

Savills: Investors shift focus from where to how they invest in APAC living sector

Savills Singapore Pte Ltd
30 Cecil Street
#20-03
Prudential Tower
Singapore 049712

REG NO: 198703410D
T: +65 6836 6888
savills.com

For Immediate Release – Savills [APAC Living Sectors Q2 2026 report](#) shares that investors in Asia Pacific's (APAC) living sector are shifting focus from where to invest to how to invest, as evolving market conditions and changing capital dynamics create new entry routes into the sector.

The latest report identifies five investment strategies shaping the sector, ranging from distressed and adaptive reuse conversions to ground-up development, platform mergers & acquisitions (M&A), and direct acquisition.

Different APAC markets are favouring distinct investment strategies. Japan remains the region's only mature institutional market for stabilised multifamily assets. Supported by transparent pricing, consistent transaction volumes and strong cross-border investor participation, around 35% of the largest multifamily transactions have involved overseas investors, while prime Tokyo multifamily yields remain around 3.0–3.5%.

Australia continues to present opportunities in build-to-rent (BTR) development and office conversions, with strong rental growth underpinning project feasibility despite elevated construction costs. Meanwhile, discounted office assets are increasingly being repositioned into residential uses. One Brisbane office asset was acquired at around 60% below its 2017 cost basis due to its conversion potential, while the conversion of Brisbane's 41 George Street delivered more than 1,180 purpose-built student accommodation (PBSA) beds.

Hong Kong leads the region in hotel-to-living conversions, with 13 hotel transactions worth HK\$6.4 billion over the past year, with many older hospitality assets being converted into student accommodation and co-living.

In Singapore, investors are increasingly accessing the living sector through platform acquisitions and adaptive reuse. Recent transactions involving Habyt, The Assembly Place and Coliwoo illustrate investors' growing preference for scaling through platform acquisitions rather than assembling portfolios asset by asset.

While pockets of dislocation across hotels and offices are creating near-term opportunities, Savills highlights that long-term demand fundamentals across the region's living sectors remain firmly intact, underpinned by demographic shifts and urbanisation trends.

Nicholas Wilson, Senior Director, Strategic Research & Advisor, Asia Pacific Capital Markets at Savills, said: "APAC living is not a single trade. Execution is now the differentiator. Investors are increasingly selecting entry strategies that best match each market's fundamentals, regulatory environment and operating landscape."

-Ends-



For further information, please contact:

Jacke Chye, Head of Marketing and Communications, Savills Singapore

Tel: +65 9678 6761 | Jacke.Chye@savills.com.sg

Juliet Tseng, Manager, Corporate Communications & Media Relations

Tel: +65 9687 6657 | juliet.tseng@savills.com.sg

About Savills

For over 160 years, Savills has been helping people thrive through places and spaces.

Listed on the London Stock Exchange, we have more than 40,000 professionals collaborating across over 70 countries, delivering unrivalled coverage and expertise to the world of commercial and prime residential real estate.

By applying world research data and trends to local and global settings, we are able to empower our clients with insights from the forefront of the industry – bringing their aspirations to life through innovative, tailor-made solutions.

Whether we are working with a global corporate looking to expand, an investor seeking to sustainably optimise their portfolio, or a family trying to find a new home, we help our clients make better property decisions.

Savills Singapore puts our clients at the forefront of everything we do. And that has led us to where we are today – an award-winning real estate services provider in the Asia Pacific region.

We strive to be visionaries in better crafting astute property decisions for individuals, businesses and investors. We believe that our clients' achievements are a testament to our value-based expertise, and commitment to delivering premium service.

Our team of professionals, with their deep knowledge of specialist property sectors, is dedicated to providing tailored solutions that align with our clients' objectives. We take pride in the comprehensive range of services we offer: transactional advice in investment, industrial, commercial, residential, retail, project management, research and consultancy, property and facilities management and valuation.

Unwavering in our focus to deliver innovative solutions, excellent customer service, and build long-term relationships with our clients, we constantly adapt to meet the evolving needs of our clients. We remain committed to their success and strive to exceed their expectations in every interaction.

For more information about Savills Singapore, visit our website at www.savills.com.sg