



3Q 2022
Business Update
9 November 2022



- 9M 2022 Summary
- Property Market Overview
- ERA's Market Share
- Financial Highlights
- Singapore Project Pipeline



9M 2022 Singapore Property Market

- New homes (incl. ECs) sales decreased **43%** to 6,761 units as compared to 9M 2021
- Private residential resale market decreased **23.9%** to 11,893 units
- HDB resale market also reported a decrease of **7.7%** to 21,299 units
- ERA maintained market share of **40.1%** of the residential property market (exclude leasing) in 9M 2022

Financials

- Total revenue for 9M 2022 down **3.2%** to S\$523.9 million as compared to 9M 2021
 - New home brokerage revenue down **0.6%** to S\$210.1 million
 - Resale and rental brokerage revenue down **4.8%** to S\$310.2 million
- NPAT down **8.5%** to S\$23.9 million

Singapore Residential Property Market Overview for 9M 2022

Key Indicators	3Q 2022	2Q 2022	Change (%)
<u>Private Residential Market</u>			
Price index	187.8	180.9	3.8
Rental index	137.9	127.0	8.6
Pipeline supply*	49,384	48,836	1.1
Unsold units (excl. ECs)	15,677	15,805	(0.8)
<u>HDB Residential Market</u>			
Price index	168.1	163.9	2.6
Number of HDB flats rented out	56,372	56,014	0.6

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

Source: Real estate statistics from URA and HDB

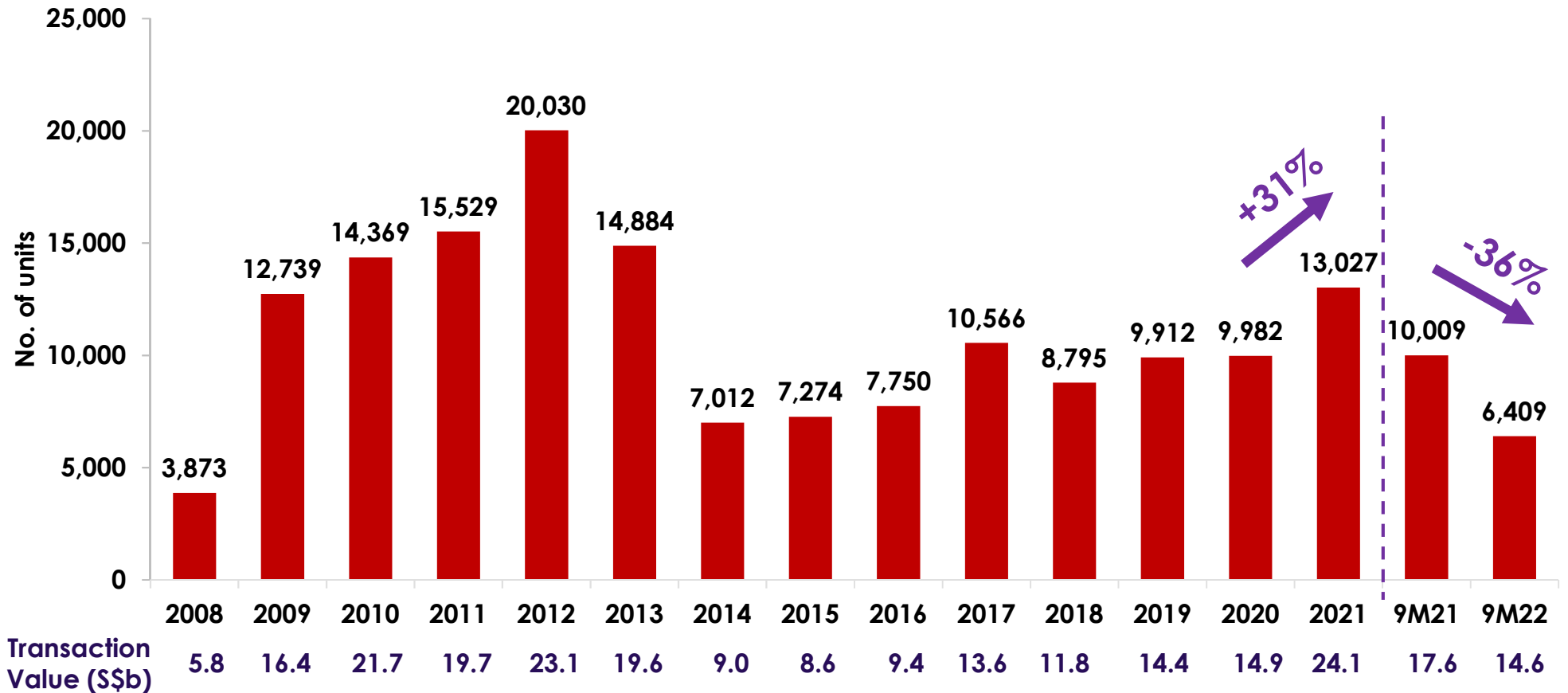
Singapore Residential Property Market Overview for 9M 2022

Market Transaction Volume	9M 2022 (units)	9M 2021 (units)	Change (%)
<u>New Homes</u>			
Private	6,409	10,009	(36.0)
ECs	<u>352</u>	<u>1,859</u>	(81.1)
	<u>6,761</u>	<u>11,868</u>	(43.0)
<u>Resale</u>			
Private	11,893	15,623	(23.9)
HDB	<u>21,299</u>	<u>23,077</u>	(7.7)
	<u>33,192</u>	<u>38,700</u>	(14.2)
<u>Rental</u>			
Private	70,465	75,569	(6.8)
HDB	<u>27,690</u>	<u>32,072</u>	(13.7)
	<u>98,155</u>	<u>107,641</u>	(8.8)
Total residential transactions	138,108	158,209	(12.7)

Source: Real estate statistics from URA and HDB

Singapore Private Residential Property Sector

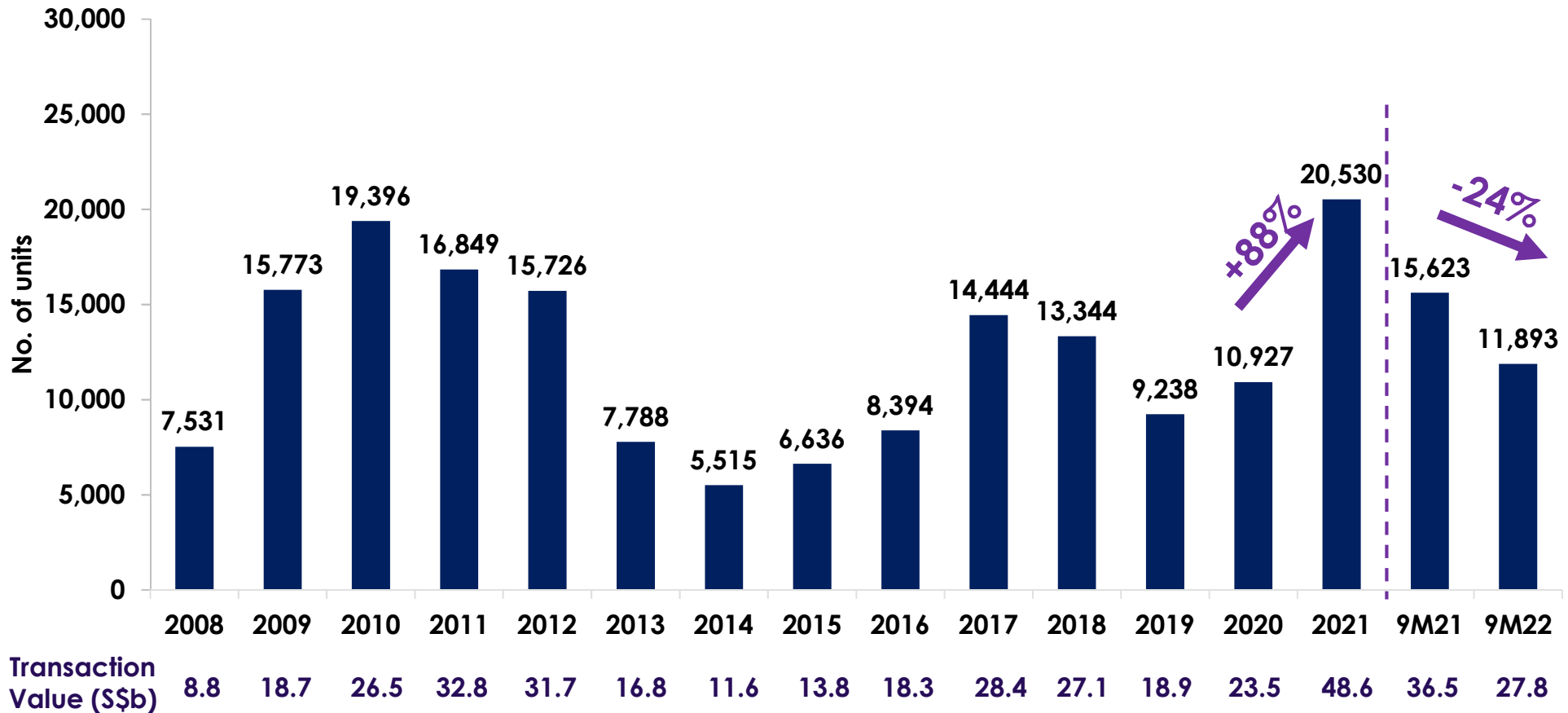
Primary Private Residential Market Transaction Volume (exclude ECs)



Source: Independent Market Research Report, URA

Singapore Private Residential Property Sector

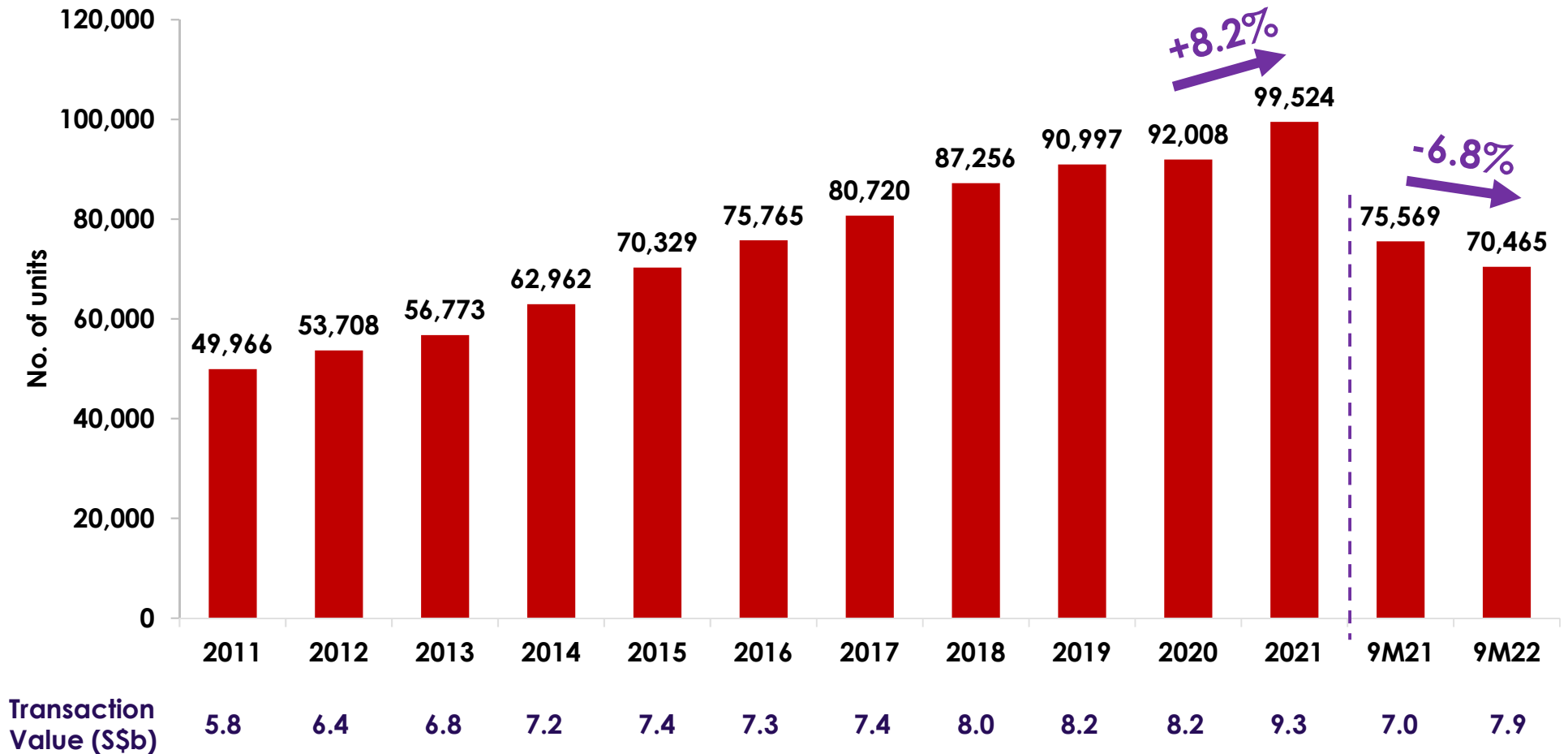
Secondary Private Residential Market Transaction Volume



Source: Independent Market Research Report, URA

Singapore Private Residential Leasing Sector

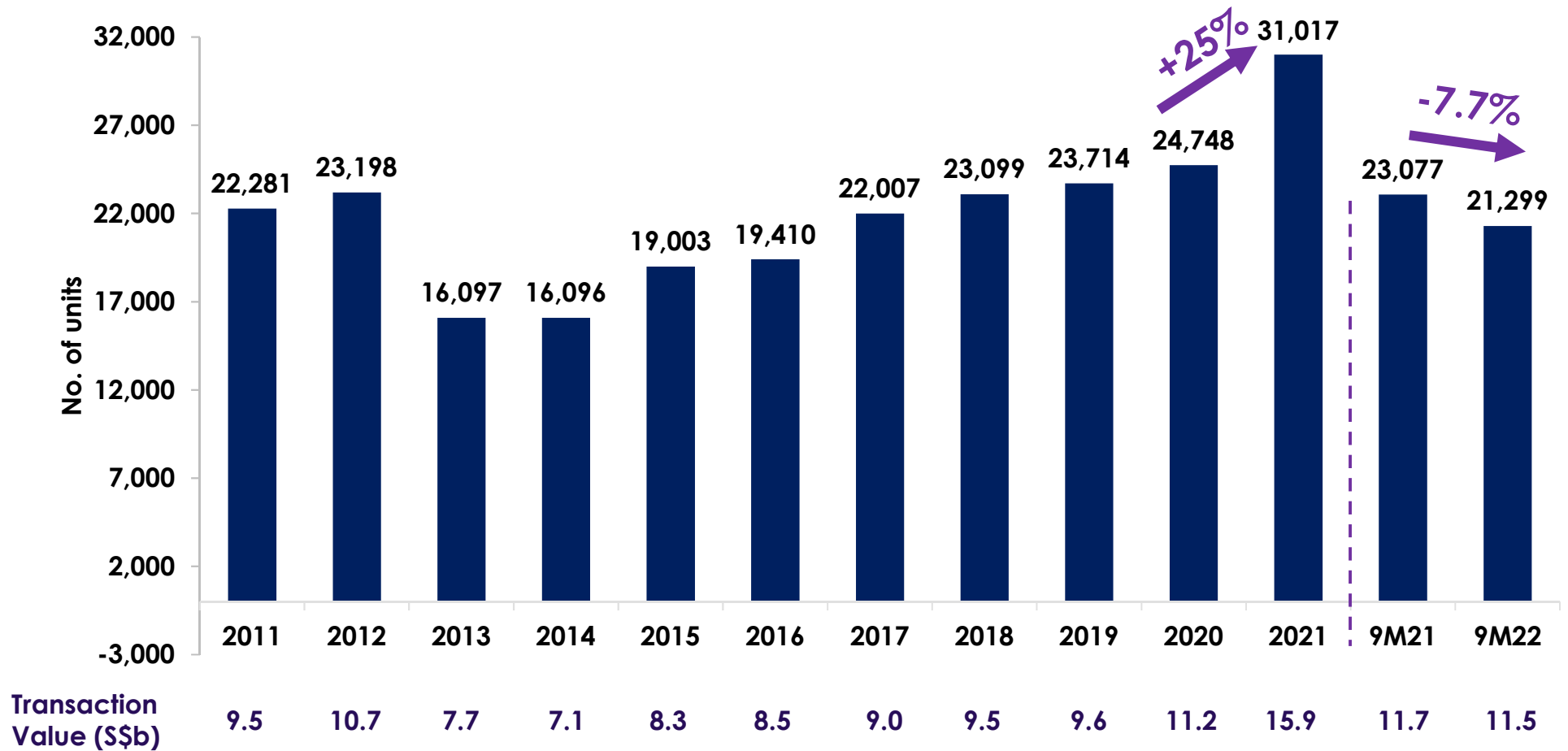
Private Residential Rental Volume



Source: Independent Market Research Report, URA

Singapore HDB Resale Sector

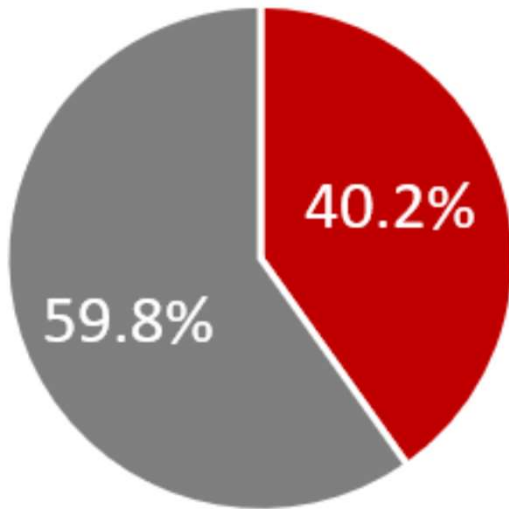
HDB Resale Volume



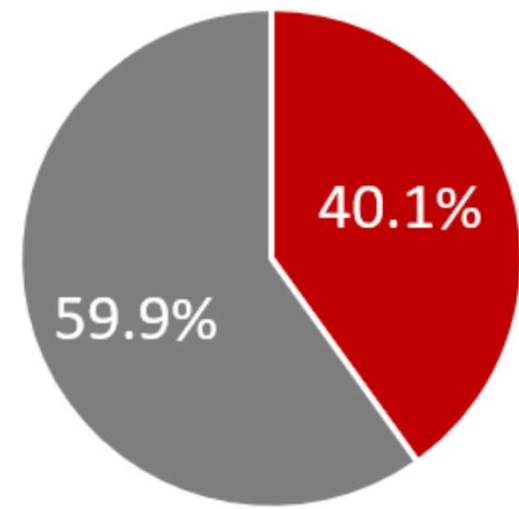
Source: Independent Market Research Report, HDB

All Residential Transactions (Excl. rental)

9M 2021



9M 2022



■ ERA ■ Others

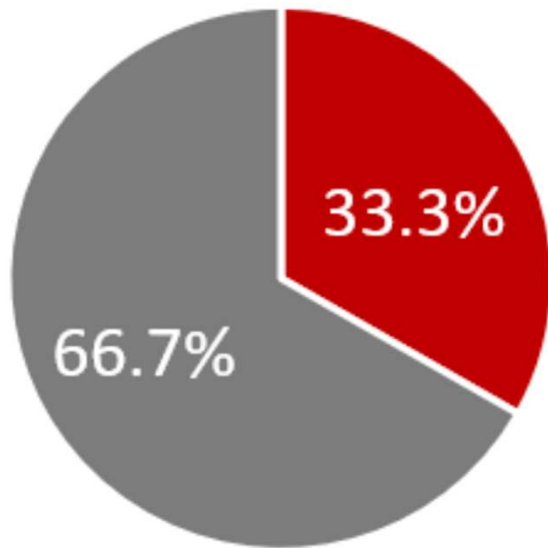
**Overall Market:
50,568**

Sales	9M 2021	9M 2022	% Increase
ERA	20,334	16,037	-21.1%
Market	50,568	39,953	-21.0%
Market Share	40.2%	40.1%	

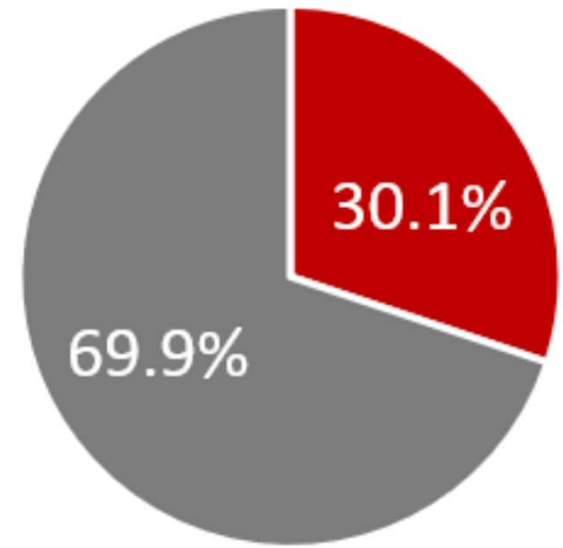
**Overall Market:
39,953**

New Homes (Incl. ECs)

9M 2021



9M 2022



■ ERA ■ Others

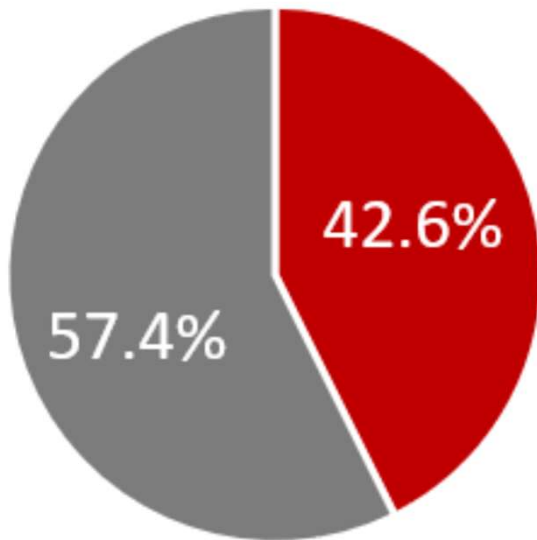
New Homes Market: 11,868

New Homes	9M 2021	9M 2022	% Increase
ERA	3,948	2,036	-48.4%
Market	11,868	6,761	-43.0%
Market Share	33.3%	30.1%	

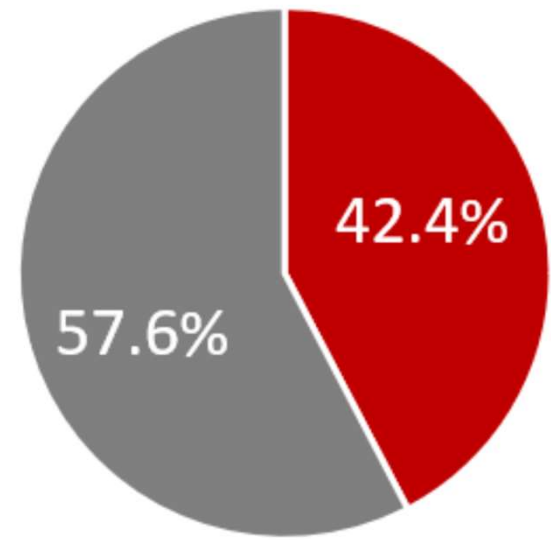
New Homes Market: 6,761

Private Resale

9M 2021



9M 2022



■ ERA ■ Others

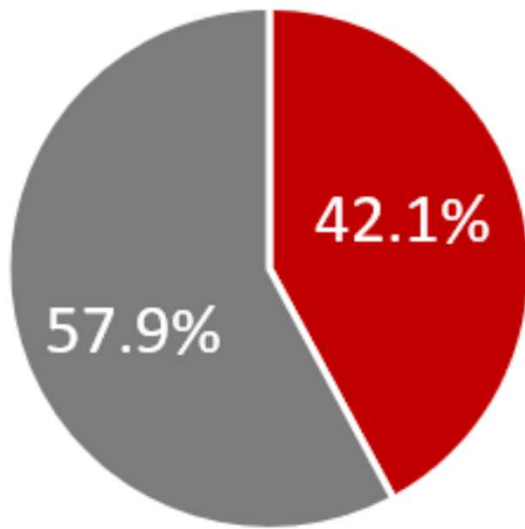
Private Resale Market: 15,623

Private	9M 2021	9M 2022	% Increase
ERA	6,662	5,038	-24.4%
Market	15,623	11,893	-23.9%
Market Share	42.6%	42.4%	

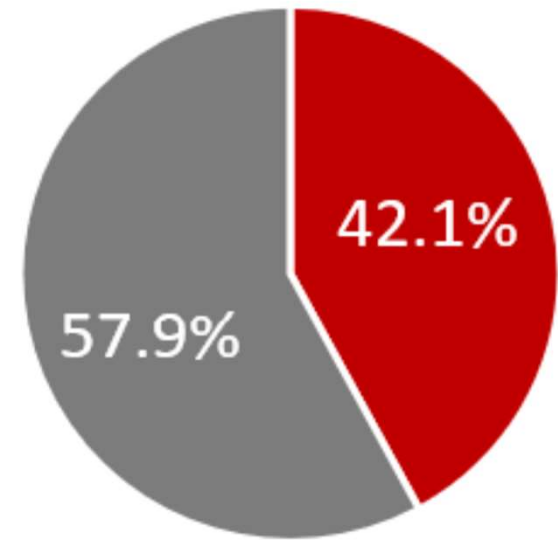
Private Resale Market: 11,893

HDB Resale

9M 2021



9M 2022



■ ERA ■ Others

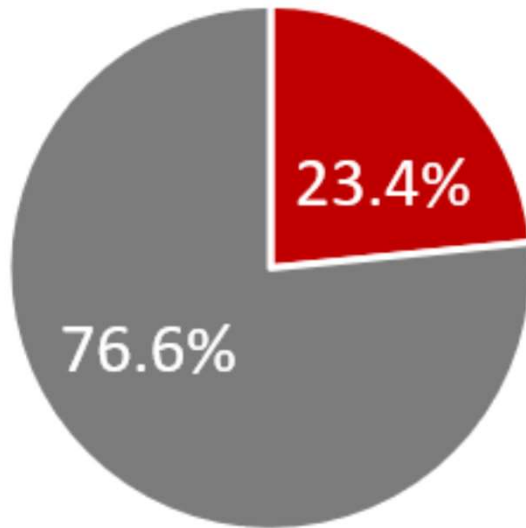
**HDB Resale
Market:
23,077**

HDB Resale	9M 2021	9M 2022	% Increase
ERA	9,724	8,963	-7.8%
Market	23,077	21,299	-7.7%
Market Share	42.1%	42.1%	

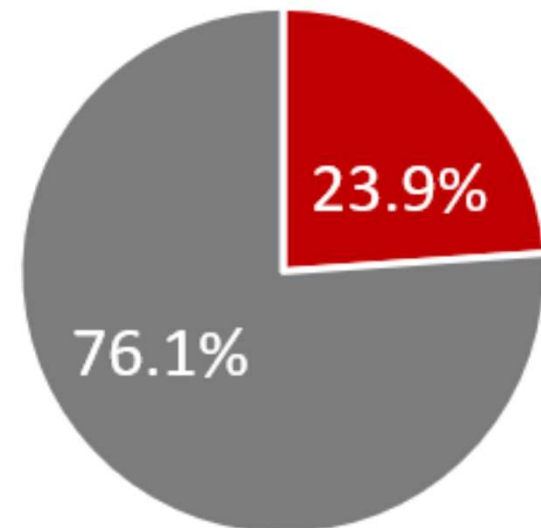
**HDB Resale
Market:
21,299**

Leasing (Private & HDB)

9M 2021



9M 2022



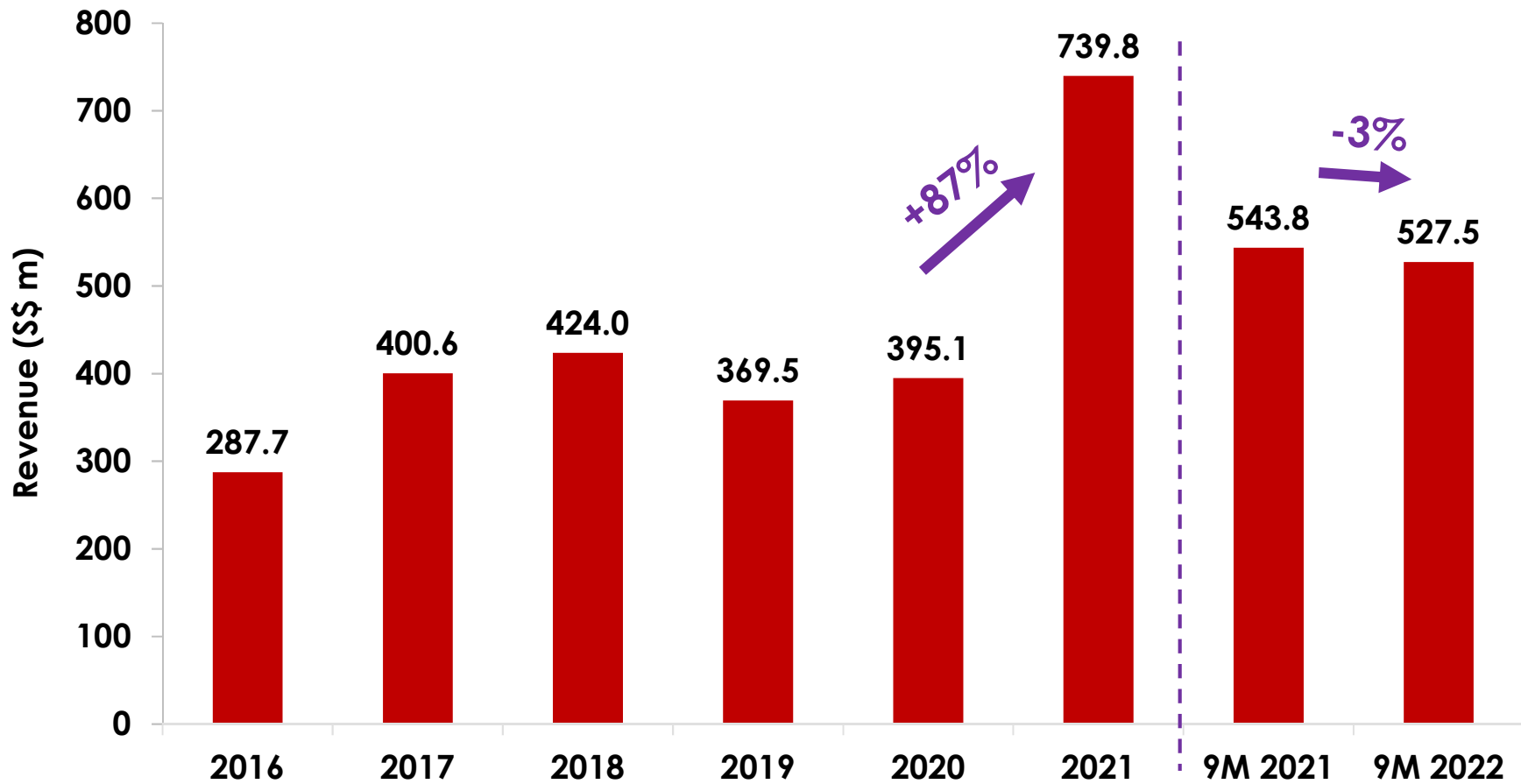
■ ERA ■ Others

**Rental
Market:
107,641**

Rental	9M 2021	9M 2022	% Increase
ERA	25,234	23,452	-7.1%
Market	107,641	98,155	-8.8%
Market Share	23.4%	23.9%	

**Rental
Market:
98,155**

Revenue

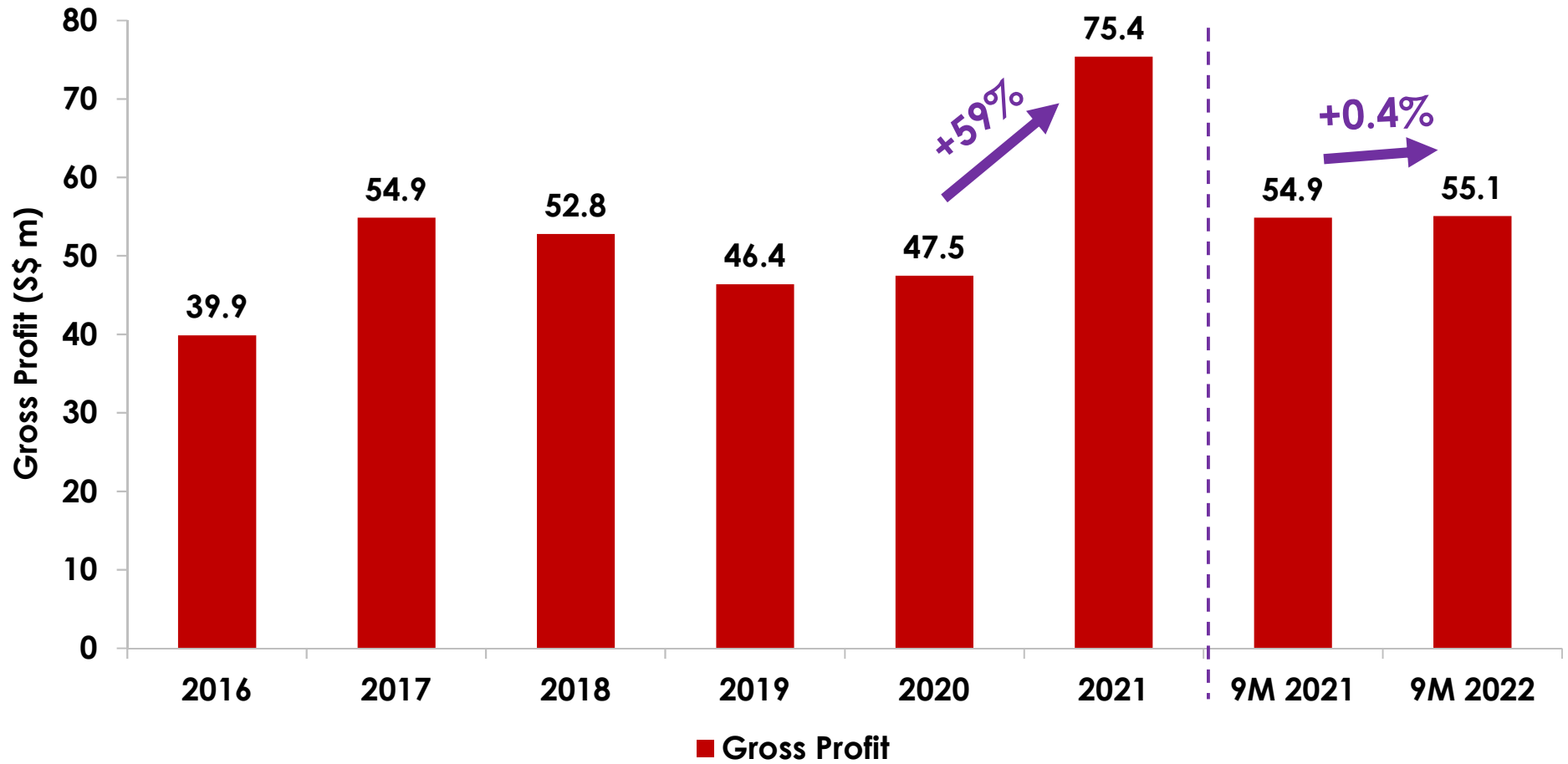


Revenue

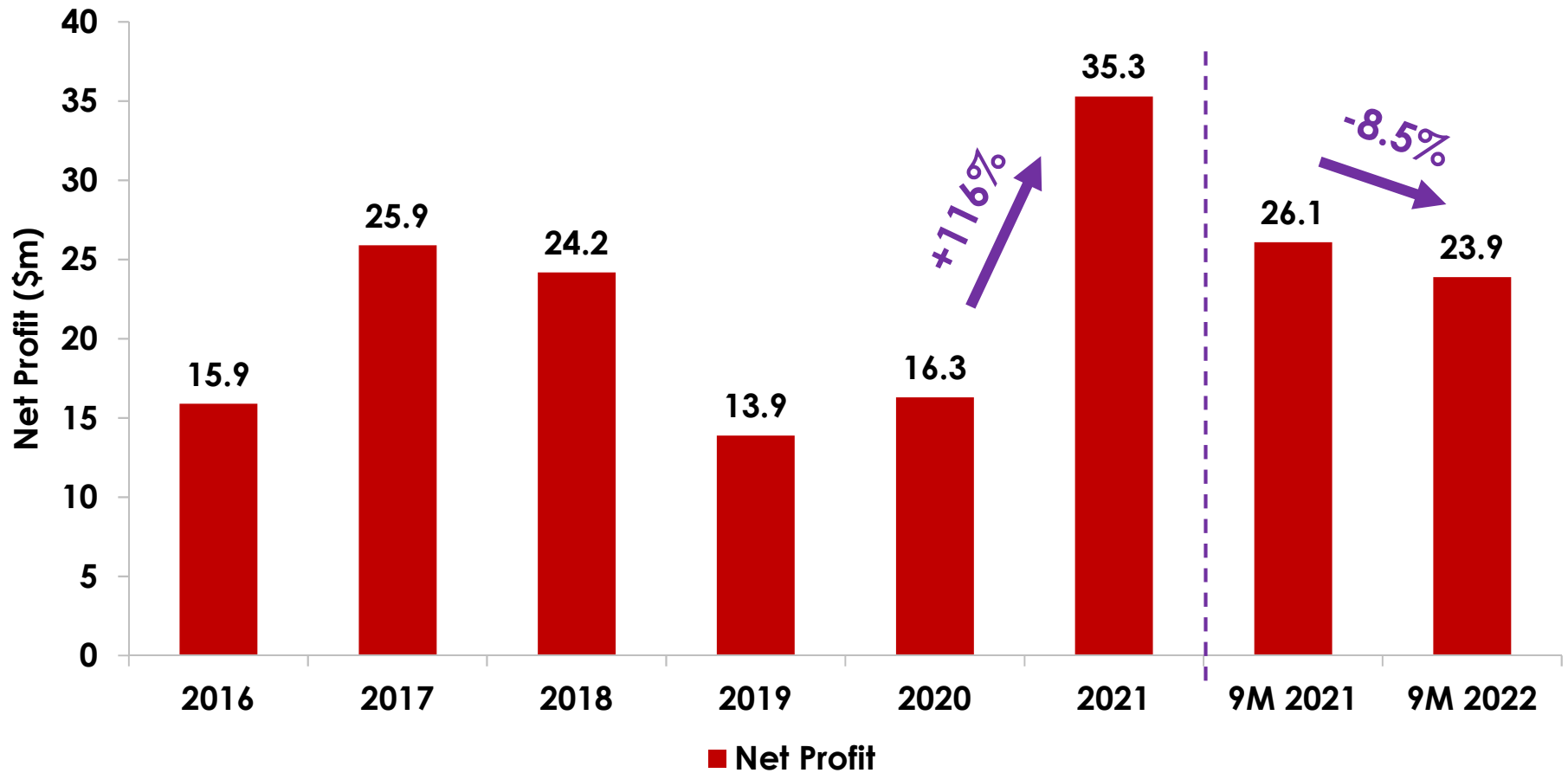
	9M 2022 S\$' million	9M 2021 S\$' million	Change (%)
<u>Brokerage revenue</u>			
Resale and rental	310.2	325.7	(4.8)
New homes	<u>210.1</u>	<u>211.3</u>	(0.6)
	520.3	537.0	(3.1)
Other revenue	<u>7.2</u>	<u>6.8</u>	5.9
Total revenue	<u>527.5</u>	<u>543.8</u>	(3.0)

The performance in 9M 2022 was largely due to decrease in transaction volume of residential properties in the new homes and resale segments during this period.

Gross Profit



Net Profit After Tax



Project Marketing – Project Pipeline for 2022 and 2023

Project	Location	Developer	No. of Units
Belgravia Ace	Belgravia Drive	Tong Eng	107
North Gaia	Yishun Avenue 9	Sing Holdings	616
Piccadilly Grand	Northumberland Road	CDL / MCL Land	407
Liv @ MB	Arthur Road / Mountbatten Road	Bukit Sembawang	298
Atlassia	Joo Chiat Place	K16 Development	39
Enchante	Evelyn Road	Victory Land	25
Cape Royale	Cove Way	Ho Bee Land / IOI	302
AMO Residence	Ang Mo Kio Avenue 1	UOL / Singapore Land / Kheng Leong	372
Sky Eden	New Upper Changi Road	Frasers Property	158
Lentor Modern	Lentor Central	Guocoland	605
Copen Garden	Tengah Garden Walk	CDL / MCL Land	639
Sanctuary @ Newton	Surrey Road	Amara Holdings / Santarli	36
Sophia Regency	Sophia Road	East Asia Development	38
Hill House	Institution Hill	Roxy Pacific Holdings / Macly Group	72
Tenet	Tampines Street 62	Qingjian Realty / Santarli	618
Sceneca Residence	Tanah Merah Kechil Link	MCC Land / The Place Holdings / Ekovest Development	268

Launched

To be launched in 2022

Project Marketing – Project Pipeline for 2022 and 2023

Project	Location	Developer	No. of Units
Blossoms By The Park	Slim Barracks Rise	EL Development	265
The Hill @ One-North	Slim Barracks Rise	Kingsford Development	140
The Arden	Phoenix Road	Qingjian Realty	105
TBC	Upper Bukit Timah Road	CDL	408
TBC	Marina View	IOI Properties	500+
Gems Ville	Lorong 13 Geylang	East Asia Development	24
Newport Residences	Anson Road	CDL	246
Terra Hill (Former Flynn Park)	Yew Siang Road	Hoi Hup Realty / Sunway Developments	271
The Continuum	Thiam Siew Avenue	Hoi Hup Realty / Sunway Developments	800
Former Watten Estate Condominium	Shelford Road	UOL / Singapore Land	286
The Reserve Residences	Jalan Anak Bukit	Far East Organization / Sino Group	700
TBC	Jalan Tembusu	CDL / MCL Land	638
Lentor Hills Residences	Lentor Hills Road	Hong Leong / GuocoLand	595
The Botany At Dairy Farm	Dairy Farm Walk	Sim Lian Group	385
TBC	Pine Grove	UOL	520
TBC	Dunman Road	SingHaiyi	1,035

Project Marketing – Project Pipeline for 2022 and 2023

Project	Location	Developer	No. of Units
Former AXA Tower	Shenton Way	Perennial Holdings	215
TBC	Bukit Batok West Avenue 8	Qingjian Realty / Santarli	375
Former La Ville	Tanjong Rhu Road	ZACD	107
Former Gloria Mansion	Pasir Panjang Road	Fraxtor Capital	59
Former Lakeside Apartments	Yuan Ching Road	Wing Tai Holdings	300
Former East Court	Koon Seng Road	Macly Capital	19
Former Jansen Mansion	Jansen Road	Macly Capital	21
13 projects were launched in 2022; 2 more projects to be launched in 2022 >24 projects to be launched in 2023			12,614+

Estimated total of 4,332 units launched in 2022

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

1Q, 2Q, 3Q, 4Q 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

9M 2022 means the period of 3 months from 1 January 2022 to 30 September 2022

9M 2021 means the period of 3 months from 1 January 2021 to 30 September 2021

EC means Executive Condominium

URA means Urban Redevelopment Authority

HDB means Housing Development Board

BTO means Build-To-Order new HDB flat

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

TBC means To Be Confirmed

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