

NUMBER OF MORTGAGEE LISTINGS AT RECORD HIGH ON THE BACK OF A SLOWING ECONOMY

Overall Auctions Performance

- Total number of properties put up for auction increased 9.8 per cent quarter-on-quarter (q-o-q) or 34.8 per cent year-on-year (y-o-y) to 190 properties in Q1 2017.
- Eight properties went under the hammer; total sales value decreased 67.8 per cent q-o-q to \$15.23 million, although this represented an increase of 58.3 per cent from Q1 2016 (\$9.62 million).

Key Trends

Number of Mortgagee Listings at Record High of 89 Units

- In Q1 2017, a record high number of properties were put up for auction under mortgagee sale (89 units). This represented an increase of 41.3 per cent q-o-q or 48.3 per cent y-o-y.
- The residential sector led in the number of mortgagee listings (53 units).
- This is followed by the industrial sector (17 units), which witnessed a significant increase of 183.3 per cent q-o-q or 54.5 per cent y-o-y.
- With only four out of the 89 units put up for auction under mortgagee sale transacted, sales value fell 45.9 per cent q-o-q to \$6.90 million. However, compared to Q1 2016, sales value increased 17.4 per cent y-o-y.

The Industrial Sector Witnessed an Increase in the Number of Properties Put Up for Auction, as well as the Number of Properties Sold

- The number of properties put up for auction under the industrial sector more than doubled q-o-q, from 25 units in Q4 2016 to 52 units in Q1 2017; on a y-o-y basis, the increase was 136.4 per cent. The office sector saw an increase of 75.0 per cent q-o-q to put up 7 office units for auction, albeit a lack of movement from a year ago.
- Two industrial properties went under the hammer, and sales value totalled \$1.15 million for the industrial sector.

Slowdown in the Residential Sector

- Although the residential sector remained the major contributor of the number of properties put up for auction (96 units out of 190 units), the figure represented an increase of only 2.1 per cent from Q4 2016.
- Six residential units were sold; this contributed to the remaining sales value of \$14.08 million, a decline of 54.1 per cent from Q4 2016.

Outlook

- With the auction market having gained momentum since 2014, in tandem with heightened global uncertainty, the number of properties put up for auction in 2017 is likely to surpass that in 2016.
- The number of mortgagee listings should stay above the 70-unit mark for the rest of each quarter in 2017- on the back of a slowing economy.



SHARON LEE
Director & Head,
Auction

There are a lot of opportunities to get good deals in the auction market. It's a matter of ploughing through the properties and talking to us, regardless of the types of sales.

EXHIBIT 1

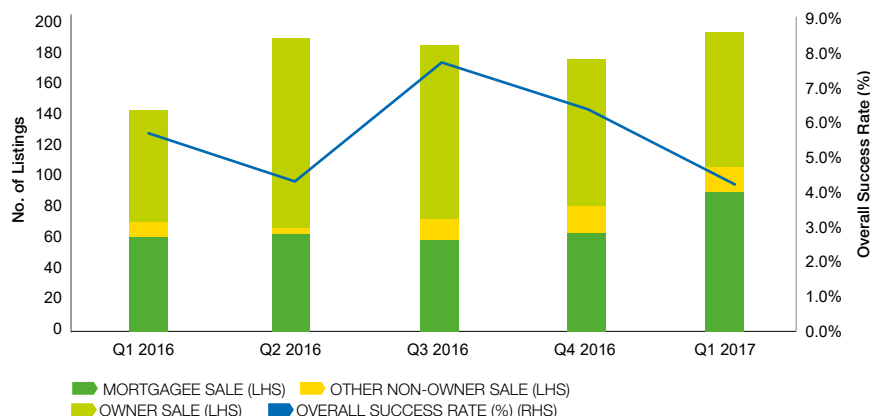
Transactions in the Auction Market by Transaction Value, Q1 2017

Property Address (District)	Type of Listing	Type of Property	Size (sq ft)	Opening Price (S\$)	Transacted Price (S\$)	Date of Transaction
159A Eng Kong Garden (D21)	Mortgagee Sale	Residential	4,316	4,380,000	3,950,000	Mar-17
37A Jalan Daud (D14)	Owner Sale	Residential	3,423	3,200,000	3,200,000	Mar-17
12 Jalan Dinding (D25)	Estate Sale	Residential	3,780	3,200,000	2,600,000	Mar-17
#01-117 Caribbean at Keppel Bay (D4)	Mortgagee Sale	Residential	1,485	1,880,000	1,800,000	Mar-17
3 Jalan Tekukur (D21)*	Sheriff's Sale	Residential	6,099	1,450,000	1,450,000	Jan-17
#09-01 NOMU (D9)	Trustee's Sale	Residential	473	1,020,000	1,080,000	Feb-17
#02-45 Enterprise One (D14)	Mortgagee Sale	Industrial	2,164	1,100,000	1,000,000	Feb-17
#04-24 Woodlands East Industrial (D25)	Mortgagee Sale	Industrial	1,593	165,000	145,000	Jan-17

Source: Knight Frank Research
*1/3 share

EXHIBIT 2

Types of Properties Put Up for Auction and Overall Success Rate



FOR AUCTION

ENQUIRIES, PLEASE CONTACT:

Sharon Lee
Director and Head
Auction
6228 6891
sharon.lee@sg.knightfrank.com

FOR FURTHER INFORMATION,
PLEASE CONTACT:

Alice Tan
Director and Head
Consultancy & Research
6228 6833
alice.tan@sg.knightfrank.com

Lim Mian
Senior Analyst
Consultancy & Research
6228 6881
mian.lim@sg.knightfrank.com



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