COVER STORY

Predictions for 2013 from around the world

Market-watchers, industry experts, agents and developers share their views for what might happen in the year ahead.

Reporting by the PropertyGuru Regional Editorial teams in Singapore, Indonesia, Malaysia and Thailand.

*Everyone wants to know what will happen, and whether now is a good time to invest in, or alternatively sell, property. In our end-of-year special feature **The PropertyGuru** has sought predictions from real estate industry experts from around the world. Their views are sure to provide some insight and enlightenment to anyone with even the slightest interest in property and real estate – whether in Singapore, throughout South East Asia or further afield.*

SINGAPORE

TAI LEE SIANG
President, Singapore Green Building Council
"From the green building perspective, things are certainly moving forward in 2013 with new measures being introduced to raise environmental sustainability standards for existing buildings. Minimum Green Mark standards need to be met for large hotels, retail and office buildings that are installing or replacing their chiller systems. Buildings also need to be audited every three years. This will bring about a greener building landscape in Singapore and boost the demand for green buildings."

KEMMY TAN
Chief Operating Officer, M+S
"M+S is confident that Singapore as a global business and financial hub will be well equipped to weather the headwinds in the global economy. We see long-term growth for the city achieved via the development and successful commercialisation of its two projects – Marina One as the lead development within the new Marina Bay CBD and DUO as the new gateway address. Their iconic design and integrated offerings are bright spots to investors and businesses in the coming year."

KOK KEONG TAN
Director, Research & Consultancy at OrangeTee
"In 2013, we expect the private residential property market to face a continued slowdown in the pace of growth in prices as well as a slowdown in the transaction volume. Positive driving factors will be the continued preference amongst investors for investments in Asia, a low interest rate environment and a relatively positive economic outlook. However, there could be some dark spots as Government actions to curb price growth will continue to overshadow the market."

COLIN TAN
CEO of District 65 and ColinTan Training
"Singapore's property market remains fundamentally strong but the rate of price increases will slow. In the next one to two years, the US will reach its debt limit and there may be a renewed push for less dependency on the US dollar as the global trade and petro currency. Jitters about the resulting effect on the US economy will have some impact on Singapore's property market as less hardy investors dump properties. Government regulations on leverage are also making Malaysia more attractive at Singapore's expense so investment properties could slow down here."

ALAN CHEONG
Director of Research and Consultancy, Savills
"For private residential properties, 2013 may well turn out to be another good year, not because demand stays strong, which it will, but arising more out of increasing costs of GLS sites. Leasehold mass market launch prices should therefore be setting new records as they push towards the mid-S$1,500 to just a tad below S$2,000 per sq ft. For the luxury segment, things may turn around as overseas buyers are revisiting the market after overcoming their frustration over the Additional Buyers Stamp Duty."

MOHAMED ISMAIL
CEO of PropNex Realty
"For the public housing market, I personally think it will still remain dynamic as the short-term demand for HDB resale flats still remain strong, however prices will probably climb at a slower pace due to more Build-to-Order (BTO) flats released (20,000 next year) in meeting the young homebuyers' demands."

EVAN CHUNG
Assistant Vice President, Resale Division, DTZ Debenham Tie Leung (SEA)
"I feel the local market is going to remain resilient despite the cooling measures and external factors. We will likely see steady but mild price growth in private properties. Mass market properties have come up a fair bit lately and hence we will see a bit more interest transferring over to the resale segments. Overseas investors are cautiously returning on selected good and prime properties in Singapore but, interestingly,, we have seen more locals starting to pick up overseas properties with interest ranging from Australia, UK, Indonesia and Thailand."

DAVE LAU
KEO, Century 21 Visa Property
"There is no strong indication yet from the US government on easing of housing loan. As such, it will be too early to expect a housing boom in 2013. With prices for many homes still below replacement cost, constructions of new homes will remain low. This will help to clear inventory of houses under foreclosure or short sale. If housing loan gradually ease by 2nd half 2013, I expect price increase to follow."

ONG TECK HUI
National Director, Research & Consultancy, Jones Lang LaSalle
"There are two major factors that will impact on the direction of prices in Singapore's residential market in 2013. Firstly, further cooling measures cannot be ruled out as the Government is determined to manage the market, so it will be difficult for prices to appreciate significantly, if at all. Secondly, difficult economic conditions are expected in 2013 and could impact on buyer sentiments, leading to slower demand. At best prices may rise minimally by up to two percent or slide by about five percent if the market softens, assuming no recession."

ALFRED CHIA
CEO, SingCapital
"We believe the property market will remain stable, supported by strong economic fundamentals, high employment and low interest rates. There are certainly many factors which could derail that stability. One such factor will be interest rates. As most investors rely on a mortgage for property investment, they are subjected to both positive and negative leverage effects. They could face problems repaying loans if rates rise. Thus, it is also important to understand and know how to manage those risks to be a truly successful property investor."

TOBY DODD
Country Manager, Cushman & Wakefield
"We forecast Singapore's downtown office market to end 2012 at the bottom of the cycle, entering a prolonged U-shape rebound in rents. This is supported by robust demand forecasted from diverse non-financial tenants, attracted to Asia's rise and Singapore's gateway position. New supply will be limited to a small number of developments and the threat from shadow space appears to have passed. 2013 will likely be a repeat of 2012 with rents remaining flat in the first half."

JOHN FITZGERALD
Senior Vice President and Executive Director, Asia Pacific, Urban Land Institute
"We see Singapore as a stable core market in the region with its status as the financial and commercial hub of South East Asia. The city-state's growth has also provided confidence for the region and we see its strength as long term. Being a liveable city is a key driver for success and Singapore is a good case study. It consistently ranks at the top of the liveable rankings with MNC's continuing to find talent who want to live here while property investors have no issues finding tenants. Going forward, there will be a long term trend of strength, stability and growth."

PNG POH SOON
Head of Research, Knight Frank
"Next year marks an important year for the property market in Singapore. The new Masterplan will be unveiled, laying out land use plans for the next five years to prepare Singapore for six million people and a rapidly ageing resident population. We expect better clarity on how this can be achieved. Higher plot ratios and new land usage can be expected. Residential prices should remain stable controlled by several rounds of cooling measures but yet supported by extremely low interest rates. Commercial property prices should follow suit. Industrial properties on the contrary will see a slowdown in price appreciation after a blistering rise of 27 percent in 2012. We remain positive on the outlook in the absence of a black swan event in 2013."

CHRIS ARCHIBOLD
International Director - Head of Markets at Jones Lang LaSalle
"Demand-wise, there are still a significant number of smaller occupiers securing space in prime CBD offices, mainly from users of under 15,000 sq ft. Lately, large tenant activity has focused on decentralised space, where long-term cost savings can be achieved. There is a reasonable supply pipeline but in terms of unlet new office buildings, there is only one major CBD and one major non-CBD building coming online in 2013. We expect rents to continue to be under some pressure for the next six to nine months but we consider this fairly moderate."

JOANNA LAM
Senior Sales Director, Resale Division at DTZ Debenham Tie Leung (SEA)
"The market is liquid. Savings rates in Singapore are high and interest rates will be kept low. High inflation will continue to push up commodity and property prices as a hedge against inflation. Homes which reach TOP in 2013 can meet demand in time however expats leaving Singapore may put short-term downward pressure on residential rents. Commercial and industrial rents in general will be better than residential rents. Being a small and open economy, Singapore has to watch out for external impact. Any major crisis will hit Singapore's GDP very badly. Once that happens, property prices will plunge."

PAUL GUEST
Regional Head of Research & Strategy, Asia Pacific at LaSalle Investment Management
"The economy's recovery will be stronger in H2. It will take a while for business and consumer confidence to be restored, and longer for investment decisions to come in. There will be a slow start to the year but confidence will slowly build up. In the property market, there will be stronger rental growth in the second half of the year. The investment market will pick up before that, so we'll move slightly higher up the risk curve. In the first half of the year, we'll see more transactions on the edge of the CBD. So my take on the outlook for next year's property market is that it will start slowly and pick up in H2."

Continued on page 23

Continued from page 18

JASON DORAI
Senior Group Director, Elite Group at Dennis Wee Realty Pte Ltd
"My outlook for the property market in Singapore for next year is simple. I foresee that the sale prices of properties will still be holding out on a high. Rental rates, however, may decline as there may be an oversupply of many rental units."

ELLA SHERMAN
Premiere Realty
"I think Singapore's residential property market will at worst plateau or at best increase slightly during 2013. I don't think it will fall dramatically, even though I've heard figures of 20 percent to 30 percent decline bandied around for the past two years now. Even all the cooling measures haven't led to property prices dropping as predicted. However, I do see trouble ahead for the rental market, as there seems to be a lot less expatriates with decent housing allowances coming to live and work in Singapore, and I'm experiencing a lot of expats leaving due to being terminated from their jobs or deciding the cost of living is now too high here. This may result in rents decreasing, more rental stock on the market and longer vacancy periods."

STEVE TEO
Marketing Director, Century21 (Elix Realty PL)
"With most of the countries in Asia implementing cooling measures for their individual property market in 2011/12, I think the Asia property market will be slow or moderate at most. The Euro crisis has not been resolve at this point of time so I think transaction quantities will be limited. However the US seems to be turning around. Inventories are shrinking due to local demand increasing. I think it would be a good year for US property market. With the over-correction of prices since 2008, it's time for prices to return to where they are supposed to be."

REGIONAL

DARMADI SUTANTO
Director Consumer & Retail BNI (Indonesia)
"The Indonesia macro economy today is promising and this condition will remain until next year BNI will keep pushing the growth of the mortgage sector. We plan to make it stronger by 30 percent next year. It's a strong market ahead combined with great macro-economic indicators and we want to keep this momentum."

VERI Y SETIADY
Director of PT Agung Podomoro Land Tbk (Indonesia)
"The property industry in Indonesia will continue to be strong. Since the number of middle-class has grown rapidly in recent years, it's claimed that this will be the sector driving property sales next year. I can't see any reason for growth in Indonesia to slow."

MEOW CHONG LOH
President Director of PT Lippo Cikarang Tbk (Indonesia)
"The growth of the property industry will remain strong because of the enormous demand in the industrial sector. We have this situation—the lack of mature land in popular areas like Bekasi and Cikarang. We haven't fully delivered the demand for industrial land in 2012 and this will continue to be delivered in 2013. Demand in industrial areas is the key driver for both residential and commercial sectors in the property industry.

KETUT BUDI WIJAYA
President Director of PT Lippo Karawaci Tbk (Indonesia)
"I still see great demand in the residential sector due to a lack of supply. Developers will not face competition because we will complement each other. Consumers will get the advantages of a wide selection. Developers will still face some challenges in land supply and lack of infrastructure. While property tycoons think positively, the analysts give some critical ideas regarding the new policy which stipulates minimum LTVs.

ARIEF RAHARDJO
Head of Research and Advisory, Cushman and Wakefield (Indonesia)
"Most buyers are delaying transactions as they prepare the down payment first. Some developers are also delaying the launching of new residential products. We suggest the next six months ahead will be the most critical time. It will determine the shape of this industry until the end of 2013."

ANTON SITORUS
Head of Research, Jones Lang LaSalle (Indonesia)
"The property market's positive momentum is set to extend further next year for various reasons. The sound and resilient economy will keep corporate demand high, rising investment will boost new developments, increasing income levels in the city will boost purchasing power; the low interest rate environment will keep investment in the property sector; and limited available stock and minimum project completion in some sectors next year will keep prices and rentals high."

SETYO MAHARSO
Chairman of Real Estate (Indonesia)
"In 2013 the real estate sector will increase by 20 percent compared to 2012. The highest growth will occur in Java, Sumatra, Kalimantan, and Sulawesi. Until the end of 2012, 40 percent of property transactions are still happening in Greater Jakarta, and 60 percent of transactions are taking place on the island of Java. But there are new poles outside Java, such as in South Sulawesi, North Sulawesi, South Kalimantan, East Kalimantan, Bali, South Sumatra, and Riau."

TEGUH SATRIA
President FIABCI Asia Pacific (Indonesia)
"The real estate sector will be boosted by low interest rates (5.75 percent) that will make the property sector attractive for investors. On the other hand, the middle income or middle classes are growing fast. According to the data, the middle classes have now reached 60 million. This figure continues to grow and is expected to be 100 million in the near future."

EDDY GANEFO
Chairman of Indonesia Housing Development and Settlements Association
"The real estate sector will still be growing in 2013, especially the low cost housing sector. I predict there will be 175,000 units of low cost houses absorbed with the value of Rp 15.4 trillion. Generally, I predict the real estate market will increase by between five percent and 10 percent next year due to the increase of provincial minimum wages that surely will increase buying power."

MOHAMMAD S. HIDAYAT
Minister of Industry of Indonesia
"I am optimistic the real estate sector will grow along with national economic growth - which is number two in Asia and number five in the world. The things that we need to note are the infrastructure improvement, increase in labour cost, inefficiency in bureaucracy, and the most important thing in the real estate sector is legal certainty."

VORADET SIVATACHANON
President and CEO, ERA (Thailand)
"Buyers' behaviours will change again in 2013 due to the prices. Although the finished units of city condominums in Bangkok are cheaper than other cities in the region, prices are considered high for local buyers who therefore turn to town houses or single detached homes at the same price level. The improved transportation systems and the government's policy including the first home buyers campaign will urge buyers to make a quicker decision in buying property out of town."

DR. JATURUN SIRAPHONGPHAN
Managing Director, CEL Engineers Limited (Thailand)
"With Thailand's participation in the ASEAN Economic Community in 2015, demand from foreign buyers and investors for property in Thailand is expected to increase, especially projects in major tourist destinations. We have seen that more than 40 percent of holiday home buyers are foreigners with European buyers and investors being the main audience for the market. I believe that the same trend will remain in 2013. The challenge would be the lack of labour in the construction sector."

CLAYTON WADE
Managing Director, Premier Homes Real Estate (Thailand)
"The Hong Kong government just 'stepped in' to avoid a property crash by implementing a new levy of 15 percent against foreign real estate purchasers. The Phuket Gazette's recent poll indicated that most people (62.5 percent) foresee a downward trend in real estate prices for Phuket over the next five years due to oversupply. The Eastern Seaboard, also oversupplied, will be witnessing a good number of their developers and developments falling by the way side because the entire area is also overheated."

GULU LALVANI
Owner and Developer, Royal Phuket Marina (Thailand)
"I'm predicting the best year since the 2008 financial crisis for the Phuket property market, with rising demand especially from Russia and China. We have just sold Phuket's most expensive condominium to a wealthy Russian settling in Phuket with his family, and I'm sure there are more investors to come. Russia is threatening to overtake Australia as Phuket's second prime source of visitors, while China's leading online booking agency Ctrip.com recognises Phuket as a top destination for increasingly wealthy Chinese."

SAMMA KITSIN
Director-General, Real Estate Information Centre (Thailand)
"The housing market in Bangkok and surrounding provinces will continue to experience the shift from landed properties to high-rises. Most of the new condominiums launched will be of small sizes, i.e. under 30 sq m, to accommodate both first-time buyers and buyers of second homes. Because of intense competition in the Bangkok Metro, developers will look to expand into strategic regional cities with sufficient roads, rails and air infrastructure." Sorapoj Techakraisri,

SORAPOJ TECHAKRAISRI
CEO, PACE Development Corporation Plc. (Thailand)
"The real estate sector will continue to grow in 2013 with condominiums dominating Bangkok residential market. The luxury-end sector will still be healthy as demand will outdo supply. Buyers' demands have changed and will continue to shape the products offered in the market; now local and international buyers alike are smart and well educated, and they seek not only for just a place in prime locations to invest but they also look for quality and added benefits thus shaping how developers offer in their projects."

WILLIAM HEINECKE
CEO and Chairman, Minor International Public Company Limited (Thailand)
"Although the international economic climate will continue to have an effect on the property market, we will still see solid demand and consistent acquisition of key residential real estate assets throughout the world. Capital cities and major resort destinations will continue to enjoy high levels of demand from the HNWI looking to hold hard assets for cash flow, capital appreciation and capital protection purposes."

RUSS DOWNING
Managing Director, Exotiq Property Hua Hin (Thailand)
"In 2013 we will see an increasing number of retiring baby boomers searching outside of their home countries for a place to spend their golden years. With the European and American economies still underwater and with increased taxes and decreased services looming, retirees will be looking to where their retirement funds go the furthest. With its economical health care, low cost of living, warm climate and large expat population, Thailand and its property sector will benefit."

SUPHIN MECHUCHEP
Managing Director, Jones Lang LaSalle (Thailand)
"In 2013 the formation of the ASEAN Economic Community (AEC) will continue to be one of the hottest topics of discussion in Thailand's real estate industry. Whilst details of changes that Thailand and other ASEAN governments have implemented or planned to implement in preparation for the launch of the AEC have not yet been fully revealed, there will be higher speculation on opportunities that the new economic community may bring to Thailand's real estate markets."

APICHART CHUTRAKUL
Chief Executive Officer, Sansiri PLC (Thailand)
"The Thai real estate industry in 2013 should continue to grow at a similar rate as the country's GDP or economic growth, which is predicted to be around five percent. One supporting factor to such growth will include the anticipated lower interest rates which will trigger an even more robust expansion of the real estate market. As the hub of the forthcoming ASEAN Economic Community (AEC), properties in Thailand are undoubtedly going to be very much in demand by foreign investors."

JASON PAYNE
Vice President, Tulip Group (Thailand)
"With regards to Pattaya, I have my concerns for the first time in many years. I personally feel that we are approaching over supply stage especially in the low price range sector. I feel that local developers are concentrating their efforts on offering budget property that is cheaply priced but these projects are all beginning to look the same. The low-end sector will slow down, as the last quarter of 2012 has shown this, but I think Pattaya will continue to grow in the mid- to luxury-sector mainly due to the limited supply of true high-end luxury."

DESMOND HUGHES,
Deputy CEO, Limcharoen, Hughes and Glanville (Thailand)
"Regionally, Asia continues to be where the intensity of real estate growth is its strongest. Amazing mixed use new city style developments in Malaysia and Indonesia, Super Retail and Lifestyle amenity based projects in Singapore with cutting edge architecture, continuation of limited space developments in Hong Kong; lifestyle mall and boutique lifestyle focussed developments in cities in Thailand, and amazing leisure based projects in resort areas in Thailand – the whole region is awash with innovation; success and drive for more success."

JAMES WONG
Managing Director, VPC in association with Cluttons Malaysia
"The South East Asia real estate market is expected to record modest price increases for 2013, and Jakarta is expected to be the star performer due to its robust economy and emerging property market. For the residential market, the capital value and rental of the emerging South East Asia markets is expected to increase and remain resilient although landed residential property are expected to perform better than the condominium/apartment sector. However, the demand for residential property in Singapore and Hong Kong is expected to be slower due to its exposure to the global economy and government measures to curb property speculation."

DR. ERNEST YY CHEONG
Chartered Surveyor and Register Valuer (Malaysia)
"Malaysia's real estate market is heading downhill. Property prices are now unaffordable and beyond the reach of almost 90 percent of Malaysians. During the 1997/1998 Asian Crisis, property prices fell from 30 percent to 80 percent over 12 months. With property prices at their current high levels and with a poorer population relative to higher costs of living, property prices in Malaysia will within the next 12 to 24 months fall at the same rate or worse compared to what happened in 1997/1998."

ALWIN AW
Assistant Marketing Manager, CBD Properties Sdn Bhd (Malaysia)
"The local new developments will experience a second round of bargain-hunting opportunities as the government is doing its best to speed up construction approval for the continued development of the LRT

and MRT before election. New foreign markets like New Zealand's Auckland 10-year Transformation Plan and Australia's NRAS programme with AUD$100k rebate will however offer Malaysian investors a golden opportunity to diversify their property portfolio in the overseas property market."

AHMAD KHALIF BIN TAN SRI MUSTAPHA KAMAL
Chief Executive Officer, EMKAY Group (Malaysia)
"The property market for 2013 will be challenging. Developers who are able to distinct themselves from others by responding to market needs with unique conceptual designs, innovative products, quality service and timely delivery will be at the forefront of the industry. A developer who is able to position itself right will be able to reap the benefits. In 2013, there will be a great demand for medium-cost landed property in the Klang Valley. Interest in Cyberjaya among local and multinational companies will grow."

TAN SRI DATO' SRI LEONG HOY KUM
Group Chief Executive cum Group Executive Director, Mah Sing Group Berhad (Malaysia)
"Property has traditionally been the preferred wealth preservation and investment option in Malaysia, and we still see demand in certain niches. We have firmed up our 2013 sales target at RM3billion, and approximately 77 percent of this sales target is expected to come from landed residential projects and niche size high rise projects as demand is still strong in these segments."

CHRIS TAN
Managing Partner, Chur Associates (Malaysia)
"In line with the continuous cautions exercised by the Central Bank around the world including Malaysia, real estate Investment in Malaysia by local investors shall be restrained by the tightening of Bank Negara. Home ownership for the working middle class continues to be a challenge unless the income gap can be addressed. Notwithstanding these developments, the real estate legal environment in Malaysia is coming of age with a few new legislations to be introduced particularly in relation to Strata Living which is a trend of urbanisation as the nation develops. To foreign investors, Malaysia real estate remains attractive for its liberal approach and generous local financing."

TONY PICON
Colliers International (Myanmar)
"New foreign investment law will create a catalyst for large-scale developments to break ground in 2013 in Myanmar, with local/foreign JVs being the main vehicle. The supply crunch will worsen as further surge in demand for office, hotel and serviced apartments cannot be absorbed by limited new supply and the city will be increasingly expensive for such sectors. Office rental rates will rise above US$100 per sqm in 2013."

GLOBAL

YOLANDE BARNES
Director, Savills World Research (United Kingdom)
"Prime central London is expected to outperform all other market sectors over the mid-term, with price growth totalling 26 percent by the end of 2017. The very best ultra-prime properties and high spec new developments are expected to continue to buck wider economic trends and outperform the prime central London average. Asian buyers continue to enjoy a currency advantage, albeit reduced."

DAVID M. DISICK, ESQ.
President, The Fractional Consultant (United States)
"I see a bottoming out of the resort real estate market as economies begin the long slow upward progression. I see this especially in the shared ownership market. I also see new fractional models being created to respond to new normal conditions. I also feel there will be a return to luxury in the fractional sphere."

KIESHA SPENCE
Marketing Manager for Asia Pacific, Vita Student (Singapore)
"The UK property market will remain relatively flat reducing investors' scope for high yielding medium term investments. More UK developers will look to expand their sales into South East Aisa with many opting to develop student accommodation due to their attractive yields and low entry points. Therefore I expect to see this market maturing as investors become more familiar with the diversity of projects on the market. The developments in good locations, with first class facilities and reputable developers will flourish."

STEPHEN BROWN
Managing Director, Overseas Mortgage Broker Ltd (United Kingdom)

"I think 2013 will see the trend of Far East investors buying in the UK continuing. I see this accelerating as finance becomes more available for buyers from the Far East, especially as some banks are now targeting this market. Currently the UK and London in particular, is the prime destination for this inward investment. We may also see further increased interest in the USA as President Obama casts his eyes towards the East and away from Europe."

ADAM DAY
Director, Hatched.co.uk (United Kingdom)
"United Kingdom property market policy decisions in 2012 suggest that the government will be as equally unhelpful in 2013. The First Buy scheme, the Estate Agents Act, stamp duty tax and planning legislation reforms, have all hindered the recovery of the housing market. As a priority, the government needs to better understand the business of estate agents and the needs of buyers if property legislation is to actually help the market."

PAUL COLLINS
Editor, The Buy Association (United Kingdom)
"The year ahead will again be a year of ups and downs for the international property market. Experts predict overseas buyers will continue to find UK property attractive as an investment prospect, while elsewhere most opportunity could lie to the west. President Obama's re-election in the US will provide a boost to the property market there, while Brazil promises to continue its impressive growth. The Eurozone countries may well continue to struggle with little price movement, though Spain could see an uplift in market activity with the opportunity for foreign buyers to acquire residency through property purchase."

JONATHAN CRANLEY
Sales and Marketing Director, Millgate Homes United Kingdom
"At Millgate Homes we predict the top end of the market will continue to be strong in prime residential areas in the UK, especially the Home Counties. There is always a demand for bespoke new homes which have been built to the highest standards and specification around the £2-3 million mark, and we do not find the increase in stamp duty at this level puts any buyers off."

RICH HARVEy
CEO, www.propertybuyer.com.au (Australia)
"The Australian property market looks set for a modest recovery path in 2013. Interest rates have declined to 3 percent making property more affordable and stimulating demand from both home buyers and investors. Sydney, Brisbane and Perth are poised for moderate growth spurred on by undersupply issues and rising demand."

JAMES WYATT
Barton Wyatt Estate Agents Virginia Water, United Kingdom
"The UK will remain a magnet for International buyers, and not just in London. The Home Counties – generally the areas 20-30 miles from central London, will continue to be targeted. Property in these beautiful areas not far from London looks a bargain at the moment, and we expect to see further investment from Far Eastern buyers and a continuing number of buyers looking to live here, particularly from Malaysia and increasingly from China."

LEIGH TASKER
Business Development Manager, IconInc (United Kingdom)
"I expect UK student accommodation to remain an extremely attractive investment proposition in 2013. Momentum is gathering yet further for the sector and initial returns remain highly desirable at the 8 percent-plus mark. However, would-be buyers should guard against acquiring units in projects where the developer has no proven experience in the market, and where there is no established agent involved in letting the completed properties."

NICK CRAYSON
Managing Director, Crayson (United Kingdom)
"The ratio between domestic and overseas purchasers will shift even further towards overseas buyers in 2013, and we will see a continued transfer of overseas currencies to prime London brick. Much of that will come from South East Asia. It's that overseas interest that will ensure that the very best apartments and houses in the most sought after streets will outperform the Retail Price Index. Exceptional property will continue to attract exceptional prices."

BRENDAN COX
Managing Director, Waterfords Estate Agents (United Kingdom)
"Experts are already giving their predictions for 2013 and it appears to be a fairly mixed bag of reviews. One aspect that many agree on is the fact that they see UK house prices drifting lower following a year that witnessed declines. I believe that the year ahead will follow in a similar vein to 2012 and there will be modest increases in property prices of between 1.5-2 percent."

LOCHIE RANKIN
Property consultant, Lichfields (United Kingdom)
"The appetite for South East Asians investing in the London market is almost insatiable at the moment, and this trend looks set to continue with the best schemes being snapped up in multi-lot purchases by shrewd operators negotiating hard to achieve the best deals. Lichfields has been involved with a number of Malaysian consortiums looking to acquire multi-unit freehold blocks around Mayfair and Marylebone for more than £10 million in the past few months."

MARK WITZENFELD
Founder of Huntsman Property (United Kingdom)
"Asian buyers, looking to London, tend to gravitate to new build serviced apartments and these are in scarce supply, both now and looking towards 2013. If it were me looking to invest I would be looking at Mayfair, Belgravia and Knightsbridge – the 'golden' postcodes. Here I anticipate values increasing by between 7 to 12 percent during 2013."

CAROLINE TAKLA
Managing Partner of The Collection LLP (United Kingdom)
"Off-shore structures as vehicles for purchasing property over £2 million will become a thing of the past. Overseas buyers will continue purchasing but in their own names, using debt and life insurance solutions to mitigate tax liabilities. With new wealth creation in Asia continuing to prosper, the new build market in London will remain strong. More property is likely to come to the market, creating opportunity and choice for buyers."

RICHARD BARBER
Partner at W.A. Ellis (United Kingdom)
"We expect prime central London prices to plateau in 2013 as vendors adjust to the changing market place and opt for realistic, less ambitious pricing. This, in turn, should lead to fewer 'price reductions' which have been very apparent towards the latter part of 2012. In early 2013 we anticipate some restructuring and transferring of ownership due to the proposed annual charge and introduction of CGT on property priced at £2 million and above and owned by 'non-natural persons'."

LAURENCE GLYNNE
Partner at LDG (United Kingdom)
"We anticipate the sales market will remain steady in 2013, and those wishing to sell should beware of unrealistic price per sq ft values set by exemplary new property developments in London's West End. The infrastructure investment and Crossrail service will improve communication links and be good for property values in the long term."

PIERS CLANFORD
Managing Director at Berkeley Homes (Capital) (United Kingdom)
"The London property market continues to prove a 'safe haven' for investors during uncertain economic times. Demand for London property increased from domestic and international buyers in 2012, particularly from Southeast Asia, and this is expected to continue throughout 2013. Crossrail will have a significant impact upon London and particularly East London when it opens in 2018. Aldgate, adjacent to the Crossrail line, is emerging as an investment hotspot as prices are expected to rise following these enhanced transport links."

MARTIN BIKHIT
Kay & Co (United Kingdom)
"Statistics from the final quarter of 2012 indicating that the UK is now finally out of recession will help boost the general economy, but there is still a sense of caution in terms of the domestic market which is leading to an increase in demand for long term renters in London who are fearful of being able to commit financially to a property purchase and will continue in 2013. International demand will continue to remain strong with more noticeable activity below £2 million. Our internal research shows that over 50 percent of all properties we now sell are sold to buyers who are based outside of the UK.

CAMILLA DELL
Black Brick. (United Kingdom)
"The outlook for next year is one of slower growth and perhaps a flattening of prices. Most forecasters believe that prices have probably reached a plateau for now; however forecasts are notoriously in accurate. For the last two years, reports from Knight Frank and Savills predicted very little growth in prime central London property prices, and the market has risen every single month. The biggest challenge for the market is the on-going tax changes. We are still waiting for results of the consultation to come out in December and some clients are waiting for this to happen before buying. However activity in the sub £2 million is extremely active and the top end of the market at £10 million has not been affected by tax changes."