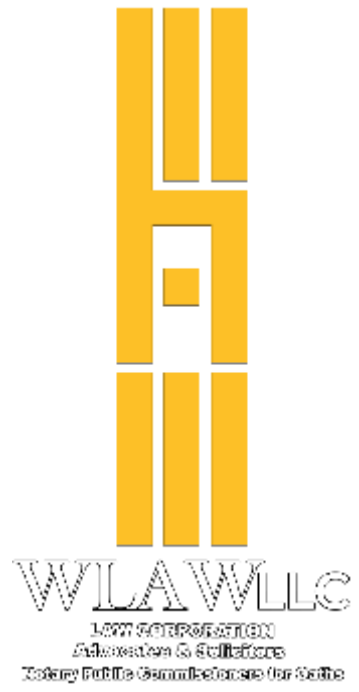


Unfix ABSD

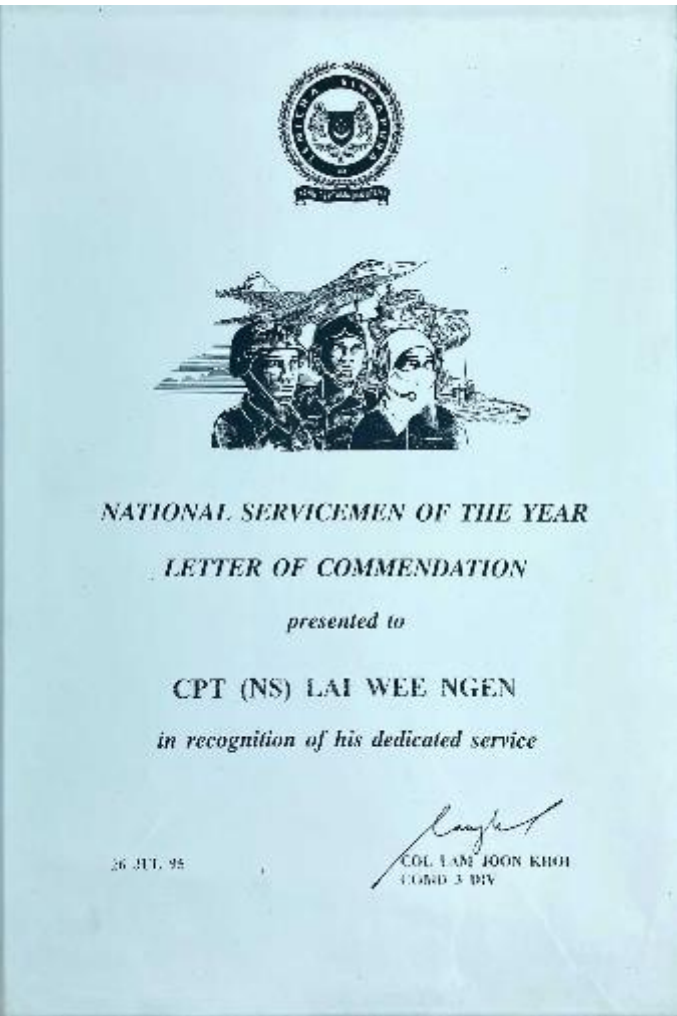
WhereNext Data Analysis

Presentation By
William Lai
LL.B(Hons)



WLA WLLC
LOW COST PROPERTIES
ACQUISITION & SOLUTIONS
Today's Public Domain is the Future

Principal
Consultant





**SINGAPORE
PROPTech
ASSOCIATION**

President

1

Impending Lull Period.

Ramification of 16 December 2021 Cooling Measures

2

10 Solutions To Ride out the Drought

3

Discussion/Workshop on Decoupling

Unfix ABSD

WhereNext Data Analysis



Transactions

Total private property sales in 2020, 2021 and 2022 for resale and new launches.



Nationality By Residential status

From URA



Buyer Profile

Where do buyers come from



Data Analysis

Based on the caveats in WhereNext Database.

Transactions based on Private Properties

Source: URA, Realis

4

Property Type	Sale Type	2020	2021	2022
CONDOMINIUM/APARTMENT	Resale	9,963	18,379	319
CONDOMINIUM/APARTMENT	New Sale	10,267	14,621	297
LANDED	Resale	2,033	3,452	48
LANDED	New Sale	59	139	8
Total		22,322	36,591	672

Data Analysis based on Private Properties

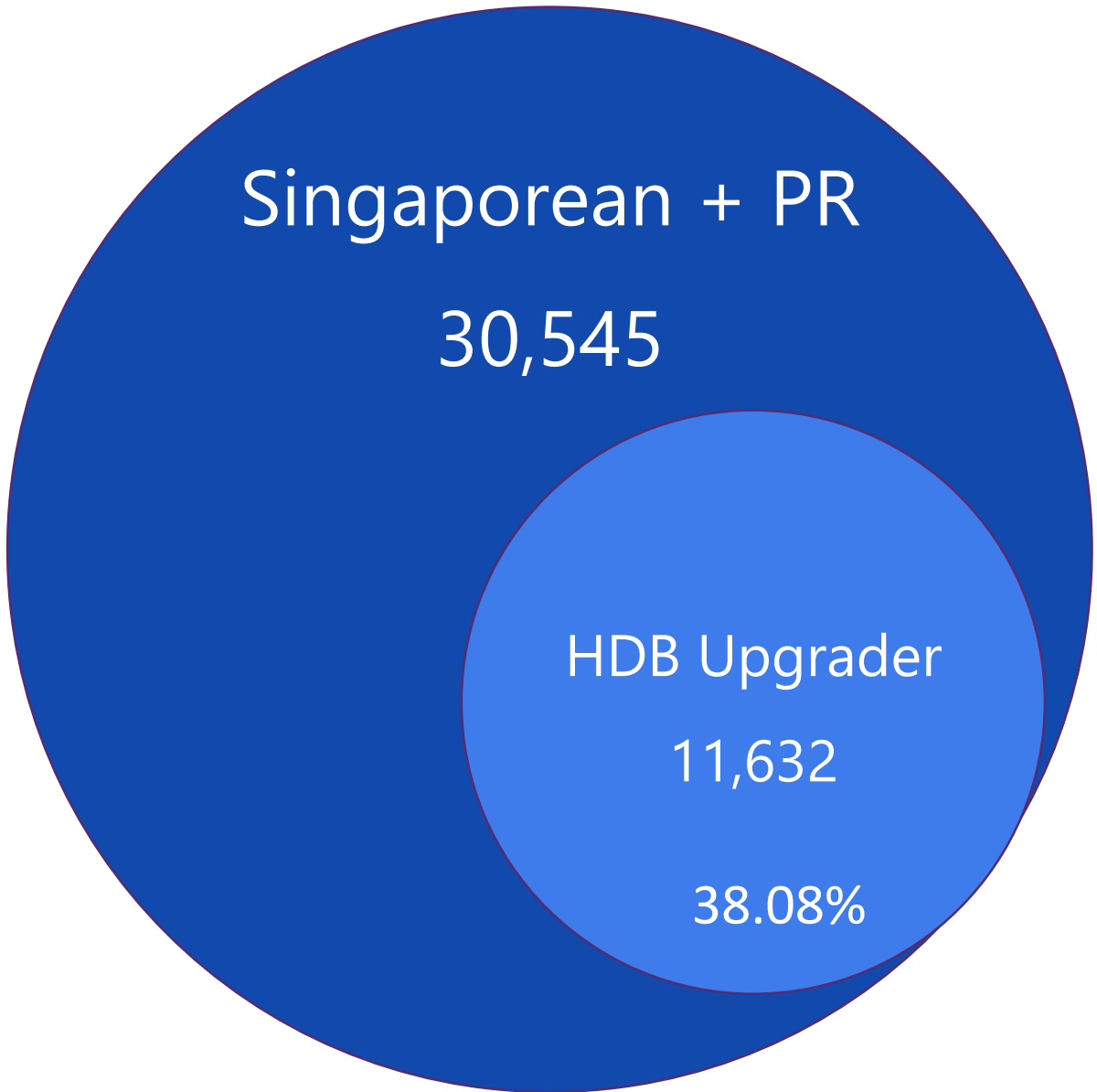
Source: URA, Realis

5

Nationality by Residential Status	2020	2021	2022
Foreigner (NPR)	747	1,134	31
Singaporean	16,514	30,697	565
Singapore Permanent Residents (PR)	3,117	5,107	86
Company	134	164	3
Total	20,512	37,102	685

HDB Upgrader - Private Properties

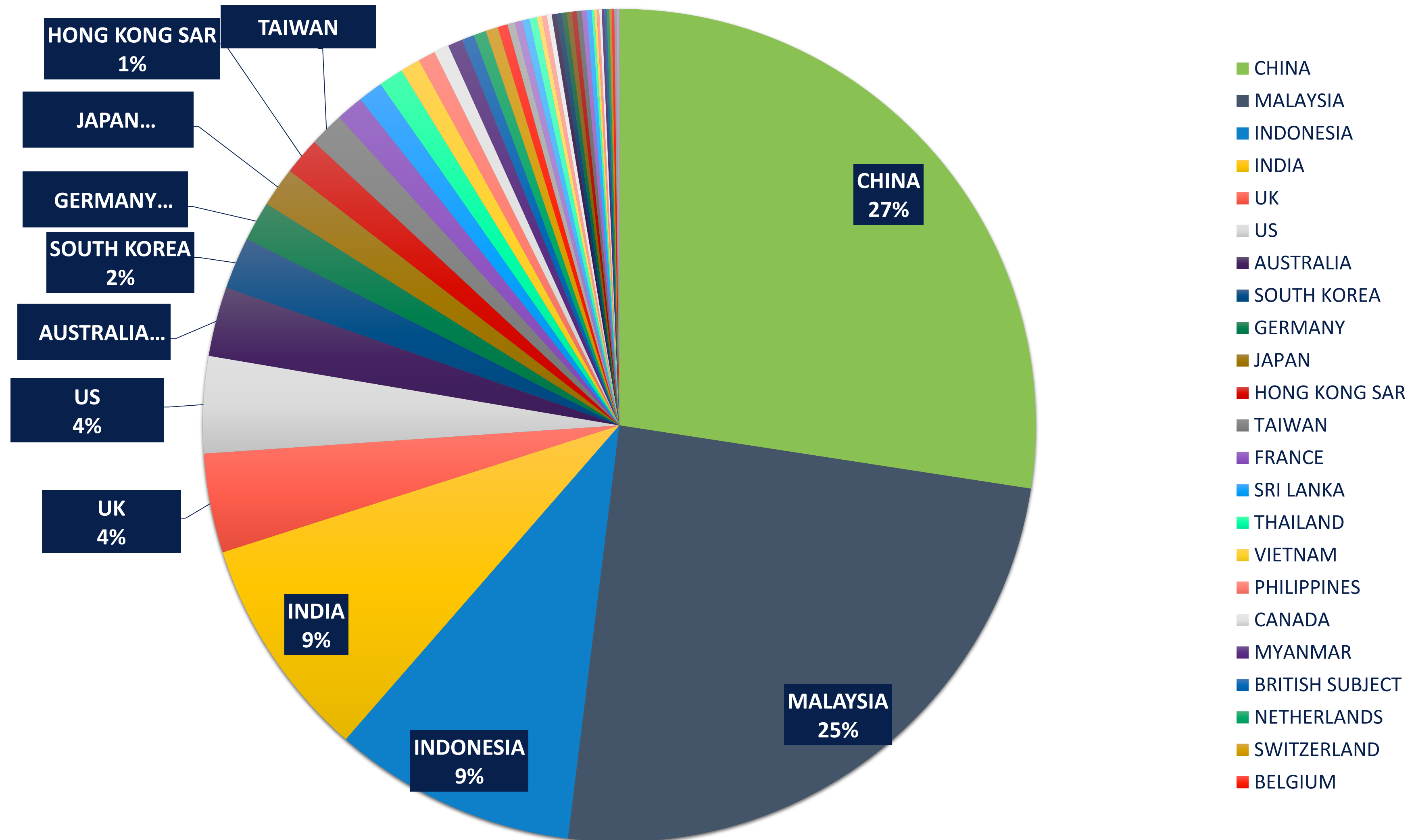
Property Type	2020	2021	2022
CONDOMINIUM/APARTMENT	8,330	11,924	165
LANDED	452	578	5
Total	8,782	12,502	170



Foreign Buyers in 2020

Please note that information displayed is only based on caveats available in WhereNext Database.

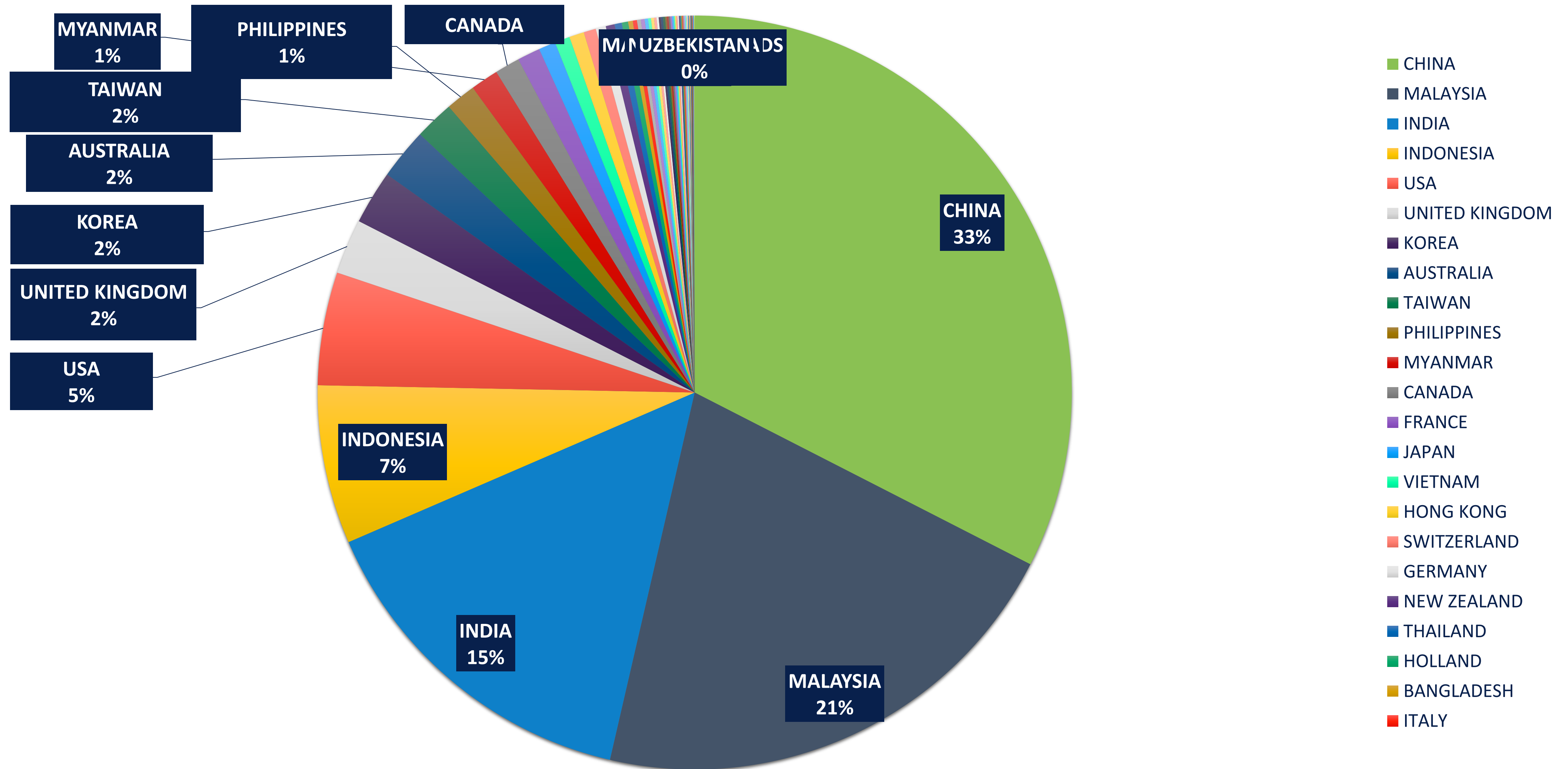
7



Foreign Buyers in 2021

Realis, URA

8



Measures to promote a stable and sustainable property market

Measures are applicable to all residential property transactions with Options-to-Purchase granted on or after 16 Dec 2021



1. Higher Additional Buyers' Stamp Duty (ABSD) rates			
ABSD rates for first property purchase by Singapore Citizens and Permanent Residents will remain unchanged at 0% and 5% respectively.			
Type of buyers	Rates from 6 July 2018 to 15 Dec 2021	Rates on or after 16 Dec 2021	
Singapore Citizens	Buying first residential property	0%	0% (No Change)
	Buying second residential property	12%	17% (Revised ↑)
	Buying third and subsequent residential property	15%	25% (Revised ↑)
Permanent Residents	Buying first residential property	5%	5% (No Change)
	Buying second residential property	15%	25% (Revised ↑)
	Buying third and subsequent residential property	15%	30% (Revised ↑)
Foreigners	Buying any residential property	20%	30% (Revised ↑)
Entities	Buying any residential property	25% ¹ (Plus additional 5% for Housing Developers ² (non-remittable) ³)	35% ¹ (Plus additional 5% for Housing Developers ² (non-remittable) ³)

The Government remains vigilant to the risk of a sustained increase in housing prices relative to income trends.

The measures undertaken in this cooling package seek to promote a stable and sustainable property market.

¹ As entities, Housing Developers will also be subject to the ABSD rate for entities. Housing Developers may apply for remission of this ABSD, subject to conditions.

² Housing Developers refer to entities in the business of housing development (i.e. construction and sale of housing units) with respect to the subject property acquired.

³ This 5% ABSD for Housing Developers is in addition to the ABSD for all entities. This 5% will not be remitted, and is to be paid upfront upon purchase of residential property.

2. Tightened Total Debt Servicing Ratio (TDSR) threshold from 60% to 55%

New mortgages cannot cause borrowers' total monthly loan repayments to exceed 55% of monthly income.

TDSR threshold for refinancing existing property loans granted before 16 Dec 2021 remains at 60%.

3. Reduced Loan-to-Value (LTV) limit for HDB-granted loans from 90% to 85%

Reduces the maximum amount potential homebuyers can borrow from HDB.

LTV limit for loans obtained from financial institutions to purchase HDB flats remains unchanged at 75%.

Property cooling measures in Singapore: Higher Additional Buyers' Stamp Duty (ABSD) rates for residential property

As of Dec 16, 2021

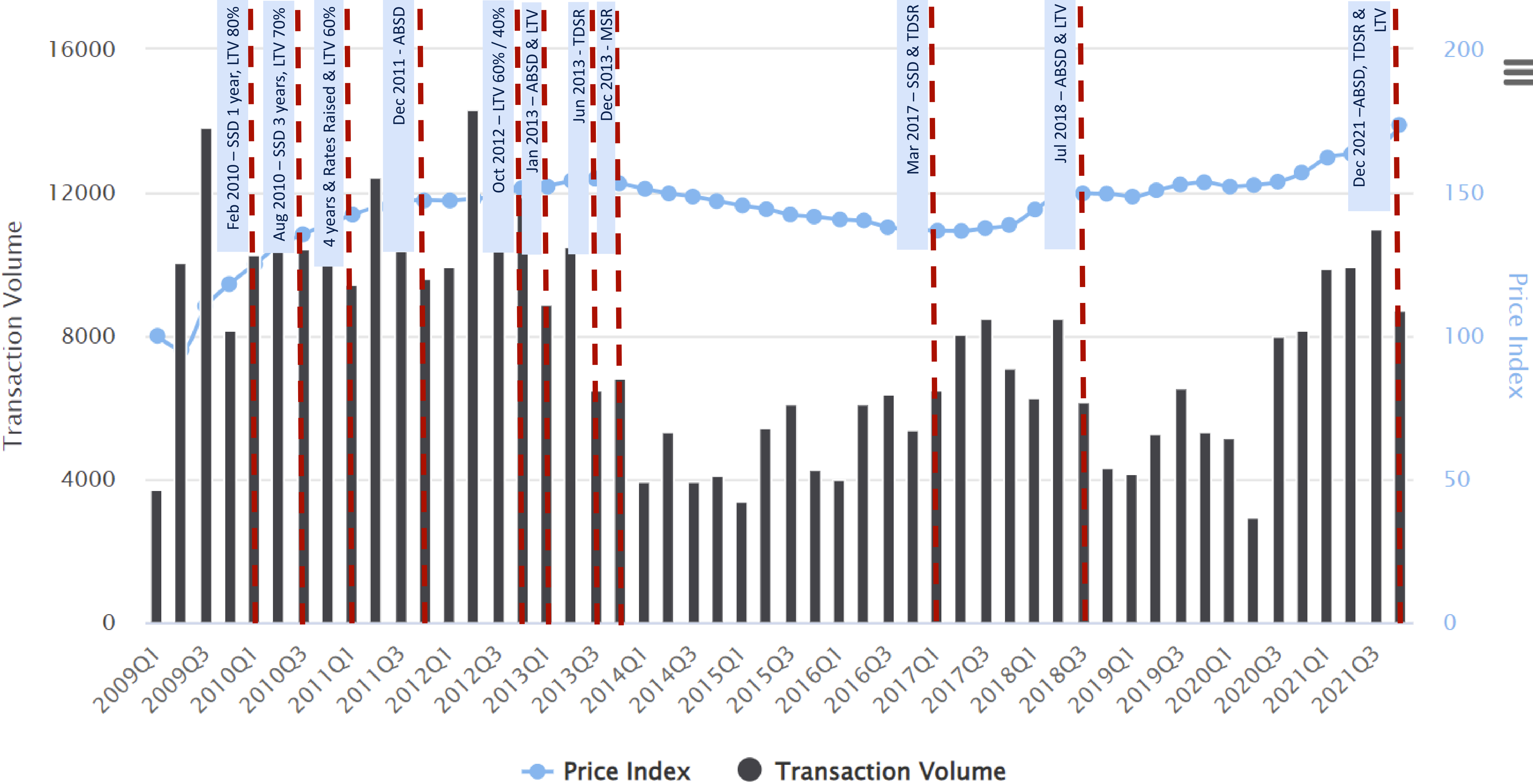
Type of buyer		Existing rates	Rates on or after Dec 16, 2021
Singapore citizens	First property	0%	0% (no change)
	Second property	12%	17% ↑
	Third property	15%	25% ↑
Permanent residents	First property	5%	5% (no change)
	Second property	15%	25% ↑
	Third property	15%	30% ↑
Foreigners	Any property	20%	30% ↑
Entities	Any property	25% (Plus additional 5% for housing developers; non-remittable)	35% ↑ (Plus additional 5% for housing developers; non-remittable)

Infographic: Dawn Teo

Source: Ministry of Finance, Ministry of National Development and Monetary Authority of Singapore, Dec 15, 2021



Cooling Measures Milestones



Transactions in December

Source: URA, Realis

1136 Transactions Before *Cooling Measures* (15 Days)

511 Transactions After *Cooling Measures* (15 Days)
Fell by 56%

16 Dec 2021 – ABSD & LTV

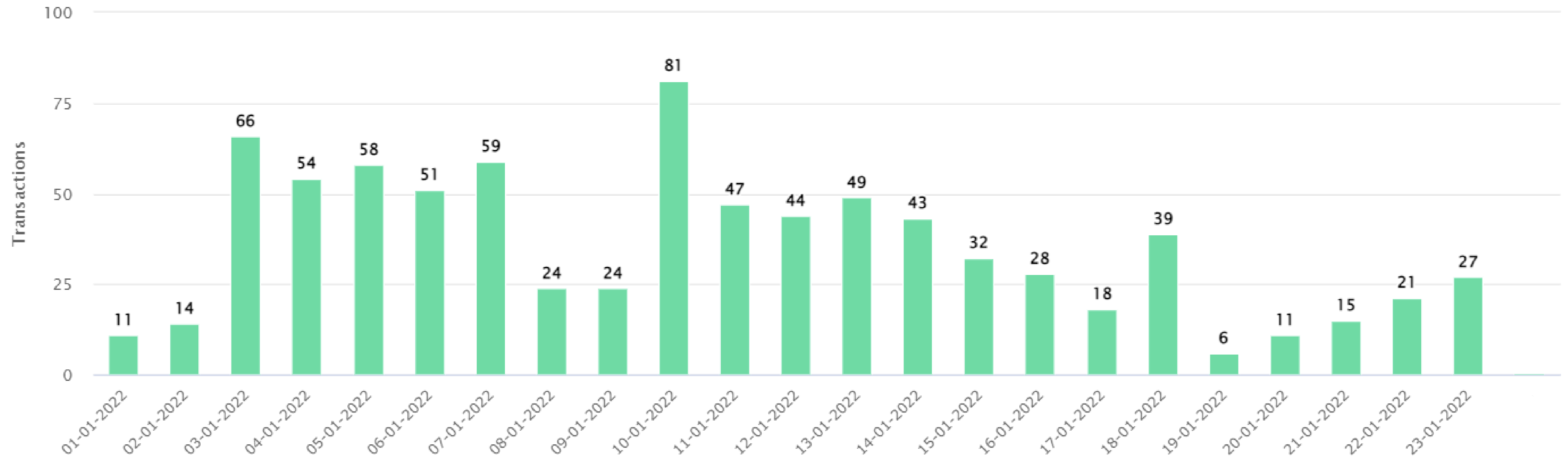


Transactions in January 2022

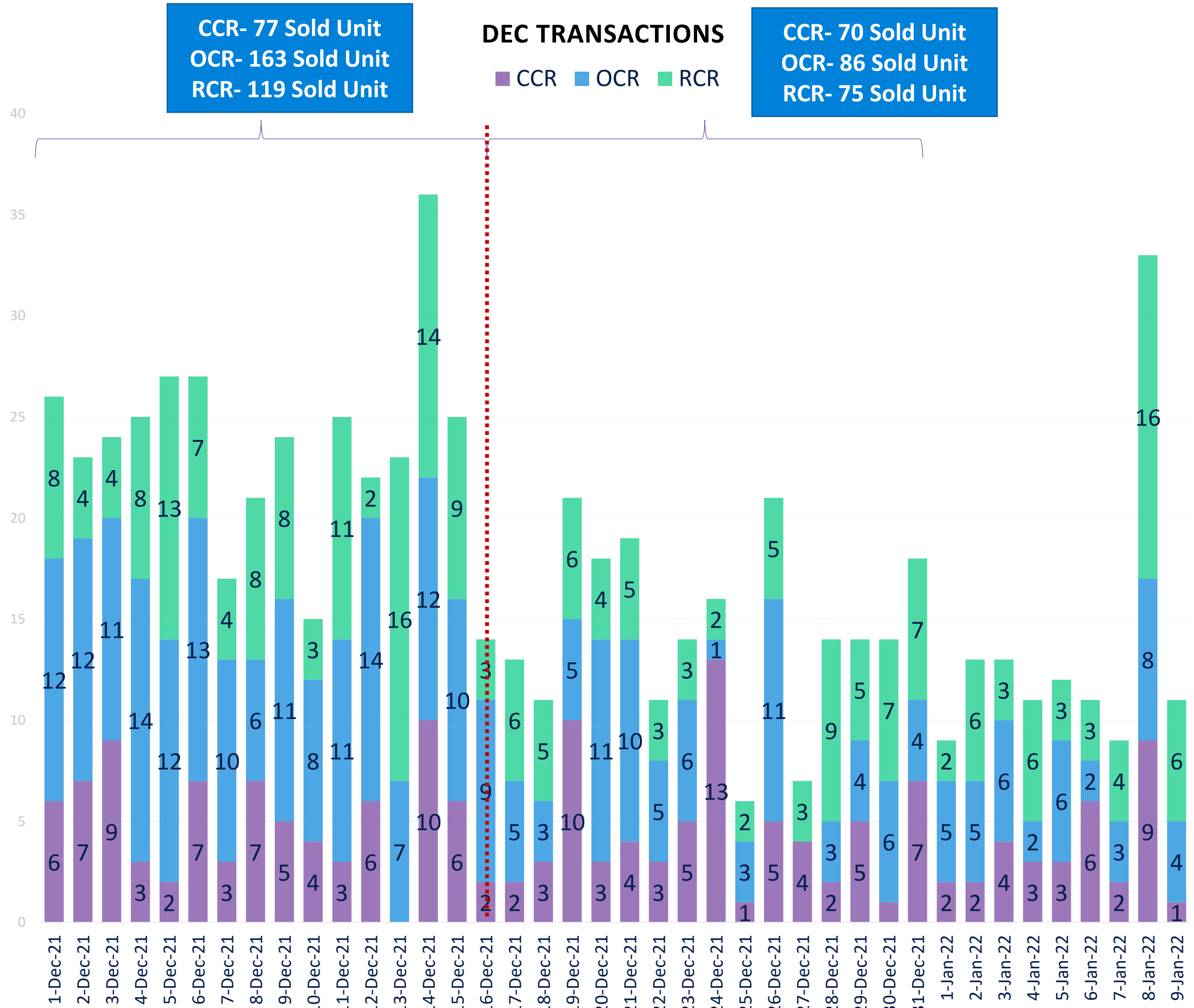
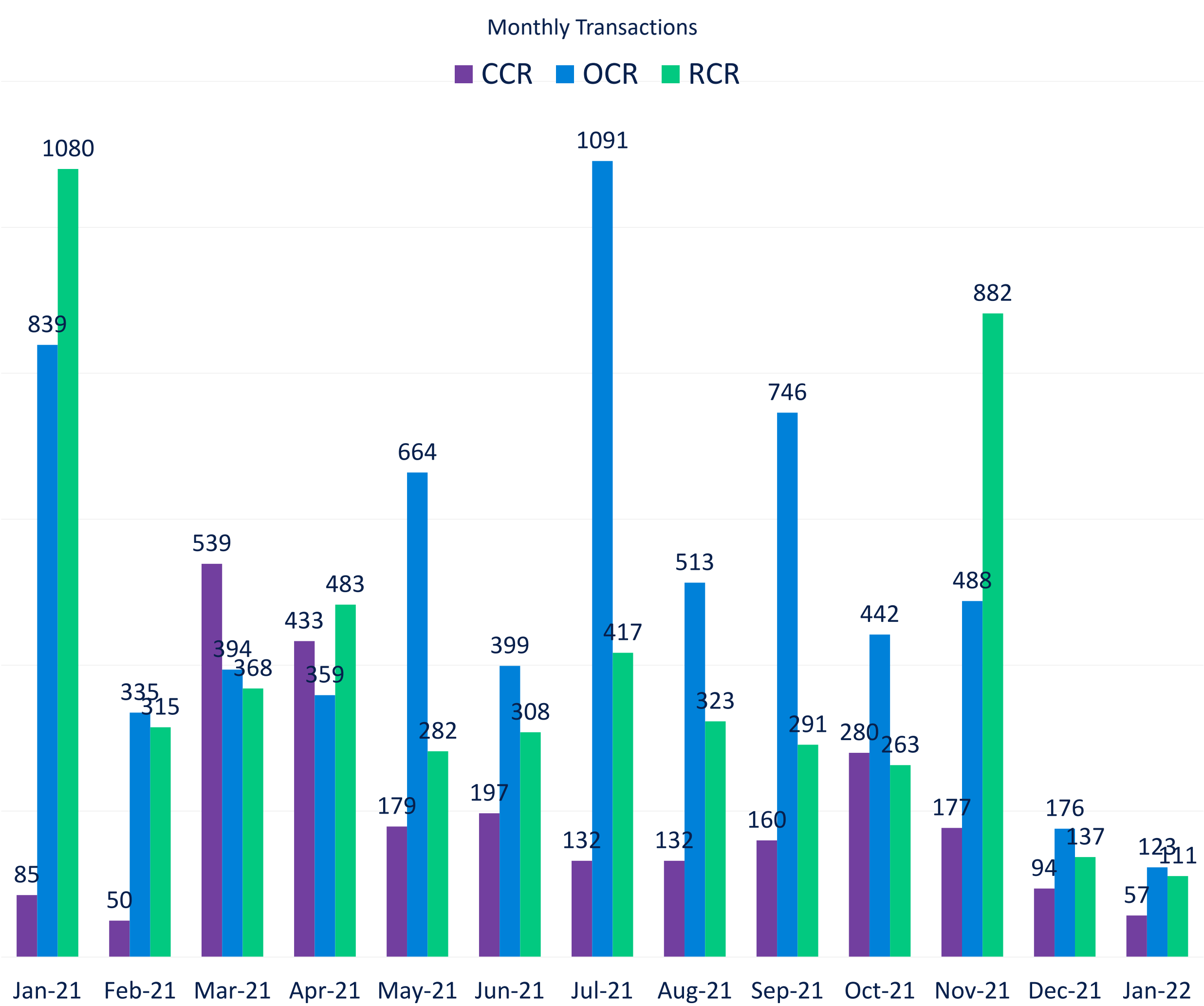
Daily Transactions in 2022

Source: Realis, WHERENEXT

Total **822** Transactions

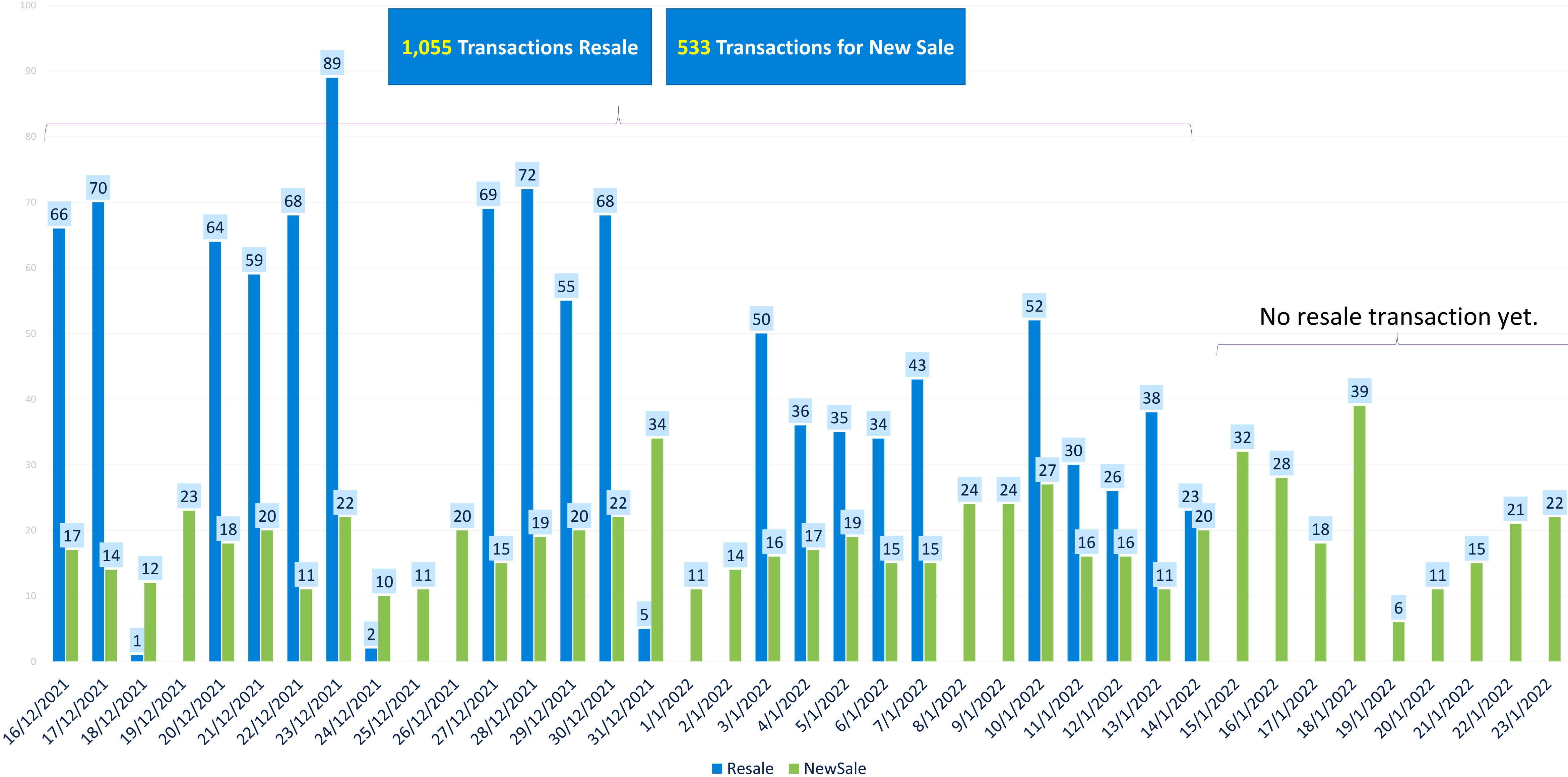


New Sales Analysis



New Sale Vs Resale After *Cooling Measures*

Source: URA, Realis, WHERENEXT

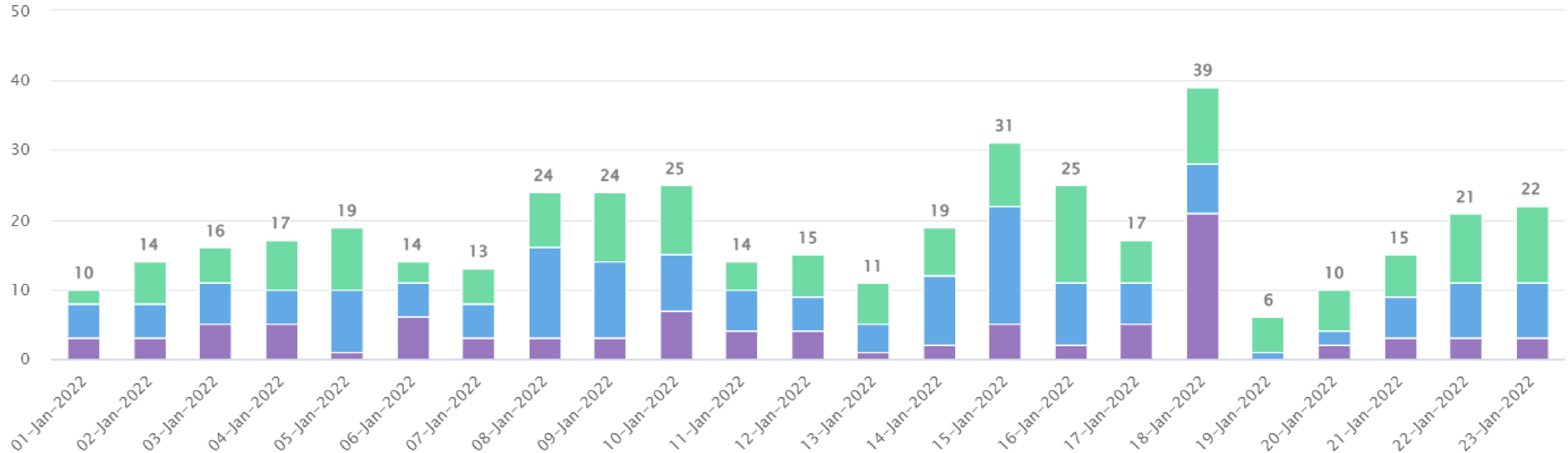


New Sales Analysis

15

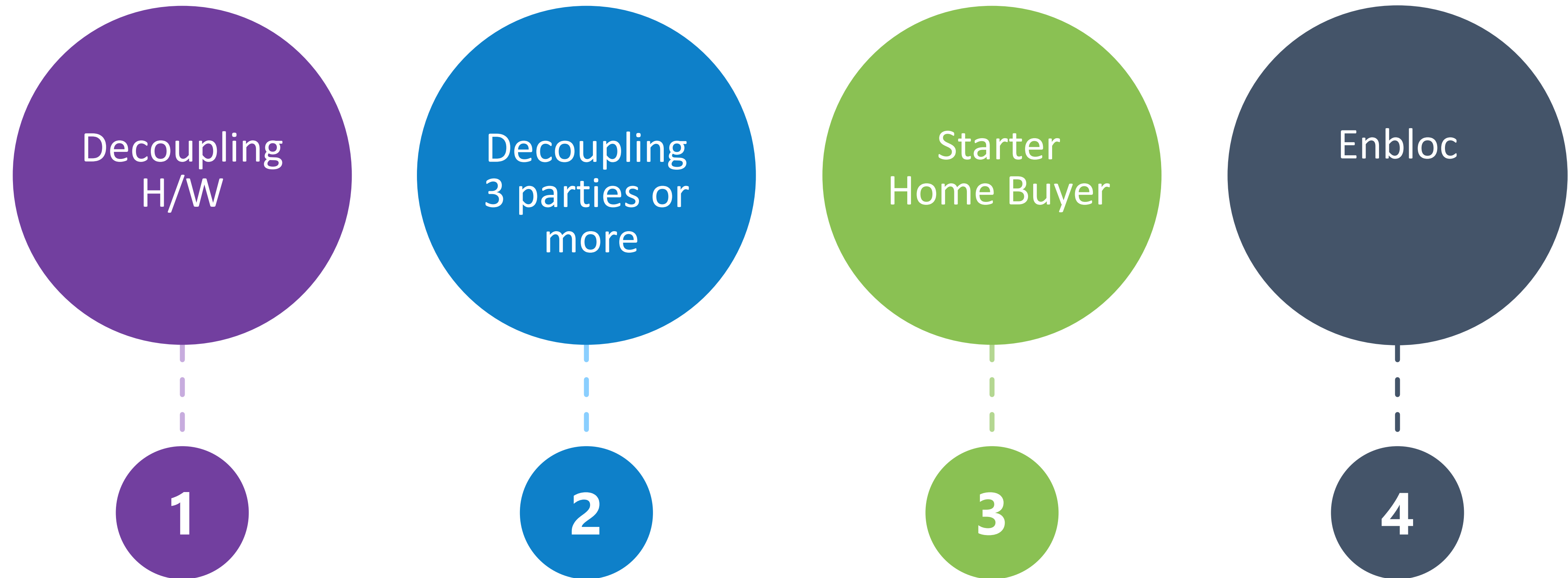
Transactions in OCR, CCR, RCR

Source: Realis, WHERENEXT



Unfix ABSD

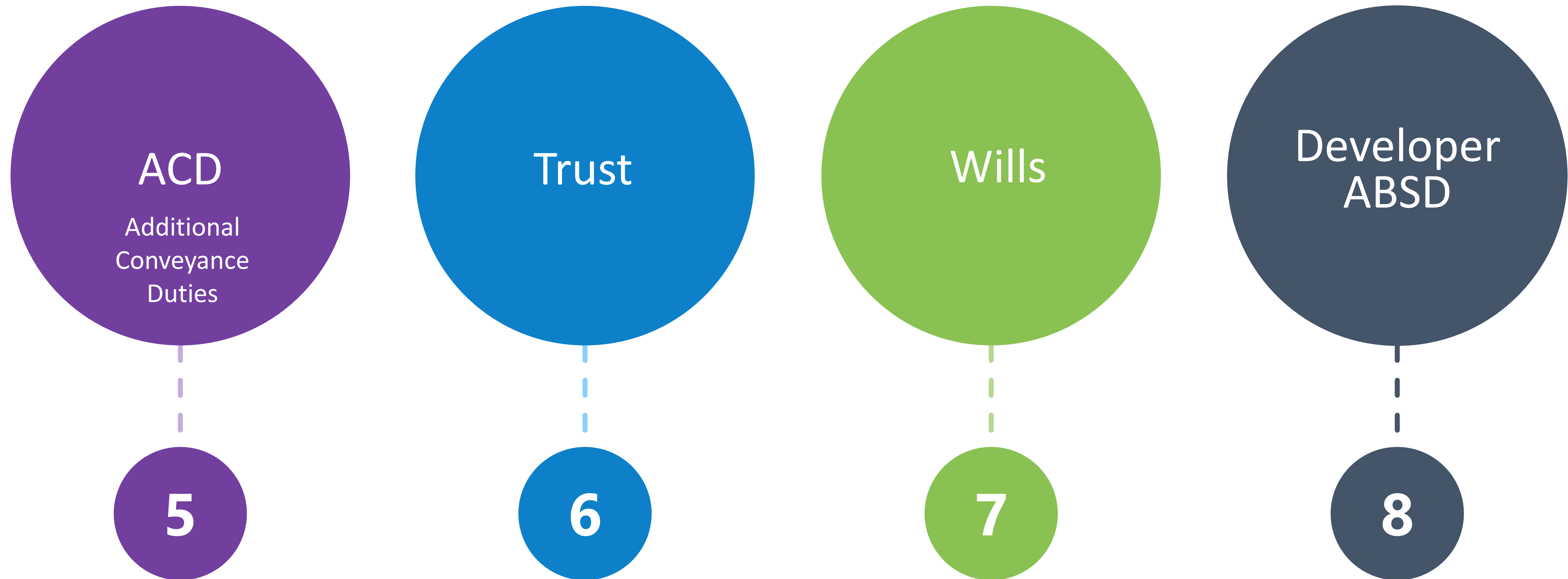
16



*** We are not advocating circumventing the ABSD. We teach you how to unfix ABSD entanglement.

Unfix ABSD

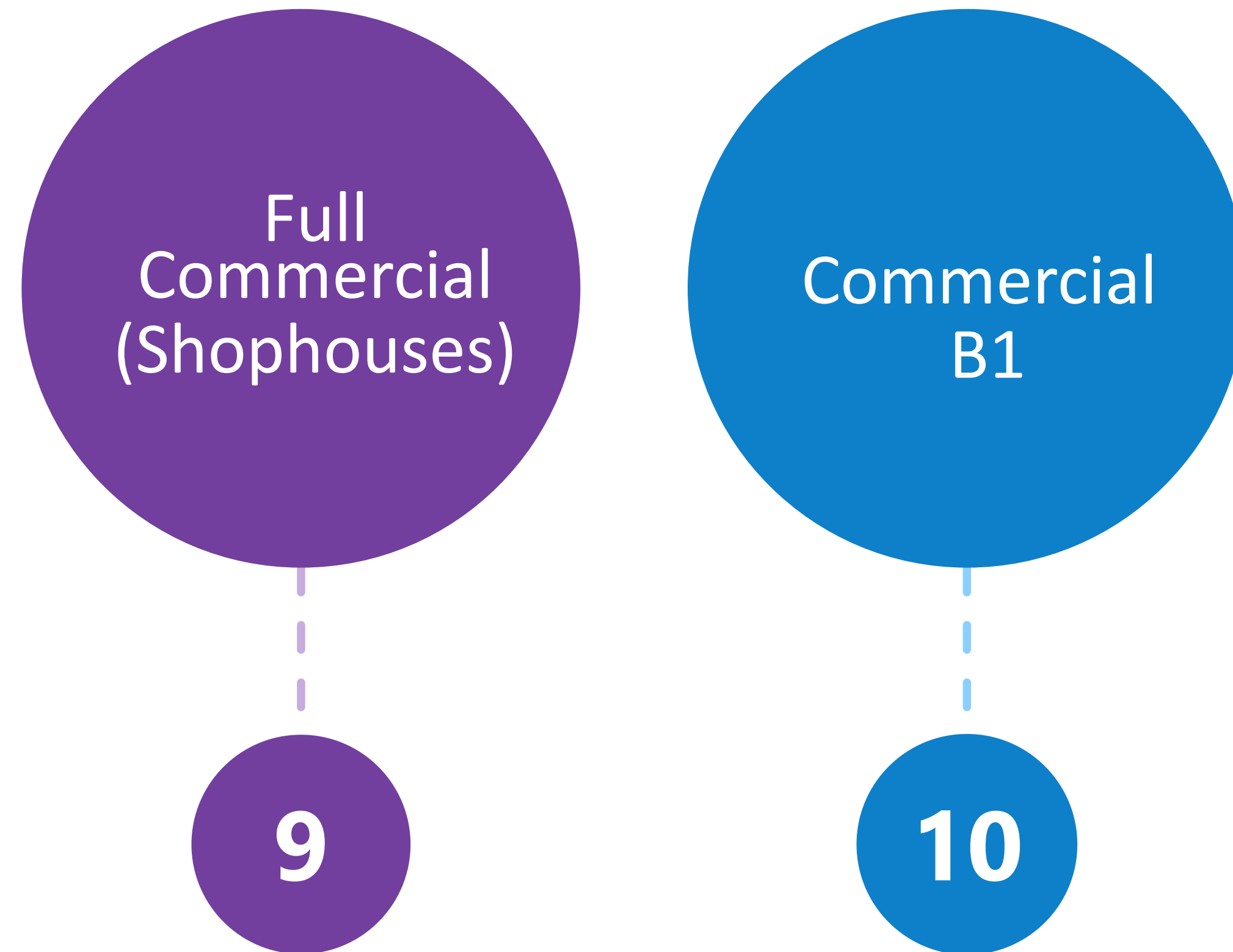
17



*** We are not advocating circumventing the ABSD. We teach you how to unfix ABSD entanglement.

Unfix ABSD

18

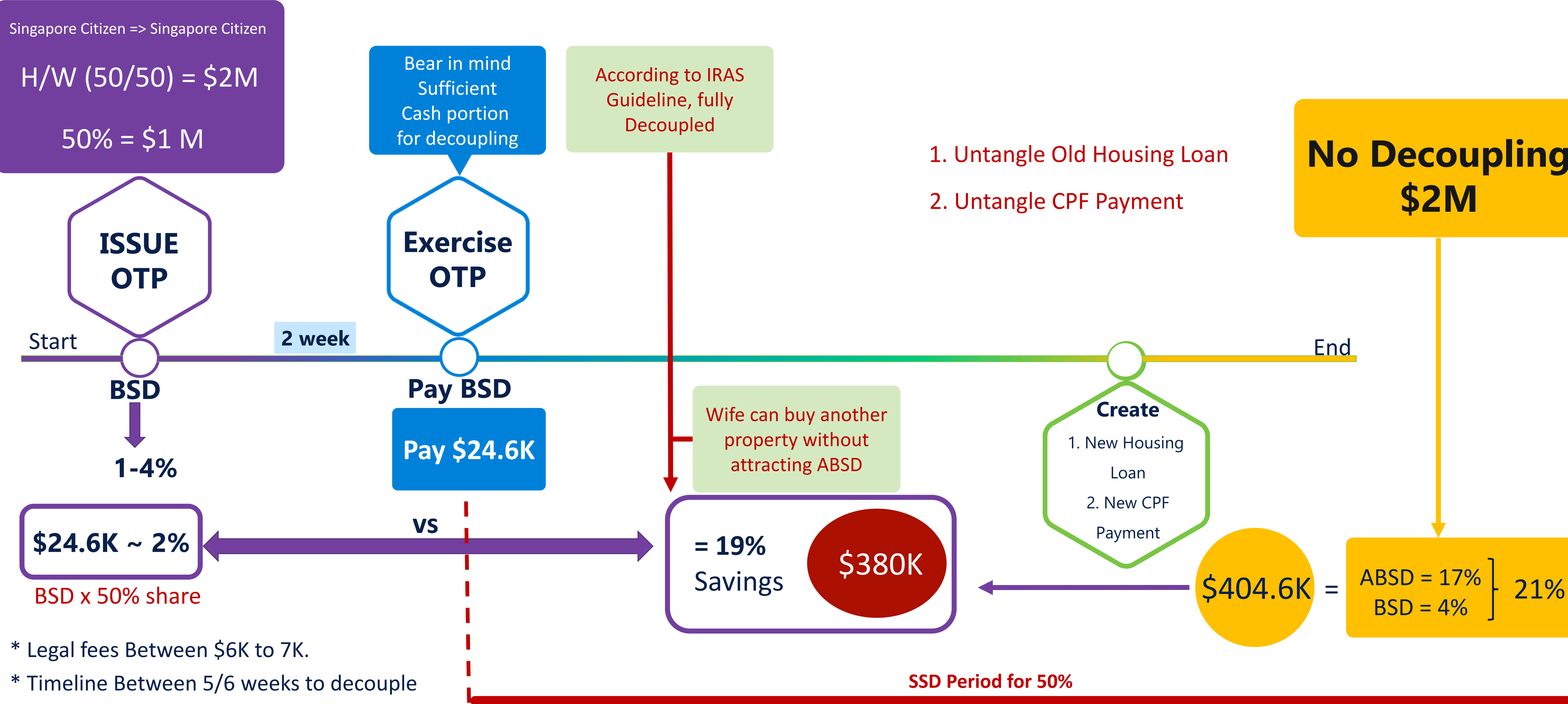


*** We are not advocating circumventing the ABSD. We teach you how to unfix ABSD entanglement.

1

**Decoupling
H/W**

Decoupling Flow Infographics



* Legal fees Between \$6K to 7K.

* Timeline Between 5/6 weeks to decouple

* Mindful of loan login – SIBOR Rate

* No Loan/No CPF – 2 weeks

1. Decoupling

These are some potential costs to be taken into consideration in decoupling:-

- the Transferor may be subject to Seller's Stamp Duty on the share transferred if the Transferor purchased the property less than 3 years ago;
- ABSD is payable on the value of the share transferred if the Transferee has more than one property;
- if the decoupling transaction is done within the lock-in period for the bank loan, then the bank may charge a penalty;
- if the Transferor had initially used CPF funds in purchasing the property, the CPF funds and accrued interest have to be refunded into his CPF account. Usually, the Transferee would obtain a fresh loan to pay for the purchase of the share transferred in his favour. From the proceeds of the sale, the Transferor would refund his CPF monies, pay for his share of the outstanding bank loan and retain the balance. The fresh loan obtained by the Transferee should be in a quantum that is also sufficient to refinance the Transferee's own share of outstanding bank loan; and
- the total legal costs will be about \$5000 to \$6000.

For example, Mr. Lee and Mrs. Lee (both Singapore Citizens) had 3 residential properties in their joint names. They wished to upgrade one of the properties to a bigger property. This was their course of action:-

- Sell Property A. Hence, they were left with 2 properties in their joint names;
- Decouple Property B. Mrs. Lee bought Mr. Lee's share.
- Decouple Property C. Mrs. Lee bought Mr. Lee's share.
- Mr Lee bought Property D as his 1st property.

Sale of Property A

Mr and Mrs Lee sold Property A. After their buyer exercised the option to purchase, Mr and Mrs Lee's property counts reduced from 3 to 2.

Decoupling Property B

Mr. Lee sold his half share to Mrs. Lee. The property was valued at \$1.5million. Hence, the sale price was \$750,000.00. The property was bought more than 3 years ago and the bank loan was not subject to any lock in period.

Seller’s Stamp Duty	NA
Bank Loan Penalty	NA
*BSD based on the price \$750,000.00	\$17,100.00
ABSD	\$90,000.00
Legal cost	\$5,500.00
Total decoupling cost	\$112,600.00

*BSD is the standard stamp duty payable on every purchase. BSD Rates are based on the purchase price or the market value of the property, whichever is the higher. BSD Rates for residential property is calculated at 1% for the first \$180,000, 2% for the next \$180,000, 3% for the next \$640,000 and 4% for the remaining amount.

Decoupling Property C

Mr. Lee sold his half share to Mrs. Lee. The property was valued at \$2million. Hence, the sale price was \$1million. The property was bought more than 3 years ago and the loan was not subject to any lock in period.

Seller’s Stamp Duty	NA
Bank Loan Penalty	NA
*BSD based on the price \$1,000,000.00	\$24,600.00
ABSD	\$120,000.00
Legal cost	\$5,500.00
Total decoupling cost	\$150,100.00

Purchase Property D

After the decoupling of Property B and Property C, Mr. Lee 's property count reduced from two to zero. Hence, his purchase of Property D for \$5.5million was considered his first property and did not attract any ABSD. By arranging for decoupling, he enjoyed substantial savings of \$562,300.00.

ABSD saved (15% of purchase price)	\$825,000.00
Less decoupling cost of Property B	\$112,600.00
Less decoupling cost of Property C	\$150,100.00
Total savings	\$562,300.00

If Mr. Lee had done decoupling for only Property B, then his purchase of Property D would be considered a second property and attract ABSD at 12%. He would still enjoy savings, although much less substantial.

3% of ABSD saved (he pays 12% instead of 15%)	\$165,000.00
Less decoupling cost of Property B	\$112,600.00
Total savings	\$52,400.00

Residential Status of Owners

24

1

Where one of the parties is non Singaporean

a. Who to remain and who to exit

b. If ABSD is payable, consider application for remission

2

Factors to consider where children are involved

3

Gifts

Process Flow

PART SHARE PURCHASE

25

01. Prepare Sale & Purchase Agreement or OTP

02. Send Notice of Redemption to existing Bank

03. Stamp S&P or exercised OTP

04. Lodge Bank Caveat (if there's new loan) and appointed by the Bank

05. Do Legal Requisitions

06. Forward Total Discharge of Mortgage to existing Bank

07. Apply to CPF Board and submit RPS1A for the part share purchase

08. Receive Completion account from Vendor's Solicitor

Process Flow

PART SHARE PURCHASE

26

09.

Do Report on Title (ROT) to new Bank and forward fresh Mortgage for Bank's approval and signature

12.

On Completion Date:

- (i) Do completion searches
- (ii) Send Completion account to client with directions for purchase of CO
- (iii) Exchange completion letters with VS

10.

Call for release of CPF monies if using towards lump sum purchase and prepare Payout Forms, and CPF Confirmation Letter

13.

After Completion Stamp mortgage

11.

Send Interim Completion Account to Client (subject to receipt of final Redemption Statement from Existing Bank on Completion Date)

14.

Cease Monthly Instalment(MI) from CPF payable to existing Bank

Process Flow

PART SHARE PURCHASE

27

15. Commence MI for payments to new Bank

16. Lodge documents with SLA


17. Once Title Registered forward documents to Bank and copies to Client

Salient Points

1. Housing Loan by same Bank ?
2. Whether sufficient cash for completion?
3. Expedite Letter of Offer from Bank
4. Expedite Letter of Instruction to Lawyers


WhereNext Database - Private Property

Please note that information displayed is only based on caveats available in WhereNext Database.



Ownership

558,050



Ownership Mobile Dataset

170,297

* All information complies with PDPA anonymization. They are prescored, prescoped and real time DNC filtered.

Private Properties owned by Husband and Wife

Please note that information displayed is only based on caveats available in WhereNext Database.



Total Private Properties
144,179



No of Owners
243,675



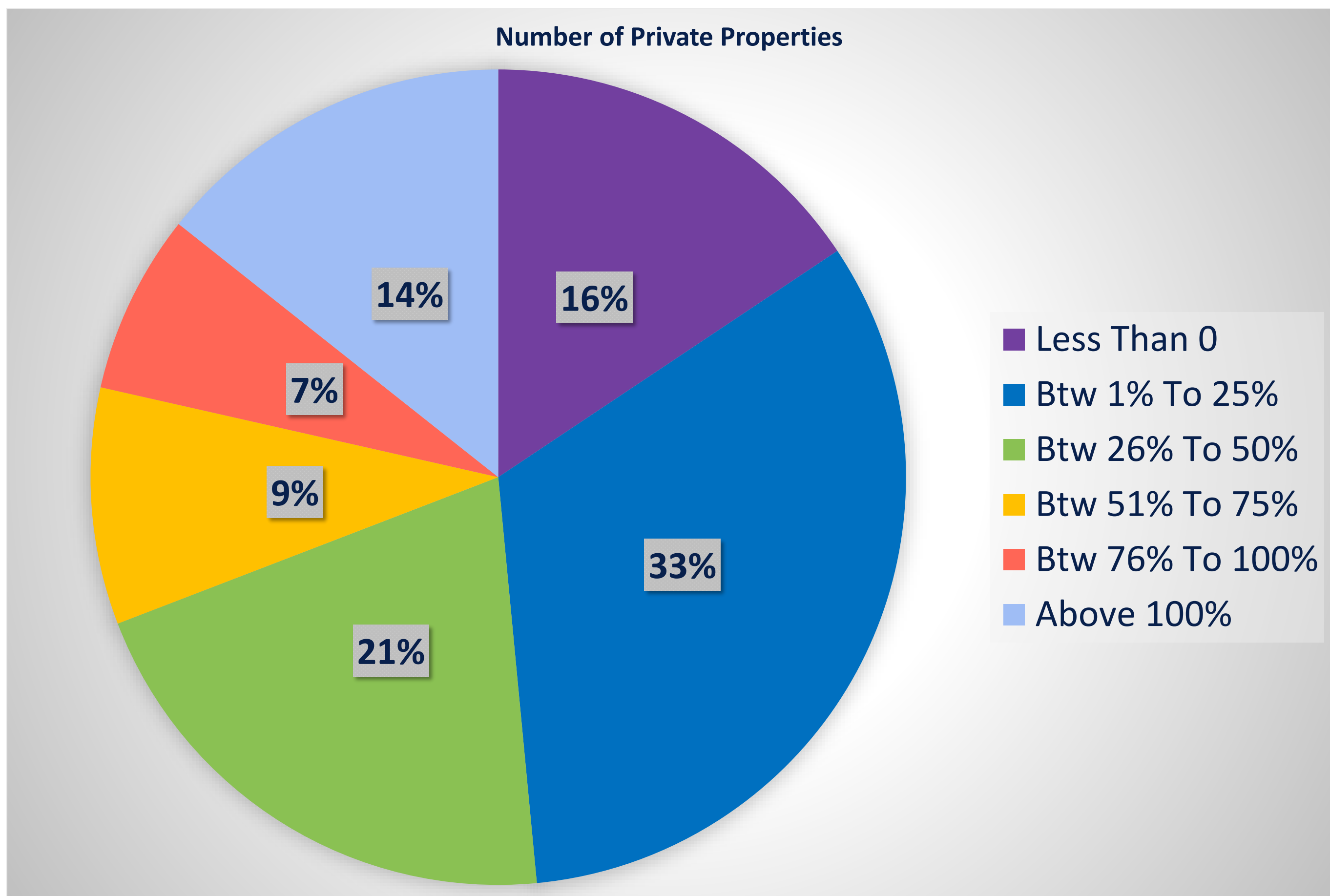
Total Mobile
80,360



Reach by Postcard
115,000 addresses

Capital Gains By Percentages Of Private Properties owned by Husband and Wife

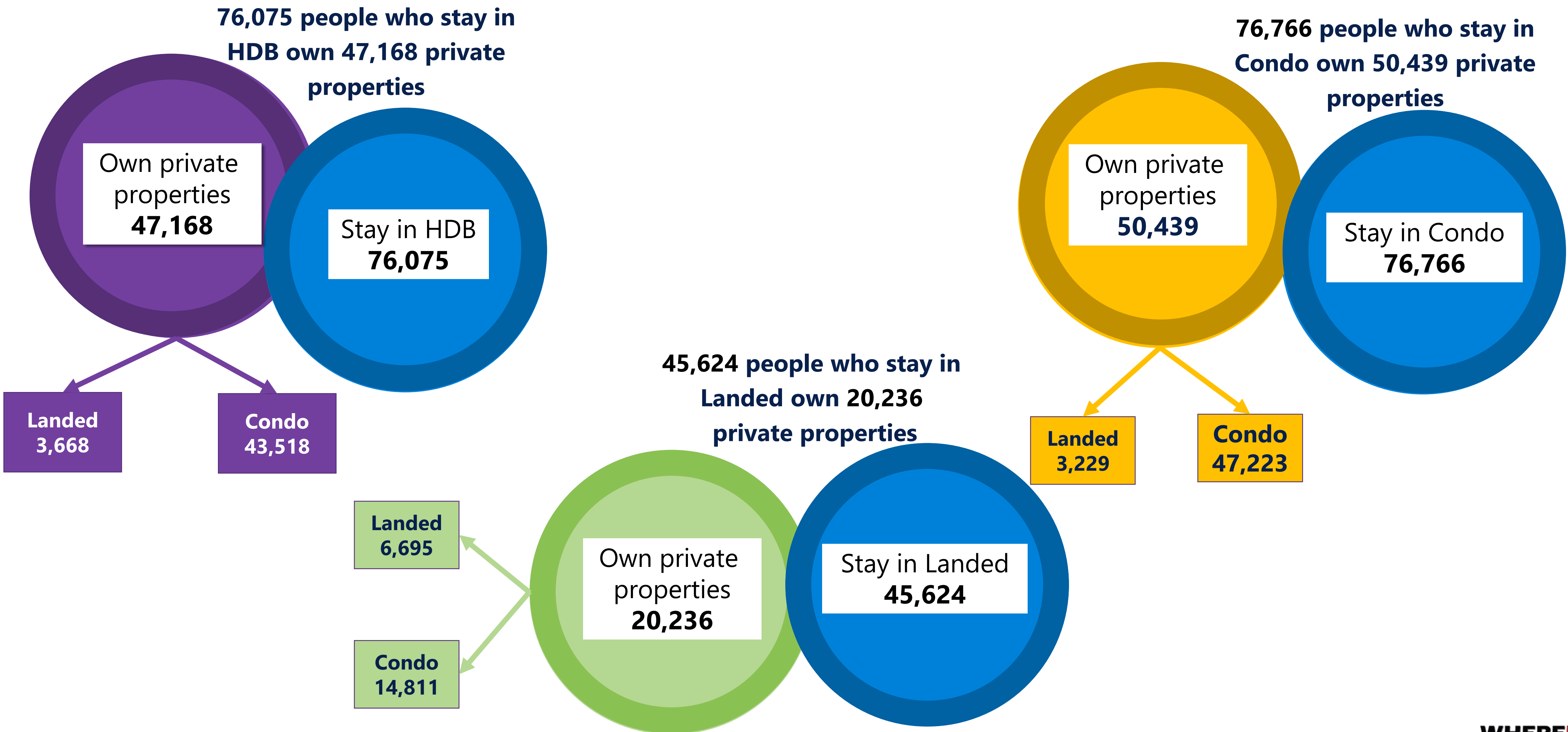
30



Capital Gains Percentages	Number of Private Properties	Total Value of Capital Gains
Btw 1% To 25%	35,766	\$6,295,836,253
Btw 26% To 50%	22,493	\$8,967,978,346
Btw 51% To 75%	10,220	\$6,365,123,918
Btw 76% To 100%	7,753	\$6,014,769,297
Above 100%	15,607	\$18,856,896,017
Total	91,839	\$46,500,603,831

Private Properties owned by Husband and Wife

Please note that information displayed is only based on caveats available in WhereNext Database.



2

Decoupling

**3 parties or
more**

Private Properties owned by two or more persons(Other)

Please note that information displayed is only based on caveats available in WhereNext Database.

(Presumption is one-third(1/3) share /interest . Or such equal proportions)



Total Private Properties
22,200



No of Owners
57,890



Total Mobile
17,898



Reach by Postcard
57,000 addresses

Private Properties owned by two or more persons(Other)

Please note that information displayed is only based on caveats available in WhereNext Database.



3

**Starter
Home Buyer**

WhereNext Database - Private Property

36

Please note that information displayed is only based on caveats available in WhereNext Database.



**Individual not owning any
Private property (Staying in
Private property)**

129,000



**Reaching these individuals
with PushTech (Mobile)**

52,534



HDB (Staying in HDB)

1,565,313



**Reaching these HDB Dwellers
with PushTech (Mobile)**

908,669



Reaching By Postcard

129,000

* All information complies with PDPA anonymization. They are prescored, prescoped and real time DNC filtered.

4

Enbloc

Enbloc

38

\$2.08 B

8 Projects Sold

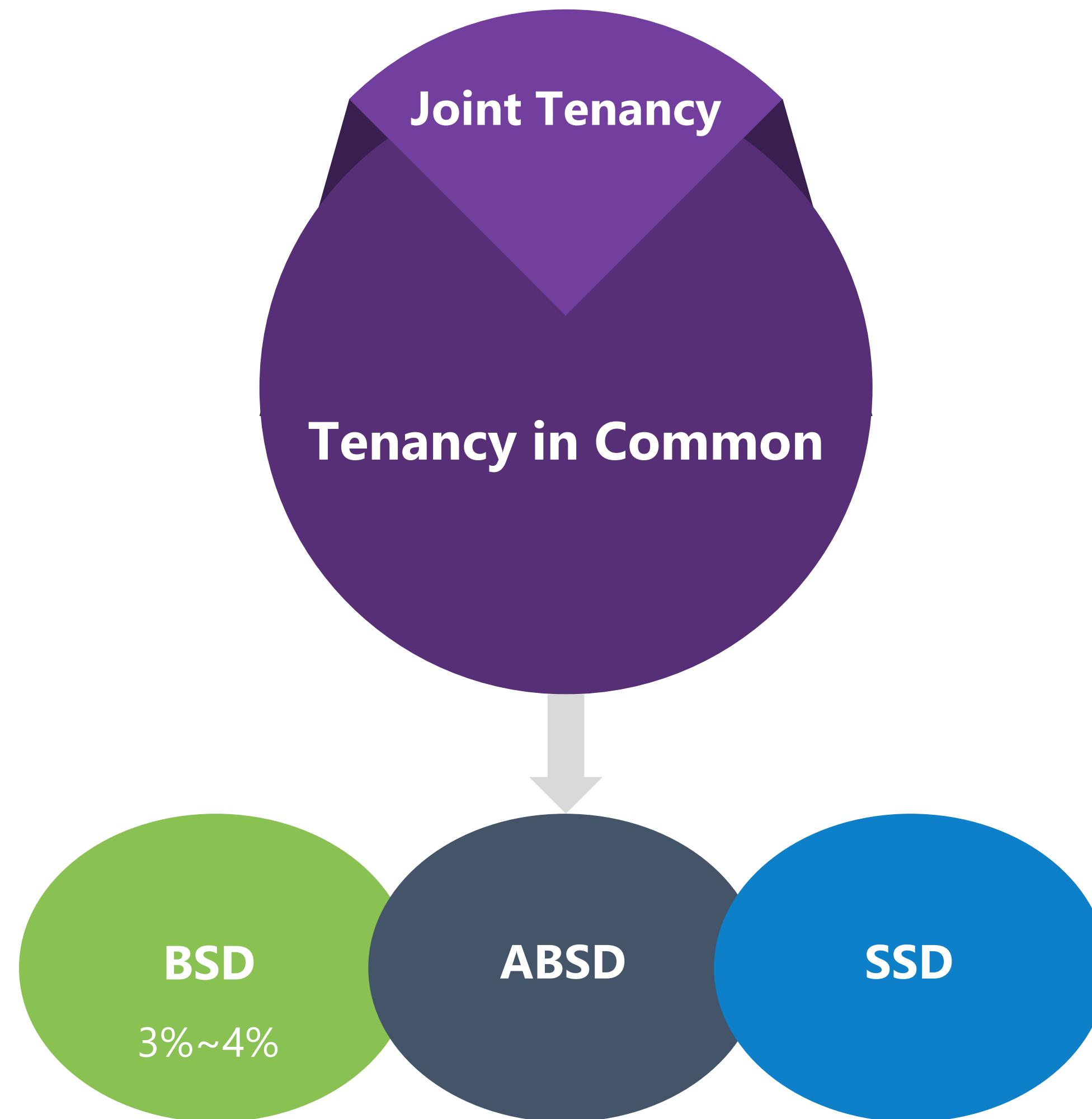
Total Mobile 1,114



Project	Number Of Unit	Price	Development Type	Sold Date
PEACE CENTRE/ PEACE MANSION	318	\$ 650,000,000.00	Mixed Development	2021-12-03
LA VILLE	40	\$ 152,000,000.00	Residential	2021-10-26
WATTEN ESTATE CONDOMINIUM	104	\$ 550,800,000.00	Residential	2021-10-16
FLYNN PARK	72	\$ 371,000,000.00	Residential	2021-09-10
JI LIANG GARDENS	6	\$ 18,600,000.00	Residential	2021-06-15
MAXWELL HOUSE	205	\$ 268,000,000.00	Commercial	2021-04-08
2, 4 & 6 MOUNT EMILY ROAD	3	\$ 18,000,000.00	Residential	2021-01-19
SURREY POINT	9	\$ 47,800,000.00	Residential	2021-01-05

Unfix ABSD

39



Unfix ABSD

40

5

ACD

Additional Conveyance Duties (ACD).
Purchase of shares and company holding residential property especially Shophouses.

Full Commercial or upper level residential

6

Trust

Trust

[IRAS - Stamp Duty Basics for Property-Holding Entities](#)

7

Wills

*If residential property is bequeathed.

8

Developer ABSD

Developer ABSD

Developer ABSD

41

Condos reaching the ABSD deadline within 12 months

No.	Project	Estimated ABSD deadline	Location	Developer	Tenure	Number of units	Unsold Units
1.	8 Hullet	Mid 2022	8 Hullet Road (District 9)	Hullet Development Pte. Ltd.	Freehold	44	7
2.	3 Cuscaden	Mid 2022	3 Cuscaden Walk (District 10)	SL Capital (2) Pte. Ltd.	Freehold	96	6
3.	Uptown @ Farrer	3rd Quarter 2022	2 Perumal Road (District 8)	SL Capital (2) Pte. Ltd.	99-years	116	5
4.	Mont Botanik Residence	4th Quarter 2022	2K Jalan Remaja (District 23)	Tuan Sing Holdings Ltd.	Freehold	108	4

Potential New Launches in 2022

No.	Project	Number of units	Region	Type of Sale	Tenure	Developer
1.	Tanah Merah Kechil Link	265	OCR	GLS	99-year	MCC Land (Singapore)
2.	Northumberland Road	405	RCR	GLS	99-year	City Developments Limited and MCL Land
3.	Ang Mo Kio Avenue 1	370	OCR	GLS	99-year	UOL Group, Singapore Land Group and Kheng Leong Group
4.	Lentor Central	605	OCR	GLS	99-year	GLL D (GoucoLand)
5.	Jalan Anak Bukit	845	OCR	GLS	99-year	FEO and Sino Group
6.	Slim Barracks Rise (Parcel A)	265	RCR	GLS	99-year	EL Development
7.	Slim Barracks Rise (Parcel A)	140	RCR	GLS	99-year	Gao Xiuhua (Linked to Kingsford Development)
Total Units		2,895				

WhereNext

- 1 Unsold Units of New Launches as at end 2021**
10,186
- 2 Estimated Total Units of New Launches in 2022**
5,449 (GLS - 2,895)
- 3 Estimated Total Units in 2022**
15,635
- 4 Estimated Market Uptake in 2022**
60% (Median Price expected to settle lower)

9

Full Commercial
(Shophouses)

<https://shophouse.amicus.sg>

6,409

Total Shophouses (Fully Commercial)

166

Total Transaction in 2021

\$1.40B

Total Amount in 2021

*Transaction count and amount may change.

Full Commercial Shophouses Transactions

Project/Area	Block	Street	Purchased Price	PSF	Contract Date
KAMPONG GLAM CONSERVATION AREA	666	NORTH BRIDGE ROAD	\$4,500,000	\$4,676	17-Dec-2021
TANJONG PAGAR CONSERVATION AREA	38	TRAS STREET	\$11,100,000	\$8,551	13-Dec-2021
BLAIR PLAIN CONSERVATION AREA	43	KAMPONG BAHRU ROAD	\$4,900,000	\$5,052	6-Dec-2021
LITTLE INDIA CONSERVATION AREA	8	NORRIS ROAD	\$3,500,000	\$3,746	2-Dec-2021
PORCELAIN HOTEL	46,47	MOSQUE STREET	\$36,471,774	\$8,872	26-Nov-2021
PORCELAIN HOTEL	48,49,50	MOSQUE STREET	\$53,528,225	\$8,872	26-Nov-2021
TELOK AYER CONSERVATION AREA	64	CLUB STREET	\$26,038,000	\$11,574	26-Nov-2021
BOAT QUAY CONSERVATION AREA	49	CIRCULAR ROAD	\$16,180,000	\$12,914	25-Nov-2021

10

Commercial (B1)

<https://commercial.amicus.sg>

301

Total Commercial (B1) Buildings

1,518

Total Transaction in 2021

\$1.84B

Total Amount in 2021

Thank you.

[DecouplingKnowAll.pdf](#)