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# EXECUTIVE EXECUTIVE EXECUTIVE CONDO OWNERS



IS 2025 THE BEST  
TIME TO EXIT?

# QA



01

**If I am looking to a development in the North-East area that is 11 years old and looking to exit in another 10 years, is that a wise move where the exit is so that I can right size and start retirement process.**

It can be — if aligned with your lifestyle needs and entry price.

**Key Considerations:**

At exit, the property would be 21 years old, which may raise concerns around buyer preferences for newer units and potential lease decay perception.

That said, every home has its buyer — and well-located developments (e.g., near Buangkok or Sengkang Grand) with strong rental demand or MRT access may still appeal to families and long-term occupiers.

Entry price matters — if you're buying into a low-PSF pocket or below market value, there's room for capital preservation or modest gains.

Buyers in 2035–36 (Gen Z, younger millennials) may prioritise lifestyle and modern design, so unit condition and upgrades will influence your resale appeal.

**Bottom Line:**

Don't time the market. If the home suits your current goals, and you're realistic about future liquidity, it can be a solid transitional asset that helps you right-size when the time comes. Let your life plans — not the market cycle — guide the decision.





02

**What about buyers for mop ECs, do they still have a chance to exit at the 15th year mark? Now that their quantum are lower as compared to private properties.**

Yes, 15-year exits are still viable — but success hinges on positioning, not timing.

While the pace of capital appreciation slows after privatization, mature ECs remain attractive to a specific segment of buyers: value-driven upgraders and families priced out of new launches. With OCR new condos now averaging ~\$2,000 PSF, a well-maintained EC at \$1,500–\$1,800 PSF offers significant relative value.

**The key is to ensure:**

- The unit is well-kept or lightly renovated;
- You're in a location with strong transport and amenity access;
- You're not directly competing with a surge of new supply.

Rather than competing on novelty, 15-year ECs should be marketed on space, value, and liveability — which still resonate with today's buyers.





03

## I currently stay at the Vales. Should I wait for ola to TOP then sell? Or I should sell before ola TOP to avoid competition?

Rather than trying to time the market, focus on positioning your unit well and aligning your exit with your life goals (e.g., right-sizing, upgrading, or planning for retirement).

### **Ola's Impact – Dual-Sided Dynamics:**

#### **Potential Implications:**

- Ola introduces new supply into the same micro-market, possibly increasing listing competition.
- Some buyers may prefer newer finishes or updated designs.
- Owners of Ola might list aggressively to offload quickly.

#### **Potential Tailwind (Spillover Effect):**

- Ola's TOP can raise the visibility and perceived value of ECs in the area, creating a volume effect where buyers are drawn to nearby projects like The Vales.
- Ola's higher price benchmarks could re-anchor expectations for The Vales, pulling resale values upward.
- Strong demand may spill over to The Vales if buyers find better value, immediate move-in, or larger layouts.

### **Additional Considerations:**

The Vales benefits from mature landscaping, stabilised MCST prices, and move-in-ready conditions, which remain attractive to families prioritising immediacy over newness.

Ola's launch and resale activity might also revitalise interest in the neighbourhood, boosting transaction momentum across all nearby projects.

### **Conclusion:**

Rather than focusing on timing, focus on your unique value proposition: well-maintained unit, mature development, and ready occupancy. Ola's arrival may bring both competition and opportunity — and if marketed smartly, The Vales can benefit from the uplift in market attention and price benchmarks.



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