

# Workshop on Choosing Prime Properties in Singapore

24 August 2019, Singapore

PROPRIETARY AND CONFIDENTIAL



**INTERNATIONAL PROPERTY ADVISOR**  
Pointing Investors in the Right Direction

# DISCLAIMER

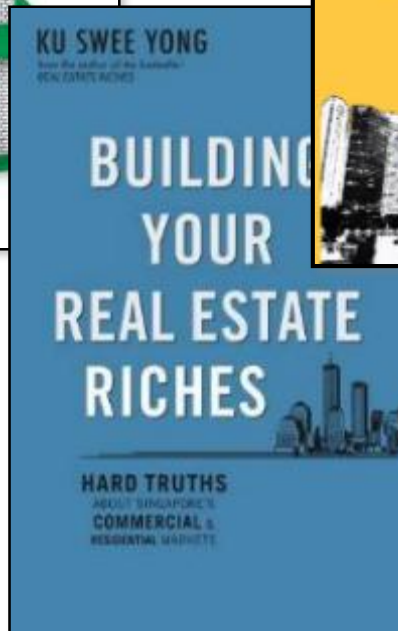
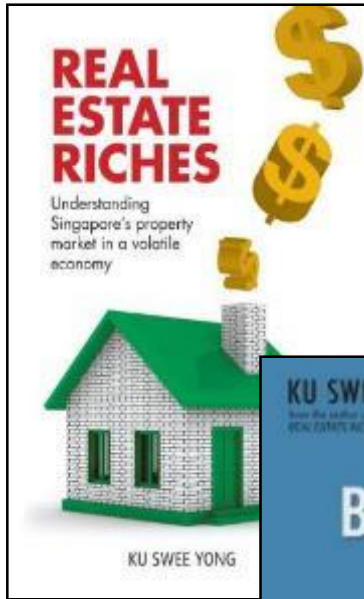
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# About Ku Swee Yong



# Part 1 – Luxury Properties

1. Clarifying misconceptions of prime/luxury properties
2. What are and where are prime properties in Singapore
3. Are there property cycles in the prime area

# We are doing this because...

Firstly, we believe that people should not be led into bad investments:

- Capital is precious, protect it.
- Avoid risks of losses.

Secondly, we believe that investors can put in hard work and efforts to learn to grow wealth:

- Know the risks and the costs, then proceed.
- Recognize that we are in different stages of life, have different expectations of comfort and have different needs for our families and our retirement.

We do not have answers for all. But we have many questions.



# Clarifying misconceptions about luxury properties

Goto [www.menti.com](https://www.menti.com) 25 72 10

# Factors to consider

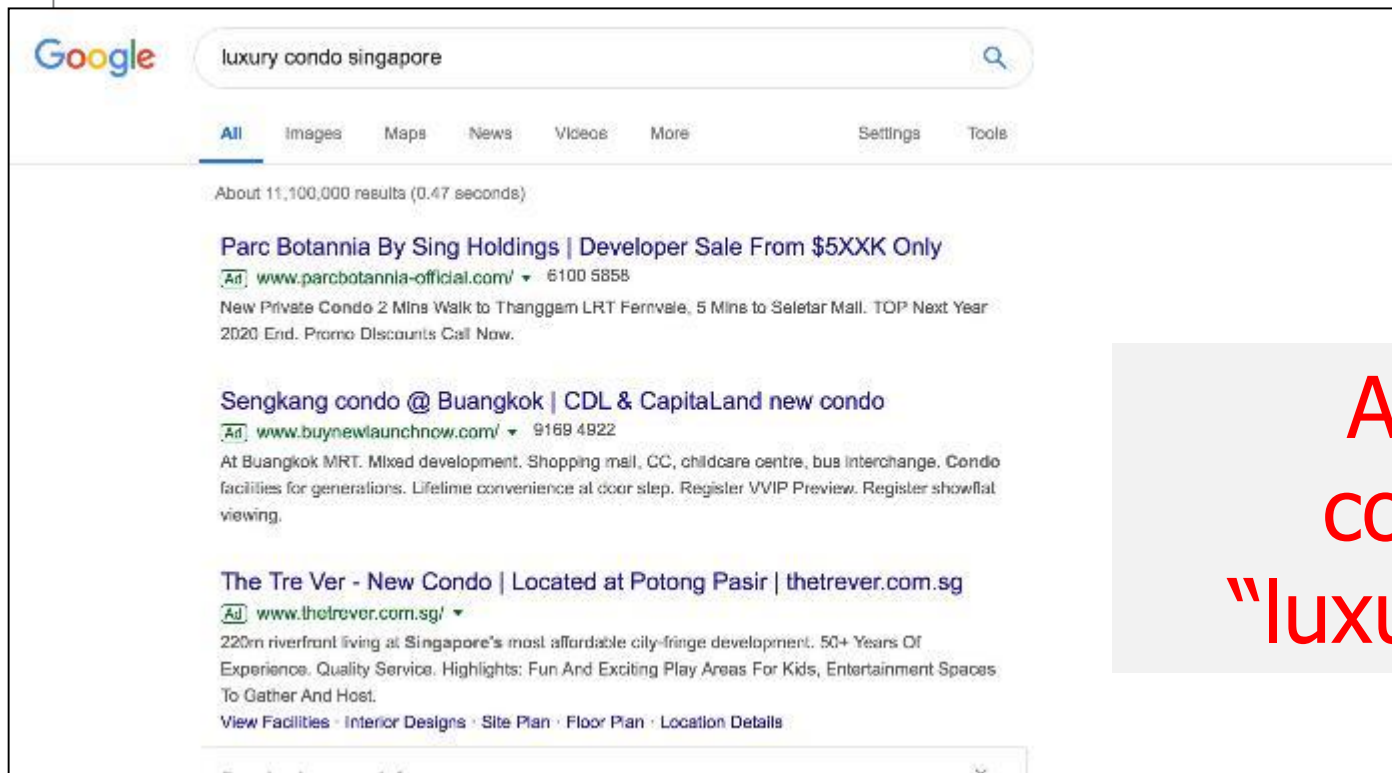
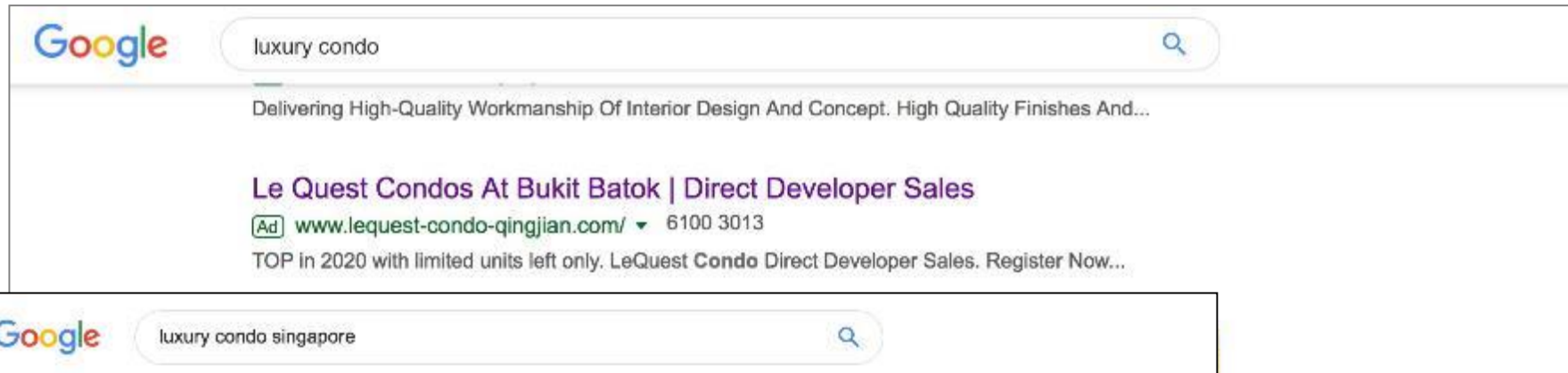
- Location
- Price (S\$ per sq ft)
- Size
- Layout
- Furnishings (interior and exterior)
- Neighbouring homes
- Surrounding amenities
- Brand image
- Security...

**Which factors matter the most?**



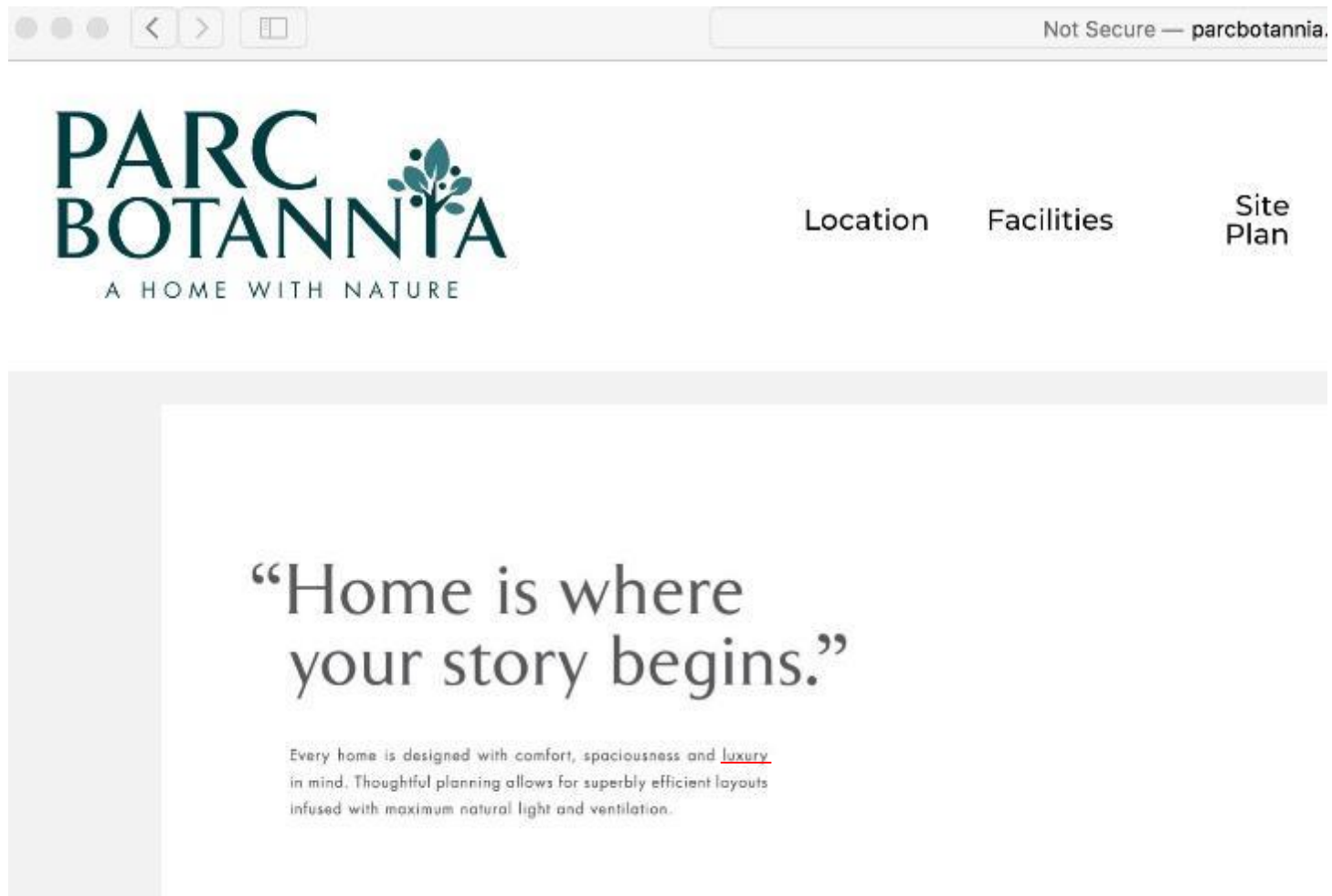
# Let's ask Google!

# Location



Are these considered "luxury condo"?

# Location



<http://parcbotannia.com/brochure/index.html>

**Perhaps it's the taps!**

**Grohe? Or  
HansGrohe?**

# Definition of Luxury?

- Location
- Space (low density good)
- Price (\$ per sqft)
- Size (together with \$psf = total quantum)
- Your neighbours
- History/Tradition
- Near MRT station



# What and Where are the prime properties in Singapore?

# London

Learning from an old city

Prime residential districts:

1. Mayfair
2. Knightsbridge
3. Belgravia
4. Kensington
5. Westminster
6. Marylebone



What about Canary Wharf? Battersea?

# Location

## **Where are the most expensive residential properties in Singapore?**

- D9, D10 & D11
- D9 – Orchard Road, River Valley, Killiney
- D10 – Bukit Timah, Holland, Balmoral
- D11 – Novena, Newton, Thomson
- What about D1, D2 and D4?



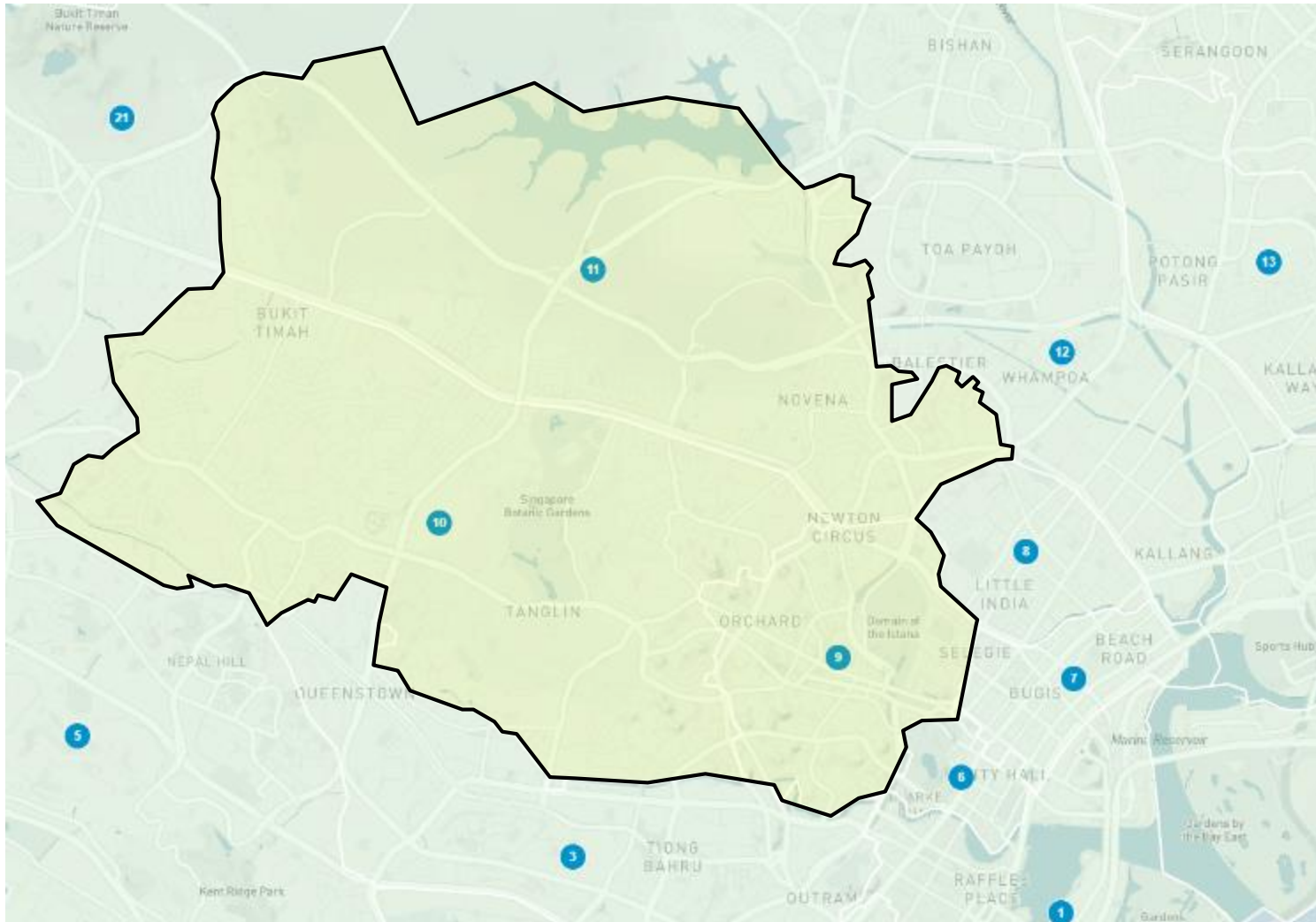
# Location

Postal District	Postal Sector (1st 2 digits of 6-digit postal codes)	General Location
01	01, 02, 03, 04, 05, 06	Raffles Place, Cecil, Marina, People's Park
02	07, 08	Anson, Tanjong Pagar
03	14,15, 16	Queenstown, Tiong Bahru
04	09, 10	Telok Blangah, Harbourfront
05	11, 12, 13	Pasir Panjang, Hong Leong Garden, Clementi New Town
06	17	High Street, Beach Road (part)
07	18, 19	Middle Road, Golden Mile
08	20, 21	Little India
09	22, 23	Orchard, Cairnhill, River Valley
10	24, 25, 26, 27	Ardmore, Bukit Timah, Holland Road, Tanglin
11	28, 29, 30	Watten Estate, Novena, Thomson
12	31, 32, 33	Balestier, Toa Payoh, Serangoon
13	34, 35, 36, 37	Macpherson, Braddell
14	38, 39, 40, 41	Geylang, Eunos
15	42, 43, 44, 45	Katong, Joo Chiat, Amber Road
16	46, 47, 48	Bedok, Upper East Coast, Eastwood, Kew Drive
17	49, 50, 81	Loyang, Changi
18	51, 52	Tampines, Pasir Ris
19	53, 54, 55, 82	Serangoon Garden, Hougang, Ponggol
20	56, 57	Bishan, Ang Mo Kio
21	58, 59	Upper Bukit Timah, Clementi Park, Ulu Pandan
22	60, 61, 62, 63, 64	Jurong
23	65, 66, 67, 68	Hillview, Dairy Farm, Bukit Panjang, Choa Chu Kang
24	69, 70, 71	Lim Chu Kang, Tengah
25	72, 73	Kranji, Woodgrove
26	77, 78	Upper Thomson, Springleaf
27	75, 76	Yishun, Sembawang
28	79, 80	Seletar

Source: [https://www.ura.gov.sg/realEstateIIWeb/resources/misc/list\\_of\\_postal\\_districts.htm](https://www.ura.gov.sg/realEstateIIWeb/resources/misc/list_of_postal_districts.htm)



# Location – D9, 10, 11



Source: <https://keylocation.sg/singapore/districts-map>

# Most expensive transactions?

Is the most expensive home in Singapore located in District 9?

What about highest priced GCB?

- \$300mil? \$700mil?
- \$230mil at Nassim Road, 84,543 sqft
- \$95mil at 26A Nassim Road, 34,251 sqft land, \$2,774psf

Should we measure purely by \$psf?

The Marq \$20.5mil, 3,089 sqft, \$6,650psf

Sculptura Ardmore \$60+mil, 10,300 sqft, \$6,000psf

Le Nouvel Ardmore \$51.0mil, 13,573 sqft, \$3,757psf

Wallich Residence \$73.8mil, 21,108 sqft, \$3,496psf



**Is it price quantum or is it \$psf?**

# Space and immediate environment

- Hong Kong and Tokyo house sizes?
- Shoebox and 'Mickey Mouse' apartments with high \$psf
- 3 bedroom with balcony under 900 sqft?
- Who are your neighbours?
- Traffic density and noise?
- Tradition – freehold vs leasehold
- Neighbourhood – old rich vs new rich

# What's the definition of Luxury Residences?

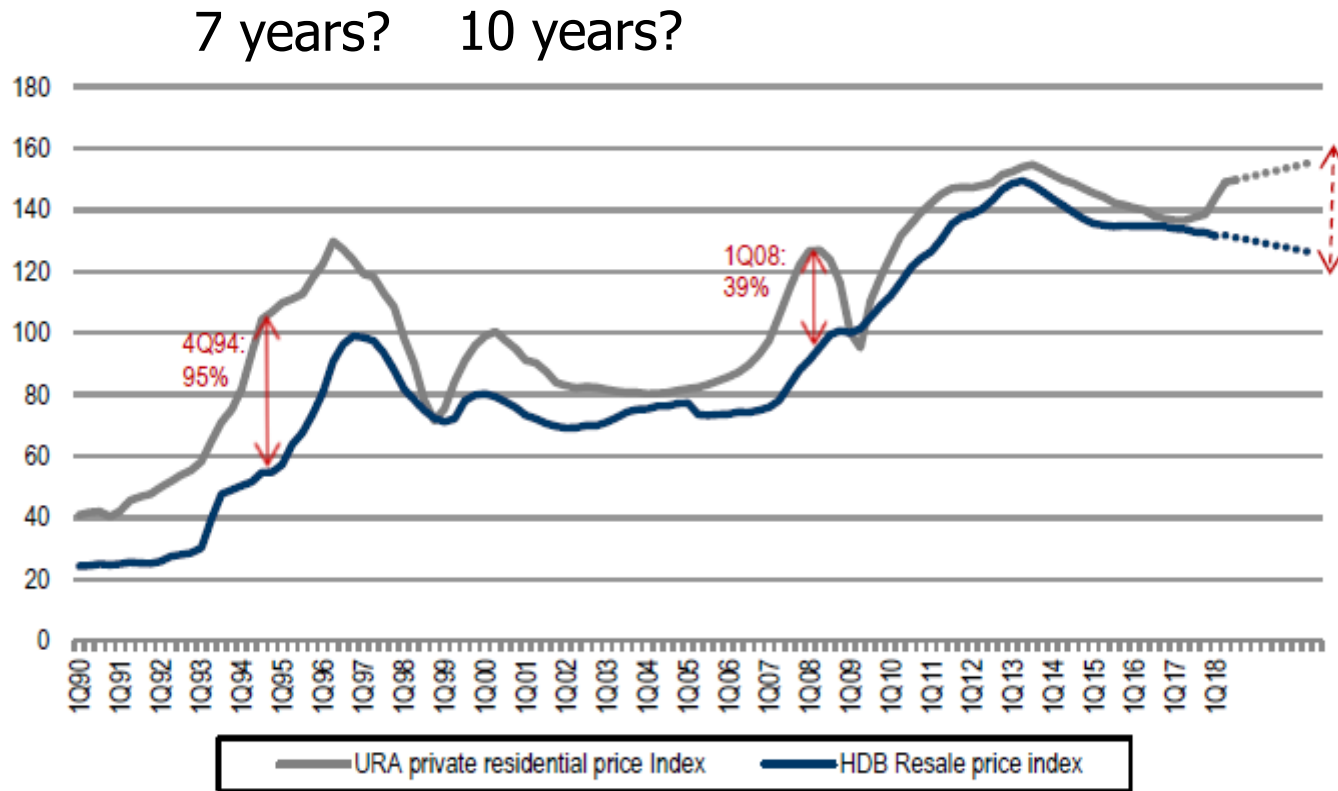
1. Location: D9, D10, D11 (in that order)
2. Neighbourhood – old rich vs new rich
3. Neighbourhood – who lives next door?
4. Sense of space, large size homes, number of sqft per resident
5. Low congestion outside
6. All of the above leads to demand from the wealthy
7. Consistently willing to pay a higher \$psf for the location
8. Combine points 4 and 7, and the quantum will be high

**Most important adage: Location, Location, Location**



Are there property cycles in the prime area?

# What is the average property boom-bust cycle?



Source: URA, HDB, Credit Suisse estimates

Source: Credit Suisse Singapore Property Sector - Opening the HDB Pandora's Box 18Sep2018

# Does the property cycle apply to prime area?

- What is the profile of the prime property buyer?  
[say St Regis Residences]
- Business owners? Senior executives with stock options?
- For the business owners, when the economy swings up, how fast will their financial wealth move up?
- How fast will the financial wealth of employees swing up with the economy heats up?
- Which group will cut losses quickly when the economy is down?



# Does the property cycle apply to prime area?

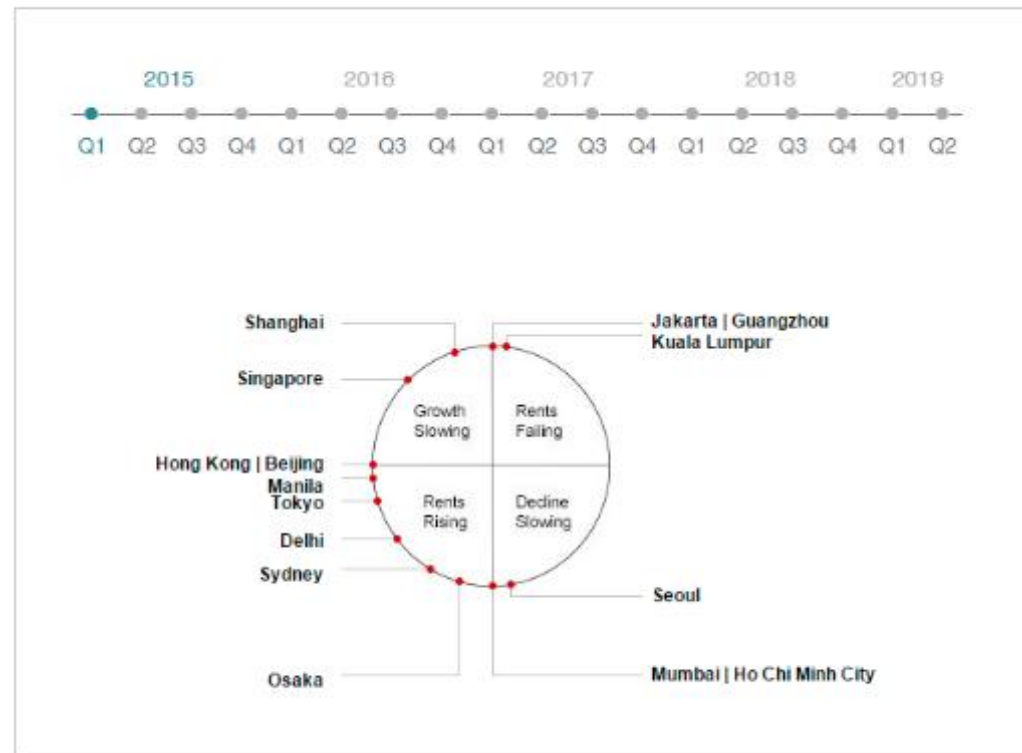
- What is your investment strategy?
- Do you want to time the cycle?
- Will you Sell when the down cycle is approaching?

- Two types of investors who will make use of property cycles:

A) Institutional

B) Stock investors

Asia Pacific Office Property Clock Q2 2019



Source: <http://www.ap.jll.com/asia-pacific/en-gb/research/property-clock>

Dear Mr. ku , here is today's property news

### Top Story



#### June sales for new condos 25.5% higher than a year ago

Jul 16, 2019

Developers moved 821 units despite fewer units launched in June. [Read full story](#)

# HYPE ALERT!

Caution about reading headlines

Dear Mr. ku , here is today's property news

### Top Story



#### Private home sales up 29.5% in May

Jun 18, 2019

New launches more than tripled from the previous month to 1,394 units in May. [Read full story](#)

## Part 2 Prime Districts

1. Finding gems in traditional prime districts
2. Good and Bad buys in D1 and D2
3. The challenges and future of Sentosa properties
4. Evaluating investment potential of different projects

# Finding gems in traditional prime districts

# Factors to consider

## Which factors make properties 'gems'?

### 1. Under-valued

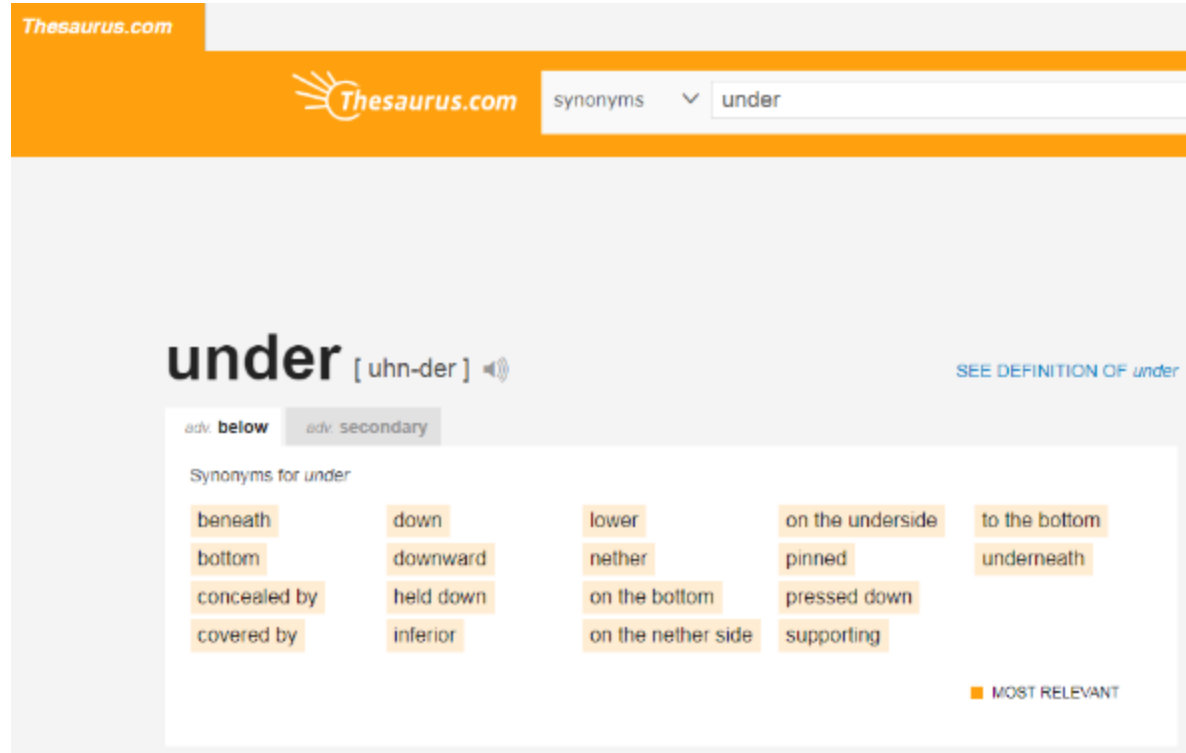
- First define "under"
- Value relative to what?

### 2. Well-built

- No bad news
- Visually OK condition
- Confirm with consultant

### 3. Can unlock value?

- There must be a possibility in future to uplift the value: simple resale, en bloc potential?



The screenshot shows the website thesaurus.com with a search bar containing the word "under". Below the search bar, the word "under" is displayed with its phonetic transcription [uhn-der] and a speaker icon. To the right, there is a link that says "SEE DEFINITION OF under". Below this, there are two tabs: "adv. below" (selected) and "adv. secondary". Underneath the tabs, it says "Synonyms for under". A grid of synonyms is shown, including: beneath, down, lower, on the underside, to the bottom, bottom, downward, nether, pinned, underneath, concealed by, held down, on the bottom, pressed down, covered by, inferior, on the nether side, and supporting. A legend at the bottom right indicates that the orange background of the synonym boxes represents "MOST RELEVANT".

# Which are good buys?

## Cases to study

1. Spanish Village
2. The Aston
3. Kheam Hock Gardens
4. Charming Gardens

# Spanish Village

## Spanish Village

District 10 - 56 Farrer Road - Condo [View on map](#)

[View listings for sale](#)

[View listings for rent](#)

### Overview

Completed At: 1987 (32 years)  
Tenure: Freehold  
Project Size: Small (226 units)

### Nearest MRT Stations

**Lamer Road** 8.5 min (147 m)

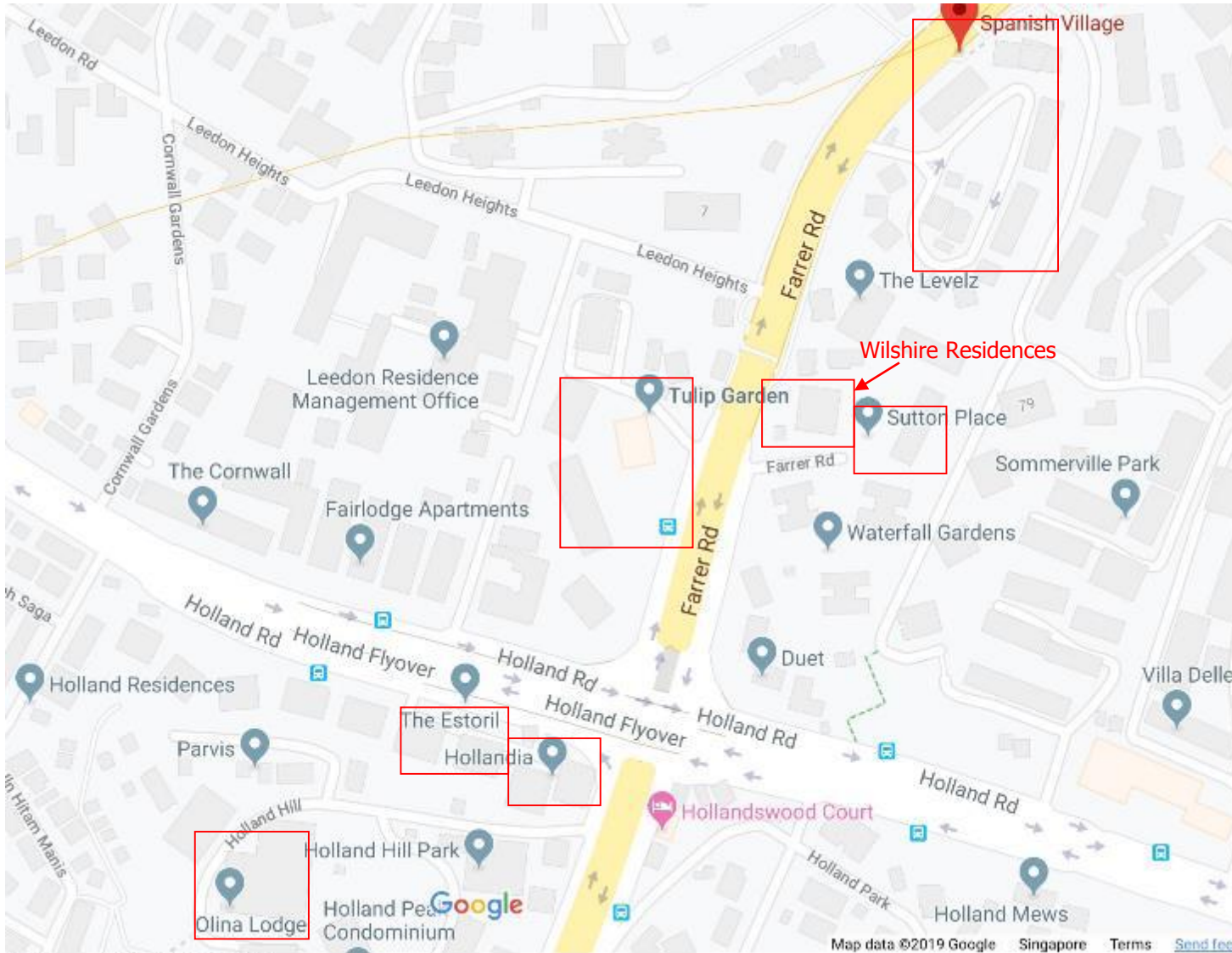
### Nearest Schools

Nanyang Primary School 13 min  
St. Margaret's Secondary... 10 min



# Why might Spanish Village be a good buy?

Holland Village





# Spanish Village

- Recent En Bloc tender closed without bids -
  - \$882 million, \$1,721 psf ppr
- Reasons for it being a good buy:
  - Somewhat underbuilt, with surface parking
  - Can estimate the upside from en bloc exercise
  - If neighbours can sell at around \$2500 per sq foot, valuation will increase
  - Even with a discount from current price, there will still be value for investor and developer
  - Downside – relatively big, only top developers can afford

# Spanish Village

	Value of en bloc	\$psf ppr	Selling price \$psf
Wilshire Apartments	\$98.8 million	1,536	2,600 achieved
Olina Lodge	\$230.9 million	1,712	2,200 starting from
Tulip Garden	\$906.9 million	1,790	2,250 starting from
Hollandia	\$183.4 million	1,703	2,200 starting from
The Estoril	\$223.9 million	1,654	2,150 starting from
Spanish Village	\$882 million	1,721	??

What's a good price to buy at?

***Unit at Spanish Village sold for \$3.08 million bought for \$1.22 million 17 years ago***



Spanish Village. Picture: Edmund Tie & Company

The 2,369 sq ft three-bedroom apartment which was sold last month at \$1,301 psf was [Spanish Village](#)'s first transaction in more than year. That comes as no surprise since the property has been trying to go en bloc – for the third time. The unit which was recently sold was purchased for \$1.22 million seventeen years ago.

Source: <https://www.iproperty.com.sg/news/spanish-village-unit-sold-for-3-million-despite-ongoing-en-bloc-attempt/>

# The Aston



Buy Rent Sell Residential Commercial New Launch Mortgage News

Saved search



Photos Key Details Description Development Transactions Location

Save to shortlist

Home > Condominiums > The Aston > For Sale > 1 Bed

## The Aston

Kay Poh Road, District 10, Singapore

2 days ago [View on map](#)

1 Bed 1 Bath 657 sqft (built up) S\$1,674.28 psf

For sale

S\$1,100,000



Est. Mortgage \$3,091/Mo

[How did we get this number?](#)

Enquire Now

## Key Details

Source: <https://www.99.co/singapore/sale/property/the-aston-condo-GVewthp479G5jx8cflQb8>



# The Aston

**PropertyQuery**

Resale      Rental

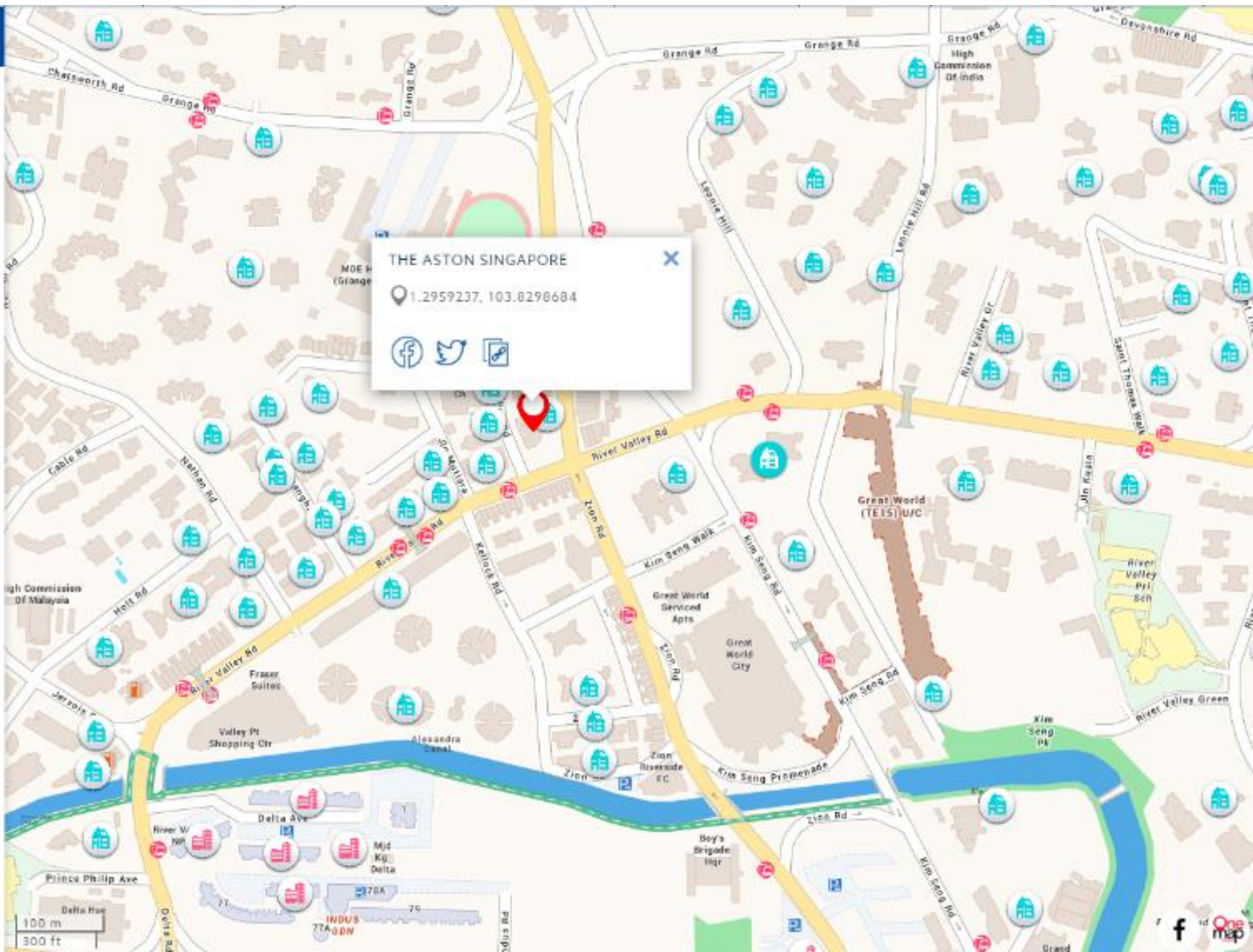
HDB : 32    Landed/Apartment/Condo: 108

Past transactions for THE COSMOPOLITAN KIM SENG ROAD

S/N	Type	Tenure Type	Level	Area (sqm)	Price	#Date
1	Condo	Freehold	21 - 25	123	\$3,100,000	06 - 2019
2	Condo	Freehold	21 - 25	123	\$3,080,000	05 - 2019
3	Condo	Freehold	11 - 15	130	\$3,150,000	05 - 2019
4	Condo	Freehold	11 - 15	106	\$2,500,000	04 - 2019
5	Condo	Freehold	31 - 35	106	\$2,570,000	12 - 2018

# Date of Option Exercised/Sale Agreement Signed      Glossary Notes

Modify Search      Export Table



# Kheam Hock Gardens

Condominium



Overview

Price Insights

Location

**S\$ 2,700,000** Est. Mortgage S\$ 7,896 /mo [Find your eligibility](#)

3 3 1938 sqft S\$ 1,393.19 psf

Kheam Hock Gardens

38 Kheam Hock Road 298808 Newton / Novena (D11)



[Discover more about Newton](#)

## Details

Type  
Condominium For Sale

Tenure  
Freehold

Floor Size

Developer  
Seopik Investment Pte Ltd

HUT  
CEA: R

Name

Mobile Nur

Email

# Kheam Hock Gardens

**PropertyQuery**

Resale      Rental

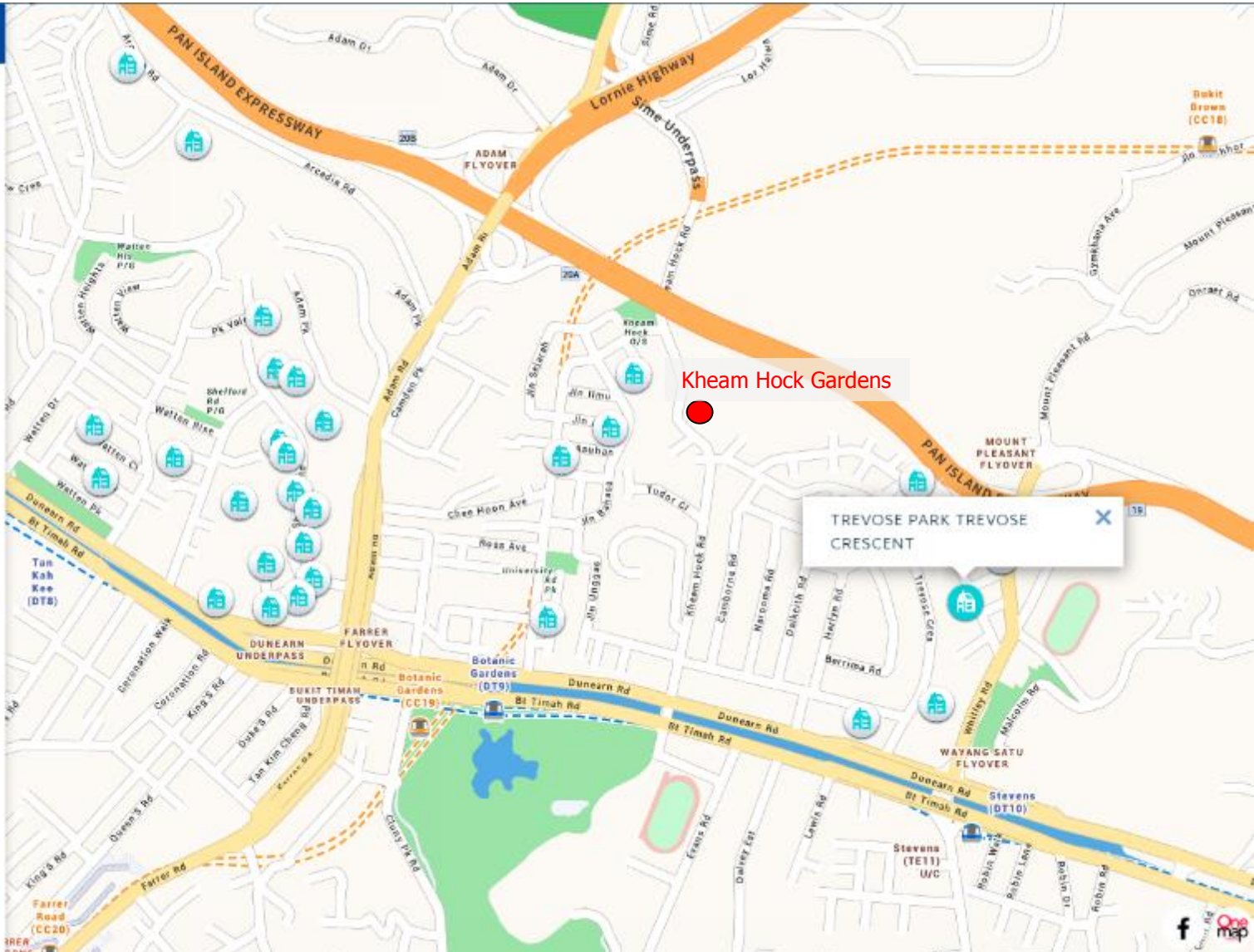
HDB : 0      Landed/Apartment/Condo: 127

Past transactions for **TREVOSE PARK TREVOSE CRESCENT**

S/N	Type	Tenure Type	Level	Area (sqm)	Price	#Date
1	Condo	Freehold	01 - 05	170	\$2,780,000	03 - 2019
2	Condo	Freehold	01 - 05	183	\$2,800,000	12 - 2018
3	Condo	Freehold	01 - 05	157	\$2,780,000	11 - 2018
4	Condo	Freehold	01 - 05	210	\$3,800,000	09 - 2018

# Date of Option Exercised/Sale Agreement Signed      Glossary Notes

Modify Search      Export Table



# Kheam Hock Gardens

## Kheam Hock Gardens put up for en bloc sale

[SINGAPORE] Private residential development Kheam Hock Gardens off Dunearn Road was launched for sale by tender yesterday.

The 41,245 sq ft site has a S\$59 million reserve price, which translates to a per-sq-ft price of S\$1,430.

Located at 38 Kheam Hock Road, the freehold development – a regularly-shaped plot was designated as “residential, two-storey mixed landed” under the Master Plan 2014 – comprises 19 apartments. More than the required 80 per cent of owners have consented to the collective sale.

The gross plot ratio is 1.05, and its gross floor area (GFA) is 43,300 sq ft. If the GFA of the redevelopment exceeds this, development charges will be payable. Based on the Urban Redevelopment Authority’s typical plot size for a terrace unit, developers can build up to 25 strata terrace units; they may also go for any alternative combination of detached, semi-detached and terrace units.

Kheam Hock Gardens is within walking distance of Botanic Gardens MRT Station on the Circle Line. Accessibility to the Marina Bay central business district area will improve when the station is extended to become part of the Downtown Line as well.

The site is a three to five-minute drive away from the Pan Island Expressway, Dunearn Road and Bukit Timah Road. Tucked within a private residential enclave, Kheam Hock Gardens sits amid lush greenery, said CBRE, the sole marketing agent.

CBRE’s director of investment properties Galven Tan said: “The natural topography allows a developer the flexibility in designing a development that will take advantage of this tranquil and lush environment.”

He added that with the “very manageable” development size, he expected keen interest from developers.

The tender for Kheam Hock Gardens closes on Sept 15.

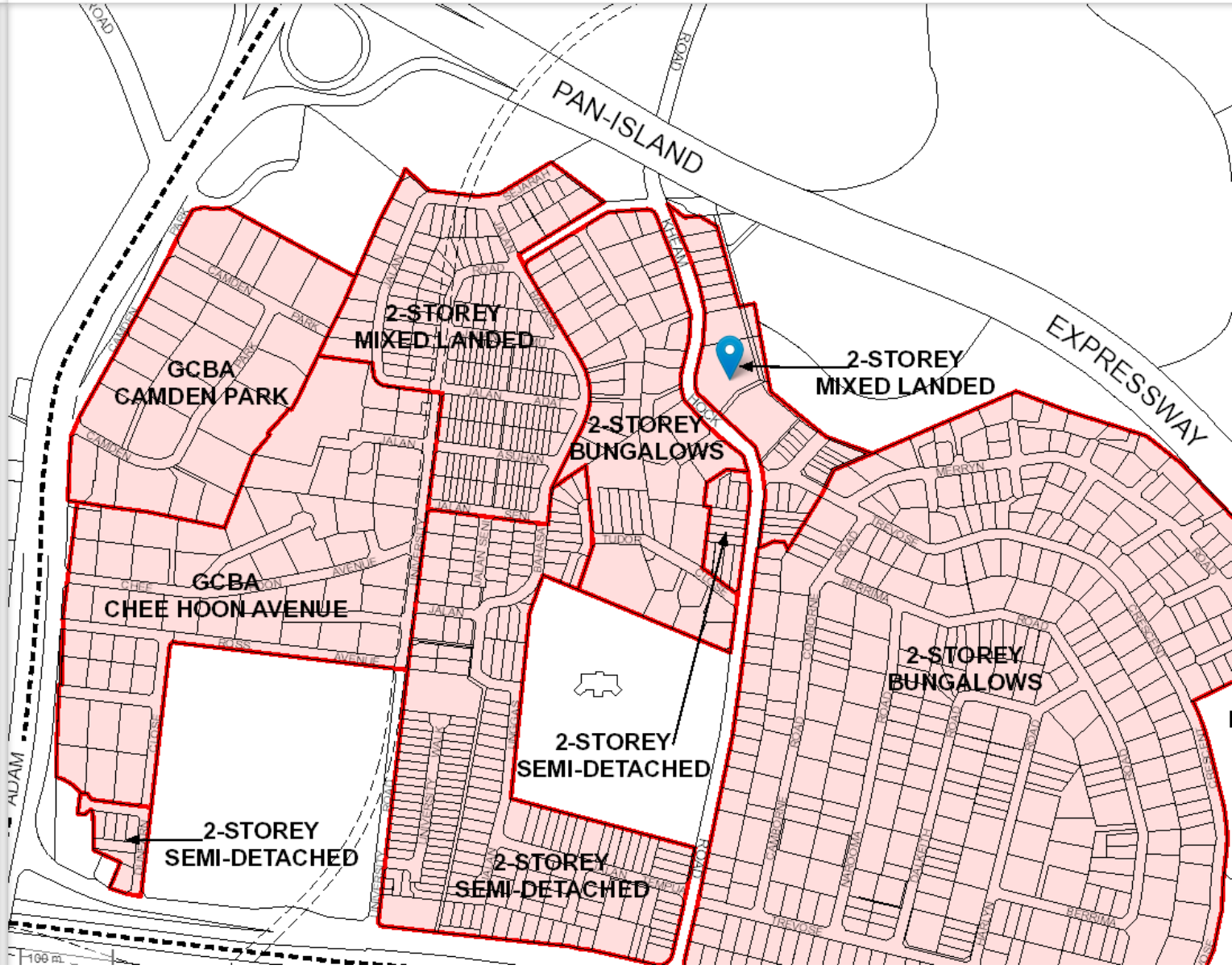


**Kheam Hock Gardens:** The 41,245 sq ft site has a S\$59 million reserve price; developers can build up to 25 strata terrace units.

Source: Business Times 25July14



- < KHEAM HOCK GARDENS** ×
- 38 KHEAM HOCK ROAD  
Singapore 298808  
1.32843, 103.82041
- PLANNING AREA  
NOVENA >
- More Information
- Land Use Plans >
- Control Plans >
- Property Use and Approval >
- Conservation Areas and Buildings
- Guidelines >
- Car Parks >
- Private Residential Properties
- Demographics
- Architecture Excellence




Source: <https://www.ura.gov.sg/maps/>



# Charming Garden

99.co Buy Rent Sell Residential Commercial New Launch Mortgage News Saved search



Photos Key Details Description Development Transactions Location Save to shortlist

Home > Condominiums > Charming Garden > For Sale > 3 Bed

## Charming Garden

Farrer Road MRT 6 min (461m)

King's Road, District 10, Singapore

1 month ago [View on map](#)

3 Beds 3 Baths 1,808 sqft (built up) S\$1,648.23 psf

For sale

S\$2,980,000



Est. Mortgage **\$8,373**/Mo

[How did we get this number?](#)

[Enquire Now](#)

Source: <https://www.99.co/singapore/sale/property/charming-garden-condo-7DarioyDNL9S6ffFNzJVcE>



Tulip Gardens

D'Leedon

Wilshire

Spanish Village

**< CHARMING GARDEN** **X**

Master Plan

1,211,079, 100,00002

PLANNING AREA  
BUKIT TIMAH

More Information

Land Use Plans

Control Plans

Property Use and Approval

Conservation Areas and Buildings

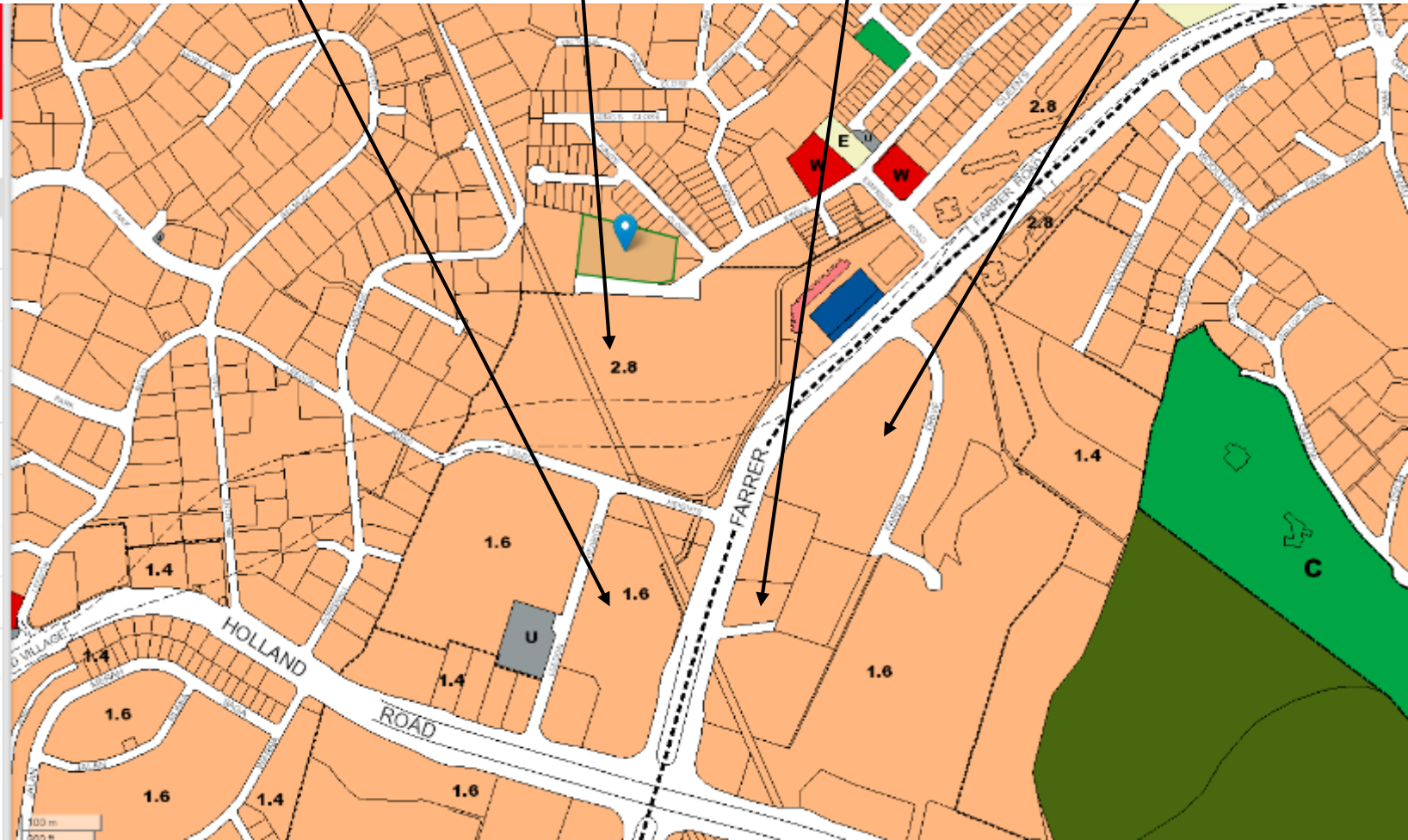
Guidelines

Car Parks

Private Residential Properties

Demographics

Architecture Excellence



# Charming Garden – zoned for 2-storey semi-D

**CHARMING GARDEN** x

140 KING'S ROAD  
Singapore 268157  
+65 9112 8222

PLANNING AREA  
BUKIT TIMAH >

More Information

Land Use Plans >

Control Plans >

Property Use and Approval >

Conservation Areas and Buildings

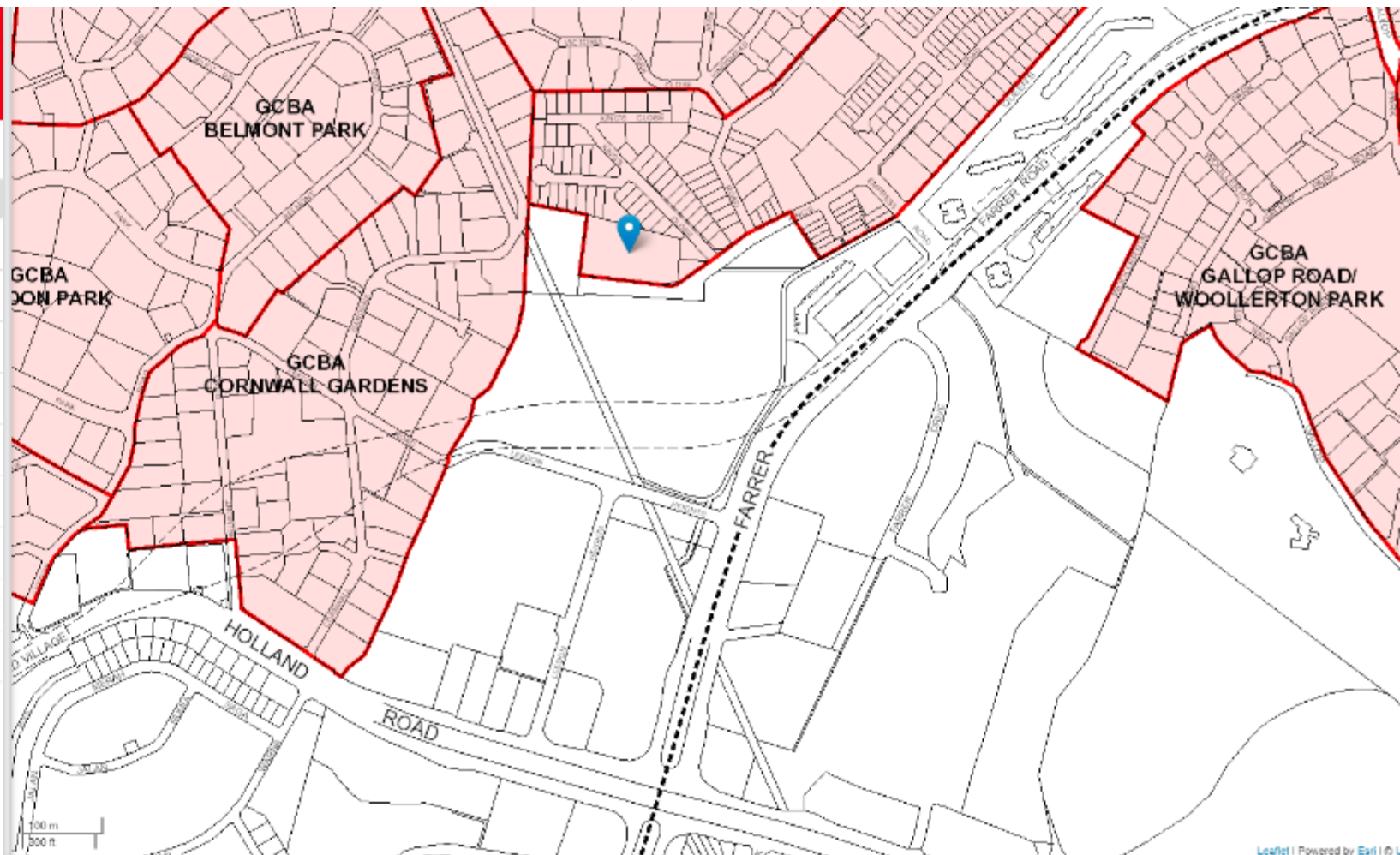
Guidelines >

Car Parks >

Private Residential Properties

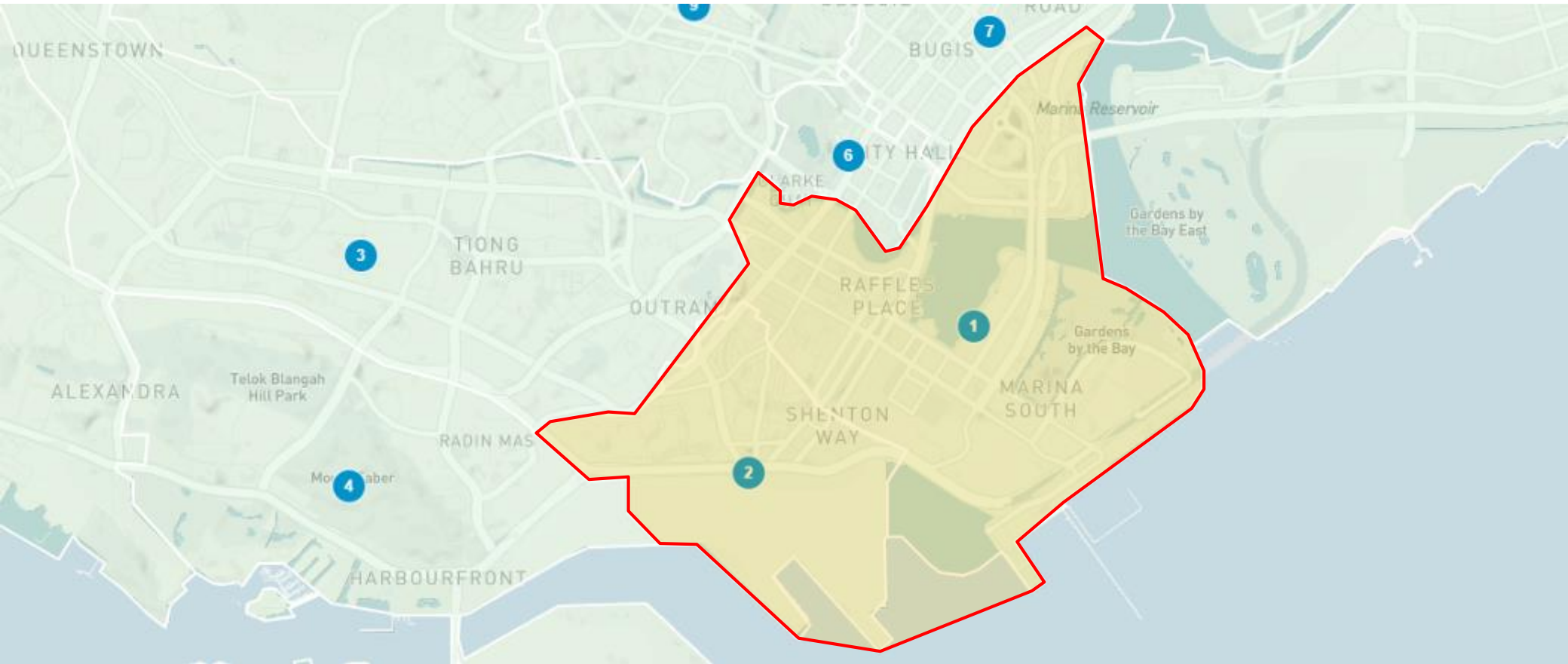
Demographics

Architecture Excellence



The map displays the Charming Garden area with several GCBA zones outlined in red: GCBA BELMONT PARK, GCBA DON PARK, GCBA CORNWALL GARDENS, and GCBA GALLOW ROAD/WOLLERTON PARK. A blue location pin is placed on a lot within the GCBA BELMONT PARK zone. Major roads shown include FARRER ROAD, HOLLAND ROAD, and KING'S ROAD. A scale bar at the bottom left indicates 100 meters and 300 feet. The map is powered by Esri.

# Good and Bad buys in D1, D2



# Where are District 1 and 2?

- District 1 – Raffles place, Marina, Cecil
- Examples of District 1 property:
  - Marina Bay Residences
  - Robinson Suites
  - Marina One Residences
- District 2 – Tanjong Pagar, Chinatown
- Examples of District 2 property:
  - 76 Shenton
  - Wallich Residence
  - Icon
  - Lumiere

# D1: Which are good/bad buys?

[District 1](#)
[LandQuery](#)
[SchoolQuery](#)
[TrafficQuery](#)
[PropertyQuery](#)
[PopulationQuery](#)
[Nearby](#)
[BizQuery](#)
[Bus Explorer](#)
[Basemaps](#)

**CIVIC DISTRICT**  
 150 NORTH BRIDGE ROAD CIVIC DISTRICT SINGAPORE 179100

[Resale](#)
[Rental](#)

[HDB . 8](#)
[Landed/Apartment/Condo. 11](#)

**Past transactions for PEOPL'S PARK COMPLEX PARK ROAD**

S/N	Type	Tenure Type	Level	Area (sqm)	Price
1	Apartment	99 yrs lease commencing from 1968	26 - 30	38	\$510,000
2	Apartment	99 yrs lease commencing from 1968	16 - 20	104	\$928,000
3	Apartment	99 yrs lease commencing from 1968	26 - 30	43	\$510,000
4	Apartment	99 yrs lease commencing from 1968	26 - 30	149	\$1,200,000

# Date of Option Exercised/Sale Agreement Signed [Glossary](#) [Notes](#)

[Modify Search](#)
[Export Table](#)

Source: <https://www.onemap.sg/main/v2/propertyquery>







# The challenges and future of Sentosa properties



# Factors to consider

- Part of D4
- Tenure – mainly 99 years

**HYPE ALERT!**



• 2nd 10h ...  
Sales Manager  
I think there will be a lot of selling of the current housing at Keppel to prevent their homes from depreciating . Simple demand and supply methods 👍



• 2nd 8h ...  
Director, Sales and Global Strategic Accou...  
As an owner of Reflections at Keppel Bay, my immediate thought is to sell as soon as I fulfill the three years duration. Waterfront living is no longer exclusive with 9000 units coming including HDB flats.



# Factors to consider

- Be careful of the GSW hype

## Greater Southern Waterfront To Feature 9,000 Public, Private Homes

Fiona Ho • August 19, 2019



Prime Minister Lee Hsien Loong on Sunday (18 August) confirmed for the first time that the future Greater Southern Waterfront (GSW) will have Housing and Development flats.

In his National Day Rally speech, Mr Lee revealed that about 9,000 public and private housing units will be built on the Keppel Golf Club site as part of the mega waterfront development.

The GSW – which comprises 30km of coastline – was first announced in 2013. It features 2,000ha of land, or double the size of Punggol and six times the size of Marina Bay.

**HYPE ALERT!**

# Sentosa Cove – D4

- Energy and interest is dropping
- Can it be transformed into another Bali?
- Will it become a fishing village?
- Consider logistics





The Berth by The Cove

The Oceanfront

Marina Collection

Turquoise

Sandy Island

Pinnacle Collection (now Cape Royale)

Seaview Collection (now SeaScape)



# Sentosa Cove – D4

- Are there good buys?

Resale      Rental

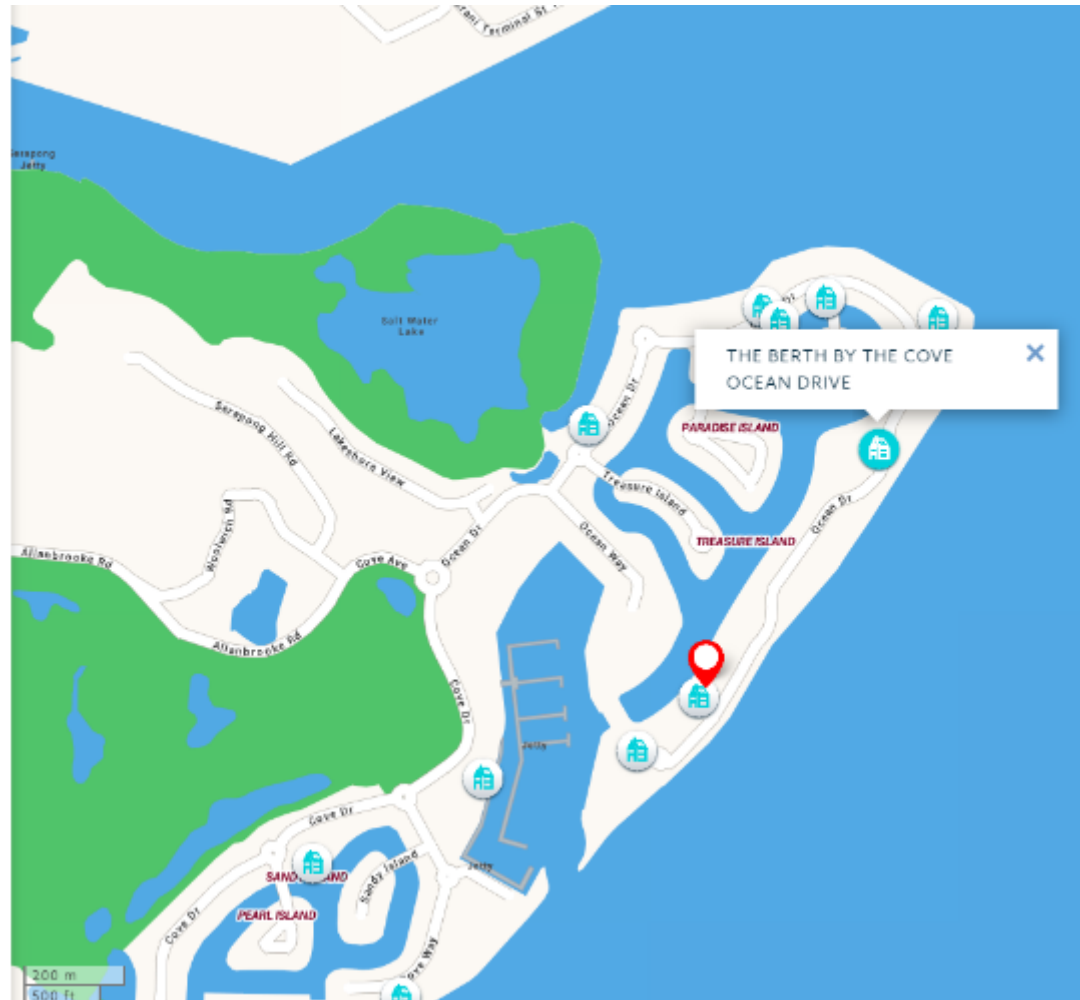
HDB: 0    Landed/Apartment/Condo: 11

**Past transactions for THE BERTH BY THE COVE OCEAN DRIVE**

Type	Tenure Type	Level	Area (sqm)	Price	#Date
Condo	99 yrs lease commencing from 2004	06 - 10	313	\$3,750,000	06 - 2019
Condo	99 yrs lease commencing from 2004	01 - 05	154	\$2,230,000	06 - 2019
Condo	99 yrs lease commencing from 2004	01 - 05	121	\$1,780,000	05 - 2019
Condo	99 yrs lease commencing from 2004	06 - 10	273	\$3,000,000	02 - 2019

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Modify Search      Export Table





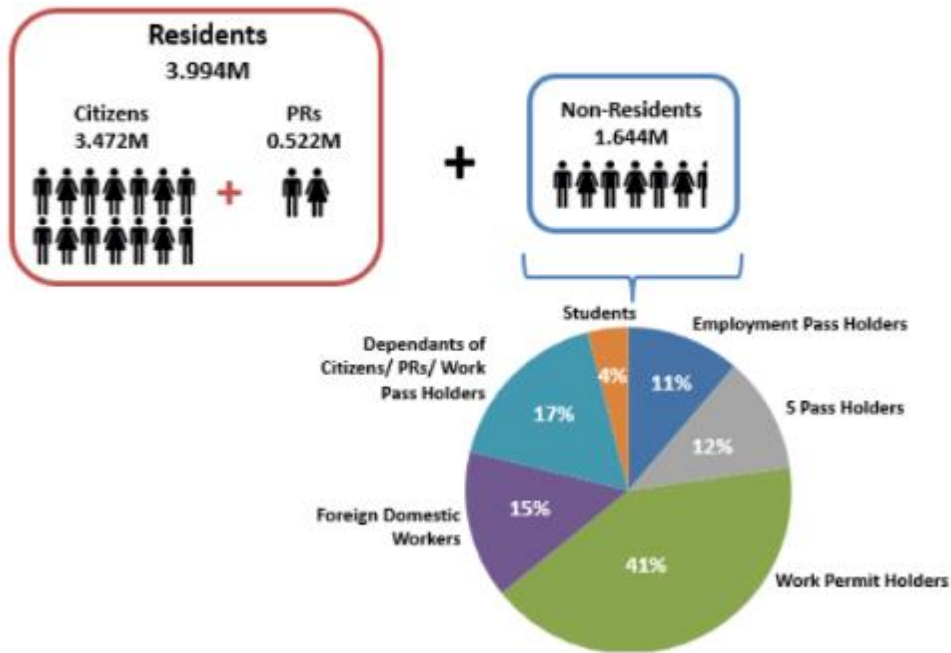
# Evaluating investment potential of different projects

# Reflection – Revenue Source?

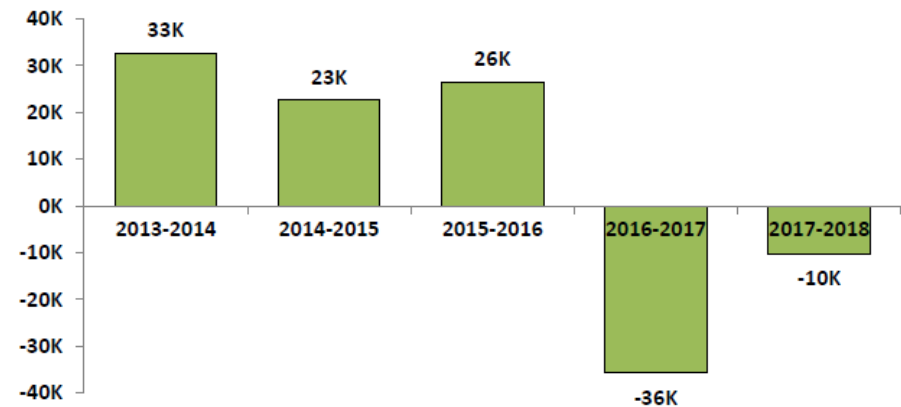
- Investment returns depends on rentals. Who rents?
- Why are they renting? How many tenants are there?

Diagram 1: Total population, as of June 2018<sup>3</sup>

**Total Population**  
**5.64M**



Slight Decline in Foreign Employment from June 2017 to June 2018  
Chart 2: Foreign employment growth<sup>4</sup>, as of June

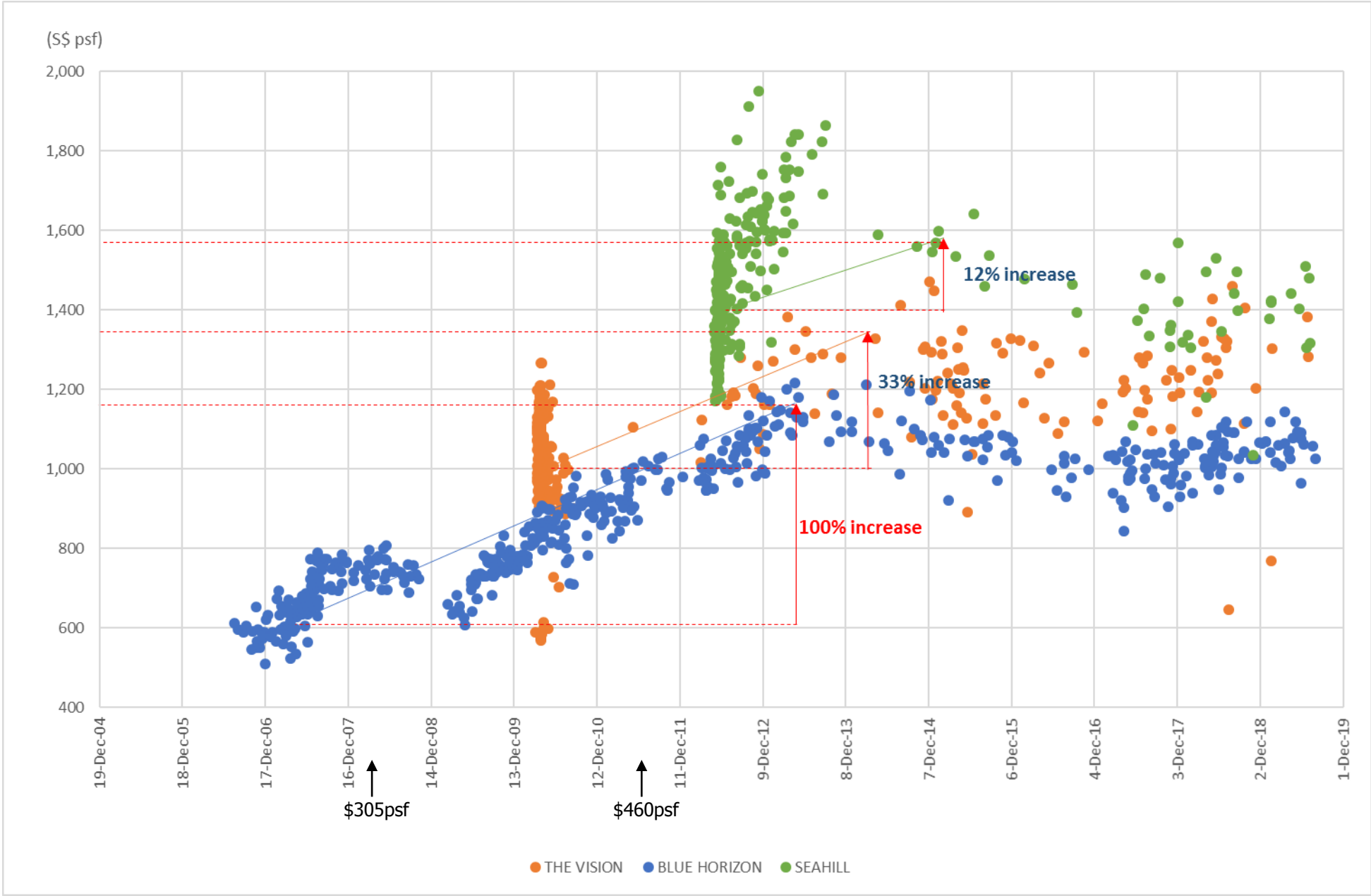


Source: Ministry of Manpower

<sup>4</sup> Foreign domestic workers are excluded in the figures.

# Exercise: old 99-year vs new ones





# Part 3 – Landed Properties

1. How economic and social factors affect the landed market
2. Different classes of landed properties
3. Building your own house

# How economic and social factors affect the landed market

# What's going on with the world?

- US/China Trade War, Brexit, increasing protectionism in the west
- Belt-and-Road Initiative
- Slowdown of growth in major economies
- 10 year stock market upswing since Lehman Crisis
- How do these issues affect Singapore?

# US/China Trade War

## US businesses count the cost of Trump's trade war escalation

Growing signs of economic weakness fuel fears of backlash over tariffs



## Lagarde warns of trade war's 'self-inflicted wounds'

IMF forecasts 0.5% tariff hit to global economy as US jobs boom shows signs of slowing

## Donald Trump's World Bank chief laments global trade slowdown

David Malpass stops short of rebuking White House for protectionist policies

Source: <https://www.ft.com/>



# Brexit

## Boris Johnson adamant on no-deal strategy in first Tory hustings

One Nation centrist caucus also hears pitches from Javid, Leadsom and Stewart

## CBI warns of no-deal Brexit damage to business

Employers group writes open letter to candidates hoping to succeed Theresa May as PM

## Donald Trump: 'Nigel Farage is a friend of mine, so is Boris'

US president fuels talk he will meet the hard Brexit advocates on UK state visit

How do these things affect the market in SG?

Source: <https://www.ft.com/>



# Back at home?

## Singapore to see sharpest slowdown in South-east Asia this year with 1.9% GDP growth: Report

SINGAPORE — Export-dependent Singapore is expected to be hurt the most among major South-east Asian economies, as fears of more trade tariffs between the United States and China set in. This is based on a report released on Tuesday (June 4) by the Institute of Chartered Accountants in England and Wales (ICAEW) and financial forecasting firm Oxford Economics.

Singapore's economy is projected to slide from the 3.1 per cent growth last year to 1.9 per cent this year, before recovering slightly to 2.2 per cent in 2020.

It is the sharpest predicted slump out of six South-east Asian nations tracked by the institute, which includes Indonesia, Malaysia, the Philippines, Thailand and Vietnam.

Singapore's projected performance this year falls below the 4.8 per cent growth forecast for the year across the region.

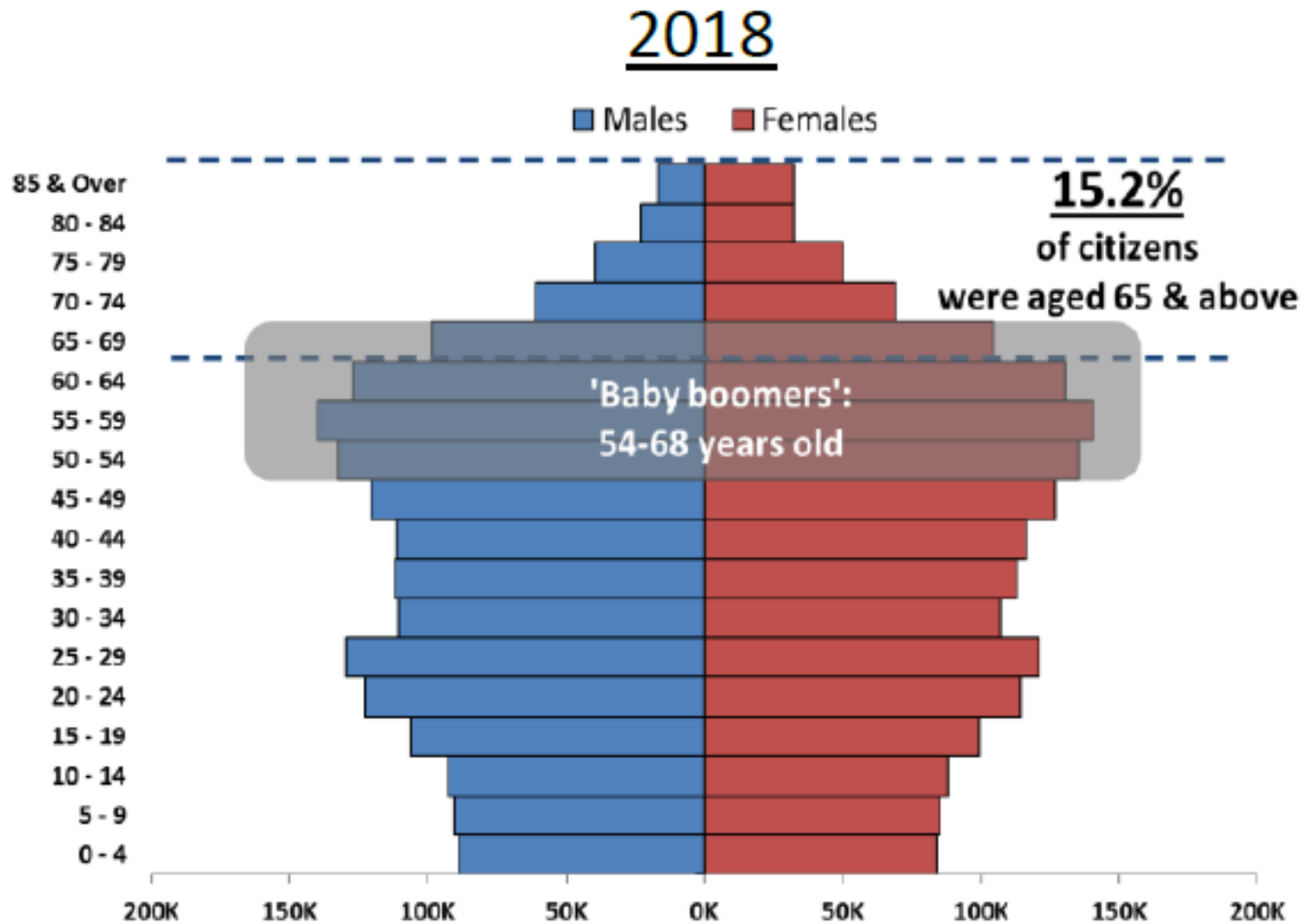
Source: <https://www.straitstimes.com/business/economy/singapore-to-see-sharpest-slowdown-in-se-asia-this-year-with-19-gdp-growth-icaew> , <https://www.todayonline.com/singapore/trade-war-hit-singapore-most-se-asia-recession-2020-possibility>

# Possible effects on the market here

- Demand
  - Slowdown of global growth
  - Weak business and investor confidence
  - Investors saving up for a rainy day?
- Supply
  - Tariffs could possibly affect material costs
  - Can these costs be passed on to consumers?

**BUT THESE ARE ALL SHORT TERM, ALL CYCLICAL**

# Structural changes



# Structural changes

- Demographics trends cannot be reversed
- Increasing resale supply from older (>60 years age) owners
- Not sufficient young buyers

AND middle-aged buyers face TDSR age limit and other loan restrictions



# Different classes of landed properties

# What are the different classes of landed property in Singapore?

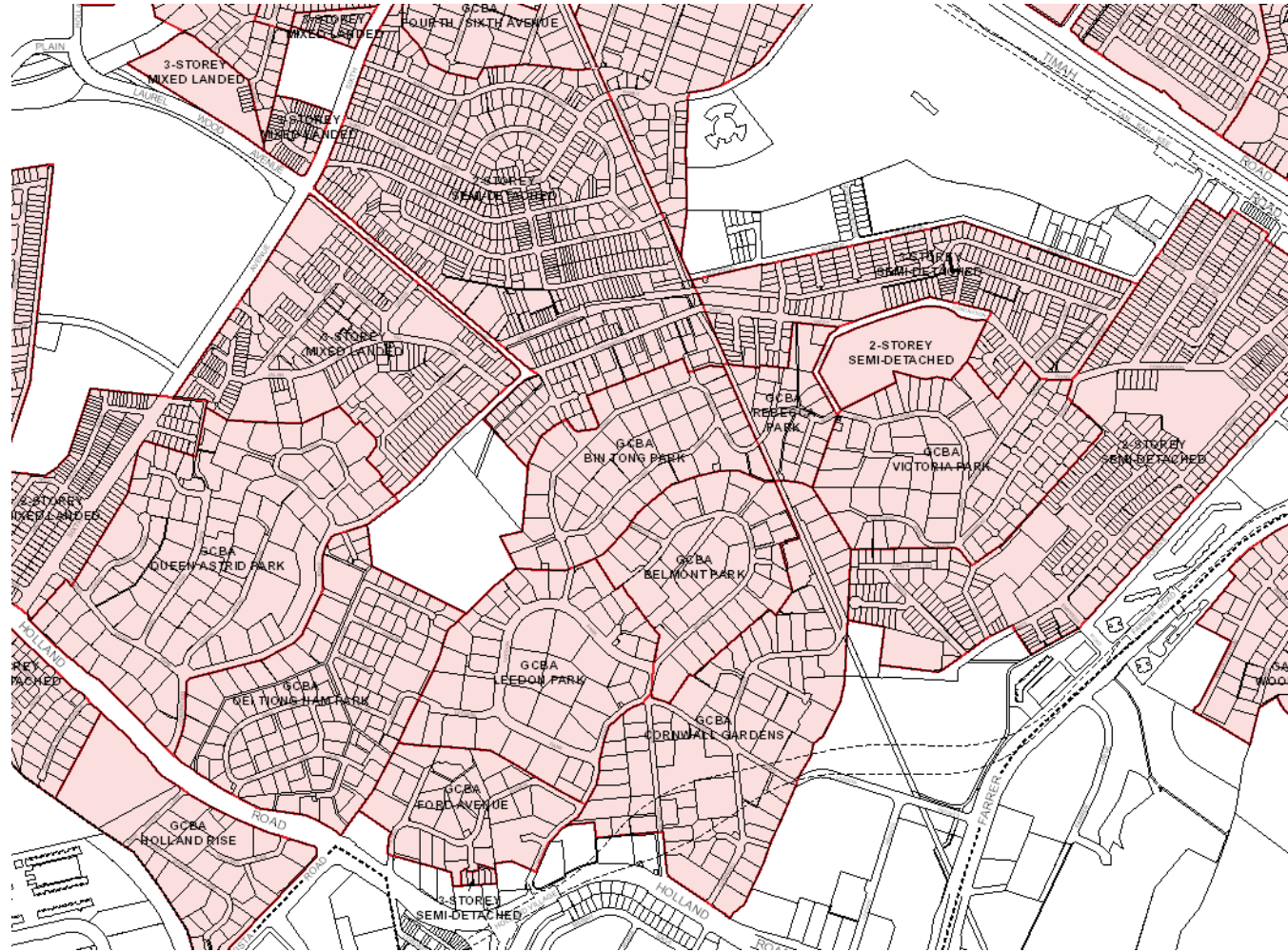
## **6 different types of landed property:**

- Terraces
- Semi-Detached (semi-D)
- Detached
- Good Class Bungalows
- Shop Houses?
- Strata Houses/Cluster Homes

# Check the Master Plan

By referring to the Landed Housing Areas Plan in the 2014 Master Plan, you will be able to obtain information of the Control Plan for a particular plot of land you are looking into

With knowledge of the control plan, you will then be able to understand the type of Landed Housing that is allowed to be developed





# Terrace houses

- 2 types of terrace houses:
  - Corner terrace
  - Inter-terrace
- Corner terrace – one side of the house is joined to the next terrace, the other is surrounded by land
- Inter-terrace – Both sides of the house are connected to another house

# Semi-detached houses

- Commonly known as 'semi-d's by Singaporeans
- One side of the wall is joint to the next house, the other side is not
- Difference between corner-terrace and semi-d is that semi-d's are a pair of houses, unlike terraces which is a row of many houses joint.

# Detached houses

- Standalone house surrounded by land
- A single storey one is called a Bungalow
- None of the sides are joint or attached to another house

# Good Class Bungalows

- Similar to detached houses but have bigger land
- Minimum size requirement of 1400 sq meters (ie. 15,000 sq feet) of land space or plot size
- Other conditions to qualify as a GCB include:
  - Within the 39 areas defined by URA
  - Cannot exceed maximum building height of 2 stories
  - Bungalows built cannot exceed 35% of plot size
  - Can only be owned by Singaporeans

The following are Good Class Bungalow Areas (GCBA)#	
1 Belmont Park	21 Gallop Road/ Woollerton Park
2 Bin Tong Park	22 Garlick Avenue
3 Binjai Park	23 Holland Park
4 Brizay Park	24 Holland Rise
5 Bukit Sedap	25 Kilburn Estate
6 Bukit Tunggal	26 King Albert Park
7 Caldecott Hill Estate	27 Leedon Park
8 Camden Park	28 Maryland Estate
9 Chatsworth Park	29 Nassim Road
10 Chee Hoon Avenue	30 Oei Tiong Ham Park
11 Chestnut Avenue	31 Queen Astrid Park
12 Cluny Hill	32 Raffles Park
13 Cluny Park	33 Rebecca Park
14 Cornwall Gardens	34 Ridley Park
15 Dalvey Estate	35 Ridout Park
16 Eng Neo Avenue	36 Swiss Club Road
17 Ewart Park	37 Victoria Park
18 First /Third Avenue	38 Windsor Park
19 Ford Avenue	39 White House Park
20 Fourth /Sixth Avenue	



# Shop Houses

- Normally seen in urban cities in SEAsia
- Most are two to three stories high
- Some are mixed-use: e.g. shop/office on the ground floor and residence above the shop
- Shophouses with Residential component are considered Restricted properties under the Residential Property Act. In order for a foreigner to own a shop house, permission has to be sought from LDAU – Land Dealings Approval Unit

Zoning	
Residential with Commercial at 1 <sup>st</sup> Storey	Restricted
Commercial & Residential	Restricted
Commercial	Not Restricted

# Strata Houses or Cluster Houses

Landed House > Tanglin / Holland / Bukit Timah > For Sale > Ventura Heights

## Ventura Heights

Semi-Detached House



Overview Price Insights Location

**S\$3,900,000** NEGOTIABLE Est. Mortgage S\$ 11,406 /mo [Find your eligibility](#)

5 5 4661 sqft **S\$ 836.73 psf**

Ventura Heights  
69 Jalan Lim Tai See 268403 Tanglin / Holland / Bukit Timah (D10)  
[Discover more about Bukit Timah](#)



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# Strata Houses or Cluster Houses

- Similar to landed property
- However, they are strata-titled, i.e. owners share a land title which includes common areas instead of having a land title for each house.
- Facilities are usually built on the common areas, e.g. swimming pool, gym, car parks (!Caution!), sub-station, bin centre, etc.
- There are MCST fees
- Minimum footprint is only 50 sqm or 540 sqft
- **BE VERY CAREFUL ABOUT AREA CALCULATION!**

# Strata Houses or Cluster Houses

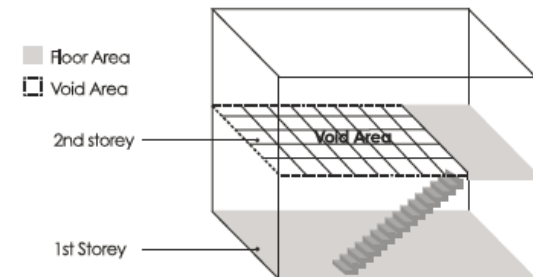
## MAKING DOLLARS & SENSE OF VOID AREAS IN A STRATA DEVELOPMENT

Buying a home is probably the biggest financial commitment for most of us. But do you know whether the property you are buying includes a Void Area?

### WHAT IS VOID AREA?

A Void Area refers to the empty space above the floor in a strata unit but the area is included in the total saleable floor area of the strata unit. It is usually found in a property with a very high ceiling. The detailed breakdown of a strata unit's floor area is available in the Sale and Purchase (S&P) agreement. Some examples of Void Areas are void over staircase, or a double-volume living room within a maisonette. See Graphic Illustration.

### VISUALISING VOID AREA



### WHERE ARE VOID AREAS FOUND?

There are many different strata-titled housing options available in Singapore. Depending on building design, some strata units include Void Areas.

See Graphic Illustrations for more complex representations of Void Areas in

- i) a high rise Penthouse,
- ii) a strata detached house (bungalow) and
- iii) a strata terrace house

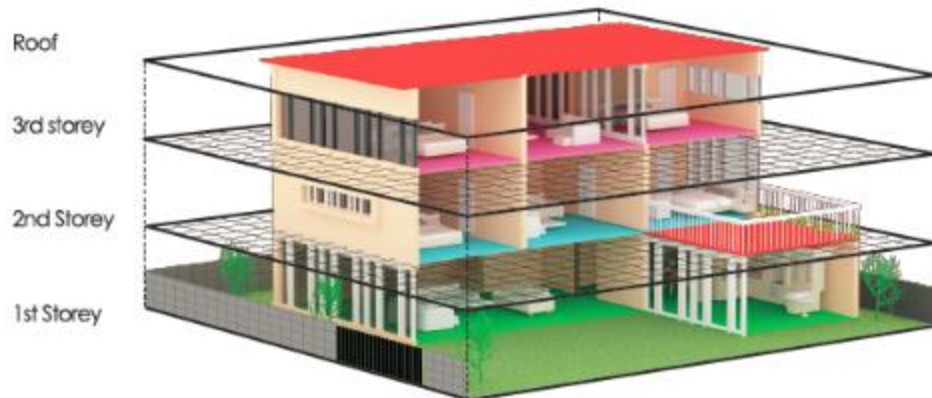


# Strata Houses or Cluster Houses

## PENTHOUSE



## STRATA DETACHED HOUSE (BUNGALOW)



## STRATA TERRACE HOUSE



### LEGENDS

- Strata Boundary
- - - Projection Line of Strata Boundary
- ▨ External Void Area
- ▩ Internal Void Area

# Strata Houses or Cluster Houses

## TIPS FOR BUYERS

1. Before accepting the booking fee from buyers, the developer is required to provide the buyers with details of the unit and the housing project such as description and estimated areas of all spaces, e.g. bedroom, living/dining room, balcony, roof terrace or void area, if any. The developer must obtain the buyers' written confirmation of receipt of such information. Buyers should check the information carefully before paying the booking fee.
2. Buyers who are buying an uncompleted property in the sub-sale market (i.e. not directly from the developer) should ask the seller for a copy of the Certificate of Strata Area from the seller before paying the option fee. The certificate would state the floor area of the property, including void areas, if any.
3. Before buying a completed strata unit, buyers can buy the Strata Certified Plan (CPST) for the strata unit from SLA's Integrated Land Information Service (INLIS) at: <https://www.inlis.gov.sg> to check if the area of the unit includes Void Areas.
4. Before decking any Void Areas to extend the floor space of the strata unit, buyers who purchased the strata unit will need the relevant approvals of (i) the Management Corporation (MCST) confirming authorisation of the works by 90% resolution and (ii) the Urban Redevelopment Authority as the flooring works may result in an increase in the strata development's Gross Floor Area (GFA). Void Areas are not counted as GFA.

# When can we consider Kheam Hock Charming?

- Strata landed homes mainly selling during new launches, i.e. developers' sales
- In the resale market, when buyers view the actual units, it is very obvious how little usable floor area each house has
- The market has woken up to strata landed homes
- Developers seem to have slowed down launches since the peak around 2012-2014
- When will developers bite into Kheam Hock Gardens or Charming Garden?

# Building your own house

# Physical limits for Landed Homes

Type	Minimum Plot Size (M2)	Minimum Width (M)	Minimum Dept (M)	Site Coverage	Setback Control (M)	Boundary Clearance For Roof Eaves (M)
DETACHED	400	10	No control	40%	Front : 7.5	Front Patio : 2.4
	> 800			45%	Side : 2	Carporch : 2.4
				40%	Rear : 2	Side / Rear : 1
					<i>For 3rd storey,</i> Side & Rear : 3	
GOOD – CLASS BUNGALOW	1400	18.5	30	35%	Front : 7.5	Front patio : 5.1
					Side : 3	Carporch : 2.42
					Rear : 3	Side / Rear : 1.6
SEMI – DETACHED & CORNER TERRACE-I	200	8	No control	No control	Front : 7.5	Front patio: 2.4
					Side : 2	Carporch: 2.4
					Rear : 2	Side / Rear: 1
					<i>For 3rd storey,</i> Side & Rear : 3	
TERRACE-I INTERMEDIATE	150	6	No control	No control	Front : 7.5	Front patio: 2.4
					Rear : 2	Carporch: 2.4
					<i>For 3rd storey,</i> Rear : 3	Rear: 1
TERRACE-II INTERMEDIATE	80	6	No control	No control	Front : 1 (fixed)	Front : nil
					Rear : 2	Rear : 1
					<i>For 3rd Storey,</i> Rear : 3	
CORNER TERRACE-II	80	8	No control	No control	Front : 1 (fixed)	Front : nil
					Side : 2	Side / Rear : 1
					Rear : 2	
					<i>For 3rd Storey, Side &amp; Rear : 3</i>	

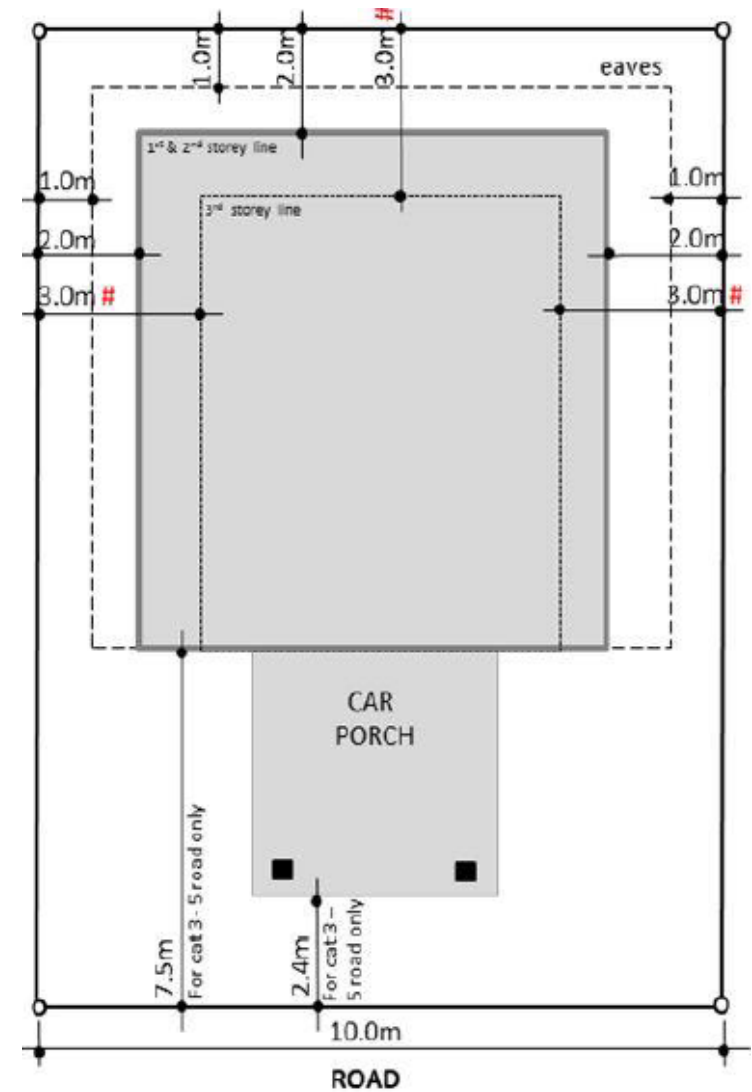
# Developing a Detached Home

A bungalow is a free standing dwelling unit within a plot of land

They should have a minimum plot size of not less than 400m<sup>2</sup>, unless it is developed on an lot that is already subdivided with land area less than it

Bungalow (>800m <sup>2</sup> )	40% Site Coverage
Bungalow (<=800m <sup>2</sup> )	40% Site Coverage
Bungalow (<=800m <sup>2</sup> ) in 2-storey mixed landed and 2 storey semi-detached housing areas	45% Site Coverage

The figure on the right denotes the required setback for bungalows that are located outside GCBAs

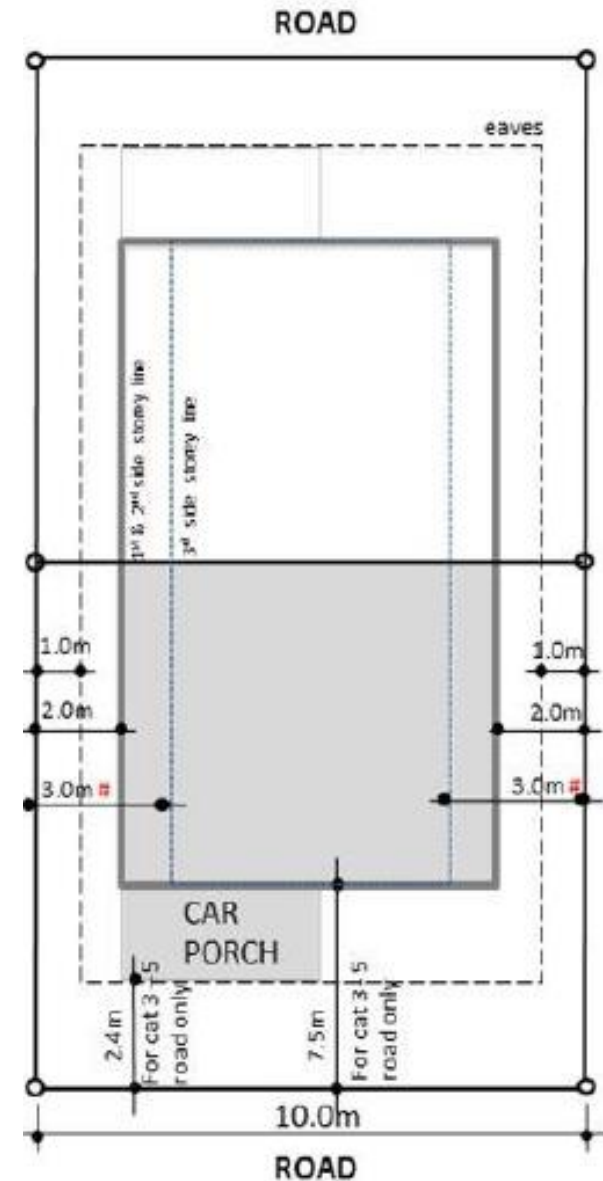


# Developing a Semi-D

Semi-detached House is a dwelling house that is partially attached on one side to any number of other units

1. Semi-detached bungalow house
2. Semi-detached terrace house (corner terrace)
3. Back-to-back semi detached houses

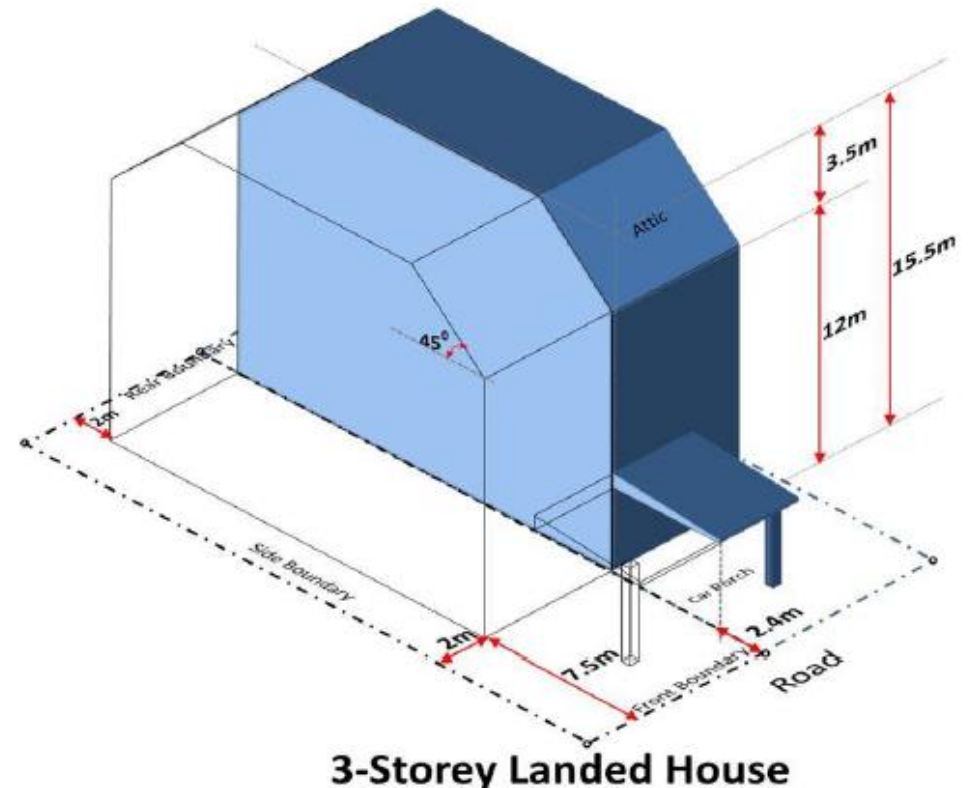
They have a **minimum plot size of 200m<sup>2</sup>** but does not have site coverage requirements. Do note that even though both Semi-detached and terrace houses do not have site coverage requirements, they still have to adhere to the Envelope Control Guidelines



Landed houses undergoing new erection or reconstruction will be subject to the Envelope Control Guidelines. It is meant to provide developers and homeowners more flexibility in the design of landed housing **while safeguarding the low-rise character and amenity of landed housing estates**

By adopting a volumetric approach, it guides landed housing design by the size and shape of the permissible building envelope

The envelope is determined by combination of setbacks from the road and common plot boundaries, and allowable height



The overall allowable height is 12m and 15.5m respectively for two and three-storey landed houses, with the topmost floor being 3.5m high



# Factors to consider

- Is there a development charge?
- Reconstruction costs of about \$400psf may exclude furnishings
- Costs will vary widely depending on the designer/contractor you speak with, material chosen, sub-contractors used, interior furnishings, kitchen appliances, etc.
- In cases of building on soft grounds, additional piling and foundation strengthening may be required
- Additions & Alterations may be better, but may not increase much in terms of floor area
- Need to get a reliable, trustworthy professional

DEVELOPMENT TYPE	COST PER CFA	COST PER GFA
	S\$/m <sup>2</sup>	S\$/m <sup>2</sup>
<b>OFFICE</b>		
Standard (outside CBD)	2,000 - 3,200	2,500 - 4,100
Standard (within CBD)	2,050 - 3,300	2,950 - 4,350
Prestige (within CBD)	2,950 - 4,150	4,100 - 5,400
<b>HOTEL (INCLUDING FF&amp;E)</b>		
Serviced Apartment	3,050 - 3,550	4,050 - 4,650
Three Star	3,250 - 3,650	4,050 - 4,750
Four Star	3,550 - 4,400	4,650 - 5,800
Five Star	4,250 - 5,500	5,400 - 7,300
<b>RETAIL</b>		
Medium Quality	2,000 - 2,850	3,000 - 3,600
Good Quality	2,950 - 3,350	3,700 - 4,400
<b>CONDOMINIUM</b>		
Medium Quality Condominium	1,950 - 2,600	2,600 - 3,350
Good Quality Condominium	2,500 - 3,150	3,350 - 4,300
Luxury Quality Condominium	3,200 - 4,350	4,350 - 5,900

DEVELOPMENT TYPE	COST PER CFA
	S\$/m <sup>2</sup>
<b>LANDED RESIDENTIAL</b>	
Terrace House	2,300 - 2,700
Semi-detached House	2,400 - 3,250
Detached House	3,400 - 5,600
Cluster Housing	2,400 - 2,950
<b>INSTITUTIONAL</b>	
Institution of Higher Learning	2,750 - 3,450
Medical Institution	4,000 - 5,450
<b>INDUSTRIAL</b>	
Single Storey Warehouse	1,100 - 1,600
Light Industrial Building	1,200 - 1,700
Heavy Industrial Building	1,450 - 2,000
<b>CAR PARK</b>	
Above Grade Car Park	700 - 1,400
Basement Car Park	1,500 - 2,250
<b>HEALTHCARE</b>	
Nursing Home	1,700 - 3,150
Medical Centre	2,900 - 3,300
Hospital	3,500 - 3,800

# Factors to consider – Choosing a Landed House

- Will it be easy to resell in future?
- Number of the house
- Facing – T-junction, direction
- Vicinity – next to sub-station, near to a school, petrol station
- Slope of the land from the gate
- What is each point above worth in \$psf terms?

A panoramic view of the Singapore skyline at sunset, with numerous skyscrapers illuminated and their lights reflecting on the water. The sky is a mix of orange, yellow, and blue.

# Thank You

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