



# Q3 2023 Business Update

8 NOVEMBER 2023



# Market Overview

# Singapore Residential Property Market Overview

Key Indicators	Q3 2023	Q2 2023	Change (%)	Remarks
<b><u>Private Residential Market</u></b>				
Price index	196.0	194.4	0.8	Lower than the average quarter increase of 2.1% in 2022
Rental index	164.5	163.2	0.8	
Pipeline supply*	36,949	44,157	(16.3)	
Unsold units (excl. ECs)	16,747	17,484	(4.2)	
<b><u>HDB Residential Market</u></b>				
Price index	178.5	176.2	1.3	Lower than the average quarter increase of 2.5% in 2022

\* Total supply of uncompleted private residential units (excluding ECs) in the pipeline with planning approvals

Source: Real estate statistics from URA, HDB

# Singapore Residential Property Market Overview

Market Transaction Volume	Q3 2023 (units)	Q3 2022 (units)	Change (%)	9M 2023 (units)	9M 2022 (units)	Change (%)
<b><u>New Homes</u></b>						
Private	1,946	2,187	(11.0)	5,329	6,409	(16.9)
ECs	<u>420</u>	<u>28</u>	1400	<u>683</u>	<u>352</u>	94.0
	<b>2,366</b>	<b>2,215</b>	<b>6.8</b>	<b>6,012</b>	<b>6,761</b>	<b>(11.1)</b>
<b><u>Resale</u></b>						
Private	3,255	3,961	(17.8)	9,381	11,893	(21.1)
HDB	<u>6,695</u>	<u>7,546</u>	(11.3)	<u>20,188</u>	<u>21,299</u>	(5.2)
	<b>9,950</b>	<b>11,507</b>	<b>(13.5)</b>	<b>29,569</b>	<b>33,192</b>	<b>(10.9)</b>
<b><u>Rental</u></b>						
Private	23,974	26,155	(8.3)	64,369	70,465	(8.7)
HDB	<u>9,852</u>	<u>8,192</u>	20.3	<u>29,351</u>	<u>27,690</u>	6.0
	<b>33,826</b>	<b>34,347</b>	<b>(1.5)</b>	<b>93,720</b>	<b>98,155</b>	<b>(4.5)</b>
<b>Total residential transactions</b>	<b>46,142</b>	<b>48,069</b>	<b>(4.0)</b>	<b>129,301</b>	<b>138,108</b>	<b>(6.4)</b>

Source: Real estate statistics from URA and HDB

A Wholly-Owned Subsidiary of SGX Mainboard Listed, APAC Realty Ltd

# Singapore Residential Property Market Overview

## Summary

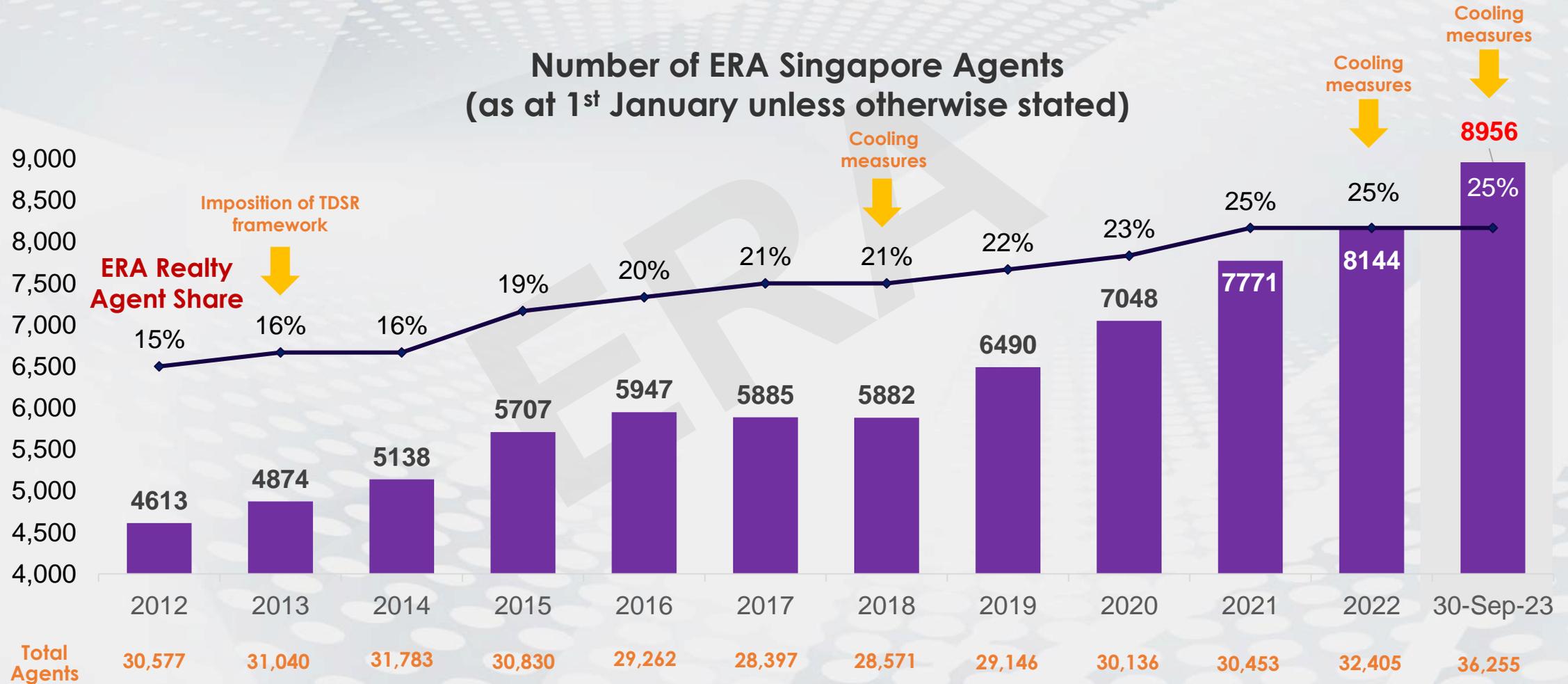
- Overall private housing prices increased by 0.8% in Q3 2023. In the 9 months of 2023, prices have increased by **3.9%**.
- HDB resale prices continue to increase but at a slower pace. In the 9 months of 2023, prices have increased by **3.8%**.
- Transaction volume for new homes (excl. ECs), private resale and rental, and HDB resale have all **declined** as compared to 9M 2022.
- HDB rental market reported an increase of **20%** in transaction volume for Q3 2023 as compared to Q3 2022. The increase is lower at 6% for the 9 months of 2023, as compared to the same period of 2022.

An aerial photograph of Singapore, showing a mix of urban development and greenery. In the foreground, a multi-lane elevated highway with several cars is visible. To the left, a large residential complex with many high-rise buildings and red-tiled roofs is situated near a body of water. In the background, the Singapore Sports Hub, including the Esplanade - Theatres on the Bay, is prominent. The city extends to the horizon under a clear sky.

# ERA Singapore Market Share

# Largest International Real Estate Agency In Singapore

Number of ERA Singapore Agents  
(as at 1<sup>st</sup> January unless otherwise stated)



- **A new milestone** – ERA has **9,069 agents** as at end October 2023

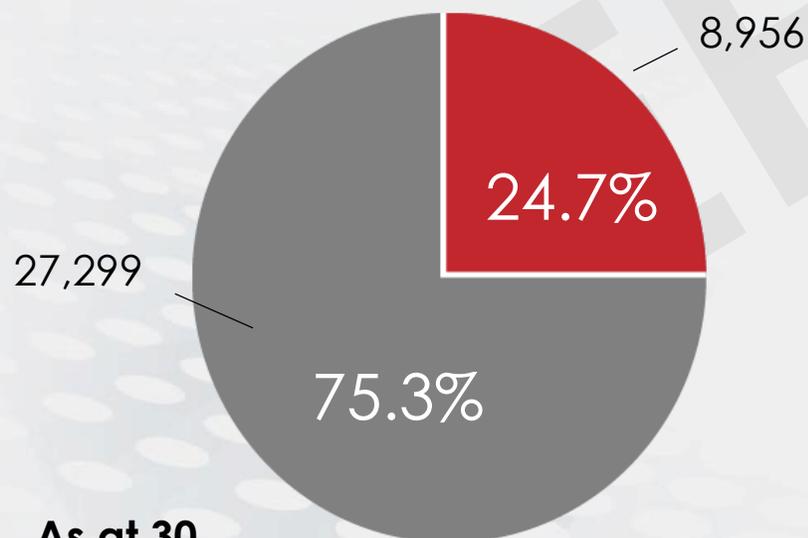
Source: ERA Research, CEA

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## ERA Sales Performance Surpass Number of Salespersons

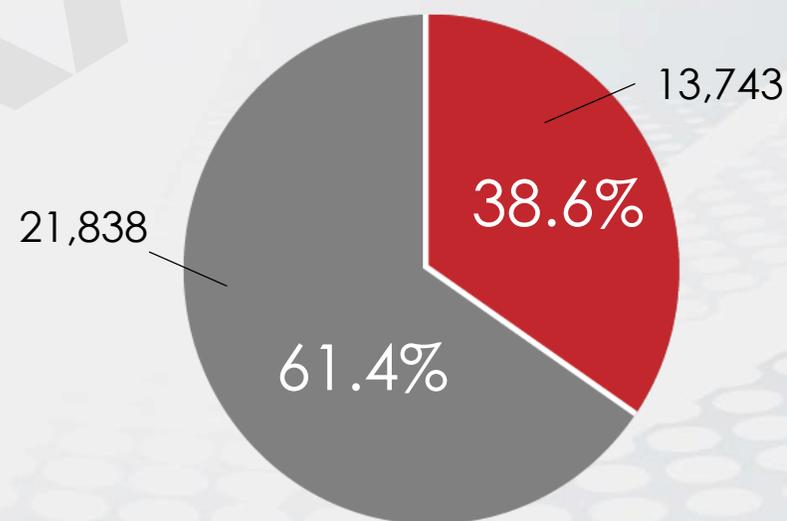
- 1 in 4 agents in Singapore is an ERA salesperson
- 2 in 5 home sales transactions closed by ERA salesperson

### Market Share by Agents



As at 30  
September 2023

### Market Share By Transaction Volume



9M2023 Sale Transactions

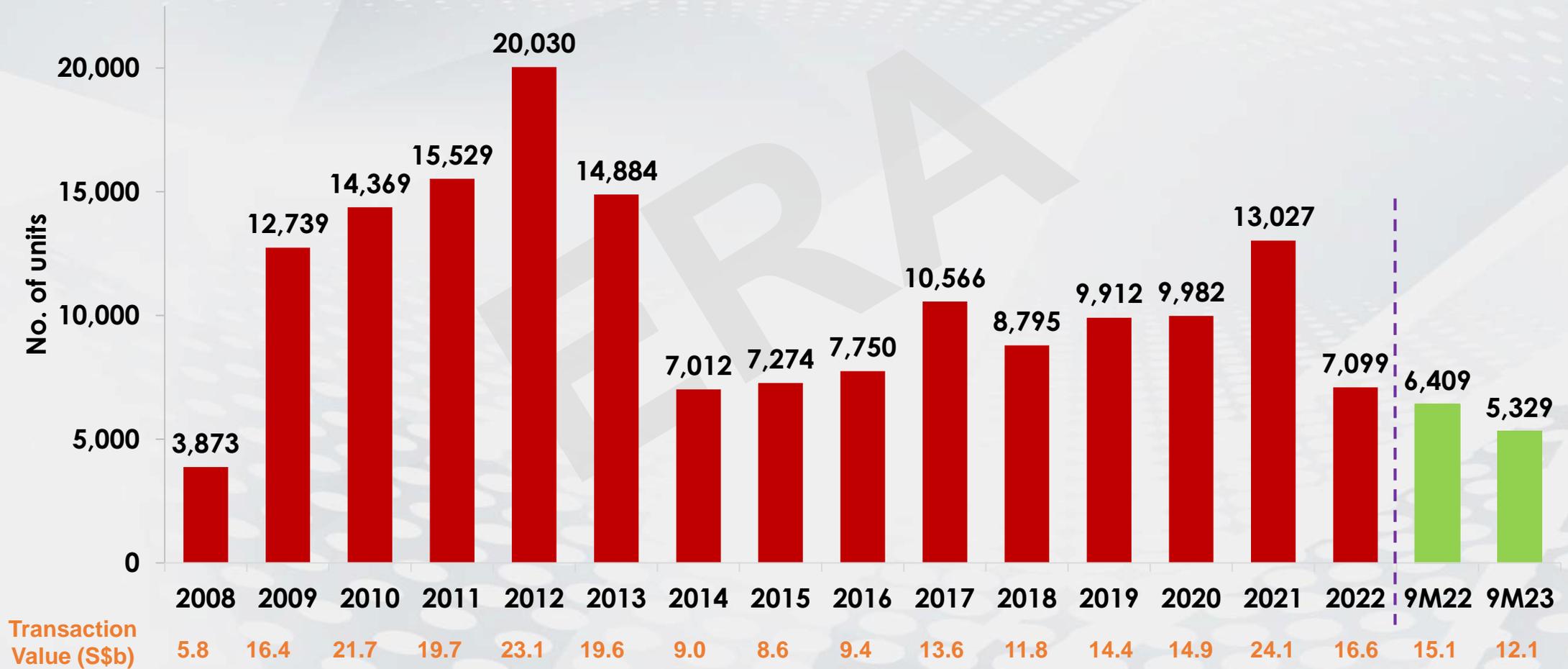
■ ERA ■ Others



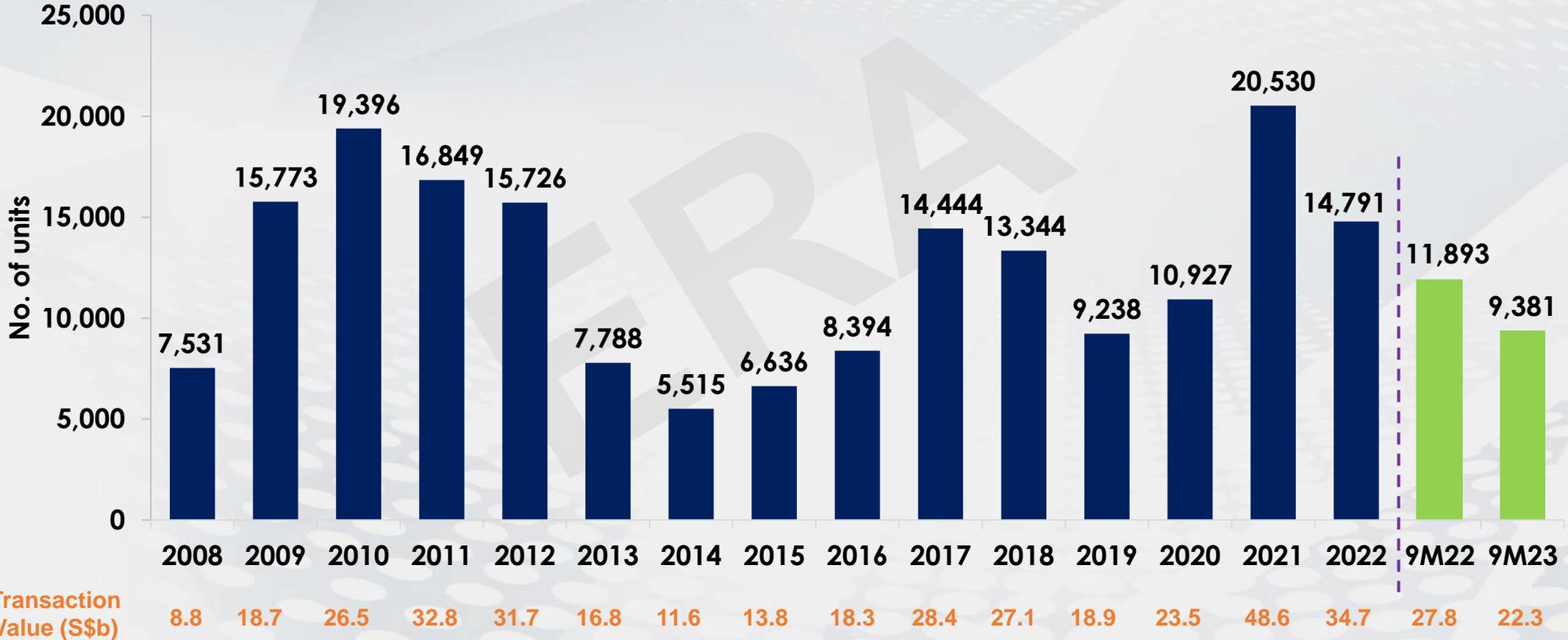
# Singapore Property Market



# Private Primary Residential Market (exclude ECs)

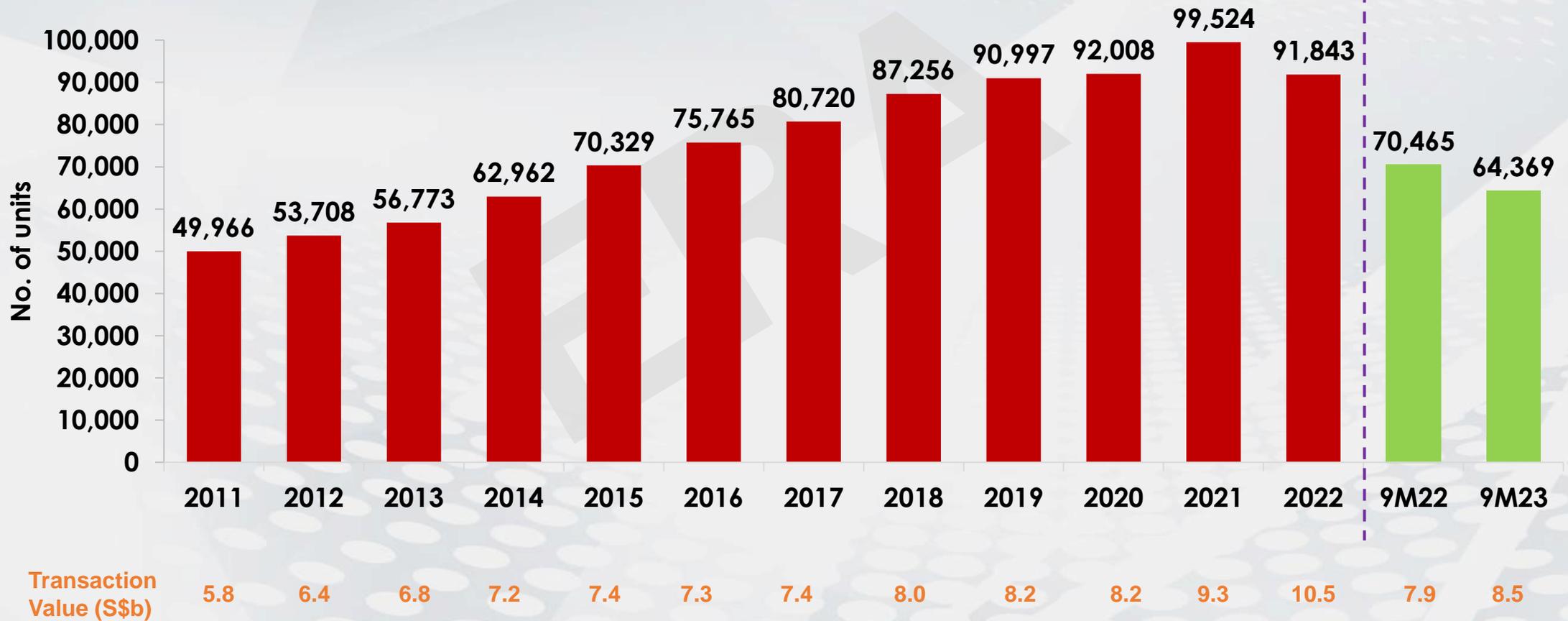


# Private Secondary Residential Market



Transaction Value (\$b)

# Private Residential Leasing Market



# HDB Resale Market



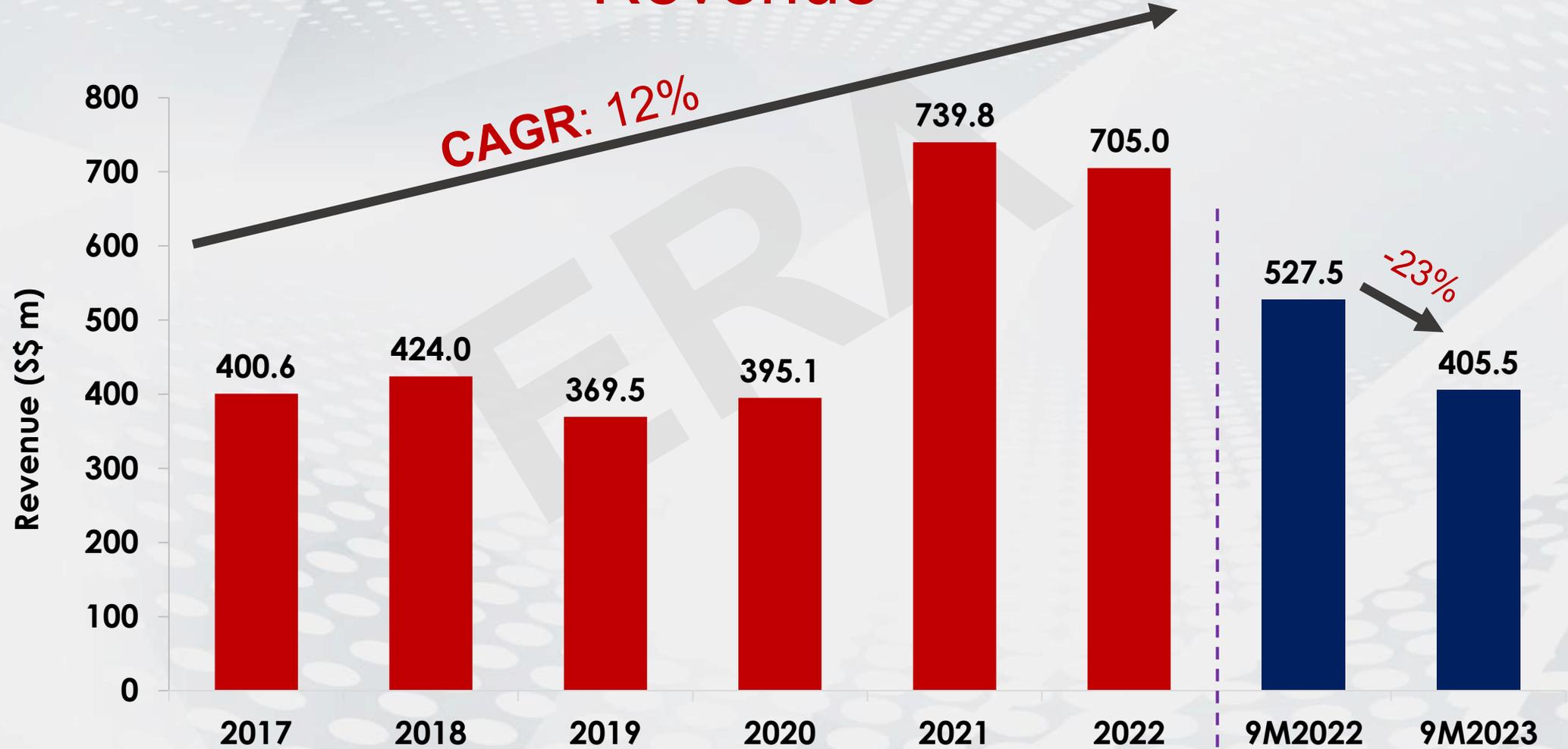


The image features a person in a dark suit and tie, whose hand is visible pointing towards a complex digital interface. The interface is a futuristic dashboard with a dark blue background and glowing elements. It includes several data visualization components: a bar chart with white bars of varying heights; a circular gauge with a blue needle and a '72%' label; a line graph with multiple colored lines (green, blue, red) and numerical data points such as 66.01, 67.63, 79.32, 98.71, 95.06, 84.05, 78.92, 60.39, 62.78, 60.52, and 50.61; a pie chart with segments labeled 25%, 12%, and 25%; and a large, semi-transparent white arrow pointing upwards and to the right. The text 'Financial Highlights' is prominently displayed in the center in a large, white, sans-serif font. Other text elements include 'Software Index/Technology Select Sector Fund 12.31%' and 'Corp. (Daily) 112.39'. The overall aesthetic is high-tech and professional.

# Financial Highlights

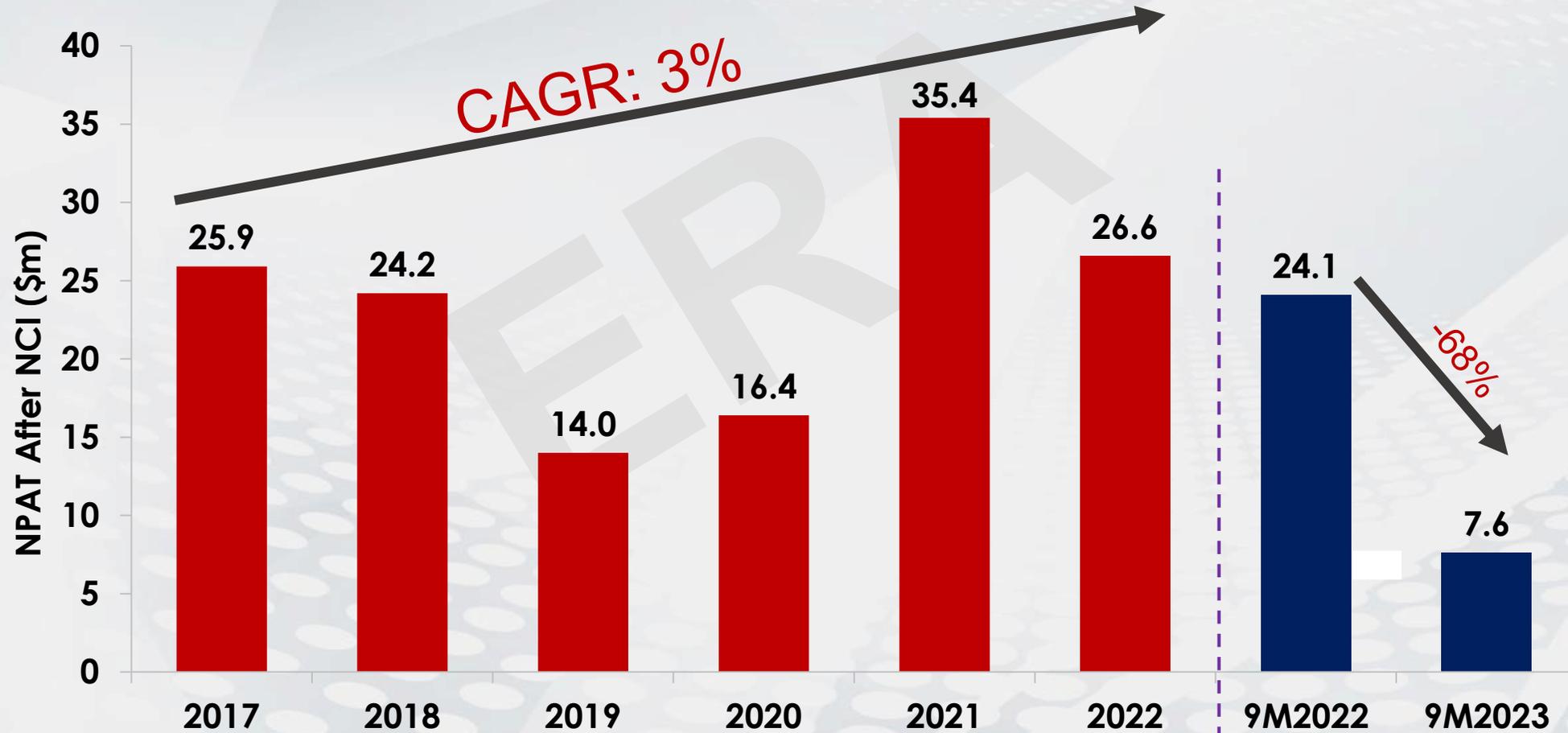
# Financial Highlights

## Revenue



# Financial Highlights

Net Profit After Tax attributable to Owners of the Company



# Singapore Projects Pipeline



# Projects Launched in 2023

Project Name	Total Units	Date of launch
Sceneca Residence	268	Jan-23
Gems Ville	24	Feb-23
Terra Hill	270	Feb-23
The Botany at Dairy Farm	386	Mar-23
Tembusu Grand	638	Apr-23
Blossoms By The Park	275	Apr-23
The Continuum	816	May-23
The Reserve Residences	732	May-23
The Myst	408	Jul-23
Pinetree Hill	520	Jul-23
Lentor Hills Residences	598	Jul-23
Grand Dunman	1008	Jul-23

Project Name	Total Units	Date of launch
Altura	360	Aug-23
The LakeGarden Residences	306	Aug-23
Orchard Sophia	78	Aug-23
TMW Maxwell	324	Aug-23
The Arden	105	Aug-23
The Shorefront	22	Sep-23

**18 Projects Launched to-date: 7,138 units**

Hillock Green	474	Q4' 23
J'Den	368	Q4' 23
Watten House	180	Q4' 23

**3 Projects to launch in Q4: 1,022 units**

# Project Pipeline for 2024

PROJECT NAME	TOTAL UNITS	DEVELOPER
Marina View Residences	683	IOI
The Arcady at Boon Keng	172	KSH led consortium
The Hill @ One-North	144	Kingsford Development
Lentoria	265	TID
Lumina Grand	496	CDL
Sora	440	CEL / Singhaiyi / TK 189
Skywaters Residences	215	Perennial Holdings
Newport Residences	246	CDL
34 Gilstead Road	56	Kheng Leong
TBC (Former Central Mall/Sq)	TBC	CDL
TBC (Keppel Bay Plot 6)	86	Keppel Land
21 Anderson	56	Kheng Leong
TBC (Former Peace Centre)	240	Singhaiyi / CEL / KSH

PROJECT NAME	TOTAL UNITS	DEVELOPER
TBC (Bukit Timah Link GLS)	160	Bukit Sembawang
Kassia	276	Hong Leong
Hillhaven	341	Far East / Sekisui House
TBC (Former Haig Road flats)	35	Nanshan Group
The Hillshore	TBC	Fraxtor Cap / Hong How
TBC (Lentor Gardens GLS)	533	GuocoLand/Hong Leong
TBC (Marina Gardens Lane GLS)	790	Kingsford Development
TBC (Plantation Close GLS)	495	CDL
TBC (Tampines Avenue 11 GLS)	1190	UOL/SG Land/Cap Land
TBC (Jalan Tembusu GLS)	840	Sim Lian Group
TBC (Former Kew Lodge)	TBC	Aurum Land
TBC (Former Meyer Park)	TBC	UOL / Singapore Land

**25 Projects To be Launched: >8,000 units**

# References used in this presentation, where applicable

**1H, 2H** means where applicable, the periods from 1 January to 30 June; and 1 July to 31 December respectively

**Q1, Q2, Q3, Q4** means where applicable, the periods from 1 January to 31 March; 1 April to 30 June; 1 July to 30 September; 1 October to 31 December respectively

**Q3 2023** means the period of 3 months from 1 July 2023 to 30 September 2023

**9M 2023** means the period of 9 months from 1 January 2023 to 30 September 2023

**EC** means Executive Condominium

**URA** means Urban Redevelopment Authority

**HDB** means Housing Development Board

**MND** means Ministry of National Development

**BTO** means Build-To-Order new HDB flat

**ST, BT** means The Straits Times; The Business Times respectively

**GLS** means Government Land Sales

**TBC** means To Be Confirmed

# Disclaimer

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**Thank You**

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