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MONTHLY Newsletter

MAY 2025

HIGHLIGHTS

AUSTRALIA
Australia's property market is rising again, led by Perth's surge and boosted by improved buyer sentiment.

GREECE
Greece's property market stays strong in 2024 with €2.75B in foreign investment and rising prices.

VIETNAM
HCMC sees record apartment prices and strong office demand; Hanoi slows in housing and retail.

CANADA
Canada's housing market is stabilizing, with lower rates and rising listings creating buying opportunities despite slower sales.

PHILIPPINES
Metro Manila developers are easing condo oversupply with flexible payment and rent-to-own schemes to boost sales and restore market balance.

Australia's property market is back on the rise, with national home values increasing by 0.4% in March, marking the second month of growth after a brief three-month decline. According to CoreLogic's Home Value Index, this broad-based recovery saw positive results in every capital city except Hobart, and gains across all regional areas.

Darwin led the way with a 1.0% rise, while Sydney and Melbourne—Australia's largest markets—have now enjoyed two months of upward movement. Sydney values are just 1.4% below their record high, and Melbourne, despite a longer downturn, has recovered by 0.9% over the past two months.

What's behind the bounce? Improved sentiment following the February interest rate cut is likely the main driver, improving both borrowing capacity and mortgage serviceability, says CoreLogic Research Director, Tim Lawless. However, he notes that with the rate-cutting cycle expected to be drawn out, affordability constraints could test the momentum.

Interestingly, the growth in values is becoming more balanced across market segments. In Sydney, for example, upper-tier properties rose 0.6% in the past three months compared to 0.3% in the lower quartile, reversing a recent trend of stronger gains among more affordable properties.

Perth has recorded a remarkable 75.9% surge in property values since the start of the pandemic, adding $348,519 to the median dwelling price, now at $807,715, according to CoreLogic. Houses rose by $367,000 and units by $225,000 over five years, making Perth the top-performing capital city in Australia, ahead of Adelaide and Brisbane.

Regional WA also saw strong growth, with Geraldton up 94.4% and Bunbury rising 81.1%. The rapid rise is attributed to Perth's previously low price point, following a market decline before 2020.

Despite these gains, Perth remains more affordable than Sydney, Brisbane, Canberra, and Adelaide. Analysts predict values will grow by another 8% in 2025, though housing affordability remains a concern, especially for younger buyers, as highlighted by recent research from the Bankwest Curtin Economics Centre.

For investors and homeowners alike, Perth's property market presents exciting opportunities. Whether you're considering selling, buying, or investing, now is the time to explore your options. Contact our team at sales@iqiwa.com.au to discuss your property goals today.

Index results as at 31st March 2025

	Change in dwelling values				
	Month	**Quarter**	**Annual**	**Total return**	**Median value**
Sydney	0.3%	0.4%	0.9%	3.9%	$1,190,616
Melbourne	0.5%	0.3%	-2.6%	1.1%	$781,318
Brisbane	0.4%	0.9%	8.6%	12.7%	$899,824
Adelaide	0.8%	1.0%	11.0%	15.0%	$827,675
Perth	0.2%	0.2%	11.9%	16.7%	$806,205
Hobart	-0.4%	0.2%	-0.2%	4.0%	$657,059
Darwin	1.0%	2.8%	2.6%	9.2%	$519,287
Canberra	0.2%	-0.1%	-0.5%	3.6%	$854,398
Combined capitals	**0.4%**	**0.5%**	**2.8%**	**6.5%**	**$900,629**
Combined regional	**0.5%**	**1.4%**	**5.3%**	**9.9%**	**$666,830**
National	**0.4%**	**0.7%**	**3.4%**	**7.2%**	**$820,331**

NIKOS PRATIKAKIS
Head of IQI Greece

FOREIGN INVESTMENTS REACH €2.75 BILLION IN REAL ESTATE FOR 2024

Foreign Direct Investments (FDI) saw a significant rise in 2024, reaching €6 billion or 2.5% of GDP, compared to €4.4 billion (1.9% of GDP) in 2023, marking the second-highest level in the past 20 years. The rise was mainly driven by investments in shares and real estate, with the real estate sector absorbing over 45% of the total flows, amounting to €2.75 billion, up from €2.133 billion in 2023. The influx of foreign investments is partly due to changes in the Golden Visa program, which boosted property demand.

The real estate market, including residential properties, continued attracting interest, leading to further price increases. The limited supply and high demand for modern properties, especially residences, are expected to sustain this upward trend, albeit at a slower pace compared to previous years. In 2024, apartment prices rose by 8.7% year-on-year, slower than the 13.9% increase in 2023, reflecting a cooling of the price surge. The number of Golden Visa residence permits issued in 2024 also increased by 11.3%.

CHART 1: NOMINAL & REAL HOUSE PRICE CHANGE

Expectations for the real estate market in early 2025 remain positive, although slightly more restrained compared to the previous half-year. Geopolitical instability, global political and economic developments, high construction costs despite easing inflation, and potential changes in real estate laws are seen as risks. The demand for high-quality residential investment properties, including serviced housing, remains strong, but the price increase has negatively affected affordability for middle- and low-income households.

The government's "Home for Me II" program supports vulnerable households, while new regulations targeting short-term rentals and the Golden Visa aim to free up housing stock for primary residences. Despite ongoing bureaucratic challenges and frequent legal changes, the need for simplification and acceleration of property transaction processes is crucial to addressing the housing crisis.

The overall real estate market remains dynamic, with demand outstripping supply, especially for modern properties. The price increase in residential real estate is expected to continue, fueled by strong domestic and international demand.

In the commercial real estate sector, office and retail properties saw price increases, with Athens experiencing stronger price growth than other regions. Construction activity for commercial properties also rose, with new permits for office spaces decreasing but the total construction volume increasing, particularly for large-scale projects. Real estate investment companies (REICs) focused on developing hotels and high-quality office spaces, with yields for prime office and retail properties in Athens remaining stable.

TRUMP'S TARIFFS & GLOBAL PROPERTY INVESTMENT: A SHIFT IN STRATEGY

As the U.S. re-enters a protectionist phase under Donald Trump's renewed influence, global investors are bracing for another wave of tariffs that could reshape international trade—and, interestingly, global property investment trends.

Historically, tariffs lead to supply chain disruptions, rising costs for materials, and increased geopolitical uncertainty. For real estate investors, this economic shift doesn't just affect commodities and manufacturing—it changes where money flows.

The U.S. Market: Higher Barriers, Selective Opportunities
With Trump proposing steep tariffs on imports—particularly from China, Mexico, and even some European countries—the U.S. real estate market may see mixed reactions. Industrial properties and logistics hubs could thrive as companies "reshore" manufacturing to avoid tariffs. However, uncertainty and potential retaliation could weigh down residential and commercial confidence in major cities.

Southeast Asia: A Rising Star
Countries like Vietnam, Indonesia, Malaysia and the Philippines stand to gain. As companies look to diversify away from China, these nations are becoming the new manufacturing and investment hubs. With growing middle classes, political stability (compared to larger rivals), and friendly foreign ownership policies in select areas, real estate demand is poised to rise—especially in urban and coastal zones.

Europe: Stability in Uncertain Times
While Trump's tariffs may target European goods, investors still see value in stable, transparent markets. Portugal, Greece, Cyprus, Malta and Hungary continue to attract attention thanks to Golden Visa programs, lifestyle appeal, and relatively low entry points. Berlin, Paris, and even smaller regional cities offer hedge-like safety during international turmoil.

UAE & Gulf States: Safe Havens with Ambition
With China-U.S. trade tensions rising, the UAE, Qatar, and Saudi Arabia are positioning themselves as neutral economic zones. Dubai, in particular, offers strong yields, tax-free gains, and increasing global relevance—a magnet for investors looking to ride out economic storms.

SPOTLIGHT ON NYANYI: THE FUTURE OF WEST BALI REAL ESTATE

1. Bali's Real Estate and Tourism by the Numbers

In 2023, Bali welcomed over 13 million tourists, returning to pre-pandemic levels. This influx helped generate USD 1.2 billion in rental revenue and over USD 2.1 billion in real estate turnover.

However, as mature areas like Seminyak and Canggu face saturation, attention is shifting west to emerging hotspots—especially Nyanyi and Kedungu.

2. Westward Shift: Nyanyi & Tabanan Take the Lead

Nyanyi in 2022:
Between 2021–2024, rental activity surged by 102% in Mengwi and 93% in Tabanan, outpacing Central and South Badung. In 2023, Nyanyi doubled its property supply, with growing transaction volumes and strong investor interest.

3. Nyanyi vs. the Market: Performance Breakdown

Metric	Nyanyi Area Avg.	Bali Market Avg.
Listing Price	USD 387K	Lower
Sold Price	USD 322K	–
Discount Rate	-16.9%	-24% (est.)
Clearance Rate	25.5%	~18%
Avg. Building Size	230 –294 sqm	~218 sqm
Avg. Price per sqm	USD 1,550 –1,825	Lower

Nyanyi offers larger homes, better pricing, and higher clearance rates—making it a compelling alternative to saturated markets.

4. Infrastructure & Community Growth

From 2018–2024, Nyanyi's amenities grew at 32% annually, including:
- Cafés, restaurants, boutique shops
- International schools & wellness centres
- Clinics & lifestyle facilities

Future developments will further transform Nyanyi into a premium lifestyle and investment destination.

5. Final Thoughts: A Market of Promise—But Not Without Risk

While Nyanyi shows strong potential, risks remain:
- Overpriced off-plan projects from inexperienced developers
- Zoning law uncertainties in emerging areas
- ROI compression in oversaturated regions

Investors must exercise due diligence. Partnering with experienced professionals is essential for navigating this evolving market.

Nyanyi is emerging as one of Bali's most promising new investment zones—offering growth, community appeal, and better value. As Bali's property market continues to evolve, areas like Nyanyi are redefining the island's next chapter.

Source: REID x OXO Nyanyi Report 2024 | realinfo.id

VIETNAM REAL ESTATE MARKET OVERVIEW

Residential

Ho Chi Minh City (HCMC)
Apartment prices in HCMC surged to a record average of VND120 million (US$4,691) per square meter in Q1 2025, a 47% YoY increase. This was driven by new launches in the high-end and luxury segments, priced above VND100 million. Eastern and central districts accounted for 53% of over 2,390 new units, while the south and west, offering mid-range options (~VND60 million), made up 19% and 15% respectively.

Knight Frank reported an average price of VND92 million per square meter in Q1, a 12% YoY rise, though transactions dropped by 47%. Cushman & Wakefield anticipates around 9,500 new high-end units in Q2, priced similarly. As prices climb, demand may shift to suburbs and neighbouring cities for affordability.

Hanoi
Apartment price growth in Hanoi slowed to its lowest rate in nearly two years, as sellers reduced prices to attract buyers. Primary market prices averaged VND75 million (US$2,915) per square meter (up 3% from Q4 2024), while secondary market prices rose 3% to VND50 million. Prices remained stagnant in most projects, except in prime rental areas.

Cushman & Wakefield noted a decline in demand, with over 4,300 units sold—a 53% drop from the previous quarter. High-end and luxury units made up 77% of new launches, with limited affordable housing. Batdongsan also reported flat prices in Hanoi since late 2024.

Commercial

Hanoi Retail
Many shopping malls in Hanoi, once bustling hubs, now face high vacancy rates and reduced customer traffic.

HCMC Office Market

Office rents in HCMC reached a 5-year high in 2024, with premium spaces averaging US$67 per square meter—up 2.2% YoY. Across all office grades, rents rose 1.6% to US$36, supported by rising demand. Knight Frank reported prime office rents at US$61, up 3%, with new buildings achieving 88–90% occupancy.

Savills noted a 2–3% increase in rents across all office categories last year, with overall occupancy above 89%. JLL Vietnam's CEO Trang Le highlighted growing demand from local and international businesses. Premium buildings had a low vacancy rate of 6%, while the market average was 12%.

Japanese firms led new lease agreements, making up 19% of the 75+ companies that signed leases. Vietnamese, South Korean, and American firms followed. Demand was strongest from the IT, finance, retail, and pharmaceutical sectors, with IT and communications taking 30% of total office space absorbed.

TARIFFS CREATE DISTORTION IN THE GLOBAL ECONOMY.

The month of April has commenced with tariffs going global. Trump tariff is the new risk to the global economy and investors are getting ready navigating through these choppy times. At the time of writing this piece, President Trump has given 90 days pause except for China. Wall Street's benchmark S&P 500 leapt 6% immediately after the announcement, while the tech-heavy Nasdaq Composite soared almost 8%. Global stock markets have plummeted following President Trump's announcement of sweeping tariffs, resulting in the world's 500 richest people losing more than a collective $525 billion in just 3 weeks. Even billionaire supporters who attended Trump's inauguration are facing significant financial losses, proving that no one—regardless of their political connections—is immune to economic shockwaves when worldwide trade tensions escalate.

STOCK MARKET ROUT AND ITS IMPACT GLOBALLY.

Tariff creates distortion, inefficiencies and misallocation of resources. Tariffs are stagflationary. I don't believe in tariffs, quota or protectionism. I am a staunch advocate of free trade in the global economy. I believe in free markets and free flow of goods and services.

Tariffs have made huge impact in the US equity markets. Investors have lost $13 trillion YTD. Pure Bazooka. Classic case of epicaricacy.

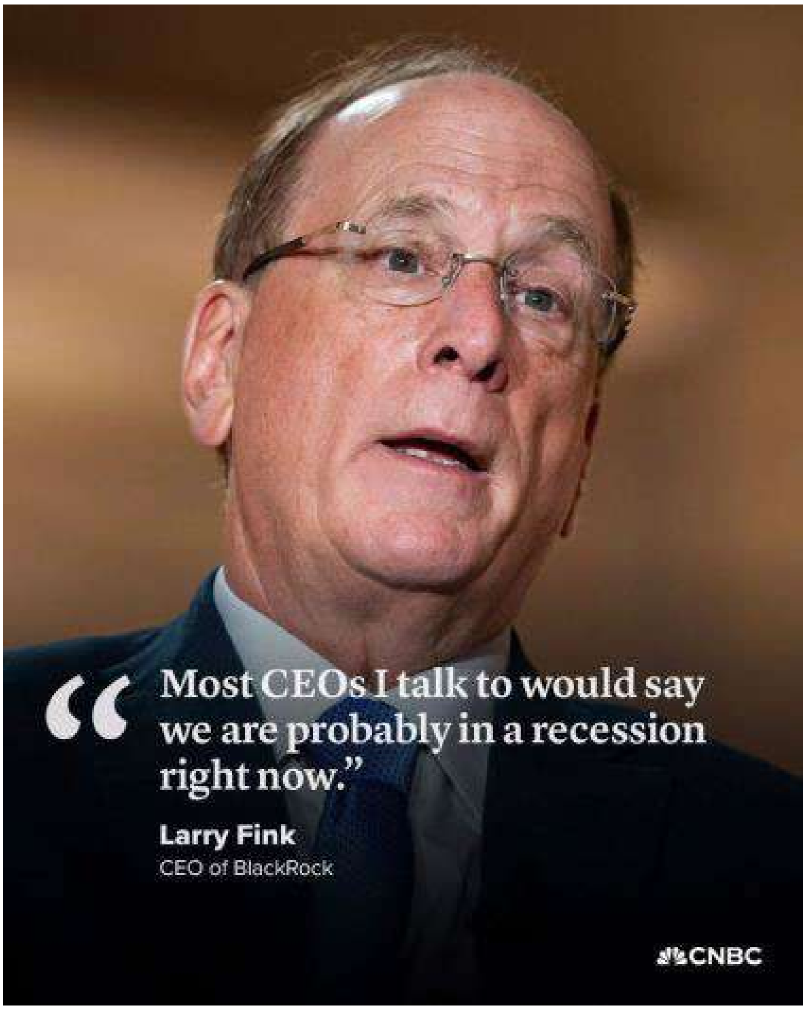
Recession is knocking on the doors on US economy. Recession is a consumer cycle not a business cycle. When consumers don't spend, businesses don't invest, then the economy shrinks.

I follow Milton Friedman for my economic thoughts, and he has got a huge influence on my personality. And I believe in free markets-The Chicago School way!

Both US equity and bond markets are shaking, and global investors are nervous. Three regions will lead the global economy i.e. a) GCC b) ASEAN c) Africa.

S&P 500 down 10.3%+ in two days [April 3 and 4]:

- October 1987
- November 2008
- March 2020
- April 2024



RECESSION BELLS KNOCKING THE DOORS IN THE USA

BlackRock CEO Larry Fink said that many business leaders believe the United States economy is already in a significant downturn. "Most CEOs I talk to would say we are probably in a recession right now," Fink said at an event for the Economic Club of New York.

GOLDMAN SACHS | MARKET PULSE - TOP BANK SPEAKS ABOUT THE OUTLOOK

- "Expect the US real GDP growth to slow to 1.5% in 2025"
- "Expect US core PCE inflation to rise to 3.5% by year-end 2025"
- "Nearly all survey-based measures of US inflation expectations have risen"
- "In the Euro area, expect real GDP growth of 0.8% YoY in 2025 to improve to 1.1% in 2026"
- "Updated 2025 global equity forecasts: Asia leading at +12% total return"
- "Higher dividend yields from non-US equities may prove attractive amidst peak policy uncertainty"

HONG KONG RESIDENTIAL SALES MARKET DYNAMICS

Residential

In February, transaction volumes in the primary market rose to 900 units, while the secondary market saw a decline to 2,300 units, resulting in an overall m-o-m decrease of 11.1%. Mass residential capital values declined by U.(% m-o-m in February. following a 0.4% rebound in January.

* The government raised the threshold for properties subject to a nominal stamp duty of HKD 100 from HKD 3 million to HKD 4 million in February. I nis measure eases the burden for buyers or lower-value properties by reducing transaction costs, potentially stimulating demand in the entry-level residential market.

* The primary housing market gained momentum as unit prices continued their downward trajectory. EIGHT SOUTHPARK in Ma Tau Kok sold all 101 units launched on the first day or the project launch

* Among major luxury sales transactions. a house at Bisney Crest in Pokfulam was sold for HKD 203. 8 million or HKD 35.339 per sq ft (SA). This transaction reflects a 1.9% unit price increase compared to another house in the same project that was sold in July 2024.

23.0	3,200	900	2,300	-0.7%
Total residential S&P value	Total residential S&P volume	Primary S&P volume	Secondary S&P volume	Mass capital value growth
(Feb 25, HKD bln)	(Feb 25)	(Feb 25)	(Feb 25)	(Feb 25, m-o-m)

CLEAN ENERGY, CLEAR VISION: MALAYSIA'S ROAD TO NET ZERO

Malaysia is accelerating its shift to renewable energy (RE) to meet rising energy demand and its 2050 net-zero emissions goal. Solar, hydro, biogas, and biomass are central to this low-carbon transition, backed by strong policies and private sector engagement.

Solar Leads the Charge

Solar energy is Malaysia's fastest-growing RE source. Through the Large-Scale Solar (LSS) program, over 2 GW of capacity is either operational or in development, with LSS5 upcoming. Rooftop solar is also rising via the Net Energy Metering (NEM) program, especially among commercial users.

STATE	SOLAR		HYDROELECTRIC		BIOGAS		BIOMASS	
	AVAILABLE	UPCOMING	AVAILABLE	UPCOMING	AVAILABLE	UPCOMING	AVAILABLE	UPCOMING
PERLIS	6	1	-	-	-	-	-	-
PULAU PINANG	3	-	-	-	4	-	-	-
KEDAH	15	5	-	-	4	-	1	-
PERAK	14	5	6	-	23	1	3	-
SELANGOR	12	3	-	1	13	-	5	-
KUALA LUMPUR	9	-	-	-	1	-	-	-
NEGERI SEMBILAN	12	2	-	-	6	1	4	-
MELAKA	4	-	-	-	2	1	-	-
JOHOR	5	1	-	-	17	2	8	1
PAHANG	7	3	3	-	21	3	4	-
TERENGGANU	8	1	2	1	3	1	-	2
KELANTAN	3	1	1	2	3	1	-	-
SABAH	13	5	3	2	9	-	7	-
SARAWAK	2	3	3	1	1	-	1	2
TOTAL	113	30	18	7	107	10	33	5

The figures are part of a research presentation, not a professional advice. IVI Real Estate Research

Hydropower & Rural Impact

Hydropower remains the most established RE source, especially in Sabah and Sarawak. While large hydro is not always classified as renewable, small hydropower plants are helping provide clean energy to rural communities.

STATE	SOLAR		HYDROELECTRIC		BIOGAS		BIOMASS	
	AVAILABLE	UPCOMING	AVAILABLE	UPCOMING	AVAILABLE	UPCOMING	AVAILABLE	UPCOMING
PERLIS	6	1	-	-	-	-	-	-
PULAU PINANG	3	-	-	-	4	-	-	-
KEDAH	15	5	-	-	4	-	1	-
PERAK	14	5	6	-	23	1	3	-
SELANGOR	12	3	-	1	13	-	5	-
KUALA LUMPUR	9	-	-	-	1	-	-	-
NEGERI SEMBILAN	12	2	-	-	6	1	4	-
MELAKA	4	-	-	-	2	1	-	-
JOHOR	5	1	-	-	17	2	8	1
PAHANG	7	3	3	-	21	3	4	-
TERENGGANU	8	1	2	1	3	1	-	2
KELANTAN	3	1	1	2	3	1	-	-
SABAH	13	5	3	2	9	-	7	-
SARAWAK	2	3	3	1	1	-	1	2
TOTAL	113	30	18	7	107	10	33	5

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Biogas & Biomass: Waste to Energy

Malaysia is leveraging its palm oil and agricultural waste—like POME and empty fruit bunches—for biogas and biomass power generation. These efforts reduce methane emissions and support rural energy access. Supported by Feed-in Tariff (FiT) incentives via SEDA, these projects are growing steadily.

National Frameworks Driving the Transition

Several national strategies are guiding Malaysia's clean energy shift:

- Green Technology Financing Scheme (GTFS): Offers soft loans and guarantees for RE projects.
- MyRER (Malaysia Renewable Energy Roadmap): Targets 31% RE capacity by 2025, 40% by 2035.
- NETR (National Energy Transition Roadmap): Aims for net-zero by 2050, focusing on energy efficiency and low-carbon tech.
- National Biomass Action Plan: Boosts biomass use through supply chain development and rural investment.

Current Progress and Future Outlook

As of 2024, 25% of Malaysia's installed power capacity comes from renewables. While fossil fuels still dominate generation, the trend is shifting. Nationwide, states are developing diverse RE projects, signalling strong momentum.

Challenges persist—especially in grid integration for solar and scaling biogas/biomass—but Malaysia's direction is clear. With policy support, investment, and innovation, the country is well on its way to a cleaner, more resilient energy future.

RECENT DEVELOPMENTS IN TURKEY'S ECONOMIC AND POLITICAL LANDSCAPE

In the first quarter of 2025, Turkey's real estate market demonstrated remarkable resilience amid a challenging economic backdrop, including a depreciating Turkish lira.

Market Overview
January 2025 saw a significant surge in property sales, with a 39.7% year-on-year increase, totaling 112,173 units—the second-highest January figure on record. Notably, mortgage-backed sales rose by 182.8% compared to the previous year, despite high interest rates. This indicates a strong demand for homeownership, driven by factors such as rising rents and inflation concerns.

Emerging Trends

- Urban Regeneration: Cities like Istanbul, Ankara, and Izmir are experiencing revitalization projects, attracting both domestic and international investors.
- Smart and Sustainable Living: There's a growing preference for eco-friendly and technologically advanced homes, reflecting global trends towards sustainability.
- Government Incentives: The Turkish government is offering tax incentives for new homebuyers and facilitating the citizenship-by-investment program, which requires a minimum real estate investment of $400,000.

Response to the Weakened Lira
Despite the lira's depreciation, the real estate sector remains robust. The central bank's recent interest rate hike to 46% aims to curb inflation, with Finance Minister Mehmet Şimşek expressing confidence in achieving a 24% inflation rate by year-end. Limited exchange rate pass-through to inflation is expected due to subdued domestic demand.

Long-Term Outlook
The combination of strong domestic demand, government incentives, and ongoing urban development projects suggests that Turkey's real estate market is poised for sustained growth. However, potential challenges include inflationary pressures and political instability, which could impact investor confidence. Nonetheless, the sector's current momentum indicates a positive trajectory for the foreseeable future.

The Canadian housing market in March 2025 reflected mixed trends, shaped by affordability shifts, economic uncertainty, and regional variation. National sales slowed, but declining prices, increased listings, and lower interest rates are laying the groundwork for a possible rebound.

Greater Toronto Area (GTA)

- Sales dropped 23.1% YoY, while new listings rose 28.6%, showing increased seller activity.
- Active listings nearly doubled (+88.8%), offering more buyer choices.
- Average home price dipped 2.5% to $1,093,254.
- Detached homes in GTA 905 fell 28.9% in sales and 1.8% in price YoY.

Year-Over-Year Summary

	2025	2024	% Chg
Sales	5,011	6,519	-23.1%
New Listings	17,263	13,425	28.6%
Active Listings	23,462	12,429	88.8%
Average Price	$1,093,254	$1,120,984	-2.5%
Avg. LDOM	24	20	20.0%
Avg. PDOM	36	29	24.1%

Sales & Average Price by Major Home Type

	Sales			Average Price		
March 2025	416	905	Total	416	905	Total
Detached	572	1,583	2,155	$1,723,489	$1,336,568	$1,439,268
Semi-Detached	208	277	485	$1,337,498	$942,308	$1,111,791
Townhouse	185	714	899	$875,801	$890,645	$908,169
Condo Apt	927	477	1,404	$716,460	$615,086	$682,019
YoY % change	416	905	Total	416	905	Total
Detached	-10.8%	-28.9%	-24.9%	1.1%	-4.3%	-1.8%
Semi-Detached	-5.5%	-22.4%	-15.9%	2.6%	-6.8%	-0.9%
Townhouse	-21.6%	-23.6%	-23.2%	-2.4%	-3.9%	-3.5%
Condo Apt	-21.6%	-27.0%	-23.6%	-1.8%	-5.8%	-2.6%

Despite softer demand, increased listings and improved borrowing conditions may stimulate sales in the coming months. Affordability has improved slightly due to price adjustments and lower mortgage rates.

Vancouver

Metro Vancouver posted its lowest March sales since 2019 with 2,091 transactions (–13.4% YoY). Inventory rose nearly 38%, hitting 14,546 listings — the highest in nearly a decade.

• Detached homes: $2.03M (↑0.8% YoY)
• Condos: $767K (↓0.9%)
• Townhomes: $1.11M (↓0.8%)
• Sales-to-listings ratio: 14.9% – a balanced market.

Sellers are returning, as new listings surged 29% YoY. Lower prices and high inventory present an opportunity for buyers.

METRO VANCOUVER MARKET HIGHLIGHTS
MARCH 2025

DETACHED

Active Listings:	5,110
Sales:	527
Benchmark Parice:	$2,034,400
Avg. Days on Market:	35

ATTACHED

Active Listings:	2,200
Sales:	472
Benchmark Parice:	$1,113,100
Avg. Days on Market:	27

APARTMENT

Active Listings:	6,672
Sales:	1,084
Benchmark Parice:	$767,300
Avg. Days on Market:	28

Montreal

Montreal outperformed expectations in March with strong transaction activity, supported by its affordability and steady lending conditions.

- Buyer interest remains strong.
- Inventory is rising, helping ease price pressure.
- The market is supported by demand from first-time buyers and upgraders.

Quebec

March 2025 Highlights:

- Total Sales: 3,168 (↓5% YoY)
- Active Listings: 38,482 (↑22%)
- New Listings: 9,024 (↑12%)
- Single-family home median price: $450,000 (↑3%)
- Condo median price: $365,000 (↑4%)

Rising inventory and moderate price growth reflect a more balanced and stable Quebec market, offering opportunity for buyers and steady performance for investors.

Province of Quebec — March 2025

Residential: Summary of Centris Activity

	March			Year-to-date		
	2025	2024	Variation	2025	2024	Variation
Total sales	9 745	8 923	9%	24 878	21 175	14%
Active listings	36 363	37 119	-2%	34 479	35 938	-4%
New listings	14 658	13 100	12%	39 329	35 818	10%
Sales volume	$5 158 308 807	$4 375 345 490	18%	$12 518 085 445	$10 137 085 136	23%

Detailed Statistics by Property Category

	March			Year-to-date		
Single-family home	2025	2024	Variation	2025	2024	Variation
Sales	6 232	5 770	8%	15 444	13 725	13%
Active listings	21 599	22 246	-3%	20 606	21 508	-4%
Median price	$499 900	$451 000	11%	$485 000	$439 000	10%
Average selling time (days)	54	59	-5	62	63	-1
Condominium	2025	2024	Variation	2025	2024	Variation
Sales	2 653	2 364	12%	6 492	5 644	15%
Active listings	10 369	10 024	3%	9 699	9 663	0%
Median price	$395 000	$369 900	7%	$390 000	$365 000	7%
Average selling time (days)	53	58	-5	60	62	-2
Plex (2-5 units)	2025	2024	Variation	2025	2024	Variation
Sales	841	756	11%	2 076	1 742	19%
Active listings	3 910	4 537	-14%	3 733	4 456	-16%
Median price	$635 000	$531 500	19%	$625 000	$520 000	20%
Average selling time (days)	74	81	-7	81	82	-1

Across Canada, sales volume may remain soft short-term, but improved affordability, more listings, and easing borrowing costs point to a more active summer season. Buyers in metro areas are gaining leverage as sellers return, and interest in more affordable cities like Montreal and Quebec City continues to rise.

SHAREEF GHALEB KATTAN
Head of IQI Saudi Arabia

RESIDENTIAL MARKET BOOSTED BY VISION 2030

Saudi Arabia's Vision 2030 is transforming the housing market with a goal to reach 70% homeownership by 2030. However, affordability remains a challenge. Around 40% of Saudis seek homes priced up to SAR 1.5 million, especially 4-bedroom villas. In Riyadh, villa prices average SAR 2.8 million, with prices doubling in some areas over the past five years—outpacing income growth.

To address this, the government introduced initiatives like Wafi and Sakani, and mega projects such as Dahiyat Al Fursan and Khuzam (Riyadh) and Sadayem (Jeddah), each offering tens of thousands of units.

Meeting the need for fast, quality, and affordable housing is difficult, especially with pressure from other sectors like hotels, offices, and retail. Modern Methods of Construction (MMC)—like off-site manufacturing, modular housing, and 3D printing—can accelerate delivery, lower costs, and reduce environmental impact.

Townhouses, comprising 5–10% of upcoming supply (1.04 million homes by 2030), also offer a middle-ground solution for affordability.

Financing Options & Market Trends
Government-backed programs have helped expand homeownership, but high interest rates and mortgage challenges persist. Many buyers turn to developer-linked financing, often involving partnerships with banks or incentives like waived taxes.

International buyers are expected to play a bigger role once foreign ownership rules are finalised. Developers are encouraged to establish bank relationships in advance to cater to this demand.

Build-to-Rent (BTR) Demand Rising
Rental remains preferred by 40% of expats (earning over SAR 30,000) and 9% of Saudis, due to high homeownership costs and lifestyle flexibility. Internal migration, especially to Riyadh, is also increasing rental demand.

Developing studio and 1-bedroom rentals can attract tenants and institutional investors. A potential growth area is rent-to-own schemes, where tenants build deposits through rental payments and purchase later.

Branded Residences – An Untapped Market
Saudi Arabia has around 1,780 branded residential units, with 2,500 more planned by 2030. These offer a luxury lifestyle and high-end services, particularly when linked to hospitality brands.

Opportunities exist to:

- Build smaller branded homes (e.g., studios) to appeal to younger or budget-conscious buyers.
- Satisfy strong Muslim HNWI interest—92% show demand for branded homes in the Holy Cities, with 40% ready to spend over US$10,000/sqm in Makkah.

In terms of pricing, 21% of Saudis and expats target SAR 750K–1.5M; another 21% are open to spending SAR 1.5M–2.5M.

Competitive Landscape
Saudi's residential market is growing, with local developers like Al Akaria, Dar Al Arkan, and Jabal Omar leading in various segments. International players like Emaar Properties have also entered, bringing experience in large-scale, mixed-use developments supported by economic reforms and government incentives.

DUBAI REAL ESTATE: A GOLDMINE FOR GLOBAL INVESTORS

Dubai's property market remains a global hotspot in 2025, offering high returns, solid investor confidence, and long-term value. Its strategic location, modern infrastructure, and pro-investment policies continue to attract both regional and international buyers.

Market Snapshot

In 2024, Dubai recorded AED 528 billion in real estate transactions (+18% YoY), with 145,000 deals (+27%). Foreign investors made up 42% of these, reflecting growing global interest.

Averages returns:

- Residential: 5.7% ROI
- Commercial: 8.2% ROI
- Capital Appreciation Forecast: 12–15% over 3 years

Performance by Property Type

- Luxury Villas: 22% appreciation, 6.3% yield
- Apartments: 16% appreciation, 5.8% yield
- Warehousing: 19% growth, 9.5% yield
- Off-Plan Units: Up to 24% ROI upon completion

Top Areas for Investment

- Dubai Hills Estate: 25% price growth, 5.8% yield
- Downtown Dubai: 23% growth, premium pricing
- JVC: 17% appreciation, 7.1% yield
- Dubai Marina & MBR City: Balanced returns with strong tenant demand

Commercial Sector Highlights

- Al Quoz Industrial: 10.2% yield
- Dubai South: 9.3% yield, 22% appreciation
- DIFC & Business Bay: Strong interest from financial sector investors

Emerging Hotspots

- Dubai Creek Harbour: Expected 40% price increase by 2028
- Meydan & Dubai South: 35–38% projected growth
- Al Jaddaf Waterfront & JLT: Boosted by new metro links and infrastructure

Key Growth Drivers

- AED 30B+ infrastructure investments
- 4.2% annual population growth
- Long-term visa reforms
- 40M tourist forecast by 2031
- Expansion into 16 new economic sectors

Maximising Returns

- Short-Term Rentals: 15–25% higher returns in tourist zones
- Renovations & Upgrades: 30–40% ROI
- Off-Plan Investments: 20–30% appreciation before handover
- Asset Conversions: Industrial to retail yields up to 35%

Outlook & Strategy

Dubai is in a mid-expansion cycle with sustainable growth ahead. Though 62,000 units are in the pipeline through 2026, phased deliveries help avoid oversupply.

Mortgage rates (4.5%–7.2%) and 75% LTV options support continued end-user and investor activity.

WHY TERRACED HOUSES REMAIN THE FAVOURITE IN MALAYSIA

The recently released Laporan Pasaran Harta 2024 by NAPIC confirms what many property players have long observed: terraced houses remain the top choice among Malaysian homebuyers. Despite the rise of high-rise living and new trends in urban design, terraced homes continue to lead the residential property market—both in transaction volume and buyer sentiment.

Terraced Homes Top the Chart Again

According to the report, Terraced Houses recorded the highest number of residential transactions in 2024, with a total of 112,243 transactions, far surpassing other residential property types. This category includes both single-storey and 2-3 storey variations, although NAPIC does not break down the volume by storey count in transaction data.

In terms of new launches, 2-3 storey terraced houses (23,462 units) and single storey terraced houses (16,621 units) together made up 52.9% of all new residential units launched in 2024.

This reflects continued market confidence and strong preference for landed properties.

The Cultural Comfort of 'Landed Living'

Malaysians value space, privacy, and multigenerational living, making terraced homes in suburban areas a top choice. These landed properties offer the comfort of a backyard, renovation potential, and a strong sense of community—features that continue to appeal to middle-income buyers.

Affordability Meets Practicality

Compared to semi-detached or detached homes, terraced houses provide better affordability while still offering more living space than a typical apartment. This makes them particularly attractive to:

- First-time homebuyers
- Young families
- Upgraders from flats or low-cost apartments

With many units priced below RM500,000 in suburban hotspots, terraced homes continue to fall within the sweet spot of affordability.

Developer Confidence Reflects Market Demand

Terraced homes aren't just popular in the secondary (subsale) market—they remain a key product in new township developments nationwide. Developers continue to launch them confidently, often positioning terraced units as the cornerstone of integrated projects that include green spaces, schools, and retail facilities.

New townships in Selangor (Bandar Puncak Alam, Semenyih), Johor (Bandar Seri Alam, Iskandar Puteri) and Penang Mainland (Bukit Mertajam, Simpang Ampat) clearly illustrate this ongoing demand.

Stable Investment Outlook

From an investment perspective, terraced houses tend to enjoy steady capital appreciation and consistent rental demand. Unlike many high-rise properties, they are less exposed to risks of oversupply and usually maintain better value during market fluctuations. For investors with a medium- to long-term horizon, landed terraced homes remain a solid, dependable asset.

In a market shaped by evolving trends and diverse product offerings, terraced houses continue to represent a dependable and practical choice. The data from NAPIC reinforces this lasting appeal, proving yet again that Malaysian buyers prefer landed, affordable, and family-oriented homes. As urban areas expand and affordability remains a central concern, terraced homes are likely to retain their place as Malaysia's preferred residential option for years to come.

DEVELOPERS COLLECTIVELY ADDRESSING THE CONDO OVERSUPPLY

In the last quarter of 2024, Metro Manila faces a significant oversupply of condominiums due to a frenzy of developments that have been impacted by pandemic and low take up. As demand fluctuates, real estate developers are strategically implementing flexible payment terms and rent-to-own schemes to better align with consumer needs and stimulate sales. These initiatives not only provide potential buyers with more accessible paths to homeownership but also enable developers to mitigate the impacts of oversupply.

Flexible Payment Terms

Flexible payment terms are designed to ease the financial burden on potential buyers by offering various options for making payments. Developers are increasingly allowing buyers to choose from multiple financing arrangements, which may include longer installment periods, lower down payments, and graduated payment structures. By doing so, they cater to a diverse range of financial situations, making it easier for young professionals, first-time buyers, and even investors to consider purchasing a unit.

For example, some developers may offer a down payment as low as 5% with the remaining balance spread out over several years. This approach not only helps individuals save up but also allows them to manage cash flow better while still enjoying the benefits of ownership in a rising real estate market. Additionally, these flexible terms can provide security and peace of mind, knowing that their investment is not tied to prohibitively high initial costs.

Rent-to-Own Schemes

The rent-to-own scheme is another innovation gaining traction in response to the oversupply issue. This model lets potential buyers rent a condominium unit with the option to purchase it after a specified period. A portion of the rent paid during the rental term is usually credited toward the eventual purchase price. This scheme serves two functions: it addresses the immediate need for housing and caters to those who may not yet be financially ready to buy.

Rent-to-own agreements provide flexibility and lower risk for buyers who may be uncertain about committing fully to a purchase. They can live in the property, observe the neighborhood, and decide if it fits their lifestyle before making a long-term investment. For developers, this approach can lead to a more stable occupancy rate, as units are not left vacant while waiting for buyers. This can also contribute to healthier cash flow, enabling developers to reinvest and sustain their projects.

In the past, very few developers are embracing the rent-to-own scheme, now, almost all of the developers are introducing competitive rent-to-own programs; some with 10-year lease to own program with minimal initial downpatment to move-in; some with as low as 5% downpayment to enable clients to use the property.

Market Impact and Future Outlook

By adopting these strategies, developers are not only addressing the oversupply of condominiums in Metro Manila but also enhancing consumer confidence in the real estate market. As more individuals are enticed by flexible payment options and the potential of rent-to-own arrangements, the market can recover more swiftly from the effects of oversupply.

Looking ahead, it is likely that market dynamics will continue to evolve, with developers regularly assessing consumer needs and innovations in financing. By prioritizing flexible payment solutions and adaptable ownership models, developers can help sustain a healthier real estate environment, benefitting both buyers and developers alike in the long run. As Metro Manila navigates its current real estate landscape, these payment strategies will play a crucial role in balancing supply and demand, ultimately fostering growth and stability in the condominium market.

THAILAND RESIDENTIAL MARKET OUTLOOK

Office

Increased leasing activity in 2024 to be sustained in 2025. Net take-up in 2025 is expected to reach similar levels as 2024.

More new buildings will enter the market in 2025, tempting large occupiers to relocate from old premises.

Analysis of relocations in 2024 found that 93% involved upgrading or same grade relocation, a trend expected to persist.

Post-pandemic office market dynamics continue to evolve, as hybrid working and workplace strategy shape enduser demand.

Older buildings will adapt to changing market conditions, resulting in reduced relevant office supply.

Successful landlords will actively engage with existing and potential tenants as overall occupancy rates are expected to decline further in 2025

Total office supply in 2025 will exceed 10 million square meters, with overall occupancy rates expected to drop below 80% for the first time since 2003.

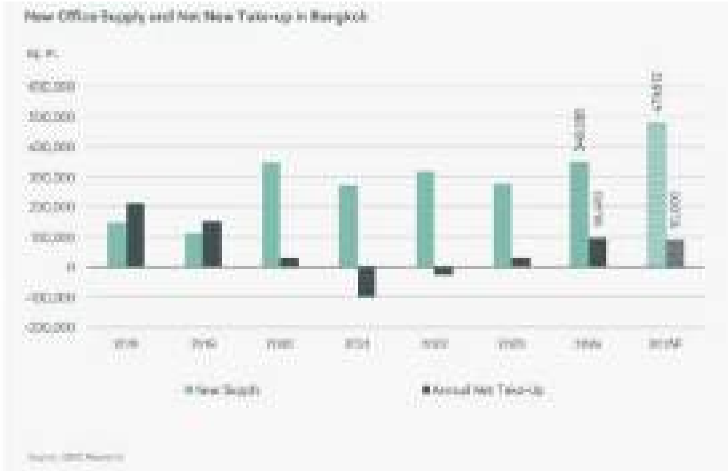
Occupancy rates in prime buildings will begin to improve as the flight-to-quality trend continues.

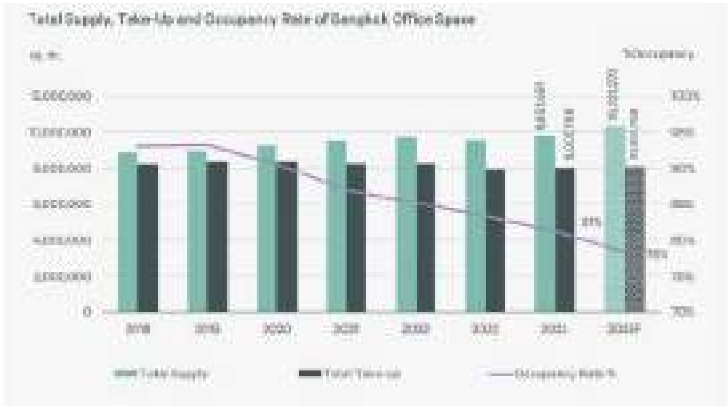
Landlords of the best Grade A+ offices will continue to benefit from flight-to-quality demand, experiencing growing occupancy.

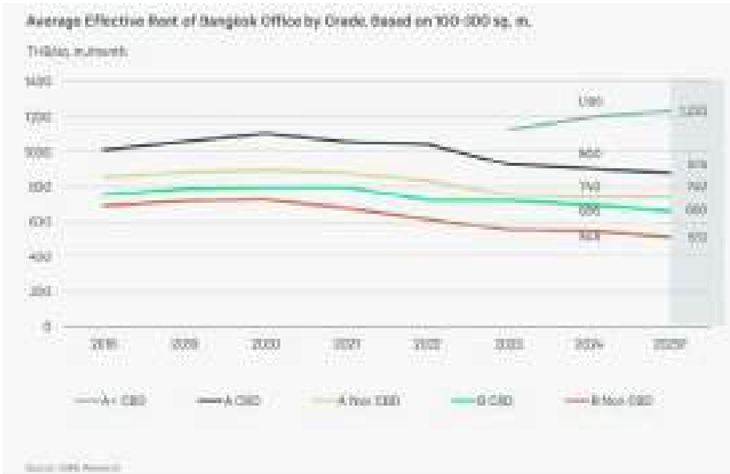
Grade A+ buildings in prime locations are projected to be able to achieve up to 3% Y-o-Y rental growth in 2025.

In contrast, landlords of Grade A and B CBD and Non-CBD buildings will need to be flexible on rental rates and incentives to attract new occupiers.

Only Grade A+ rents are expected to increase, and only Grade A Non-CBD rents are projected to remain stable, while other segments are expected to fall by 3%-6% Y-o-Y.







THE RESILIENT RISE OF INDIA'S ULTRA-LUXURY REAL ESTATE MARKET

India's ultra-luxury real estate segment is undergoing a golden age—an era marked by discerning buyers, record-breaking sales, and a shift in the very definition of "home." With wealth creation on the rise, especially among high-net-worth individuals (HNIs) and ultra-high-net-worth individuals (UHNIs), there's a distinct appetite for elevated living that blends legacy, lifestyle, and long-term capital appreciation.

From sea-facing penthouses in Mumbai's Bandra and Worli to stately golf-course villas in Gurugram and the imperial grandeur of Lutyens' Delhi, the demand for homes priced upwards of ₹20 crore has never been stronger. These aren't just properties—they're statements of identity, generational investments, and, for many, dream homes finally within reach.

The surge is backed by multiple tailwinds. Rising disposable incomes, global exposure to refined living standards, and an expanding base of first-generation wealth creators have made ultra-luxury homes both a personal aspiration and a financial strategy. These homes offer a rare trifecta: unmatched lifestyle perks, the ability to preserve and grow capital, and the status of owning something truly scarce in an increasingly crowded world. Prime city zones with low density, lush green buffers, and seamless access to business districts are now gold mines of generational wealth, often appreciating faster than any other asset class in the country and are driven by scarcity.

The numbers speak volumes. Premium assets in India's top metros have historically yielded annualised returns in the range of 9–14%, with some ultra-exclusive properties—those with a story, a view, or a rare provenance—tapping into 18–20% territory. This scarcity premium, driven by limited supply and ever-increasing aspirational demand, is what makes India's luxury real estate an outlier in terms of value retention and appreciation.

Interestingly, despite relatively modest rental yields—usually 2–3% of the property value—even the country's most affluent prefer holding these properties primarily for personal use. For them, the value lies not in recurring income but in lifestyle elevation and wealth preservation. However, when managed professionally—particularly in scenic, leisure-driven destinations—these "trophy homes" can fetch significantly higher yields, sometimes up to 5–7% annually. Top-tier city properties have historically delivered annualised returns between 9–14%, with truly rare assets commanding premiums and pushing the 18–20% mark.

The luxury housing market (₹4 crore and above) across India's top seven cities recorded a 28% year-on-year growth in sales during the Jan–Mar quarter alone. The momentum is powered by evolving urban infrastructure, a renewed focus on wellness and quality of life, and a subtle but notable narrowing in the gap between monthly rents and EMIs. With the Reserve Bank of India's recent repo rate cuts, the timing couldn't be better for aspirational buyers to turn homeowners.

Ultimately, luxury real estate remains the preferred haven for India's elite—offering stability in turbulent times, diversification beyond volatile equities, and tangible value in a rapidly digitising, often intangible world. Whether as a legacy asset, a weekend escape, or a curated investment, the ultra-luxury home is now less of a rarity—and more of a reality.

New home sales rose for the second consecutive month, as developers launched more private homes following the Chinese New Year holidays, and buyers returned to the market.

According to data from the Urban Redevelopment Authority (URA), new home sales increased to 1,575 units in February 2025, marking a 45.4 per cent rise from 1,083 units in January. This represents the second highest number of transactions for February since 2012, when 2,417 units were sold.

Compared to February 2024, new home sales surged by 929.4 per cent from 153 units.

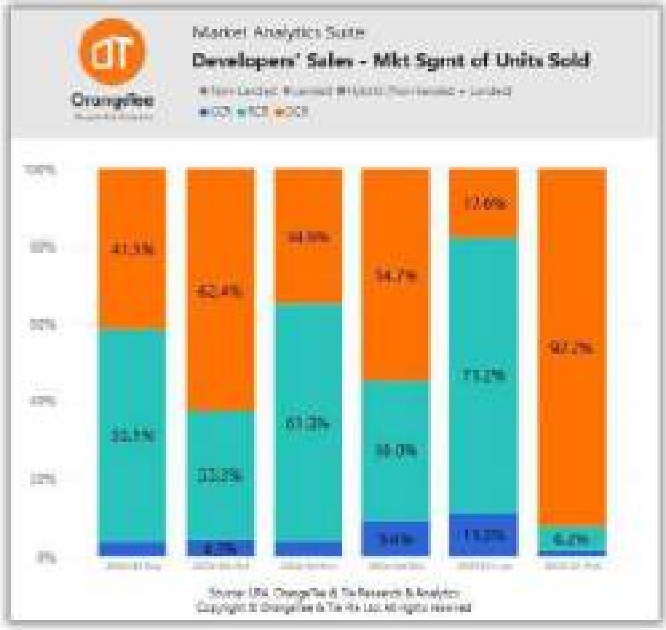
Last month's sales were primarily contributed by two large project launches: the 1,193-unit Parktown Residence, and the 501-unit ELTA. Developers may have strategically scheduled the launches of these projects following the Chinese New Year celebrations, anticipating a surge in buyers.

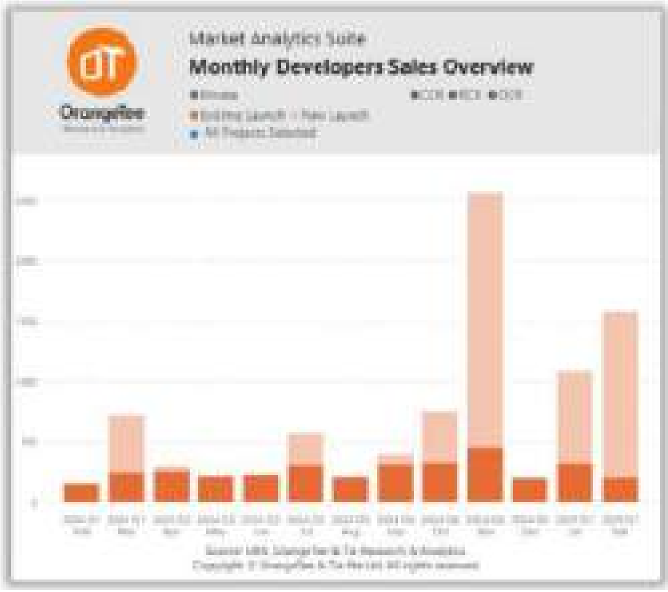
Parktown Residence was the best performing project, selling 87.3 per cent or 1,041 units within a month, and achieving a median price of $2,363 per square foot (psf). The second-best performing project was ELTA, which moved 65.1 per cent of its 501 units last month.

In February 2025, 603 new homes in the Outside Central Region (OCR), including executive condominiums (EC), were sold for at least S$2 million, marking the highest number of new suburban homes sold at this price in a single month since 1995 when URA data was first available. This included 596 non-landed homes, 2 landed homes, and 5 ECs, according to URA Realis data. The previous record was in November 2024, with 512 new homes in OCR sold for at least S$2 million.

Of the 603 units, the highest transactions comprised of 397 units from Parktown Residence, 145 units from ELTA, and 16 units from Hillock Green. Furthermore, 57 units from Parktown Residence and 23 units from ELTA were transacted between S$3 to S$5 million. The priciest transactions were two units from Parktown Residence sold for S$4.05 million and S$4.03 million.

Last month's sales were primarily from OCR, accounting for 92.2 per cent or 1,452 units of the total transactions, followed by the Rest of Central Region (RCR) at 6.2 per cent or 98 units, and the Core Central Region (CCR) at 1.6 per cent or 25 units.





New home sales are projected to continue their strong momentum as more projects will launch for sale. These include the 477-unit Lentor Central Residences and the 188-unit Aurea at the former Golden Mile Complex that were launched this month, followed by the 937-unit One Marina Gardens, that will be launching in April. These developments are strategically located within walking distance of essential amenities which will significantly enhance their market appeal and future price appreciation.

PORTUGAL PROPERTY MARKET INSIGHT – MAY 2025

Portugal continues to shine as one of Europe's most attractive real estate destinations, with growing interest from both domestic and international buyers. As we enter May 2025, the property market reflects a healthy balance between demand and opportunity, especially in key regions like Lisbon, Porto, and the Algarve. This month's insight explores current trends, buyer behavior, and what investors should know about Portugal's evolving property landscape.

Market Overview

In May, Portugal's property market shows continued resilience and steady growth. Despite global economic uncertainties, Portugal remains a safe haven for property investment due to its:

- Stable economy
- Favorable climate and lifestyle
- Attractive tax incentives
- Residency opportunities through the Golden Visa program

Buyers are particularly drawn to urban centers and scenic coastal areas, while off-plan developments and sustainable housing projects are gaining momentum.

Trends to Watch This Month

1. **Growing Interest in Secondary Cities**

   While Lisbon and Porto remain hotspots, cities like Braga, Aveiro, and Évora are attracting more attention due to lower price points and improved infrastructure.

2. **Sustainable and Smart Homes on the Rise**

   Eco-friendly developments, energy-efficient homes, and smart living features are increasingly influencing buyer decisions, particularly among younger investors and digital nomads.

3. **Golden Visa Restructuring Impact**

   With changes to Portugal's Golden Visa program excluding residential properties in high-density urban areas, investors are pivoting to interior regions and the Azores/Madeira for eligible investments.

4. **Strong Demand for Short-Term Rentals**

   The tourism rebound has boosted demand for properties suited for holiday rentals, especially in Lisbon, Porto, and Algarve coastal towns. May marks the start of the high season, with rental yields expected to climb.

5. **Price Stability with Moderate Growth**

   Property prices are holding steady, with moderate growth in sought-after areas. Lisbon and Cascais continue to command premium prices, while value can still be found in emerging zones.

Opportunities for Investors

- eOff-Plan Developments: These offer competitive pricing, phased payment plans, and strong appreciation potential upon completion.
- Renovation Projects: Older buildings in city centers provide opportunities for value-add investments, especially when converted into serviced apartments or boutique rentals.
- Golden Visa-Eligible Investments: Commercial properties, tourism-oriented projects, and developments in low-density areas remain viable options for investors seeking residency.

Advice for Buyers in May

- Act Early: As summer approaches, buyer competition tends to increase. Securing deals in May can help you avoid seasonal price hikes.
- Research Local Markets: Portugal is diverse. Understanding neighborhood trends, infrastructure plans, and rental demand is key to making informed choices.
- Work with a Trusted Real Estate Partner: Whether you're buying off-plan, investing for rental income, or applying for a Golden Visa, expert guidance is essential.

PAKISTAN REAL ESTATE OUTLOOK 2025: KARACHI'S MARKET REBOUNDS

Karachi's real estate market is showing a strong recovery in 2025, supported by improving economic trends, rising investment interest, and rapid urbanisation. However, the sector still faces hurdles that need to be overcome to reach its full potential.

Key Market Challenges

- Policy & Economic Uncertainty: Volatile foreign reserves and inflation, along with unpredictable government policies, continue to impact investor confidence.
- Limited Housing Finance: While interest rates are lower, strict lending criteria and limited affordable financing still restrict access for middle-income buyers.
- Infrastructure Delays: Projects like roadworks and urban upgrades face consistent delays, affecting growth and property value in developing areas.

Growth Drivers & Opportunities

- Gated Communities in Demand: Secure and well-planned developments like DHA, Bahria Town, and Malir Cantt are favoured by families and expats, with steady value appreciation expected.
- Urban Sprawl & Vertical Development: High-rise apartments and commercial projects are booming in areas like Scheme 33, Korangi, and North Karachi, driven by population growth.
- PropTech Adoption: Digital platforms, AI analytics, virtual tours, and blockchain-based transactions are streamlining the property process. Platforms like Zameen.com are enhancing transparency and access.
- High Returns Forecast: With interest rates falling and property demand rising, investors can expect strong appreciation in both established and emerging neighbourhoods.

Top Investment Areas

- Affordable Housing: Developers are offering flexible payment plans with low down payments, appealing to first-time buyers and young professionals.
- Government Incentives: Tax breaks for the construction sector and overseas Pakistani-focused initiatives are attracting more foreign capital.
- Strategic Mega-Projects: Key developments like the Malir Expressway, Karachi Circular Railway, and Karachi Coastal Development Project will enhance connectivity and boost surrounding property values.

Outlook for 2025

Despite economic headwinds, Karachi is emerging as a prime real estate destination. Continued urban growth, infrastructure expansion, and investor-friendly policies make it a compelling choice for local and international buyers alike.

Now is the time to explore new opportunities, align with trusted developers, and use technology to make smarter investment decisions. Karachi's real estate future is full of promise—don't miss out.

AI AND AUTOMATION: RESHAPING THE INVESTOR'S WORLD IN 2025

In today's fast-evolving financial ecosystem, artificial intelligence (AI) and automation are no longer futuristic concepts—they're foundational tools transforming how people invest, manage wealth, and make financial decisions. As we reach the midpoint of 2025, understanding the growing impact of these technologies is essential for staying competitive and making informed investment choices. Here's how AI is reshaping the investor's world.

1. Smarter Portfolio Management with AI

AI-powered platforms are now capable of analysing vast amounts of market data in real time to offer personalised investment strategies. Robo-advisors and automated wealth management tools use machine learning to optimise asset allocation based on your risk tolerance, financial goals, and market behaviour. This allows even novice investors to access strategies once reserved for high-net-worth individuals.

2. Predictive Analytics and Market Forecasting

Gone are the days when forecasting was based solely on historical data and human intuition. Today, AI tools digest macroeconomic indicators, news sentiment, and global trends to forecast market movements with increasing accuracy. Hedge funds and institutional investors have already adopted predictive models for identifying short-term and long-term opportunities—retail investors are now beginning to follow suit.

3. Algorithmic Trading and Efficiency Gains

Algorithmic trading uses AI to execute large volumes of trades at high speed based on pre-defined criteria. This method increases market efficiency, reduces human error, and enables investors to act on fleeting opportunities. While most beneficial to institutional players, retail investors now have access to simplified algorithmic tools through modern broker platforms.

4. AI in Real Estate: Valuation and Deal Sourcing

In real estate, AI is being used to analyse pricing trends, identify undervalued assets, and predict future value appreciation. Smart algorithms can scan thousands of listings and economic factors to recommend the best locations or properties to invest in. Some platforms even automate property management, streamlining tenant screening, lease tracking, and maintenance scheduling.

5. Risks and Ethical Considerations

Despite the advantages, relying solely on AI carries risks. Models can reflect the biases of the data they're trained on, and sudden market shifts can outpace even the smartest algorithms. Investors should use AI as a tool, not a replacement, for sound judgement and due diligence. Understanding how these technologies work and staying informed is crucial to using them effectively and ethically.

AI and automation are transforming the financial landscape at an unprecedented pace. From smarter portfolio management and predictive analytics to real estate investment insights, these tools offer investors a significant edge. However, true success lies in combining technology with human insight, critical thinking, and strategic discipline. As 2025 continues, embrace the benefits of AI—but let wisdom lead the way.

THE RENTERS' DISCOUNT IS SHRINKING

Renters, pay attention. You're still getting a discount, but the window may be closing.

That's one of the insights from Juwai IQI Co-Founder and Group CEO Kashif Ansari, who was quoted on the topic in the New Straits Times. His comments bring some hard numbers to the rent vs. buy debate in Malaysia.

According to Ansari, rent is still cheaper than it was before COVID, by about RM442 a month.

Meanwhile, home prices are steady, up just 0.8 points on the Malaysian House Price Index in 2024. Prices have been kept down in part by a 30% jump in new home launches.

The government is helping to keep housing affordable with real support: RM10 billion in housing credit guarantees and tax breaks

Right now, renting still edges out on cost. But that edge is shrinking fast. What's more, over the long-term, ownership builds wealth.

"Renters are still getting a discount nearly half a decade after the pandemic started," Ansari told the New Straits Times. "But with rent trending upward and home prices stabilising, we expect the rent vs. buy equation to increasingly favour ownership in the coming years."

What First-Time Buyers Should Know

Affordability is quietly improving. Financing is easier thanks to government-backed schemes and stable interest rates.

Meanwhile, 75,784 new homes were launched in 2024, a big jump up from just 56,526 the year before.

Construction costs are helping keep sales prices down. Building a mid-range high-rise in Kuala Lumpur is 63% cheaper than in Bangkok, and 260% cheaper than in Singapore.

That opens the door for more people to own instead of rent.

What's Hot? Johor

One region stands out: Johor. It's drawing more demand thanks to better transport and the Johor–Singapore Special Economic Zone. If you're looking for future value, Ansari says this is a key location to watch. But be careful about overpaying and select your investment carefully.

The Market Outlook

Overall, Ansari calls Malaysia's current property market "healthy" and "stable." No boom, no bust. He forecasts prices will grow 2%–3% in 2025, thanks to support from the strong economy.

"By far, more people own their homes than rent," he said. "More than three quarters of Malaysians are homeowners."

In 2024, 260,516 people bought homes—up 4% from the year before.

IQI Moments

IQI Expands into the Balkans with the Launch of IQI Bulgaria

IQI Global announces its entry into the Balkan region with the launch of IQI Bulgaria, in partnership with top local agency Imoteka. This expansion grows IQI's global footprint to over 32 countries, with new offices in three major Bulgarian cities and nearly 250 agents and staff. Imoteka, part of the Realto Group, is a key player in Bulgaria's mid and luxury markets, closing €200 million in transactions in 2024 alone.

IQI Co-Founder and Group CEO Kashif Ansari highlighted Bulgaria's solid growth, market appeal, and increasing global interest in luxury properties—driven by EU capital and low interest rates. Imoteka CEO Yavor Peychev will lead IQI Bulgaria's growth and integration.

The partnership brings IQI's AI-powered tech, including the Atlas super-app and global marketing tools, to boost agent performance and client service. With property options across cities, coastlines, and resorts, Bulgaria offers strong investment prospects, and IQI is ready to lead the way.

IQI Prestige Award 2025: A Night of Excellence and Elegance

The IQI Prestige Award 2025 lit up The Grand Summit at The Vertical, Bangsar South on April 14, celebrating top talents from IQI's nationwide network. This black-tie gala brought together leading agents, team leaders, and real estate professionals for a night of glamour, recognition, and connection.

From red carpet moments to lively celebrations, the event honored outstanding achievements through a series of individual, group, and team awards—including the coveted Rolex prize presented to nine top performers. Award categories showcased excellence in sales, recruitment, leadership, and innovation, underscoring the world-class standards at the heart of IQI.