the economy experiencing the cumulative impact of previous rate increases, particularly affecting households.

"In order to achieve the target inflation rate within a reasonable timeframe, there may be a need for additional monetary policy measures. However, the decision will be contingent on the available data and the ongoing evaluation of potential risks," remarked Philip Lowe, the RBA governor, in the accompanying statement.

In July, CoreLogic's national Home Value Index (HVI) increased by 0.7%, marking the fifth month of housing value recovery. Since hitting a low point in February, the national HVI has risen by 4.1%, bouncing back from a 9.1% decline after reaching record highs in April 2022.

At the national level, home values are still 5.3% below the peak observed in April 2022, with only Perth, Adelaide, and Regional South Australia experiencing a new cyclical high in dwelling values during July. Despite witnessing a widespread rise in housing values, the pace of growth has slowed over the last two months, decreasing from 1.2% in May.

Perth witnessed a new record high in its median house price, reaching \$560,000 in July. This marked a 0.9 per cent increase from June and a substantial 4.7 per cent rise compared to last year. The previous peak was set in 2014 at \$545,000.

According to REIWA CEO Cath Hart, the median house price has steadily risen yearly. While moderate price increases are preferable for the market, the current growth rate still allows for capital growth over time and maintains housing affordability.

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

Index results as at 31 July, 2023	Change in dwelling values				
	Month	Quarter	Annual	Total return	Median value
Sydney	0.9%	4.5%	-2.1%	0.9%	\$1,082,129
Melbourne	0.3%	2.0%	-4.0%	-0.8%	\$766,912
Brisbane	1.4%	4.2%	-6.2%	-1.9%	\$735,394
Adelaide	1.4%	3.2%	1.0%	4.7%	\$671,755
Perth	1.0%	3.2%	3.4%	8.3%	\$598,074
Hobart	0.0%	0.1%	-11.4%	-7.4%	\$655,984
Darwin	0.3%	1.2%	-1.2%	4.4%	\$488,363
Canberra	-0.1%	0.7%	-7.9%	-4.1%	\$839,507
Combined capitals	0.8%	3.5%	-2.7%	0.9%	\$797,815
Combined regional	0.2%	1.2%	-5.6%	-1.3%	\$587,891
National	0.7%	2.9%	-3.4%	0.4%	\$728,831





## NIKOS PRATIKAKIS Country Head of Greece

Foreign and Greek investors alike believe that Greek assets have a 'way to go', with a critical catalyst being the upgrade of the economy to investment-grade status by the end of the year. Real estate is not the sole asset category that enjoys a long-term uptrend. Greek stocks and bonds offer the best year-to-date returns in Europe.

In the years to come, foreign demand will continue to be the main driver of the residential property market. In contrast, the revival of the domestic market will be determined by Greece's ability to achieve sustainable growth that will create jobs and increase incomes. In Greece, the evolution of the residential real estate market is tightly linked with the demand for tourism-related investments.

### Greece's National Recovery and Resilience Plan



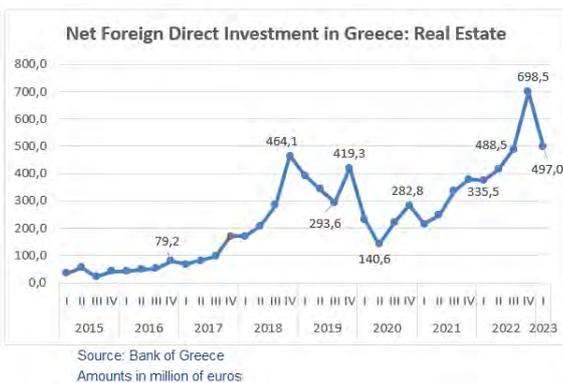
Greece submitted the third payment request for €1.72 billion in grants under the Recovery and Resilience Facility. Adding this request, which amounts to 1.72 billion euros, the total resources flowing from RRF sum up to 12.8 billion euros.

It must be noted that Greece is among the first three EU-27 member states to submit the third payment request from the RRF, along with Italy and Spain. At the same time, four states have submitted two payment requests, eleven that have only submitted the first request and nine that have not yet submitted a payment request.

Greece's National Recovery and Resilience Plan (NRRP), aiming to deploy funds amounting to 30.5 billion euros in grants and loans, include urban regeneration investment projects and renovation plans for upgrading the energy efficiency of residential buildings. This will help renovate the older housing stock and could create new prospects for the Greek residential market. These factors collectively are set to drive the housing market forward in 2023 and the years to come. Greece's non-residential construction and civil engineering is set to be driven forward by various projects lined up under the Government's thirteen billion euro master plan in 2023-2026, including the completion of the country's highspeed motorway network and railway modernization and urban transit systems.

Moreover, the market believes that the ongoing recovery of the tourism sector will lead to further growth in housing prices and rental demand. Following the policy and investment initiatives, the construction sector's infrastructure and housing market is expected to grow. This will support its short-term and gradual recovery. Overall, the current favourable environment and the Government's measures to revive the economy and planned infrastructure projects point to a positive outlook for the Greek real estate sector, making it more promising for investment in the coming years.

**Chart 1:**  
**Real estate: Net Foreign Direct Investment in Greece**



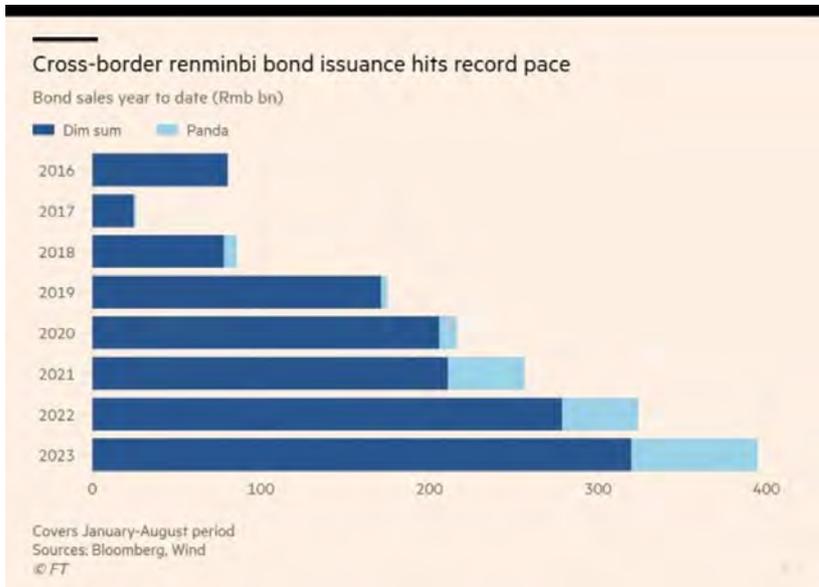
The summer season in Greece is peaking, and favourable domestic conditions continue to support the real estate market. The surge to pre-pandemic conditions, and even higher, is gaining traction, as revealed by the recent final data of the Central Bank of Greece (BoG).

According to the central bank, foreign direct investment in the Greek real estate market amounted to 497 million euros in the first quarter of 2023, an increase of 31% year-on-year and 28% lower quarter-on-quarter, while the last quarter of the year depicts higher positive seasonality.

In the last quarter of 2023, there's a 210 million euros gap (43%) from the highest recorded in Q3 2023 (488.5 million euros), which was itself higher than the previous peak in Q4 2018 (464.1 million euros). The revamped Golden Visa program significantly boosted foreign direct investment in Greece's real estate sector. In 2022, real estate foreign investment reached almost two billion euros, a huge 68% increase from 2021 (1.17 billion euros) and a substantial rise from the pandemic year 2020 (875 million euros). This year, surpassing 2022 might be tough, but the aim is to exceed 2019's 1.45 billion euros.



**SHAN SAEED**  
Chief Economist



## Yuan Cross Border Debt Boom Rises --- Yuan becomes Currency for the Cross Emerging Markets.

Issuance of 'panda' and 'dim sum' debt hits record pace as economic slowdown depresses borrowing costs. Sales of cross-border debt denominated in #renminbi have boomed this year, as relatively low yields in China's bond market boost Beijing's drive to increase the international footprint of its currency.

Sales of renminbi-denominated "panda" #bonds by foreign issuers in #China have risen to Rmb75bn (\$10.4bn) in 2023 — already surpassing the full-year record set in 2021. Issuance of renminbi-denominated "dim sum" bonds in Hong Kong is also at a new high over the same period, having topped Rmb320bn, according to data from Bloomberg and Chinese data provider Wind.

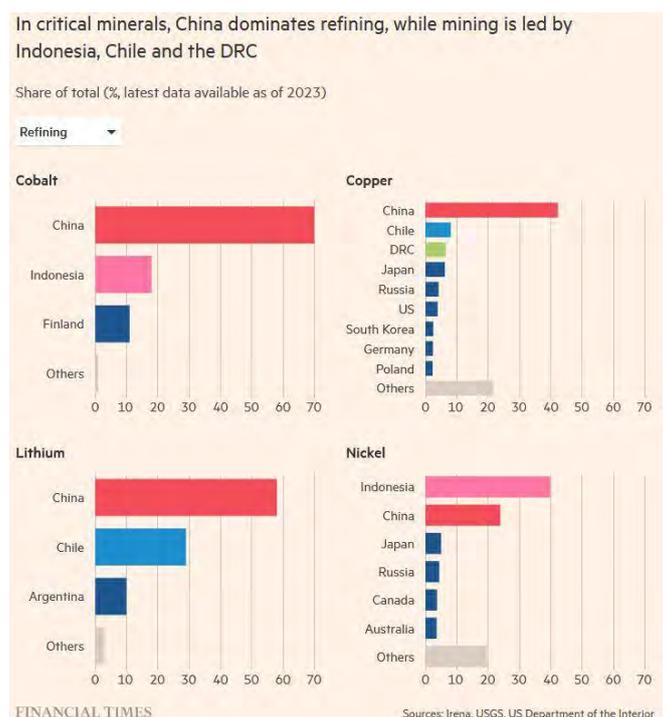
That takes the value of cross-border renminbi issuance to nearly Rmb400bn, up more than a fifth from last August and potentially on track to top record full-year sales of Rmb466bn from 2022.

## Expect Shocks Hitting the Global Financial Markets in the Next 6-12 Months. Risk to the Global Economy.

The global economy navigates through tumultuous times and tries to manage itself; we expect potential risk/shocks expected in the global economy in the next 6-12 months.

There are:

1. Inflation Shock
2. Bond Market Shock
3. Food Inflation Shock
4. Geopolitical Shock
5. Cyber Attack Shock
6. Equities Market Shock
7. Deep Recession





**VIETNAM**

**DUSTIN TRUNG NGUYEN**  
Country Head of Vietnam

Experts have said that continuous interest rate cuts and support policies are gradually proving effective, helping ease difficulties facing the real estate market.

Since the start of 2023, the State Bank of Vietnam has continuously reduced policy interest rates by 0.5-2 percentage points per year. It has also ordered credit institutions to minimize expenses to lower lending interest rates to aid businesses, people, and economic recovery.

The Government, ministries, and sectors have also issued various other support policies to remove economic bottlenecks.

Experts opined that these factors have been providing a boost for the real estate market to recover faster, more safely, and more sustainably, indicating that support policies are gradually proving useful.

The market has been gradually bouncing back since May, with the second quarter recording better results than in the first quarter. Industrial parks now have an occupancy rate of 76%, he noted.

Investors said prices of real estate stocks had increased 18% and construction tickers 39%. Procedural and legal obstacles facing many real estate projects have also been tackled.

Interest rates have returned to the levels in the first half of 2022.



### Exchange Trade Funds | ETFs

The ongoing debate between investing in exchange-traded funds (ETFs) and mutual funds has garnered the attention of investors worldwide. Both options have their proponents and critics, resulting in substantial investments in both vehicles. While each has its advantages and disadvantages, we aim to explore the construction of ETFs and discuss the common types.

#### ETF Construction

ETFs are bought and sold like stocks, offering ease of ownership that appeals to professionals and amateurs alike. Investors can avoid the risks of buying individual stocks by trading entire asset classes, market sectors, indexes, or even countries. However, it is crucial to understand the construction of ETFs to comprehend the risks involved. ETFs hold borrowed stock shares in a trust, mimicking a specific index. Creation units, representing bundles of borrowed shares, are then formed. ETF shares, representing a portion of the creation units, are sold to the public. Liquidity risk is the most significant concern with ETFs, as heavy short-selling and insufficient cash reserves can pose potential problems. Selecting ETFs with high liquidity helps mitigate this risk.

#### Equity Funds

Most ETFs track equity indexes or sectors. Some mimic an index entirely, while others use representative sampling, which may lead to tracking errors. Investors should monitor tracking errors, as those exceeding 2% are actively managed. ETFs offer diversification opportunities across various sectors, market sizes, and investment styles. Determining equity allocation and selecting ETFs accordingly is crucial.

#### Fixed-Income Funds

Financial professionals recommend investing a portion of portfolios in fixed-income securities like bonds and bond ETFs. Bonds reduce portfolio volatility and provide additional income. Total bond-market ETFs, which invest in the entire U.S. bond market, are suitable for investors uncertain about bond types.

#### Commodity Funds

Commodities historically display little price correlation with equities. Strategic asset allocation is essential, and ETFs enable diversification within the commodities asset class. Investors can choose ETFs that track specific commodities or commodity stock ETFs investing in shares of commodity producers.

#### Currency Funds

As currencies become volatile, investors seek options to hedge against a depreciating U.S. dollar. Foreign stock ETFs fail to diversify asset class due to correlation with U.S. stocks. Investing in foreign currency ETFs can insulate portfolios from a depreciating dollar.

#### Real Estate Funds

Real estate investment trust (REIT) ETFs appeal to income investors seeking yield. REITs distribute 90% of taxable income to shareholders, making them attractive despite higher volatility than bonds.

#### Speciality Funds

Inverse and leveraged ETFs cater to specific investment strategies. Inverse funds profit when a specific index performs poorly, while leveraged funds seek to double or triple index returns through leverage. These funds are highly volatile and unreliable as long-term investments.

**DANTE AZARMI**  
Head of Business Development

The People's  
Financial Guide

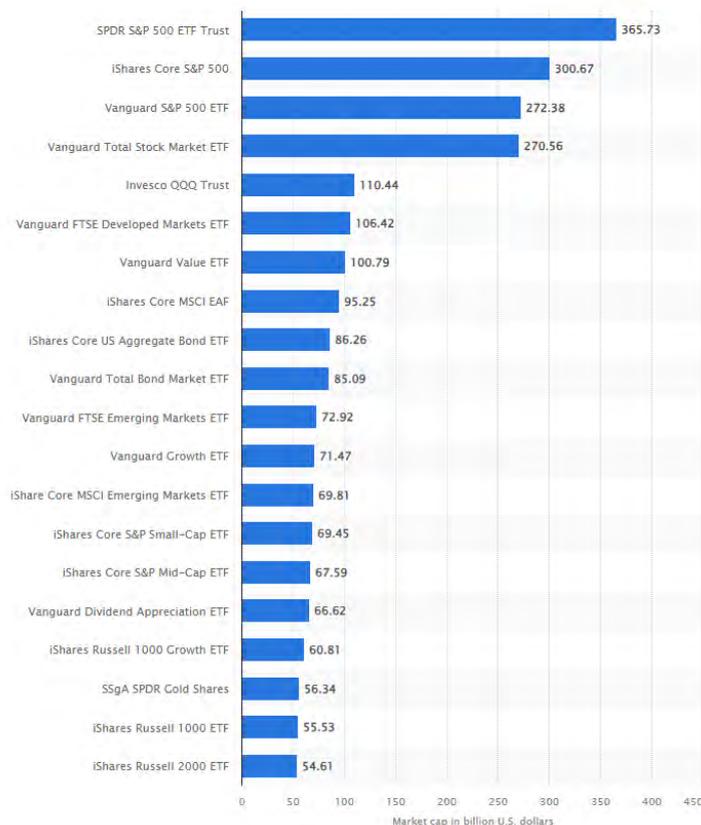
## ETFs vs. Mutual Funds

ETFs were initially developed to provide tax efficiency and liquidity compared to mutual funds. While ETFs are typically passive, actively managed ETFs have emerged, aiming to outperform indexes but with higher management fees. Considering the costs of owning an investment, carefully considering the pros and cons is crucial. ETFs and mutual funds exhibit tracking errors, but the choice ultimately depends on individual circumstances and preferences.

### Market capitalization of largest exchange traded funds (ETFs) worldwide as of January 2023

Since the introduction of ETFs in 1993, they have gained immense popularity among investors worldwide. While they may not suit every investor, ETFs offer an effective means of diversifying portfolios. Understanding the construction and risks associated with ETFs is vital for investors. The choice between ETFs and mutual funds depends on investment strategy, active or passive management preference, and individual circumstances. With thorough consideration, investors can harness the potential of ETFs to enhance their portfolios and achieve their investment goals.

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# TURKEY



**BERRAK OZOLTU**  
Country Head of Turkey



## Developing Tourism in Turkey and Its Influence on Real Estate Sales

Tourism is an important sector that contributes to the economy's growth worldwide. Countries strengthen international relations by generating income and promoting cultural exchange through tourism. At the same time, real estate investments are becoming magnificently important among foreigners.

July coincides with the peak of the tourism season in many countries, and the activity in the tourism sector in this month is generally reflected in the country's economy. Tourist attractions like Turkey welcome foreign visitors at this time of year. When the data for July 2023 is analyzed, it is seen that there is a significant increase in the number of foreign visitors in Turkey. This tourism sector revival has given the country's economy positive momentum.



In the same period, foreign house sales also showed a remarkable increase. Turkey's natural landscapes, cultural background and economic opportunities continue to attract foreign real estate investors. Tourism centres such as İstanbul, Antalya and Muğla also welcome and fascinate tourists with their beauty in July. As a result of this admiration and investment opportunities, the increase in foreign house sales in July shows that the real estate sector in the country is multiplying.

The pearl of the Mediterranean, Antalya, took first place with a share of 36% among the real estate sales by foreigners, followed by the most beautiful city of the two continents, İstanbul, with a share of 30%. This shows that investors aim to make long-term profits and that Turkey is seen as a growing investment market in the future.

In conclusion, the July data again emphasizes the importance of foreign real estate sales and the tourism sector for the Turkish economy. While the revival in tourism increases the income flow to the country's economy, foreign housing sales also accelerate the real estate sector. These data show that the country has strengthened its position as a competitive tourism and investment destination in the global arena. Tourism and real estate investments are essential for future sustainable growth.





## YOUSAF IQBAL Country Head of Canada

### Toronto

- ◆ GTA REALTORS® reported 5,250 sales through TRREB's MLS® System in July 2023, representing a 7.8 per cent increase compared to July 2022. Over the same period, new listings were also up, but by a greater annual rate of 11.5 per cent.
- ◆ The MLS® Home Price Index Composite benchmark was up 1.3 per cent year-over-year.
- ◆ The average selling price in the GTA was \$1,118,374 in July 2023 – up 4.2 % compared to \$1,073,213 in July 2022.

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

July 2023	Sales			Average Price		
	416	905	Total	416	905	Total
Detached	518	1,860	2,378	\$1,641,045	\$1,367,718	\$1,427,257
Semi-Detached	168	277	445	\$1,257,086	\$1,007,742	\$1,101,876
Townhouse	176	698	874	\$1,019,333	\$940,113	\$956,066
Condo Apt	1,013	492	1,505	\$753,520	\$697,393	\$735,171
<b>YoY % change</b>	<b>416</b>	<b>905</b>	<b>Total</b>	<b>416</b>	<b>905</b>	<b>Total</b>
Detached	9.1%	9.2%	9.1%	8.1%	3.8%	4.8%
Semi-Detached	-4.0%	-5.5%	-4.9%	0.4%	4.5%	2.8%
Townhouse	-12.0%	13.9%	7.5%	5.8%	6.3%	5.8%
Condo Apt	5.9%	23.6%	11.1%	1.2%	5.7%	2.1%

**Year-Over-Year Summary**

	2023	2022	% Chg
Sales	5,250	4,870	7.8%
New Listings	13,712	12,294	11.5%
Active Listings	15,371	15,329	0.3%
Average Price	\$1,118,374	\$1,073,213	4.2%
Avg. LDOM	17	19	-10.5%
Avg. PDOM	24	29	-17.2%

### Vancouver

- ◆ The MLS® Home Price Index composite benchmark price for all residential properties in Metro Vancouver is currently \$1,210,700. This represents a 0.5 per cent increase over July 2022 and a 0.6 per cent increase compared to June 2023.
- ◆ The Real Estate Board of Greater Vancouver (REBGV) reports that residential home sales in the region totalled 2,455 in July 2023, a 28.9 per cent increase from the 1,904 sales recorded in July 2022. This was 15.6 per cent below the 10-year seasonal average (2,909).
- ◆ The total number of homes currently listed for sale on the MLS® system in Metro Vancouver is 10,301, a four per cent decrease compared to July 2022 (10,734). This was 14.4 per cent below the 10-year seasonal average (12,039).

### Quebec

**Residential: Summary of Centris Activity**

	July			Year-to-date		
	2023	2022	Variation	2023	2022	Variation
Total sales	6,474	6,349	↑ 2%	48,275	58,984	↓ -18%
Active listings	31,219	26,722	↑ 17%	31,247	23,046	↑ 36%
New listings	9,089	9,868	↓ -8%	72,491	80,371	↓ -10%
Sales volume	\$3,101,071,878	\$2,918,365,767	↑ 6%	\$22,264,789,515	\$27,977,260,460	↓ -20%



DUBAI

# BILAL MOTI

Head of Middle East and North Africa

In July 2023, the Dubai Land Department recorded 11,129 property transactions, a significant increase of more than 56% compared to July 2022. Meanwhile, the total sales transactions value reached over AED 37.7 billion, an increase of 80% compared to July 2022.

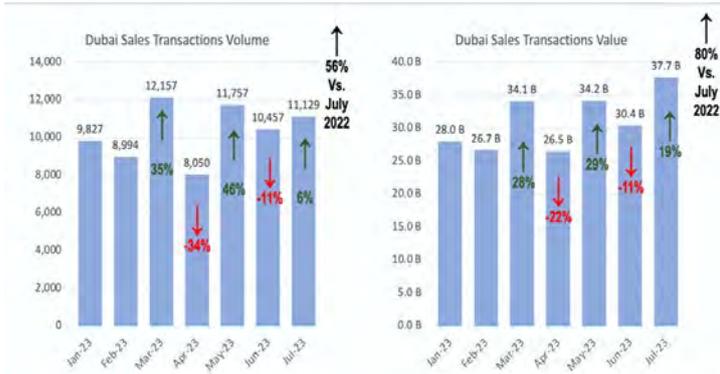
In Abu Dhabi, the sales volume in Q2 of 2023 has decreased by 2% compared to Q1 of 2022 and increased by 66% compared to Q2 of 2022. The sales value has decreased by 45% compared to Q1 of 2022 and increased by 69% compared to Q2 of 2022.

Sharjah Real Estate Registration Department recorded 2,783 transactions totalling Dhs1.9 billion in July 2023.

The Department of Land and Real Estate Regulation in Ajman witnessed a growth of 52% compared to July 2022, recording 948 real estate transactions with a total value of AED 1.4 billion.

In Ras Al Khaimah, the Sales Price Index increased by 25.47% y-o-y, and the Rental Price Index increased by 6.01% y-o-y.

With the overall resilience and adaptability of UAE's real estate market, we envision its record-breaking performance will continue throughout the year, providing emerging opportunities to stakeholders and investors.

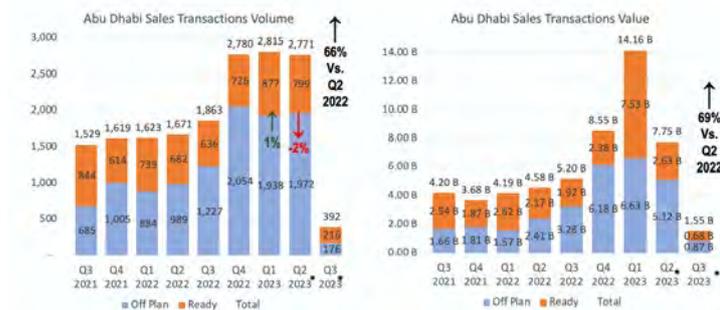


Dubai's residential property average price in July 2023 has remained the same compared to June 2023. Dubai property average price per sq.ft. in July 2023 has increased by 16% compared to July last year.



On the mortgage side, we have witnessed a 40% increase in transactions compared to July 2022.

Mohamed Bin Rashid City was the top-performing area for off-plan and ready sales, with over 900 transactions. This is followed by Jumeirah Village Circle, Business Bay, Dubai Marina and Jumeirah Lake Towers.





## NICHOLAS TAN

Property Investment Strategist

### Housing Market Insights from REHDA Report

Peninsula housing unit sales surged 256% in H1 2023 compared to the previous year, per REHDA survey, with 51% of developers planning price increases due to high construction material costs. Furthermore, REHDA's H1 2023 survey with 148 developer members showed moderate sector prospects.

### Housing Activity Highlights

During H1 2023, Malaysia's economy saw robust housing activity, with a 53% rise in new unit launches and a 121.60% surge in sales. The most launched units were apartments, followed by townhouses and serviced residences. 62% of newly launched units are priced below 700,000 Malaysian Ringgit, and the Johor state has affordable options, e.g., townhouses at 450,000 Malaysian Ringgit.

### Unsold Units and Factors

Despite the rebound, 53% have unsold units; low-to-mid range unsold units increased. 20% of unsold units are priced at 400,000 to 500,000 Malaysian Ringgit, and 47% are less than 12 months old from reasons for prolonged unsold: loan rejections, permit issues, and perceived overpricing.

### Cost Challenges and Developer Responses

74% reported a 15% average cost increase in H1 2023, with 51% plan price hikes, 48% willing to reduce profit margins and 43% using cost management strategies impacted by the economic situation.

### Future Outlook

53% plan new projects, but 75% expect sales below the 50% target; the property prices are mostly 150,000 to 300,000 Malaysian Ringgit, focusing on Kedah, Perak, Penang, Melaka, and Pahang. Currently, the neutral outlook for commercial, economic, and real estate sectors is in H2 with positive sentiment for H1 2024; challenges include cost fluctuations and compliance fees.





## EMMANUEL ANDREW VENTURINA

Country Head of Philippines

### **Bucking headwinds: Landlords and tenants navigate through market conditions amid a transforming work landscape**

Metro Manila saw a marginal decline in office vacancy due to improved transaction activity and a slowdown in non-renewals in H1 2023. Uneven rent recovery is still experienced across Metro Manila submarkets, with rental recovery noted in Makati CBD, Fort Bonifacio and Ortigas CBD.

Net absorption for the second quarter has improved, mainly driven by higher transaction volume and the slowdown in vacated spaces. With these new developments in the market, we project a higher net take up by year-end. However, elevated vacancy is still expected due to more online supply later in the year.

Colliers believe landlords and tenants should continue seizing opportunities given the current tenant-leaning market. Occupiers may consider implementing flight to value or incorporating flex workspace in their real estate strategies with the increased interest in ESG and DE&I; landlords can work with tenants on office renovations and incorporate these elements within building amenities and common areas to help align corporate and employee values.

### **Resuming uptrend: Prices and rents recover as Metro Manila vacancy continues to improve**

Over the past six months, residential leasing has picked up, partly backed by demand from foreign employees of outsourcing firms, consular offices, and multilateral lending firms based in the Makati CBD, Ortigas Center, and Fort Bonifacio. These business hubs have also been benefiting from improving office space take-up. Declining residential vacancies have positively influenced rents and prices.

In the pre-selling market, launches and take-up were picked up in the first half of 2023. Colliers believes that the interest rate environment should guide developers, and future modifications should impact the promos and payment schemes they will implement for the remainder of the year.

Given the compressing yields in the market, property firms should continue highlighting the capital appreciation potential of condominium units, especially those in master-planned communities. Developers should zero in on the residential units' viability to hedge against inflation. We believe developers should also explore the viability of launching more horizontal projects outside Metro Manila.

### **Retaining winning streak: P.H. leisure sector's rebound continues as the Government recalibrates its strategy**

The reinvigorated hotel sector remains one of the most vibrant property segments in the country. Foreign arrivals are likely to breach the Department of Tourism's target for 2023 while the domestic market continues to lift occupancies and daily rates. The return of business travellers and in-person corporate events have also been propping up the demand for MICE facilities.

Colliers believes that the bolstered leisure sector will continue to expand, given the record-high supply of new keys in 2023. Stakeholders should seize opportunities by (1) building more meetings, incentives, conferences, exhibitions (MICE) facilities to maximize the return of in-person events; (2) developing more homegrown hotel brands or acquiring foreign ones; and (3) aligning programs and offerings with the Tourism department's refreshed strategy.



## SOMSAK CHUTISILP Country Head of Thailand

The residential property market witnessed a 29.1% drop in new sales in Q1 2023, with condos being the primary factor contributing to the slowdown.

In Q1, the number of newly sold condo units plummeted 48.9% year-on-year to 9,710 units worth 36.1 billion baht, marking a 45.2% decrease in value.

The absorption rate stood at 4.1% per month, indicating an estimated selling time of roughly 21 months.

As a result, the number of available condo units offered for sale dropped 4.3% to 79,503 units worth 309.5 billion baht, down 9.5%.

The top five locations with the most significant number of condos sold were Khlong Luang-Nong Sua, Phra Khanong-Bang Na-Suan Luang-Prawet, Muang Samut Prakan-Phra Pradaeng-Phra Samut Chedi, Muang Nonthaburi-Pak Kret and Huay Kwang-Chatuchak-Din Daeng.

### TOP 5 LOCATIONS FOR CONDO SUPPLY IN GREATER BANGKOK - Q1 2023

	Units for Sale	Newly Launched Units	Newly Sold Units	Remaining Units for Sale
<b>1</b>	Thonburi-Khlong San-Bangkok Noi-Bangkok Yai-Bang Phlat 9,129 units   29 billion baht	Lam Luk Ka-Thanyaburi 3,975 units   5.64 billion baht	Khlong Luang-Nong Sua 1,628 units   3.55 billion baht Absorption rate 14.4% / month	Thonburi-Khlong San-Bangkok Noi-Bangkok Yai-Bang Phlat 8,544 units   27 billion baht
<b>2</b>	Huay Kwang-Chatuchak-Din Daeng 8,640 units   34.4 billion baht	Khlong Luang-Nong Sua 2,207 units   4.51 billion baht	Phra Khanong-Bang Na-Suan Luang-Prawet 799 units   2.54 billion baht Absorption rate 3.8% / month	Huay Kwang-Chatuchak-Din Daeng 7,951 units   31.7 billion baht
<b>3</b>	Muang Nonthaburi-Pak Kret 7,190 units   16.2 billion baht	Thonburi-Khlong San-Bangkok Noi-Bangkok Yai-Bang Phlat 1,489 units   4 billion baht	Muang Samut Prakan-Phra Pradaeng-Phra Samut Chedi 775 units   2 billion baht Absorption rate 4.7% / month	Muang Nonthaburi-Pak Kret 6,432 units   14.7 billion baht
<b>4</b>	Phra Khanong-Bang Na-Suan Luang-Prawet 7,003 units   20.5 billion baht	Phasi Charoen-Bang Khae-Nong Khaem 1,046 units   2.79 billion baht	Muang Nonthaburi-Pak Kret 758 units   1.46 billion baht Absorption rate 3.5% / month	Phra Khanong-Bang Na-Suan Luang-Prawet 6,204 units   18 billion baht
<b>5</b>	Sukhumvit 6,010 units   54 billion baht	Muang Samut Prakan-Phra Pradaeng-Phra Samut Chedi 823 units   1.43 billion baht	Huay Kwang-Chatuchak-Din Daeng 689 units   2.67 billion baht Absorption rate 2.7% / month	Sukhumvit 5,348 units   47.2 billion baht

Source: The Real Estate Information Center

BANGKOK POST GRAPHICS



**INDIA**

**MANU BHAZIN**  
Country Head of India

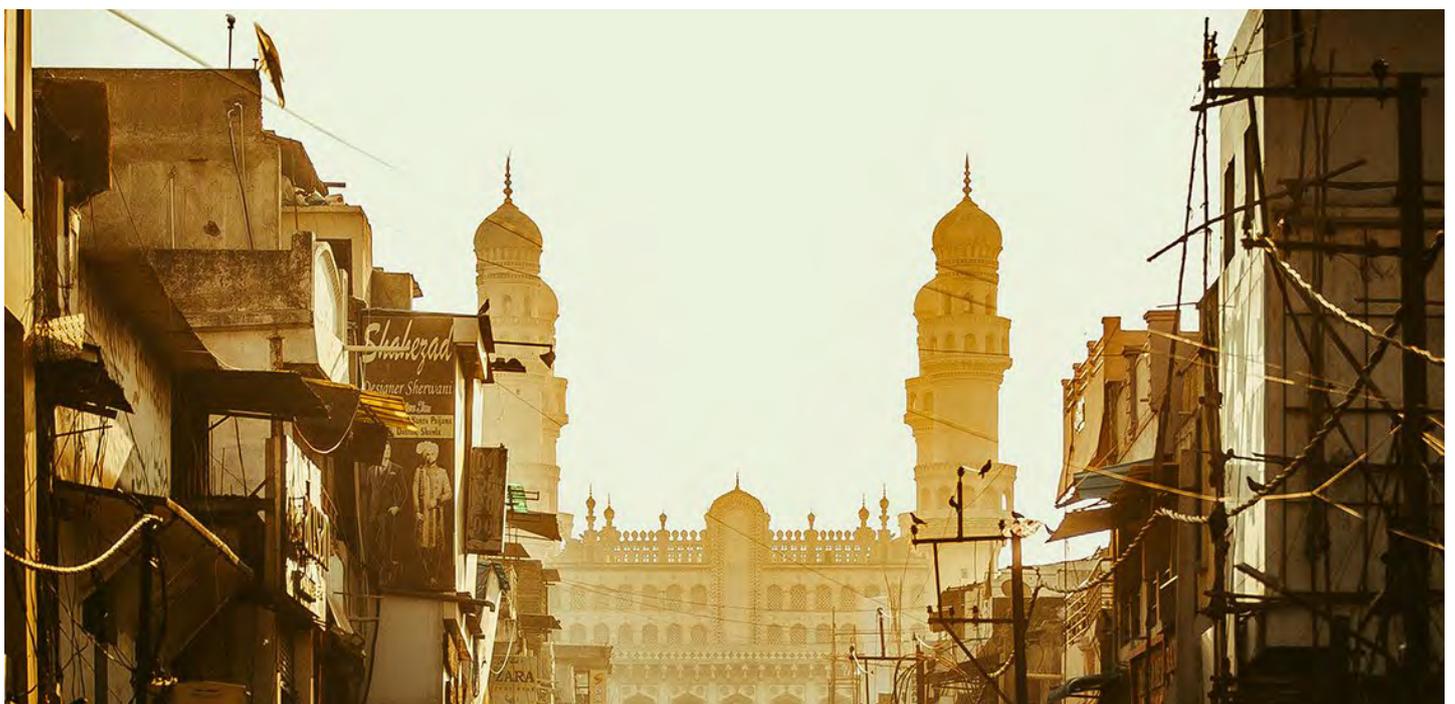
**SEBI's Framework for Advancing Fractional Real Estate Ownership in India**

As the trend of fractional ownership of real estate gains momentum within India, the recent consultation paper on regulatory frameworks for online fractional ownership platforms by the Security and Exchange Board of India (SEBI) is a proactive stride towards bringing structure to this booming industry.

Within India's expansive Grade A commercial realm, an astonishing 700 million square feet stand, commanding a valuation exceeding Rs 7 lakh crore in commercial real estate holdings. Among these assets, three Real Estate Investment Trusts (REITs) have emerged with a combined market capitalization of Rs 55,000 crore. Anticipated additions to the office REIT landscape could potentially elevate this value to around Rs 1,50,000 crore. This development promises heightened transparency for investors, furnishing them with more precise insights into their asset holdings, associated risks, and their rights and responsibilities tied to fractional ownership. The framework further encompasses explicit provisions encompassing investment strategies, asset valuation, exit strategies, and mechanisms for liquidation.

**Tesla India Motor Energy Pvt Ltd Sets Groundwork with Pune Office Lease**

Tesla India Motor and Energy Pvt Ltd, a subsidiary of renowned electric vehicle manufacturer Tesla, has marked a significant step in its Indian journey by securing its inaugural office space. This development follows a pivotal meeting between Tesla's CEO, Elon Musk, and India's Prime Minister, Narendra Modi, during Modi's recent official visit to the United States. During this interaction, the visionary billionaire expressed a keen interest in establishing an electric vehicle manufacturing hub within India. This resonated strongly with Prime Minister Modi's initiatives for sustainable and technological advancement, laying the foundation for Tesla's subsequent actions. The outcome of this meeting has prompted Tesla to forge ahead with its ambitious plans for a manufacturing facility in India. This move towards sustainable mobility and innovation promises an exciting future and contributes to the broader growth of India's real estate sector. As Tesla's footprint expands, it mirrors the evolving connection between pioneering advancements and the dynamic expansion of India's real estate horizons.





## RAYMOND KHOO Vice President at OrangeTee and Tie

New home sales jumped to the highest in more than a year on four key project launches, data from the Urban Redevelopment Authority (URA) showed. Developers brought forward their sales launches ahead of the lunar seventh month, which some buyers deemed an inauspicious period to purchase a big-ticket item.

The number of new sales rebounded by a whopping 407.9 per cent from 278 units in June to 1,412 units in July 2023, the highest sales since November 2021 with 1,547 transactions. On a year-on-year basis, last month's sales rose 68.9 per cent from 836 units in July 2022.

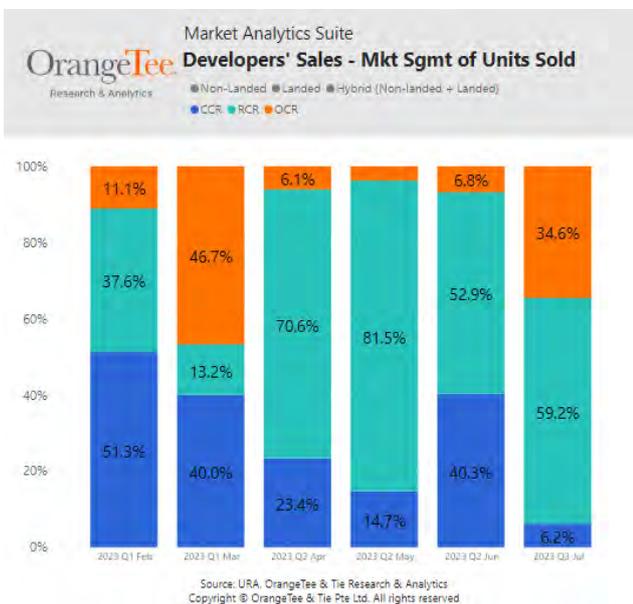
New home sales tend to fluctuate according to the monthly number of new projects launched. Last month's stellar sales were mainly driven by four key launches, with two selling more than half their units in July alone. The total number of launched units hit 2,156 last month, the highest number launched in a single month since January 2021, when 2,600 units were released for sale. It was also a massive jump from the 31 units launched in the preceding month.

A large project in the city fringe at District 15, the 1008-unit Grand Dunman, moved 549 units or 54.5 per cent of its entire project during the launch month. The project was well received owing to its proximity to the Dakota MRT Station and several popular schools like Chung Cheng High School, Kong Hwa School and Tanjong Katong Primary School.

In July, the 598-unit Lentor Hills Residences in District 26 in the suburbs sold 333 units or 55.7 per cent of them. The project is located near the Lentor MRT Station and schools like Anderson Primary School, CHIJ St. Nicholas Girls' Primary School and Presbyterian High School.

Two other new launches include Pinetree Hill in the city fringe, which sold 150 units or 28.8 per cent of its 520 units, and The Myst in the suburban region, which moved 127 units or 31.1% of its 408 units. The rest of the best-selling projects were The Continuum, One Pearl Bank, The Reserve Residences, Liv@MB, Lentor Modern, and Leedon Green.

As the new launches came from the city fringe areas (Grand Dunman and Pinetree Hill) and suburbs (Lentor Hills Residences and The Myst), last month's transactions were primarily in the Rest of Central Region (RCR) at 59.2 per cent or 836 units, followed by the Outside of Central Region (OCR) at 34.6 per cent or 488 units. The Core Central Region (CCR) accounted for the remaining 6.2 per cent (88 units).





**CHANDY MANN**  
Country Head of Cambodia



**CAMBODIA**

## **Development Projects of the Royal Government's Old Mandate Has Continued to Develop by the Royal Government's New Mandate, and New Investment Comes to Cambodia**

The Funan Techo Canal Project and Phnom Penh-Siem Reap-Poi Pet expressway project are two major transportation Development projects of the Royal Government of Cambodia of Sixth Legislature of the National Assembly 2018 led by Samdech Akka Moha Sena Padei Techo Hun Sen, Prime Minister of the Kingdom of Cambodia has continued to develop by the Royal Government of Cambodia of Seventh Legislature of the National Assembly 2023 led by the Cambodian People's Party (CPP), which will commence from August 22, 2023, despite Samdech Akka Moha Sena Padei Techo Hun Sen's mandate is ended.

In an interview with the reporters, while inspecting the collapsed road on August 08, 2023, at Andong Kraloeng village, Senmonorom commune, O'Raing district, Mondulkiri province, his Excellency Sun Chanthol, Senior Minister and Minister for Public Works and Transportation confirmed that both projects mentioned above are the national projects. They are still the royal Government's priority policy, led by the Cambodian People's Party. So, the Royal Government's new mandate has continued to develop both major projects mentioned above.

Besides this, Danong Development Group, a leading agricultural company in China with a long history of success in modernizing and commercializing agricultural production, recently planned to invest about US\$ 12.7 billion in a modern agro-industry sector on 750,000 hectares of land in four provinces along the Tonle Sap Lake including Battambang, Pursat, Siam Reap, and Kampong Thom.

In a Press Conference on Smart Agriculture Project on August 14, 2023, Mr ZHAO SHUJE, Chairman of Danong Development Group, stated that the purpose of this investment project is focused on:

1. Building and managing agricultural infrastructure,
2. Managing the operation of processing agro-industry
3. Establishing an agricultural bank.

The investment will be made in three ways: first, lease land, the second co-invest, and the third, buy investment land at a reasonable price, he said. In the direction of investing in modern agriculture, in addition to rice and fruit crops, four projects were identified for investment: the first Planting of grass for animal feed, the Breeding and cultivating corn, the Cultivating and processing of cassava, and the Breeding and raising cattle and pigs. These products will be exported to China, he also said.

He confirmed that Danong Development Group would do business in CENTRAL GAIN's project in the Sihanoukville multi-purpose Special Economic Zone to build a large-scale warehouse and logistics centre. Please also note that Danong Development Group visited Cambodia twice, first in April 2023 and second in August 2023, to discuss agriculture with several provincial ministries and administrations. After Danong Development Group also decided to register an investment company in Cambodia.





# GONÇALO PEREIRA

Country Head of Portugal

## Portugal's Golden Visa Program: Navigating Changes and Embracing Investment Funds

The culmination of the Portuguese Golden Visa narrative is on the horizon, marked by the Government's release of the final draft of the Mais Habitação bill. Months of uncertainty gave way to clarity as the Socialist Party's final amendments ensured the survival of the Golden Visa program. Prime Minister António Costa's announcement of the Mais Habitação bill initially hinted at the program's demise, creating chaos among stakeholders and visa holders.

The bill, aimed at addressing the housing crisis, encompassed various aspects, with the Golden Visa only a minor part. Concerns about retroactive clauses, potentially affecting existing applicants, and lack of grace periods spurred vigorous opposition. In response to these concerns, a revised draft emerged in April, reflecting the voices of industry players who had lobbied for the program's continuation.

The bill's latest version retains the Golden Visa but narrows the qualifying investment categories. Capital and real estate investments will no longer qualify, while the cultural heritage, scientific contribution, job creation, and, notably, the venture capital (V.C.) and investment fund category remain.

However, new restrictions apply to investment funds, excluding those primarily focused on residential property. Eligibility hinges on a fund's composition, with most investments required to lie outside real estate.

As the bill's passage looms, prospective investors are advised to act swiftly and thoughtfully due to the expected rise in applications.

The investment fund route, which saw remarkable growth in recent years, is poised to retain its appeal. Although overshadowed by the real estate category in popularity, the fund option experienced a 500% surge in applications between 2019 and 2023. This momentum was not solely attributed to regulatory changes but coincided with increased interest from American applicants. The stringent regulatory oversight by the Portuguese Securities Market Commission (CMVM) contributes to the fund option's attractiveness, ensuring safety and efficiency.

The fund option's allure also stems from its profitability and exemption from capital gains tax for non-residents. While residential real estate typically yields 2-5% ROI, investment funds can offer a broader range of returns, averaging between 4-8%, with some reaching up to 15-20%. The ease of management and liquidation, coupled with clear exit strategies, solidifies the fund option as an optimal route for diversification.

Portugal's retention of the Golden Visa program carries substantial significance, amplified by its commitment to maintaining the fund option.

The Government's decision preserves a crucial and lucrative investment channel in evolving residency-by-investment opportunities.

Portugal's approach secures the Golden Visa's continued relevance and positions the fund option as an attractive avenue for global investors seeking profitability and security.





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

## BANTING DEVELOPMENT CORRIDOR

Previously, we shared about the West Coast Expressway (E32), a major highway project in Malaysia. It will connect the Klang Valley to the west coast towns of Peninsular Malaysia and reduce travel time between the two regions by up to two hours. The expressway is expected to boost economic growth in this region, and the property prices already show a significant growth trajectory. Why the town of Banting will start to benefit early, if you may ask?

Well, the expressway that ends at the ramp of Changkat Jering toll plaza of the North-South Expressway (PLUS) at Taiping commences at a junction with Selangor State Road FT31 in Banting. The expressway will allow easier access to Banting for business and tourism and attract more town investment.

Banting is the principal town of the Kuala Langat District and is located in the south of Selangor. As it may seem like a faraway place, Banting has been a weekend destination for some since it is associated with Morib Beach, which is known for their excellent seafood restaurants. Well, a portion of good food is a good mood indeed.

Nevertheless, its historical background and significant events in Banting have proven the town's individuality. It may not come as a surprise, but as an eye-opener for some, Banting was once Selangor's former royal capital.

Historically speaking, the former royal palace of the Selangor royal family was sited in Jugra, a small town in Banting and became the seat of power for the Selangor sultanate for over 20 years. After it was abandoned due to the malaria and cholera outbreak during the 19th century, the Malaysian Government decided to restore the palace. It opened it to the public as a museum. Subsequently, Banting, as a whole, became a popular tourist destination.



*Istana Bandar Jugra became a historical monument and site under the Antiquities Act 1976*

The construction of the WCE will positively impact Banting, and completing the expressway will create jobs for the residents. As the expressway makes it easier to commute to Kuala Lumpur, we will see an increase in population in Banting. The town's proximity to the WCE will make it an attractive accommodation to live, work and visit. This will likely lead to an increase in housing demand and, thence, an increase in property values in Banting, Selangor. Property investors, developers and industrialists should take note.



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

**TRANSACTION RECORDS FOR RESIDENTIAL PROPERTIES IN BANTING**

Development	Type of Property	Land (Sq. Ft.)	Area	Transacted Price (R.M.)	
Taman Banting Baru				<b>2013</b>	<b>2023</b>
- Jalan BB 4/10	1TH	1,302		RM160,000	RM285,000
- Jalan BB 6/4	2TH	1,540		<b>2013</b> RM285,000	<b>2022</b> RM440,000
Taman Sri Putra				<b>2012</b>	<b>2022</b>
- Jalan Tilapia 6	1TH	1,399		RM120,000	RM268,000
- Jalan Semilang 2	2TH	1,420		<b>2013</b> RM187,000	<b>2023</b> RM300,000
Taman Cempaka				<b>2012</b>	<b>2022</b>
- Jalan Cempaka Harum	2sty Semi-D	3,606		RM500,000	RM850,000
Bandar Sg. Emas	2sty Semi-D	3,197		<b>2012</b> RM369,000	<b>2021</b> RM670,000
- Jalan Emas 18					

Source: IVI Research and JPPH

**TRANSACTION RECORDS FOR COMMERCIAL PROPERTIES IN BANTING**

Development	Type of Property	Land (Sq. Ft.)	Area	Transacted Price (R.M.)	
Taman Mulia Banting				<b>2012</b>	<b>2023</b>
- Jalan Mulia	2sty Shoplot	1,399		RM400,000	RM600,000
Taman Banting Baru				<b>2012</b>	<b>2023</b>
- Jalan BB 1/4	2sty Shoplot	1,647		RM470,000	RM660,000
Taman Cempaka				<b>2015</b>	<b>2023</b>
- Jalan Cempaka Wangi 1	2sty Shoplot	1,530		RM500,000	RM900,000

Source: IVI Research and JPPH

**TRANSACTION RECORDS FOR INDUSTRIAL PROPERTIES IN BANTING**

Development	Type of Property	Land Area (Sq. Ft.)	Transacted Price (R.M.)	
Bandar Sg. Emas			<b>2012</b>	<b>2023</b>
- Jalan Emas 13	2sty Terrace Factory	1,539	RM339,000	RM400,000
Taman Muhibbah			<b>2012</b>	<b>2023</b>
- Jalan Cendana 46	2sty Terrace Factory	1,798	RM130,000	RM325,000

Source: IVI Research and JPPH



**DAVE PLATTER**  
Global PR Director

### **Strong economy and household finances to support Malaysia's residential market in 2023-2024**

Juwai IQI Co-Founder and Group CEO Kashif Ansari recently shared with the media the company's forecast for relations residential market for the remainder of 2023.

In comments picked up by news outlets, including Bernama, New Straits Times and Business Today, Mr Ansari said a range of supportive economic conditions would cause the market to improve.

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

"The strong growth in employment and wages gives households the income they need to spend more. It also allows them to invest in their own homes for investment property.

"Falling inflation improves consumer confidence and raises the prospect of stable or lower interest rates. Core inflation fell from 3.1% to 2.9% in the first quarter. We believe inflation has been tamed and will continue to drop moderately in the six months ahead.

"Strong household finances are positive for property. Only about one per cent of loans are in trouble, and that rate is falling. Meanwhile, most households have about two times more assets than debt, roughly unchanged since a year ago.

"Tourism recovery is another factor that will directly and positively impact the property market. Tourist arrivals have jumped from nearly zero during the pandemic to 1.5 million as of the fourth quarter. It is easy to believe they could return to 2019 levels in the next 6 to 12 months.

"The growing tourist numbers will drive employment, household income, hotel occupancy, and investment in short-term stay and serviced apartments.



# IQI Moments

## Juwai IQI's Unforgettable Company Retreat to Redang Island, Terengganu

We are delighted to share the incredible journey we recently embarked upon – our much-anticipated company trip to the captivating Redang Island in Terengganu.

This unforgettable retreat was a testament to our commitment to building strong bonds, fostering camaraderie, and celebrating the achievements of our exceptional team.

As we bid farewell to the idyllic shores of Redang Island, we carry cherished memories and a strengthened sense of unity. This company retreat was not just a trip but a chapter in our collective story, a testament to the vibrant community that is Juwai IQI.

