



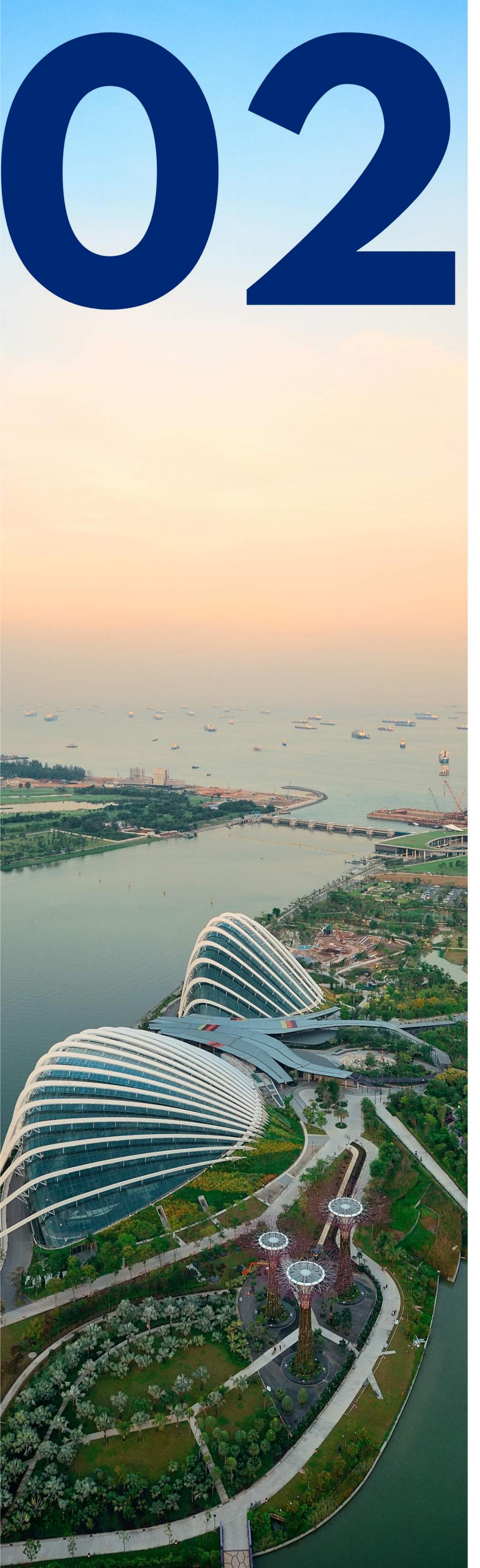


# ASIANPRIME



#### Properties | Assets | Capital

#### 7 Temasek Boulevard #12-07 Suntec Tower One Singapore 038987 wwww.asianprimeproperties.sg



03-07

#### **ABOUT ASIANPRIME**

Introducing AsianPrime Properties

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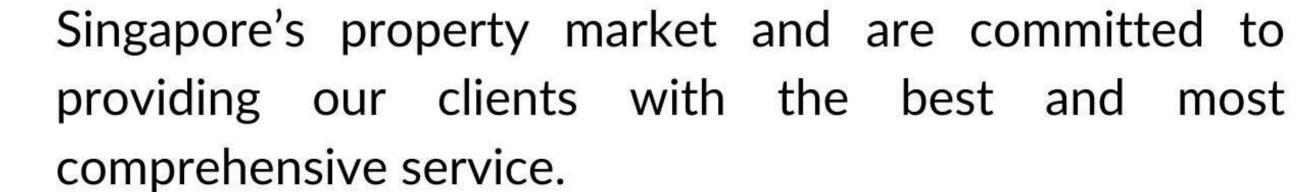
**Our Clients' Reviews** 



AsianPrime is one of the leading boutique real estate companies in Singapore. We also provide professional real estate investment consultancy and property management services, catering to our client's needs.

Our experienced team of agents are well-versed in the Singapore market, having been in the industry since 2005. We understand the ever-evolving trends of We are committed to helping you find the ideal property for your needs and providing a platform for the best deals.

We are dedicated to providing an enjoyable and satisfying property-buying experience. With a commitment to customer service and satisfaction, AsianPrime Properties is your trusted partner in the













It all began in late 2005 when our founders, Martin Koh and Sherry Tang, decided to join the property industry. The dynamic husband and wife team had a vision – to gather some of the finest property consultants to provide the best service for their clients and strong leadership in the property industry.

The hardworking couple had a brisk start in the property industry even though the market conditions were not favourable then. Throughout the years, they built their reputation in the industry and consistently achieved the top-ranking producer's awards in the various property firms they joined.

Then in September 2014, Martin and Sherry decided to start their property brokerage firm, and AsianPrime Properties Pte Ltd was established.

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# FOUNDING OF ASIANPRIME





AsianPrime Properties Pte Ltd is a property brokerage firm based in Singapore and has been licensed by the Council of Estate Agencies (CEA) since September 2014.

We specialise in providing our clients with all the finest real

We understand that this is a significant investment and aim to ensure that our clients are satisfied with their real estate purchases.

Our strong track record, established reputation and regional relationships make us We pride ourselves on our close relationships with our clientele and strive to exceed expectations with every transaction. We invite our customers to collaborate with us at every step of the transaction process.

estate services in Singapore. With our vast experience and a broad range of market knowledge, we are one of the most experienced boutique real estate agencies in Singapore.

Finding the perfect property or negotiating the best deal should be a stress-free process.

the ideal partner for individuals looking to invest in Singapore's local real estate market. We provide homebuyers with detailed advice and customised services, including everything from property scouting, and financing planning, to legal and tax planning.







#### PROPERTIES | CAPITAL | ASSETS



# 亚洲优质产业公司

亚洲优质产业公司竭诚为您提供最 优质的房产体验。从销售到租赁, 包括组屋、私人及商业房产,本公 司都将竭力为客户提供循序渐进的 指导,以确保交易顺利进行。

亚洲优质产业公是一家总部位于新 加坡的房地产中介,自2014年9月 起获得地产代理协会 (CEA) 的许 可。

如今,亚洲优质产业公司已成为新 加坡表现最好的中介公司之一。我 们将这一荣誉归功于客户和敬业的 物业顾问团队。亚洲优质产业公司 这一切都始于2005年底,当时公司 创始人许志刚和邓民洁决定加入房 地产行业。这一对充满活力的夫妻 团队有一个愿景——集合最优秀的 物业顾问团队,为客户提供最优秀 的物业体验,并在物业行业提供强 有力的领导。

这对勤劳的夫妇在入行初期极为活 跃,尽管当时的市场条件并不乐 观。多年来,他们在行业内建立了 自己的声誉,并且在其加入的各种 房地产公司中经常获得顶级房产经 纪人荣誉。 -2005 年: 丹尼斯·威地产私人有 限公司,集团高级总监

-2009年:新加坡莱坊公司(Knight Frank),业务部门副主管

-2010年: 戴德梁行有限公司 (DTZ Property),高级销售总监

-2014年:创立亚洲优质产业公司 (AsianPrime Properties)

-2017 年: 新加坡科威国际 (Coldwell Banker)的特许经营公司

-2018 年: 创立亚洲优质资本 公司 (AsianPrime Capital)

-2022年: 创立亚洲优质资产

客户提供最优质的物业体验。



司。



公司 (AsianPrime Assets)







SENIOR SALES DIRECTOR

### **ASIANPRIME PROPERTIES PTE LTD** FOUNDED THE COMPANY

FRANCHISE OF COLDWELL BANKER

ONE OF THE TOP PRODUCING FRANCHISEE



#### **ASIANPRIME REALTY PTE LTD** NEW AGENCY

**ASIANPRIME CAPITAL PTE LTD** 

**ASIANPRIME ASSETS PTE LTD** 

ASSET MANAGEMENT



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# **About Our Founders**

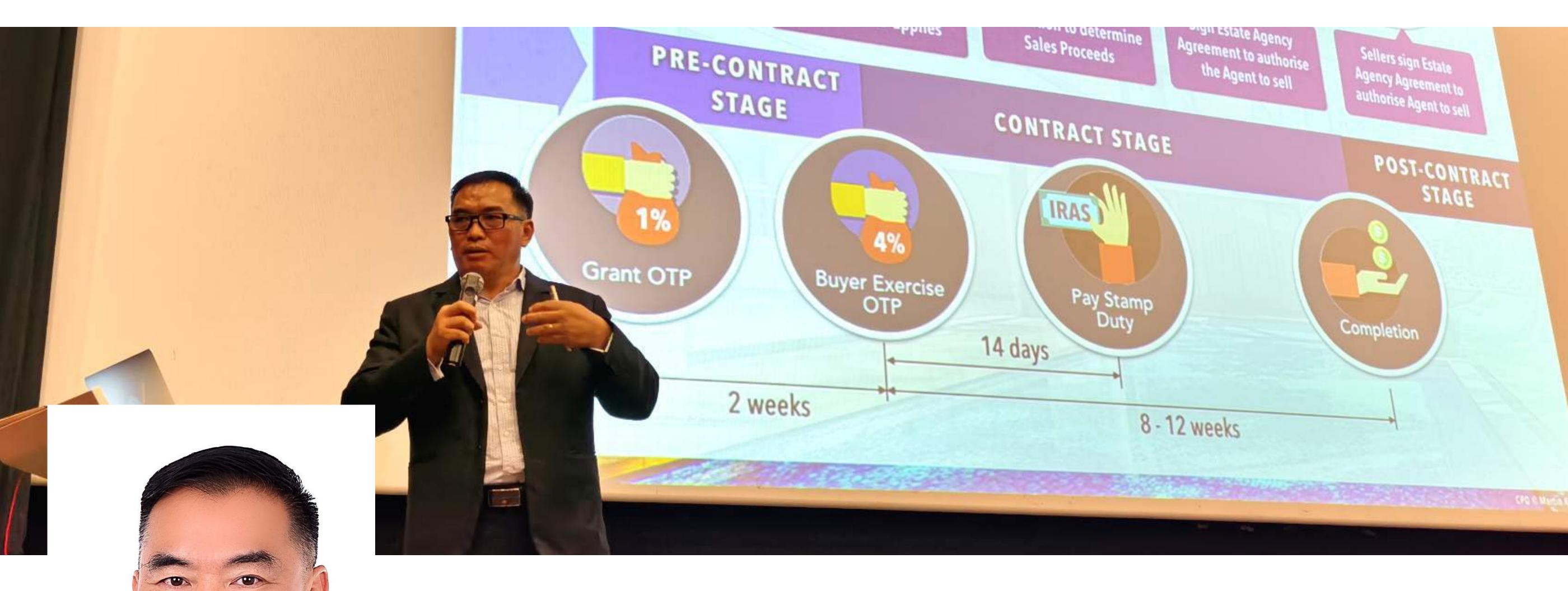


#### SHERRY TANG

Managing Director, KEO Practitioner Cert-in-PDPA (SMU) Professional Cert-in-Real Estate (SMU) Cert-in-REA, CEHA, SAMP, MFP, MCP

Officer (KEO) at an impressively young age, solidifying her status as a standout professional in the field. Tang has had an outstanding reputation for excellent client care since 2005. She complements a dynamic sales history with a philosophy of consistent hard work, strategic planning and personalised service for her clientele.

Sherry consistently delivers exceptional results by achieving the top producers' award in various agencies she joined. In 2014, she passed the REA exam and became one of the industry's youngest Key Executive officers (KEO).



Since entering the real estate sector in 2005, Martin Koh has consistently demonstrated unwavering motivation and ambition. Not only is he deeply committed to his own professional growth, but he also harbours a fervent passion for imparting his expertise to fellow property consultants.

Elevating his career to a new level, Martin became the Key Executive Officer (KEO) of AsianPrime Properties upon receiving his REA Certification in May 2017. With a vision for exponential growth, he currently spearheads AsianPrime Capital, the firm's capital market arm, and has gained a reputation as a trusted expert in commercial real estate.

Managing Director, KEO Cert-in-REA, CEHA, SAMP, MFP, MCP, B.C Eng (NUS), ACTA, RES/CPD Trainer

**MARTIN KOH** 

In addition to his work in property consultancy, Martin is a highly esteemed trainer for Continuing Professional Development (CPD) and Real Estate Salesperson (RES) courses, having instructed at the RIA. His multi-faceted skill set and experience make him a sought-after professional in multiple dimensions of the industry.

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# SHERRY TANG | CHERYL TAN

sherry@asianprime.sg | cheryl@asianprime.sg



### EMPOWERING WOMEN

Meet Cheryl Tan, a dedicated and customerfocused Managing Director of AsianPrime Assets Pte Ltd, who has built her career on providing outstanding service to her clients.



Meet Sherry Tang, an experienced, knowledgeable and successful Managing Director of AsianPrime Properties Pte Ltd, who has excelled in obtaining listings, negotiating transactions and providing exceptional service throughout the real estate transaction process.

She is well respected by industry peers for her extensive industry knowledge and creative solutions to difficult challenges.

She has a strong ethical code and offers sound advice important to making sound real estate decisions. Her success is With a deep understanding of the local real estate market, Cheryl is committed to meeting the unique needs of each and every one of her clients. As a Key Executive Officer, Cheryl has a proven track record of success in customer service and managing foreign customers.

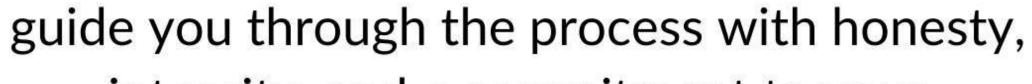
With her extensive knowledge and expertise in these areas, she has been able to consistently exceed expectations and drive positive results for her clients and colleagues alike. Cheryl is the go-to agent for buying and selling a property.

Whether you're a first-time homebuyer or a seasoned investor, you can trust Cheryl to

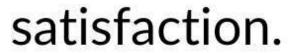
#### evidenced by the numerous satisfied clients

#### she has served and the growth of her

business.



integrity, and a commitment to your









# Sherry Tang

AsianPrime Properties Pte Ltd Managing Director, KEO +65 9844 4400 sherry@asianprime.sg

# Martin Koh

AsianPrime Capital Pte Ltd Managing Director, KEO +65 86666 944 martin@asianprime.sg



# Cheryl Tan





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**AsianPrime Properties Pte Ltd** 

**Associate District Director** 

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# Eugene Quek

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# Alan Mei

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# Christine Thexeira







**Associate Sales Director** 

+65 9826 3980

szey33@gmail.com





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#### **CEA REG NO.: R020968Z**

Since joining the real estate industry in 2005, Martin Koh has demonstrated not only an unwavering commitment and enthusiasm but also a visionary leadership style, particularly in organisational development. A key strength of his is the ability to develop robust systems within real estate firms, laying the groundwork for efficient operations and increased productivity.

Martin's expertise extends beyond operational management. As the head of AsianPrime Capital, the firm's capital market division, his strategic foresight and leadership qualities are prominent. He has established himself as a respected authority in the field of commercial real estate.

#### In summary, Martin's expertise in systematising real estate operations and providing exceptional leadership distinguishes him as a uniquely qualified and highly sought-after professional in the varied

and competitive realm of real estate.

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#### CEA REG NO.: R020828D

Since transitioning from a career in engineering with a multinational pharmaceutical firm, Jonathan has been excelling as a Property Consultant since 2007. His approach is grounded in three core values: open communication, unwavering dedication, and complete transparency.

Jonathan is committed to placing his clients' satisfaction at the forefront of his professional endeavors. To this end, he attentively listens to their specific needs and preferences, striving to establish a strong rapport in the process. His goal is to ensure that every transaction not only meets but exceeds expectations, making the buying and selling experience as seamless and stress-free as possible for his clients.

#### This commitment to his guiding principles has yielded significant rewards; a testament to his success is that over 80% of his business comes from referrals from his extensive network of

satisfied clients.





#### **CEA REG NO.: R044413A**

Since making his foray into the real estate arena in 2007, Eugene has distinguished himself as not just a Property Consultant, but as a passionate, dynamic, and deeply engaged professional in the field. He brings a unique blend of resourcefulness, adept problem-solving, and patience that enables him to assist his clients effectively in making informed decisions.

Before his career in real estate, Eugene honed his business acumen as a Business Development Manager. This previous role provided him with invaluable skills in market analysis, negotiation, and strategic planning.

#### What sets Eugene apart is his belief that each client presents a unique set of needs and opportunities. Rather than employing a one-size-fits-all strategy, Eugene takes the time to understand each client's specific objectives, financial standing, and long-term goals. By doing so, he crafts bespoke strategies tailored to each individual case.

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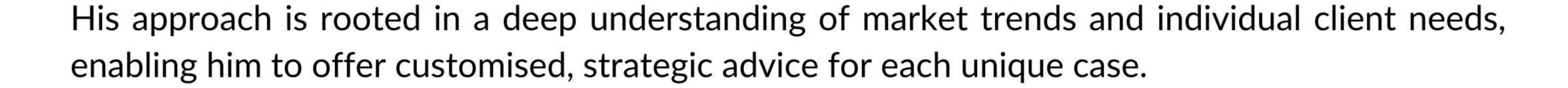
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#### **CEA REG NO.: R045164B**

Boasting nearly a decade of industry experience, Alan is a Property Consultant whose expertise is highly sought after by clients in various sectors. Before entering the real estate field, he was a Sales Manager at Yeo Hiap Seng Pte Ltd. In this role, he managed an expansive portfolio that included sales to hotels, restaurants, fast-food chains, pubs, nightclubs, dining outlets, industrial canteens, and army camps. This diverse experience has endowed him with a multifaceted understanding of customer needs across different industries.

Alan is an accomplished property investor with a diversified portfolio that includes residential and commercial properties, both domestically and internationally. His success as an investor

# adds an extra layer of credibility and insight to his advisory services.



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#### **CEA REG NO.:** R043573F

With over a decade of expertise in real estate, Christine is a seasoned Property Consultant who brings a unique blend of professional experience and personal dedication to her work. Before her foray into real estate, Christine was a flight attendant with Singapore Airlines. That chapter in her life not only honed her customer service skills but also introduced her to a diverse range of people and cultures, enriching her worldview.

Today, she is not only a dedicated professional but also a proud mother of two sons.

She goes beyond the conventional duties of a Property Consultant by offering a deeply

### personalized service. Christine invests time to understand her clients' unique requirements, lifestyle preferences, and financial considerations. Her approach is holistic, encompassing not only the transactional aspects but also emotional and practical factors, such as neighbourhood amenities, future resale value, and the particular needs of each family member.

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#### **CEA REG NO.: R043326A**

With an industry tenure spanning over eleven years and experience across three distinct agencies, Sze Yhee brings a wealth of knowledge to his role as a Property Consultant. Prior to this, he served as a Project Architect at DP Architects Pte Ltd for a decade, from 1999 to 2009. This architectural background lends him a unique perspective on property evaluation, enhancing his capability to guide clients through complex transactions.

Sze Yhee focuses on various aspects of real estate, including the purchase, sale, and leasing of residential properties. Additionally, he offers financial planning services tailored to assist clients in preparing for property acquisition and portfolio restructuring.

## Over the years, Sze Yhee has honed key qualities such as resilience, client rapport-building, and transparency. These traits have become the cornerstones of his practice, enabling him to

foster trust and long-term relationships with his clients.



# PROPERTY PORTALS

Propertyguru | 99co SRX | EdgeProp Google | Juwai



SOCIAL MEDIA

Youtube | Facebook Instagram | TikTok



CLASSIFIED

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# VIDEOS PHOTOS

Videography | Photography Adobe Edits

360

VIRTUAL TOUR

360 Virtual Tour Video Walkthrough

#### A D S

The Straits Times The Business Times The Edge

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HOME **STAGING** 



**Professional Home** Staging Advice

### EMAIL MARKETING



Weekly Email Marketing

SMS BLASTS



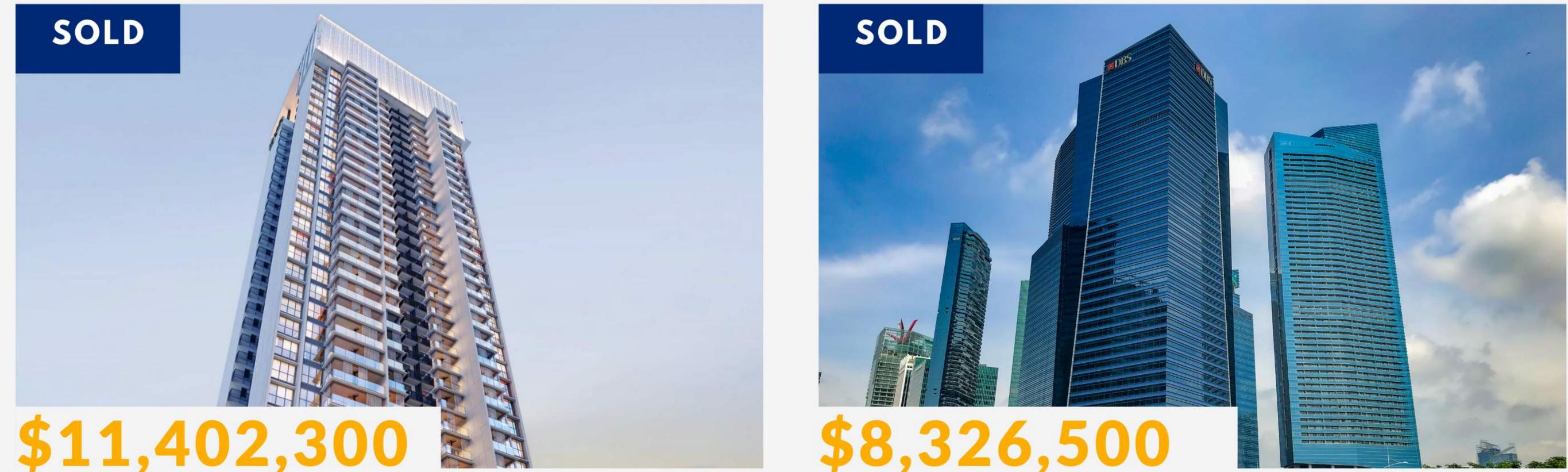
Weekly SMS Whatsapp Blasts L<del>F</del>

MARKET TRENDS

#### **Providing Market Trends**

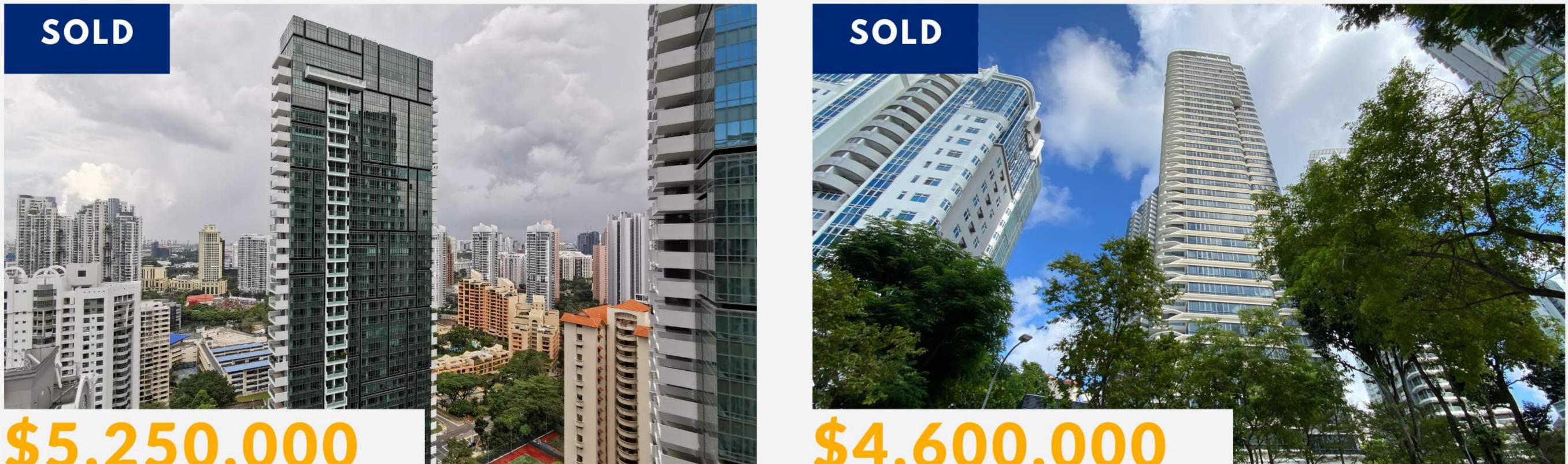
Updates and Analysis

# **ASIANPRIME TRACK RECORDS**



# **One Holland Village Residences** Residential | 3,455 Sqft

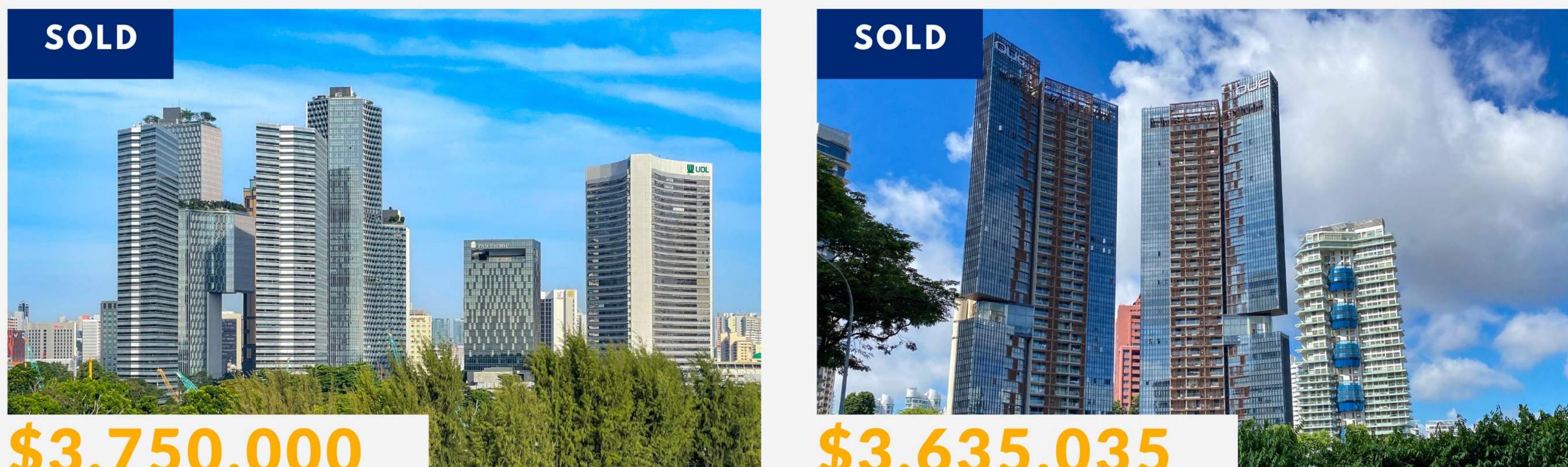
**Marina Bay Residences** Residential | 2,479 Sqft

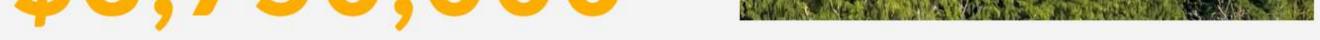




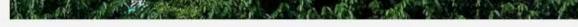
8 @ Saint Thomas Residential | 1,744 Sqft

# **Skyline 360 @ Saint Thomas** Residential | 2,131 Sqft









#### **Duo Residences**

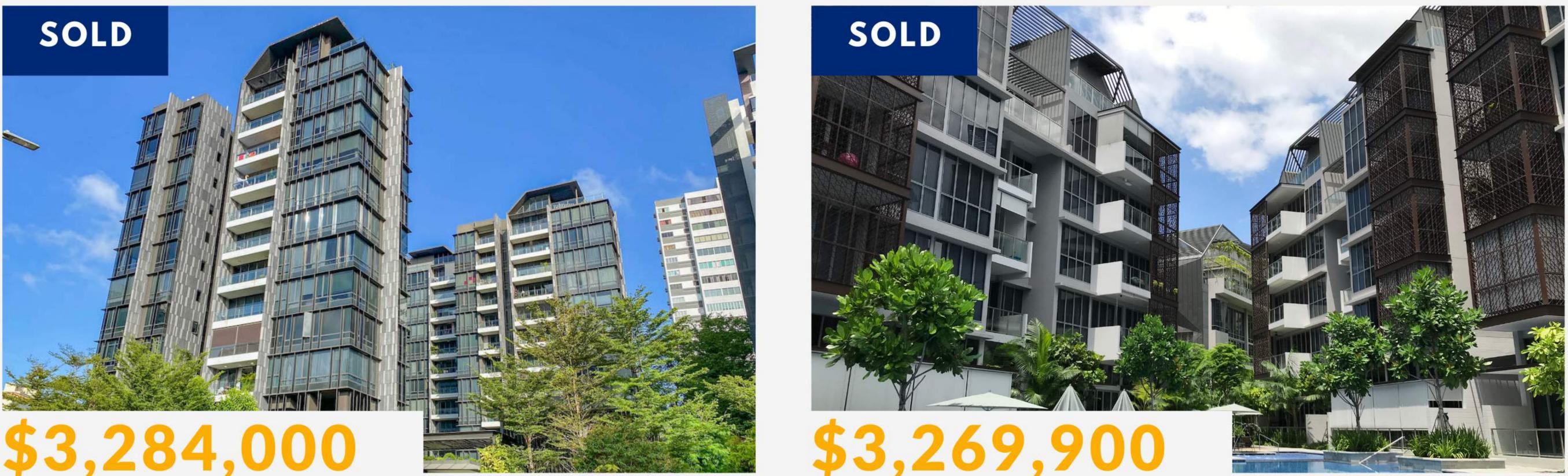
### Residential | 1,529 Sqft





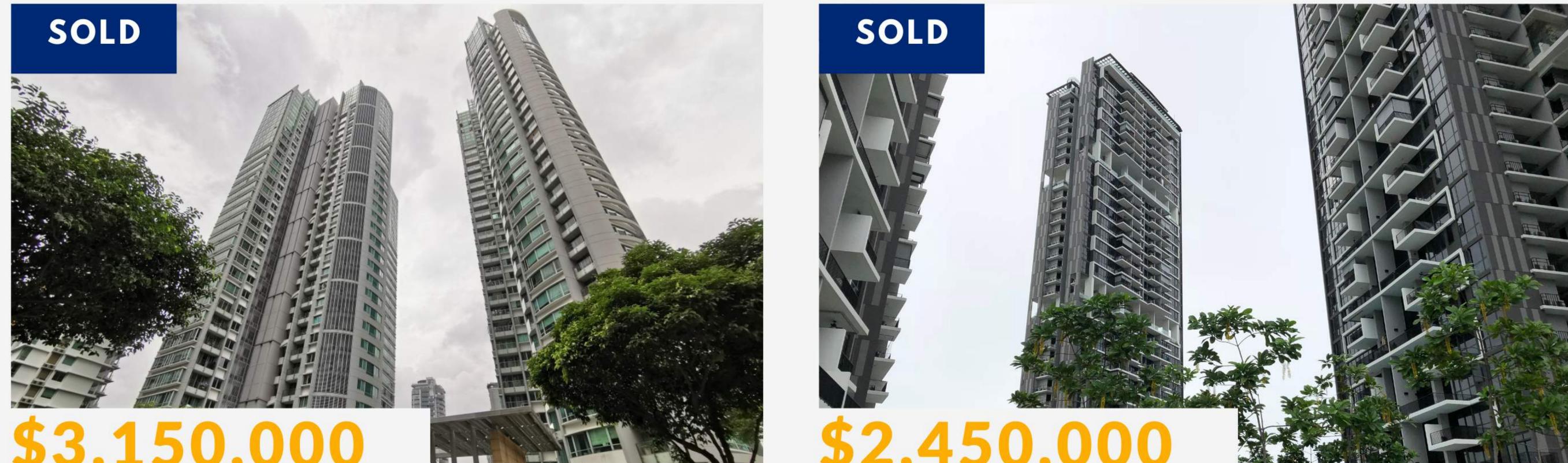


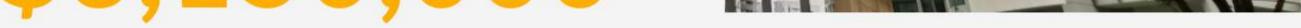
# **ASIANPRIME TRACK RECORDS**



**One Balmoral** Residential | 1,410 Sqft

**Mon Jervois** Residential | 1,475 Sqft







# **Park Infinia at Wee Nam**

Residential | 1,464 Sqft

# **The Triling** Residential | 1,518 Sqft





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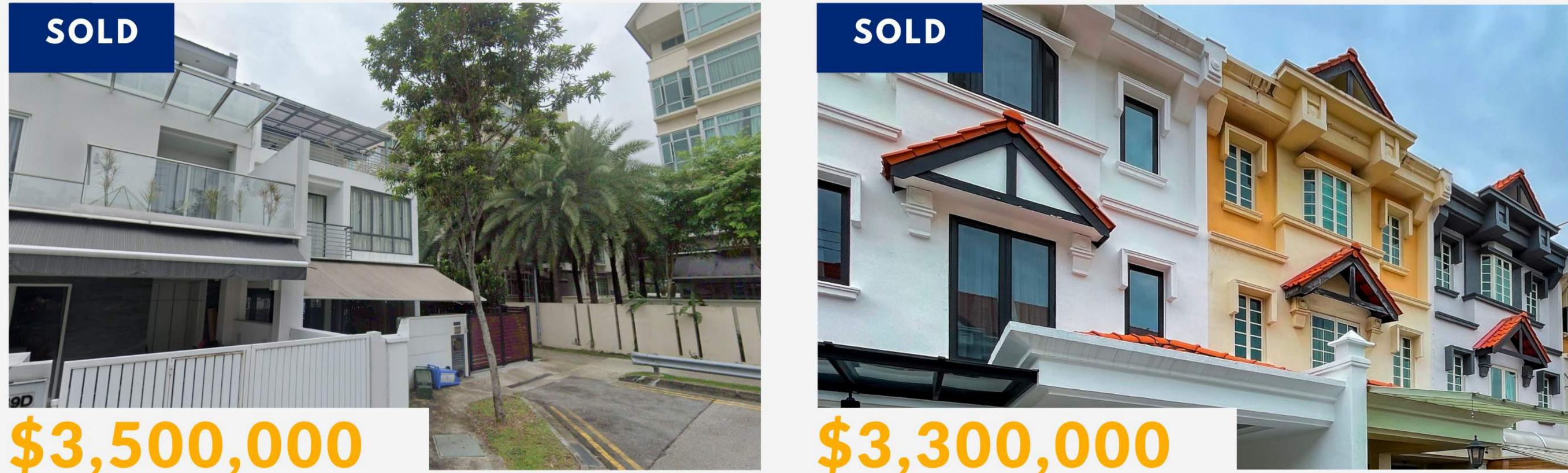
#### Residential | 3,057 Sqft







# **ASIANPRIME TRACK RECORDS**



# **Corner Terrace @ Lor L Telok Kurau** Residential | 2,820 Sqft

**Inter-Terrace @ Seagull Walk** Residential | 1,615 Sqft



**Semi-D @ Burgundy Hill** Residential | 3,164 Sqft

# Inter-Terrace @ How Sun Road Residential | 1,265 Sqft







#### Residential | 1,281 Sqft

## Inter-Terrace @ How Sun Road





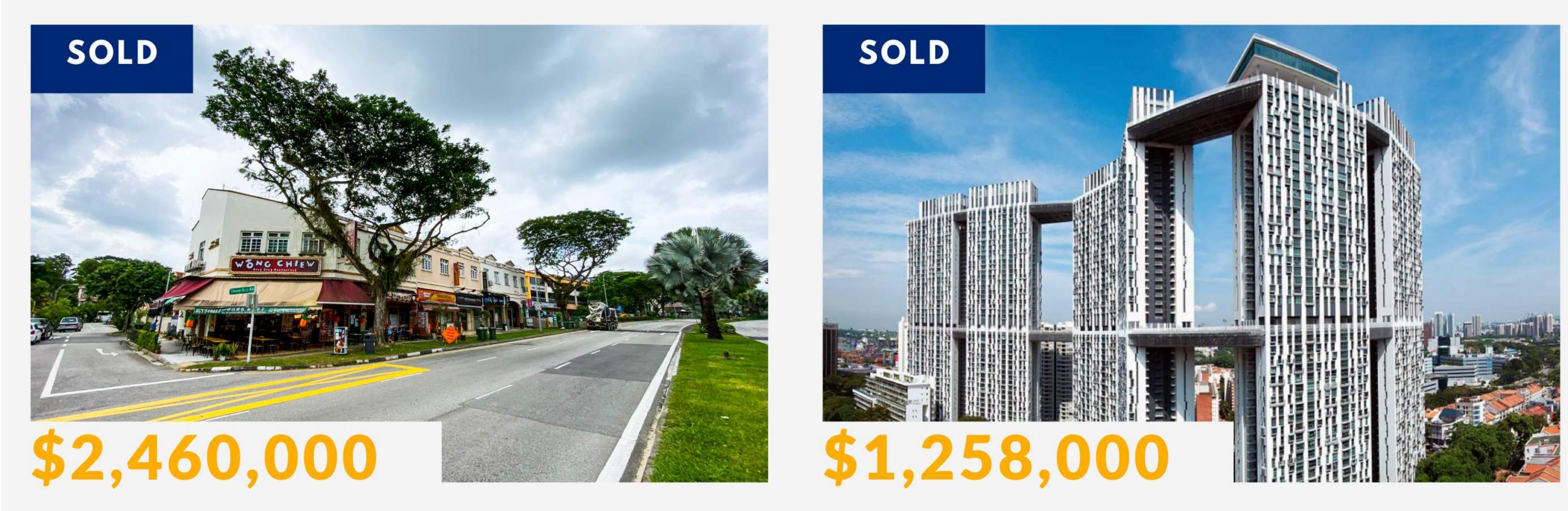
# **ASIANPRIME TRACK RECORDS**



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# East Village Commercial | 969 Sqft

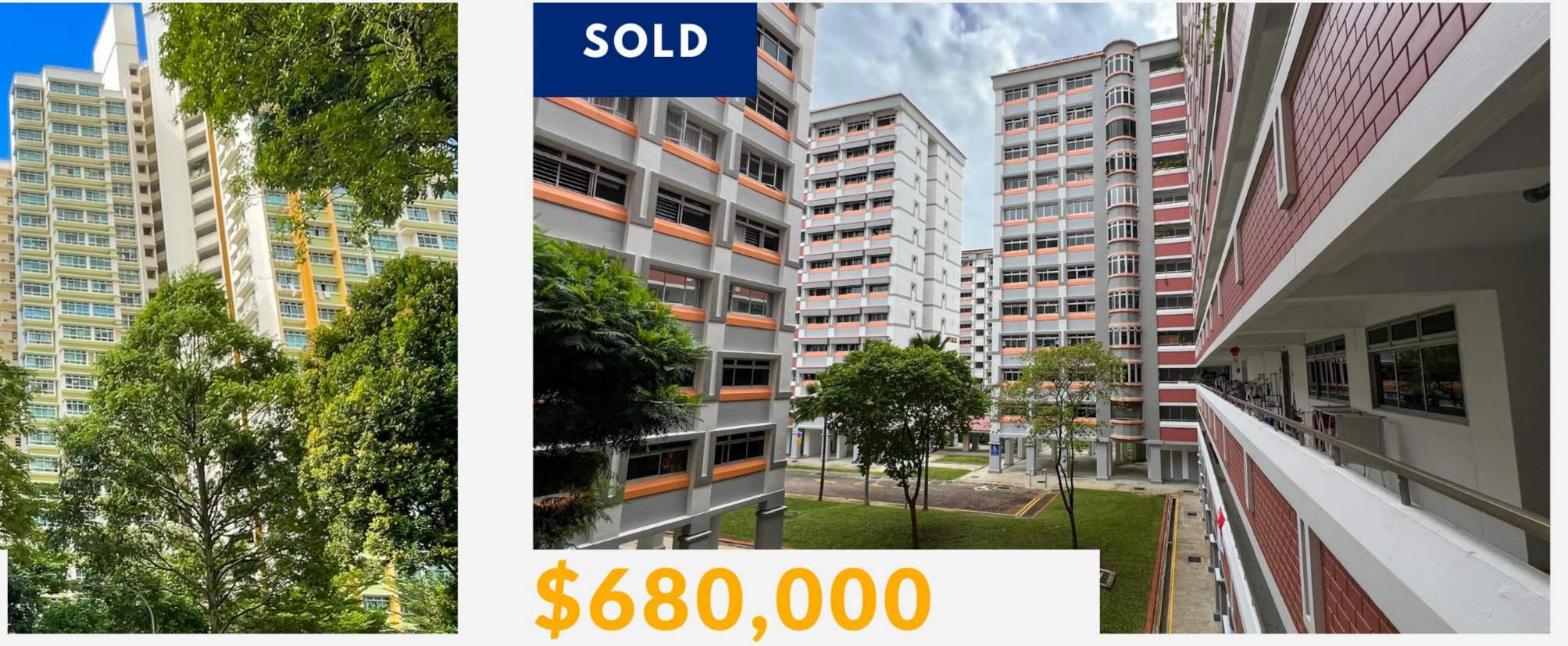
# **101 Beach Road** Commercial | 2,202 Sqft



Sembawang Road Commercial | 1,260 Sqft

# **The Pinnacle @ Duxton** HDB | 1,151 Sqft







#### **61B Strathmore Avenue**



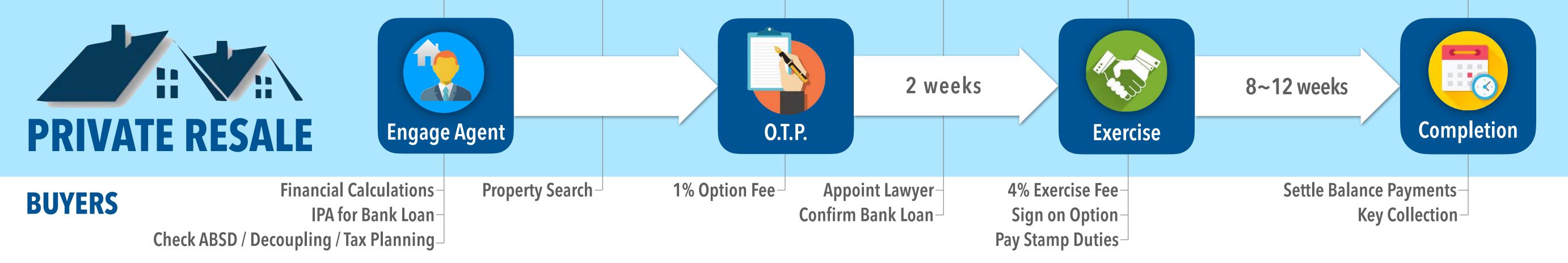


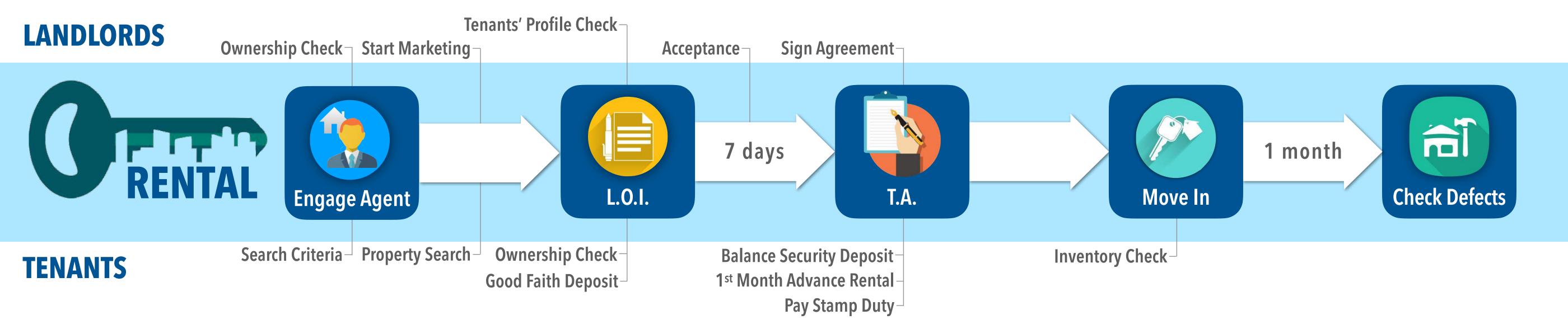


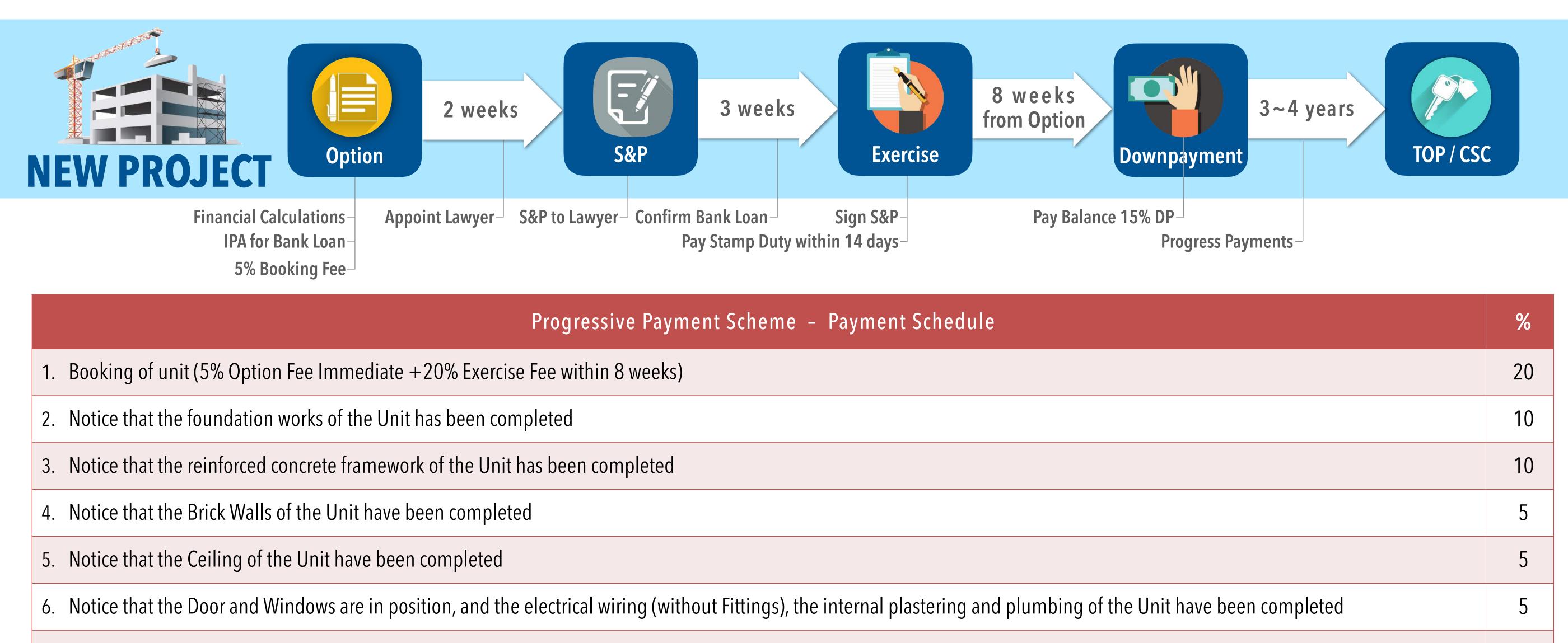


# **Typical Transaction Procedures & Timelines**









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#### 7. Notice that the Carpark, Roads and Drains serving the Housing Project have been complete

#### 8. Notice of Vacant Possession and the Temporary Occupation Permit or Certificate of Statutory Completion In respect of the Unit (or a certified copy thereof)

9. On Legal Completion after Certificate of Statutory Completion is issued

At A Glance

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#### **HOW DO I PLAN THE TIMELINE FOR THE SALE AND PURCHASE OF MY UNIT?**

该如何规划买卖的程序和时间的分配?

PROPERTIES | ASSETS | CAPITAL

# **HOW MUCH WILL I GET UPON SELLING MY UNIT?** 房子成交后,我会拿回多少现金?

**I CURRENTLY OWN A FEW PROPERTIES. CAN I TAKE UP ANY MORE LOANS?** 

我目前拥有几间房产,我还可以贷款吗?

# I AM RETIRED, OR I DO NOT HAVE ANY INCOME. **CAN I TAKE UP A BANK LOAN?**

我已经退休或没有任何收入,我可以贷款吗?

# HOW DO I DO TAX PLANNING ON ADDITIONAL **BUYERS' STAMP DUTY (ABSD)?**

我如何通过税务规划节省额外买方印花税?

# WHAT ARE THE GOOD DEALS IN THE MARKET? 市场上有什么物超所值的项目吗?



# **Our Value Added Services**

#### 为您提供的最优质的服务

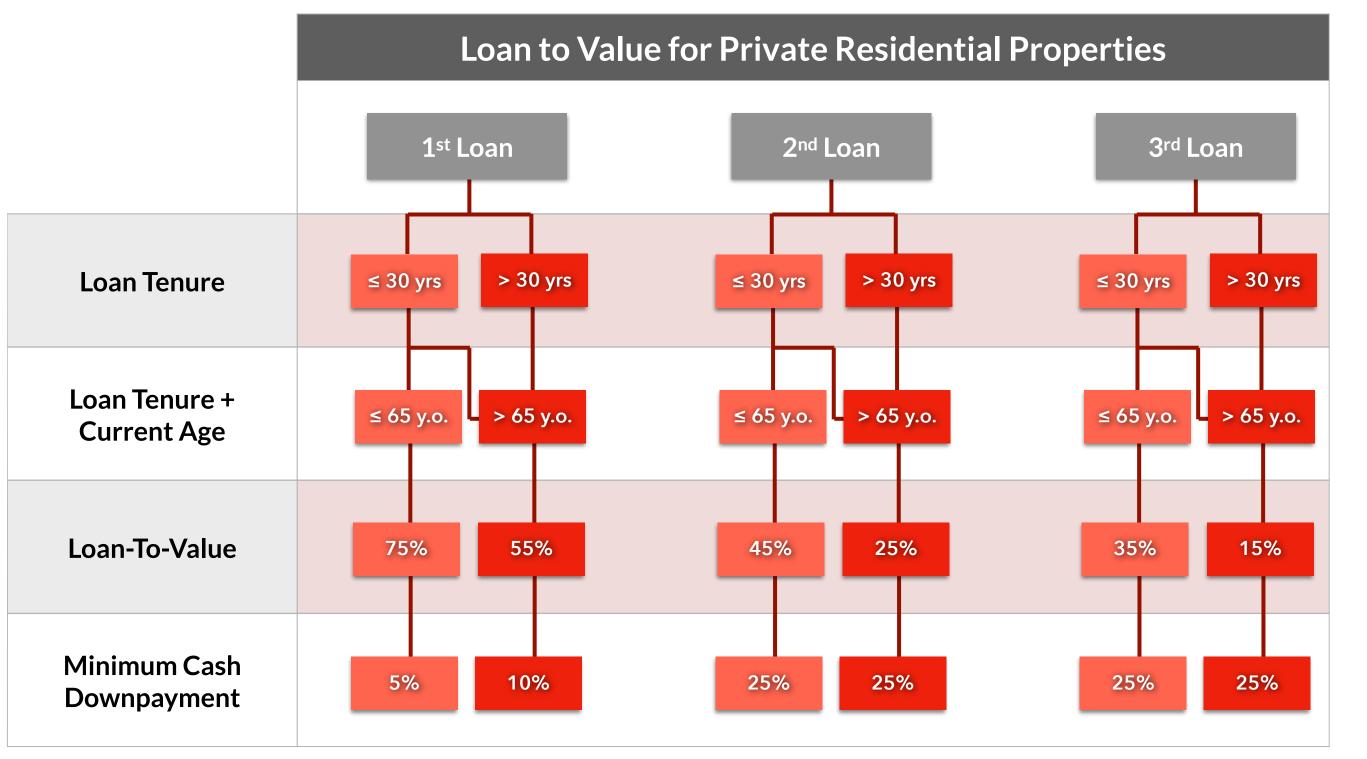






There are multiple cooling measures introduced to cool down Singapore's red-hot Property Market since 2009

#### Loan to Value



#### 27th April 2023

- 1.ABSD rates for Singaporeans and SPRs purchasing their first residential property will remain unchanged at 0% and 5%, respectively
- 2.Rates for individual **Singaporeans** buying their second property will be raised to 20%, while SPRs ABSD rates will be raised to 30%
- 3.Rates for individual Singaporeans buying their third property will be raised by 30%, while SPRs ABSD rates will be raised to 35%
- 4.Rates for individuals Foreigners buying any residential property will be raised to 60% (except for Foreigners Eligible for ABSD Remission under Free Trade Agreements (FTAs)
- 5.Corporate entity's ABSD rates will be increased to 65%

#### **30th September 2022**

1.The Loan-to-Value (LTV) limit for HDB loans will be lowered from 85% to 80%

NOTE: Non-individual Borrowers: Max LTV = 15%

#### Seller's Stamp Duty (SSD)

Seller's Stamp Duty w.e.f. 11 March 2017					
	HOLDING PERIOD (HP)				
HP ≤ 1 year	1 yr < HP ≤ 2 yrs	2 yrs < HP ≤ 3 yrs	HP > 3 yrs		
12%	8%	4%	0%		

#### **Buyer's Stamp Duty (BSD)**

Buyer's Stamp Duty w.e.f. 14 February 2023				
Higher of Purchase	Residential Property		Non-Residential Property	
Price or Market Value of Property	Rates on or before 14 Feb 2023	Rates on or after 14 Feb 2023	Rates on or before 14 Feb 2023	Rates on or after 14 Feb 2023

2.Increase in Total Debt Servicing Ratio (TDSR) and Mortgage Servicing Ratio (MSR) by 0.5%. Bank Loan's interest floor rate is 4% and HDB interest floor rate is 3%
3. Private homeowners will need to wait for 15 months after the sale of their home before they can purchase a nonsubsidised HDB resale flat. This 15-month wait-out period will be exempted for seniors aged 55 and above who are moving from their private property to a 4-room or smaller resale flat.

#### 16th December 2021

1.ABSD rates for Singaporeans and SPRs purchasing their first residential property will remain unchanged at 0% and 5%, respectively

2.Rates for individual Singaporeans buying their second property will be raised to 17%, while SPRs ABSD rates will be raised to 25%

3.Rates for individual Singaporeans buying their third property will be raised by 25%, while SPRs ABSD rates will be raised to 30%

4.Rates for individuals Foreigners buying any residential property will be raised to 30% (except for Foreigners Eligible for ABSD Remission under Free Trade Agreements

First \$180,000	1%	1%	1%	1%
Next \$180,000 Purchase Price > \$180k to ≤ \$360k	2%	2%	2%	2%
Next \$640,000 Purchase Price > \$360k to ≤ \$1m	3%	3%		3%
Next \$500,000 Purchase Price > \$1m to ≤ \$1.5m	4%	4%	3%	4%
Next \$1,500,000 Purchase Price > \$1.5m to ≤ \$3m		5%		E 9/
> \$3,000,000 Purchase Price > \$3m		6%		5%

#### Additional Buyer's Stamp Duty (ABSD)

CITIZENSHIP	RESIDENTIAL PROPERTY COUNT	BEFORE	NOW w.e.f. 27 Apr 2023
	<b>1</b> st	0%	0%
Singapore Citizens (SC)	2 <sup>nd</sup>	17%	20%
	3 <sup>rd</sup> or more	25%	30%
	<b>1</b> st	5%	5%
Permanent Resident (PR)	2 <sup>nd</sup>	25%	30%
	3 <sup>rd</sup> or more	30%	35%

#### (FTAs)

5.Corporate entity's ABSD rates will be increased to 35%; Non-remittable ABSD on residential developers will be 5%
6.Total Debt Servicing Ratio (TDSR) capped at 55% for property loans
7.LTV for HDB-granted loans reduced to 85%

#### 6th July 2018

1.ABSD rates for Singaporeans and SPRs purchasing their first residential property will remain unchanged at 0% and 5%, respectively; Rates for individuals buying their second and subsequent properties will be raised by 5%, while that for corporate entities will be increased by 10%; Non-remittable ABSD on residential developers 5%
2.LTV limits tightened by 5% for all housing loans granted by financial institutions

#### 11th of March 2017

 Seller Stamp Duty (SSD) was reduced by 4% for each tier. With this change, SSD will only apply to properties sold within three years of purchase, down from 4 years.
 TDSR will not apply to mortgage equity withdrawal loans with Loan-to-Value (LTV) ratio equal to or below 50%
 Introduced Additional Conveyance Duties (ACD) for Property Holding Equity (PHE). ACD plugs a loophole which exempted companies from paying ABSD and BSD in the past. A PHE is a company whose primary (i.e., > 50%) tangible assets are Singapore residential properties.

Foreigners (FR)	Any Residential Property	30%	60%
Entities Any Residential Property		35%	65%
Dovoloporo	Remittable	35%	
Developers	Non-Remittable	5%	

# **Seller's Stamp Duty Remission**

WHO	CONDITIONS FOR SSD EXEMPTIONS		
Licenced Housing Developer	Need not pay SSD when selling residential properties developed by them.		
Public Authority	(e.g. HDB and JTC) in exercising their functions and duties need not pay SSD when selling residential properties.		
<b>Residential Property</b>	When their properties are acquired by the Government under the Land Acquisition Act		
Owners	When disposing their residential properties due to bankruptcy		
Companies	When disposing of their residential properties upon involuntary winding up		
Foreigner	When they have to sell their residential properties as required under the Residential Properties Act		
	Flats have been identified for Selective Enbloc Redevelopment Scheme (SERS) but sell their flats in the open market before HDB claims them.		
HDB Flat Owner Flats returned to HDB as a result of re-possession by HDB or under the SERS.			
	Marries a person who owns another HDB flat and the couple is required under the HDB regulations to dispose of either one of the HDB flats		
	Under the HDB's regulations is required to dispose of either the inherited HDB flat or the existing HDB flat		

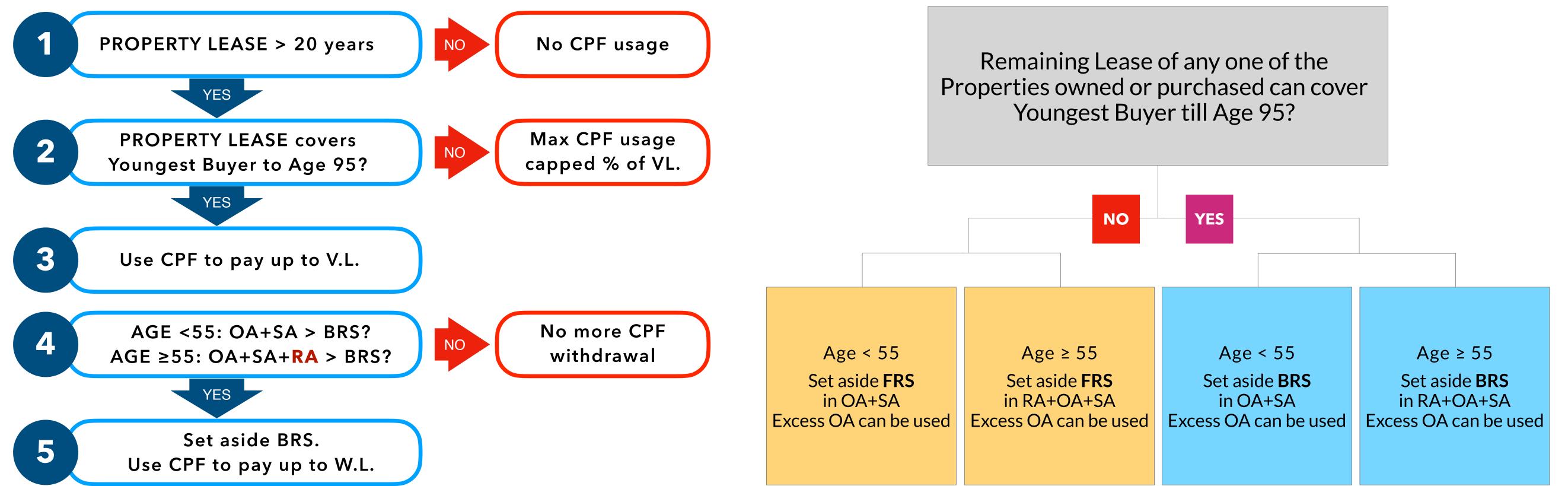


Under the HDB's regulations is required to dispose of the inherited HDB flat because they own Private Residential Properties or Overseas Properties

# **CPF Full and Basic Retirement Sum**

BIRTH YEAR	YEAR WHEN YOU ARE AT AGE 55	BASIC RETIREMENT SUM (BRS)	FULL RETIREMENT SUM (FRS)
1961	2016	\$80,500	\$161,000
1962	2017	\$83,000	\$166,000
1963	2018	\$85,500	\$171,000
1964	2019	\$88,000	\$176,000
1965	2020	\$90,500	\$181,000
1966	2021	\$93,000	\$186,000
1967	2022	\$96,000	\$192,000
1968	2023	\$99,400	\$198,800
1969	2024	\$102,900	\$205,800
1970	2025	\$106,500	\$213,000
1971	2026	\$110,200	\$220,400
1972	2027	\$114,100	\$228,200

# **CPF for 1st Property Purchase CPF for 2nd Property Purchase**



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THE VELARIS RESIDENCES SINGAPORE PROPERTY SHOW

OCTOBER 21 & 22, 2023 (SATURDAY & SUNDAY) 10:00AM - 6:00 PM



















#FinestPropertyExperience

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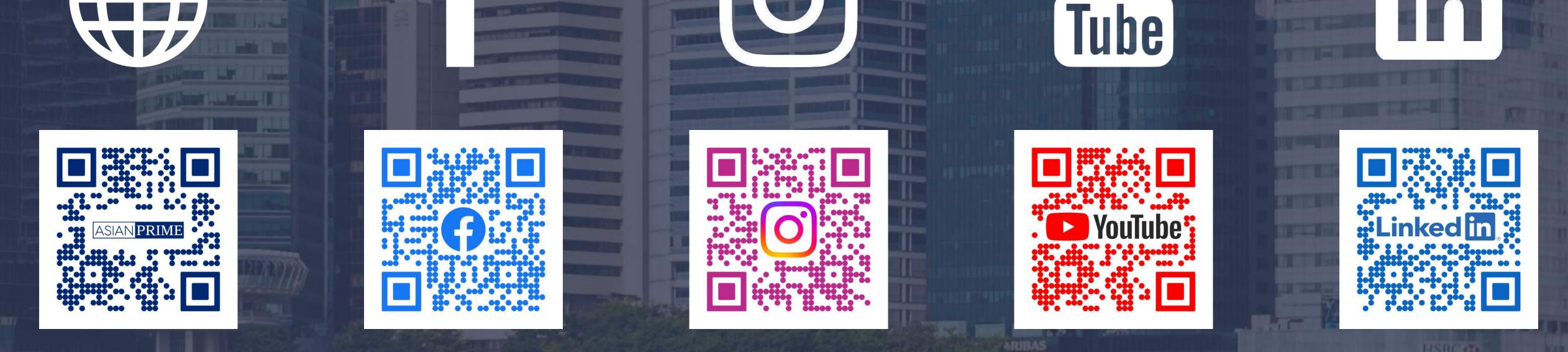
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YOU

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