

Windfall

How a collective sale works, hypothetically



**Existing old walk-up
apartment development**

Total market value of all units
valued/sold individually: **S\$250m**

Master
Plan
plot ratio
increase



**Allowable new and
larger condominium**

Hence owners can
potentially enjoy a
S\$350 million
windfall, thanks to
the planners and
favourable market.

Expected total market value	S\$1b
Less development cost (development charge, construction, financing, property tax, other costs) and developer's profit	S\$400m
Residual land value The amount developer would be able to offer for the property/land	S\$600m