

# HONG KONG

## OFFICE, RETAIL, RESIDENTIAL & CAPITAL MARKETS

### 2025 REVIEW & 2026 OUTLOOK

D e c e m b e r 2 0 2 5

Better never settles

# 01

**OFFICE MARKET**



# RENTS IN GREATER CENTRAL AND GREATER TSIMSHATSUI ARE PICKING UP

Performance of core areas and non-core areas continue to diverge

Submarkets	Jan 19 (Peak)	Q4 24	Q1 25	Q2 25	Q3 25	Nov 25	Nov 25 vs. Sep 25	YTD Δ	2026 Forecast
Prime Central	\$166.1	91.7	89.8	89.3	89.8	92.0	2.5%	0.4%	+3% ~ +5%
Greater Central	\$139.0	79.8	77.2	76.5	76.4	77.6	1.6%	-2.7%	+3% ~ +5%
Wanchai / Causeway Bay	\$79.2	47.0	46.0	45.3	45.2	44.9	-0.5%	-4.4%	-5% ~ -7%
Hong Kong East	\$55.3	34.4	33.3	32.6	31.5	31.3	-1.3%	-9.0%	-5% ~ -7%
Hong Kong South	\$36.1	24.3	22.6	22.5	21.7	21.5	-1.0%	-11.5%	-5% ~ -7%
Greater Tsimshatsui	\$68.0	42.6	42.3	42.2	42.1	42.6	1.3%	0.0%	+1% ~ +3%
Kowloon East	\$36.8	24.6	24.0	23.6	23.0	22.7	-1.2%	-7.7%	-4% ~ -6%
Kowloon West	\$44.0	29.0	28.7	28.6	28.4	28.5	0.4%	-1.4%	-1% ~ -3%
<b>All Districts Average</b>	<b>\$76.0</b>	<b>\$45.0</b>	<b>43.9</b>	<b>43.5</b>	<b>43.1</b>	<b>43.2</b>	<b>0.1%</b>	<b>-4.1%</b>	<b>-1% ~ +1%</b>

Unit: Net effective rent, HK\$ / sf / month

Δ November 25 vs December 24

Prime Central: 14 prime office buildings in Greater Central

Greater Central: Admiralty, Central and Sheung Wan including Prime Central

Hong Kong East: North Point, Quarry Bay and Tai Koo Shing

Hong Kong South: Wong Chuk Hang and Pok Fu Lam

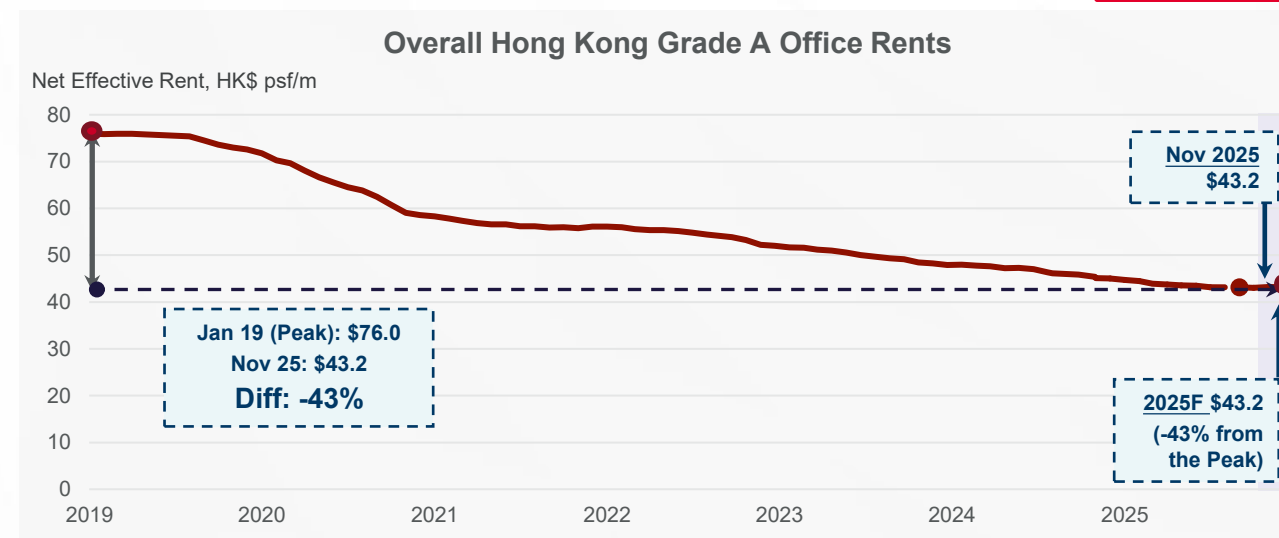
Greater Tsimshatsui: Tsimshatsui, Tsimshatsui East, Hung Hom and Kowloon Station

Kowloon East: Kwun Tong, Ngau Tau Kok, Kowloon Bay and Kai Tak

Kowloon West: Kowloon Tong, Mongkok, Cheung Sha Wan, Kwai Chung and Tsuen Wan

Note: Rents are based on NFA, exclusive of air conditioning & management fees, and gov. rates

Source: Cushman & Wakefield Research

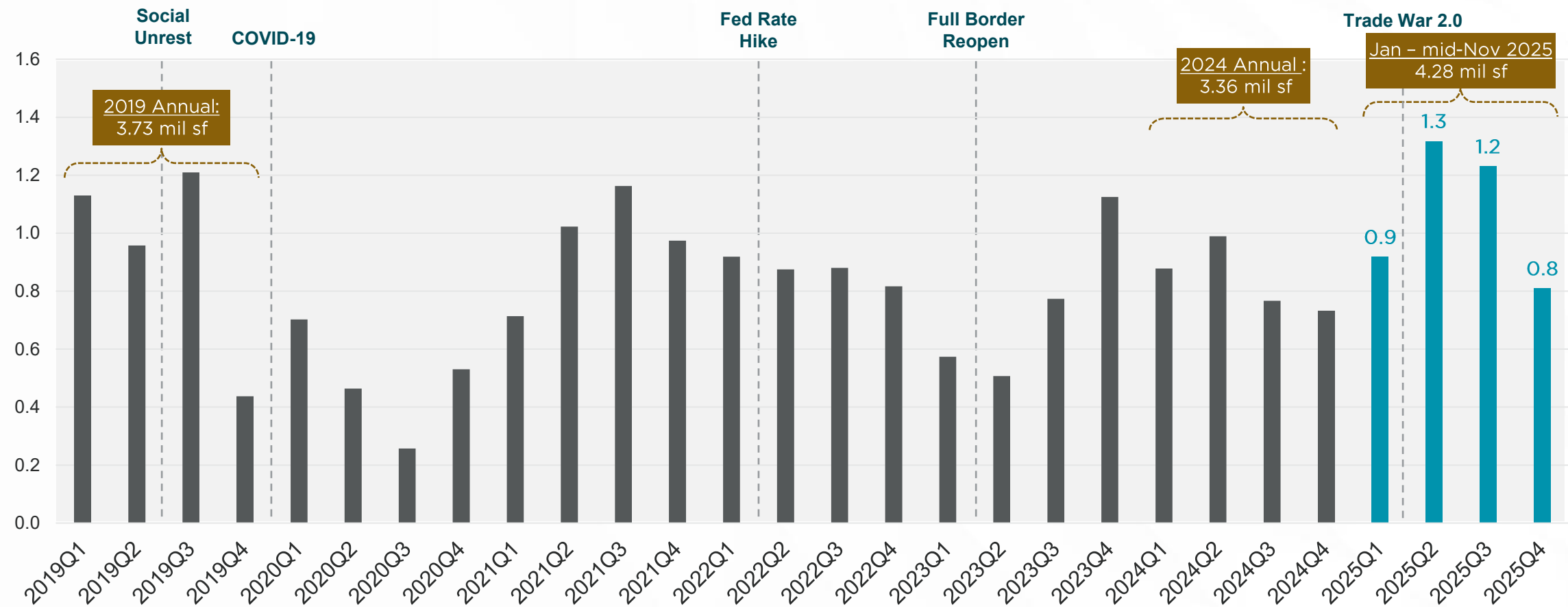




# NEW LETTING AREA HAS ALREADY RECOVERED TO PRE-COVID LEVEL

4.3 million sf has been recorded by mid-Nov 2025, surpassing the annual total for both 2024 and 2019

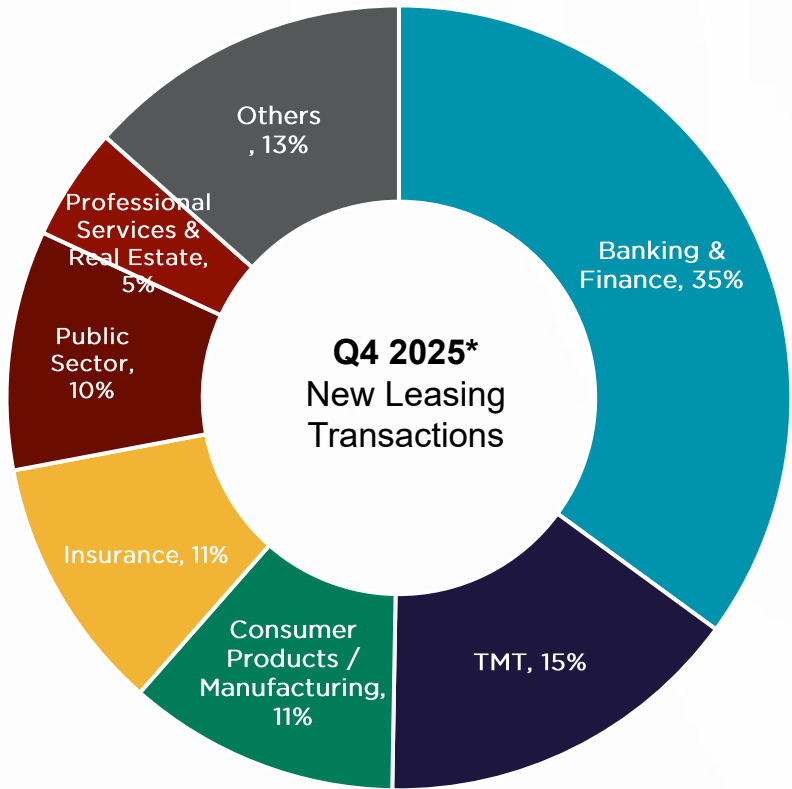
NFA (million sf)



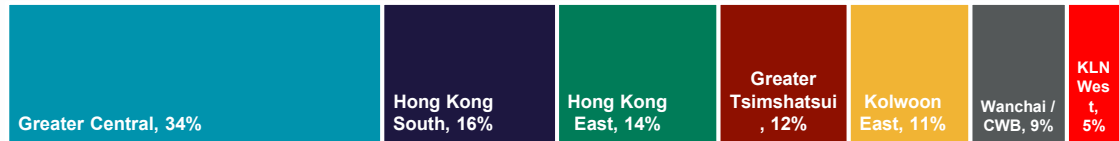
Source: Cushman & Wakefield Research, data as of mid-November 2025

# BANKING & FINANCE REMAINED THE MAJOR SOURCES OF NEW LETTINGS

Greater Central accounted for over one-third of new lettings



\*Data as of mid-November 2025, the above chart only covers deals with tenant background identified



Total leased floor area: 809,000 sf

Source: Cushman & Wakefield Research

## Banking & Finance



Jane Street

Central Yards  
43,800 sf



FOYER  
17,700 sf



Two IFC  
16,900 sf

## TMT

Lenovo

Cyberport 5  
60,000 sf



Cyberport 2  
8,200 sf



The Bay Hub  
3,500 sf

## Consumer Products / Manufacturing

Canon

83 King Lam Street  
22,100 sf



Dorset House  
12,700 sf

## Insurance



The Gateway Tower 5  
18,300 sf



Sun Life

The Gateway Tower 6  
10,300 sf

## Public Sector



Lee Garden One  
13,100 sf

# THE STRONGEST QUARTERLY NET ABSORPTION AFTER Q2 2019

Supported by end-user purchases and flight-to-quality activities

Submarkets	2021	2022	2023	2024	2025 YTD	Q4 24	Q1 25	Q2 25	Q3 25	Q4 25 QTD*
Greater Central	10,400	-224,400	-330,500	138,200	468,800	29,300	103,700	84,200	83,400	197,400
Wanchai / Causeway Bay	-261,700	181,300	-59,800	196,200	278,300	28,900	32,500	-14,900	99,200	161,500
Hong Kong East	-241,500	105,400	-118,400	-79,300	233,500	-58,200	-6,400	81,400	128,400	30,100
Hong Kong South	-20,800	46,900	-17,300	4,100	96,100	36,300	-11,200	5,400	25,900	76,000
Greater Tsimshatsui	-152,500	37,400	-259,400	192,300	159,700	39,800	61,100	23,100	90,300	-14,800
Kowloon East	-59,300	1,500	216,800	642,300	-342,200	42,700	-120,000	-77,400	-154,800	9,900
Kowloon West	146,800	102,400	309,800	3,900	197,500	1,420	83,700	-30,500	128,700	15,600
<b>Overall</b>	<b>-578,700</b>	<b>250,600</b>	<b>-258,800</b>	<b>1,097,600</b>	<b>1,091,800</b>	<b>120,200</b>	<b>143,700</b>	<b>71,400</b>	<b>401,000</b>	<b>475,700</b>

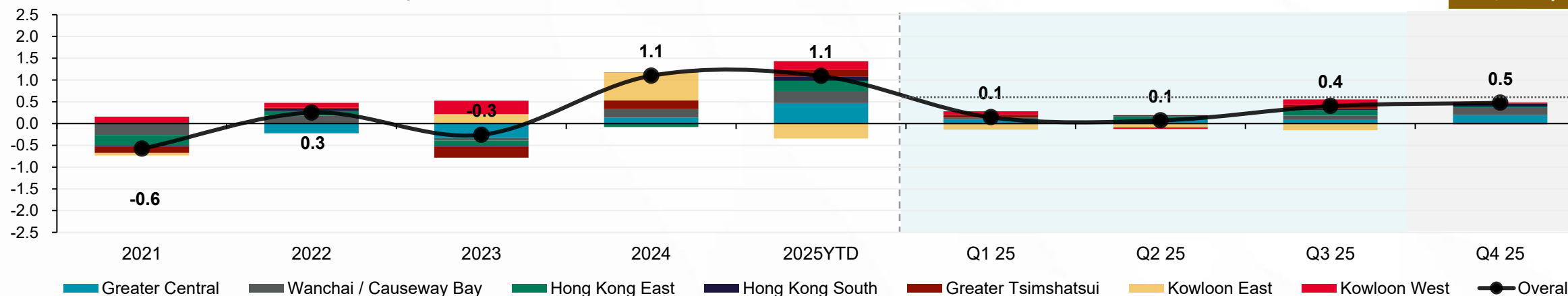
Note: Data as of mid-November 2025

Absorption (million sf, NFA)

Y-o-Y Comparison

Q-o-Q Comparison

**Q2 2019**  
**513,700 sq ft**



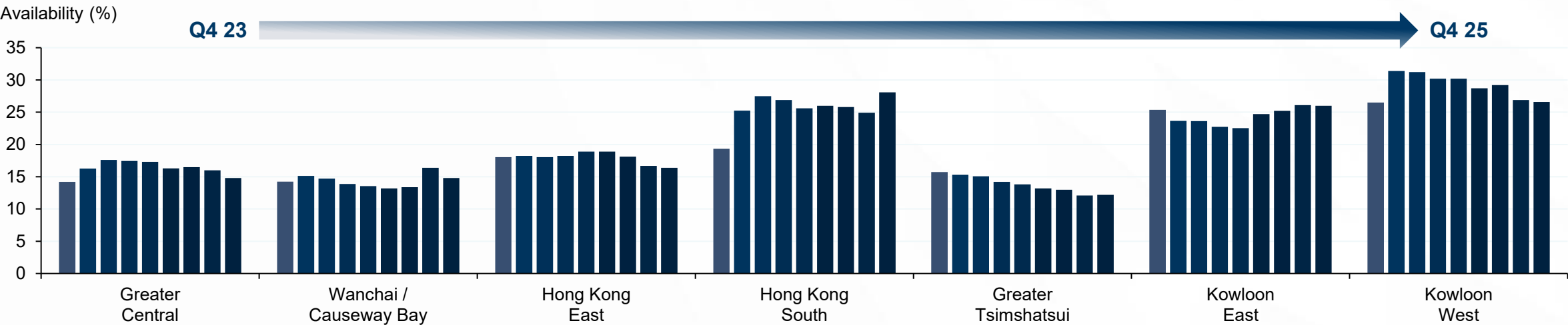
Source: Cushman & Wakefield Research

# OVERALL AVAILABILITY RATE FELL DUE TO IMPROVED NET ABSORPTION

The divergence between core and non-core submarkets is getting more notable

Submarkets	Q4 23	Q1 24	Q2 24	Q3 24	Q4 24	Q1 25	Q2 25	Q3 25	Q4 25 QTD
Greater Central	14.2%	16.3%	17.6%	17.5%	17.3%	16.3%	16.5%	16.0%	14.8%
Wanchai / Causeway Bay	14.2%	15.1%	14.1%	13.9%	13.6%	13.2%	13.4%	16.4%	14.8%
Hong Kong East	18.0%	18.2%	18.1%	18.3%	18.9%	18.9%	18.1%	16.7%	16.4%
Hong Kong South	19.3%	25.3%	27.5%	26.9%	25.6%	26.0%	25.8%	24.9%	28.1%
Greater Tsimshatsui	15.7%	15.3%	15.1%	14.2%	13.8%	13.2%	13.0%	12.1%	12.2%
Kowloon East	25.4%	23.7%	23.5%	22.7%	22.5%	24.7%	25.2%	26.1%	26.0%
Kowloon West	26.5%	31.4%	31.2%	30.2%	30.2%	28.7%	29.2%	26.9%	26.6%
Overall Availability*	18.8%	19.6%	19.7%	19.3%	19.1%	19.2%	19.3%	19.2%	18.8%

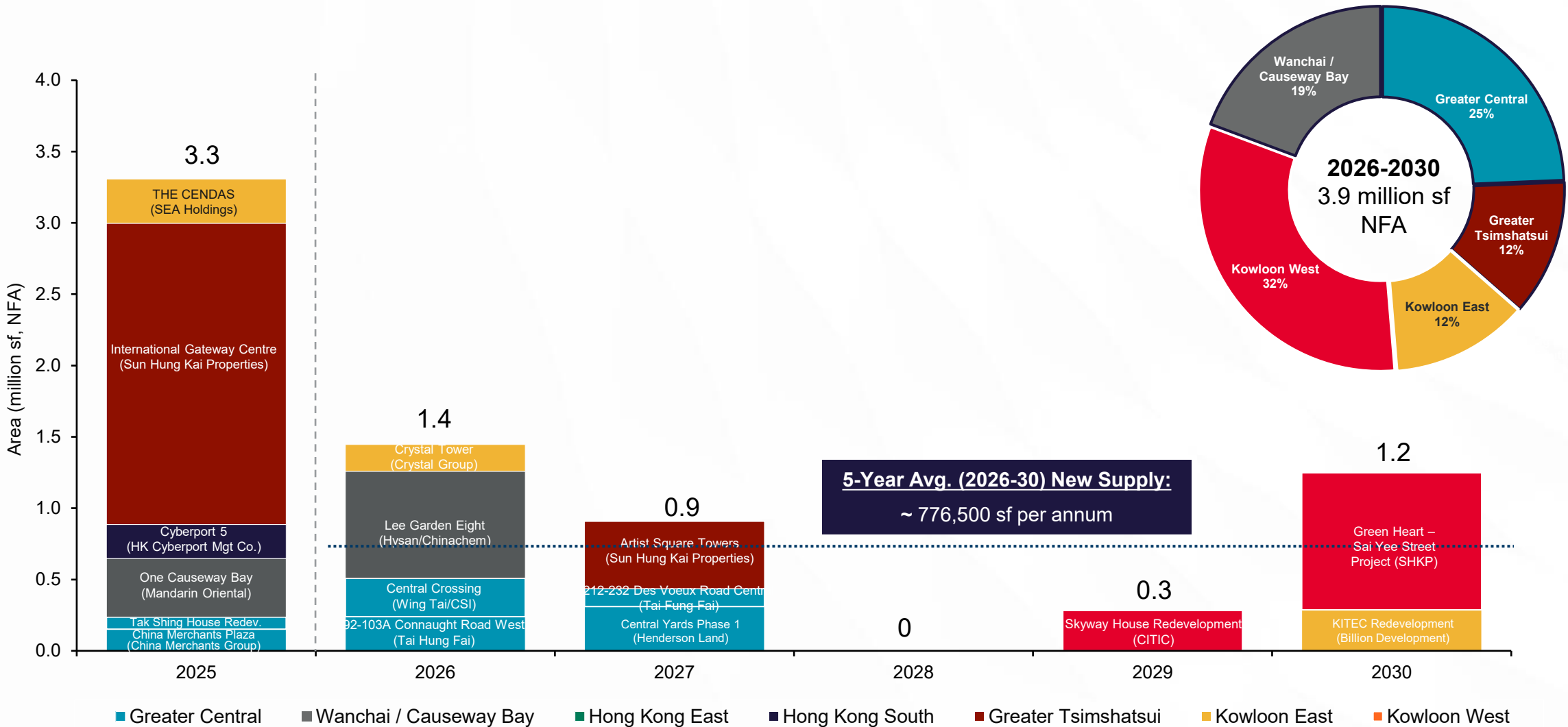
Note: Availability includes confirmed leasing stock that is currently vacant or becoming vacant over the next 12 months. Numbers highlighted in red indicates a q-o-q decline of availability rate  
Note: Data as of mid-November 2025



Source: Cushman & Wakefield Research

# FUTURE SUPPLY PIPELINE

New completions gradually taper off beyond 2025, but will edge up again in 2030



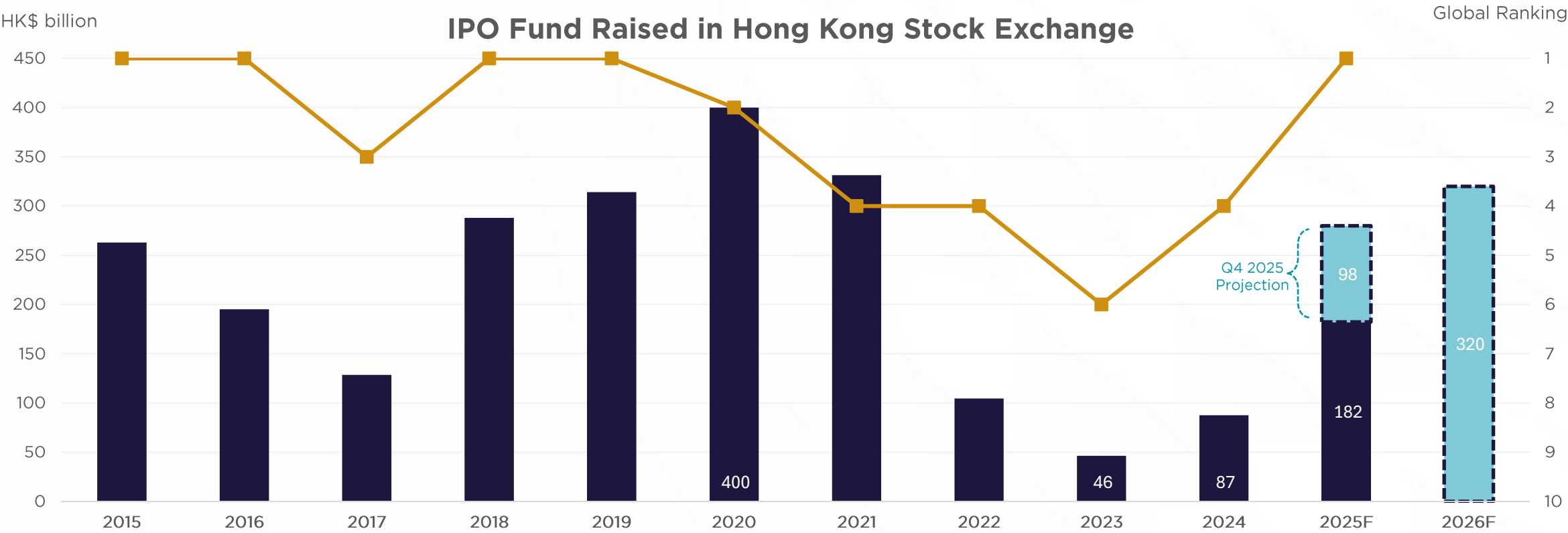
Source: Cushman & Wakefield Research



# IPO REVIVAL TO FAVOUR BANKING & FINANCE + PROFESSIONAL SERVICES SECTORS

IPO fund raised is projected to grow further by 14% YoY in 2026

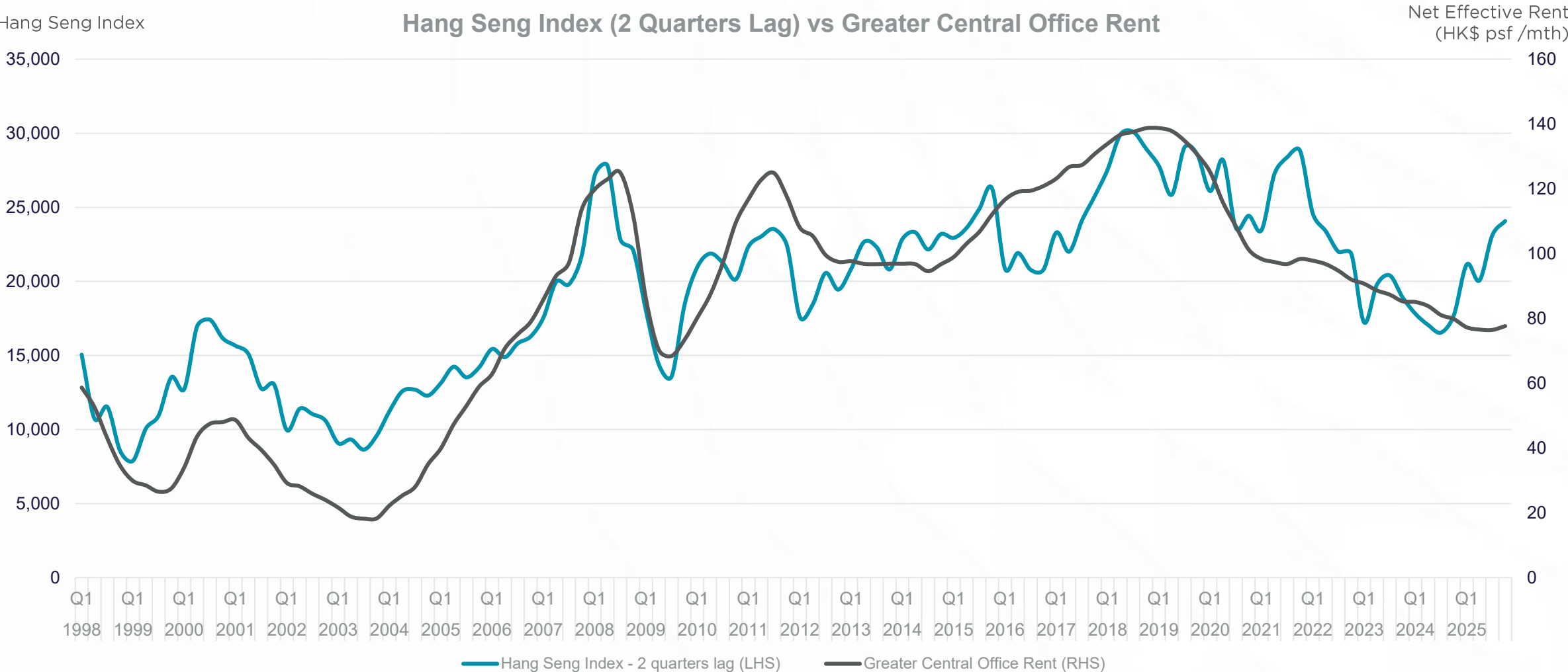
	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	Q1-Q3 2025	2025F	YoY%	2026F	YoY%
IPO Fund Raised (HK\$ billion)	263.1	195.3	128.5	288.0	314.2	400.1	331.3	104.6	46.3	87.5	182.3	280	+218%	320	+14%



Source: Hong Kong Stock Exchange, Ernst & Young

# OFFICE RENT VS. LAGGED HANG SENG INDEX (HSI)

HSI (2 Quarters Lag) and Greater Central Office rent tend to move in tandem



Source: Cushman & Wakefield Research, data up to November

# Office Market 2025 Review & 2026 Outlook

## Key Takeaways



1

Underpinned by the improved market sentiment brought by recovery of IPO and stock market, Q4 net absorption reached 475,700 sf, the highest level after Q2 2019.

2

Overall office rents in November edged up by 0.1% (vs. September 2025), while Greater Central and Greater Tsimshatsui began to pick up in the same period.

3

The recovery of IPO market has supported positive market sentiment and downstream office demand, from banking & finance and professional services firms

4

Rental divergence between prime offices and other decentralized areas will be more pronounced. Landlords of new projects will need to offer more incentives improve the occupancy.

5

We forecast overall office rent to fluctuate within a  $\pm 1\%$  range in 2026, amid the improved market sentiment but abundant new supply pipeline.

# 02

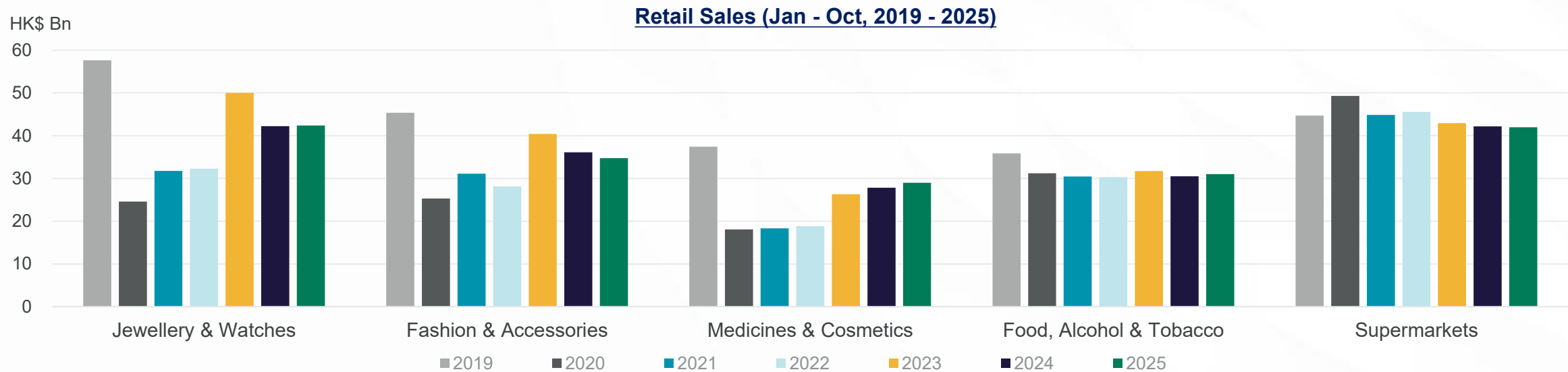
## RETAIL MARKET



# RETAIL SALES CONTINUED TO STABILIZE AND RECOVER

Improved tourist arrivals and sustained local consumption provided support to the retail market

Retail Sales (HK\$ Bn)	Jan – Oct						2025	Y-o-Y Δ
	2019	2020	2021	2022	2023	2024		
Jewellery & Watches	57.67	24.60	31.78	32.26	50.00	42.22	42.37	0.3%
Fashion & Accessories	45.39	25.31	31.11	28.12	40.42	36.10	34.74	-3.8%
Medicines & Cosmetics	37.44	18.06	18.33	18.85	26.33	27.85	28.99	4.1%
Food, Alcohol & Tobacco	35.86	31.23	30.45	30.31	31.71	30.50	31.01	1.7%
Supermarkets	44.72	49.32	44.87	45.56	42.94	42.19	41.97	-0.5%
Total	365.06	266.38	288.91	286.79	336.14	312.32	311.70	-0.2%



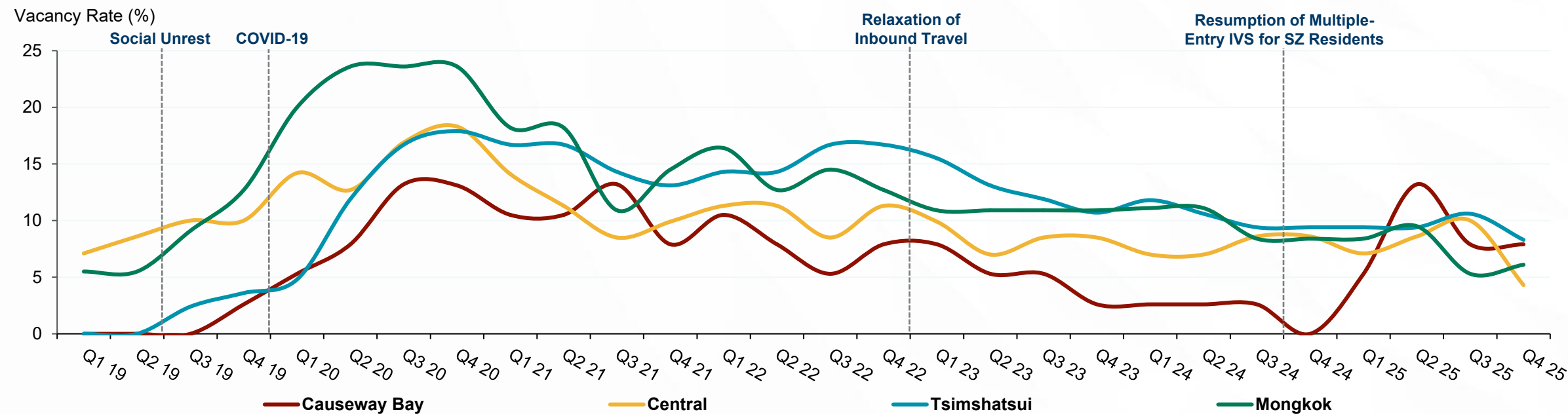
Source: Hong Kong Census & Statistics Department; Cushman & Wakefield Research



# OVERALL VACANCY RATE CONTINUED TO TREND DOWNWARD

New leases filling up available spaces in Central

Districts	2019	2020	2021	2022	2023	2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025
Causeway Bay	2.6%	13.1%	7.9%	7.9%	2.6%	0.0%	5.3%	13.2%	7.9%	7.9%
Central	10.0%	18.3%	9.9%	11.3%	8.5%	8.6%	7.1%	8.6%	10.0%	4.3%
Tsimshatsui	3.6%	17.9%	13.1%	16.7%	10.7%	9.4%	9.4%	9.4%	10.6%	8.3%
Mongkok	12.7%	23.6%	14.5%	12.7%	10.9%	8.4%	8.4%	9.5%	5.3%	6.1%
Overall	7.3%	18.5%	11.7%	12.9%	8.9%	7.6%	8.0%	9.7%	8.3%	6.6%

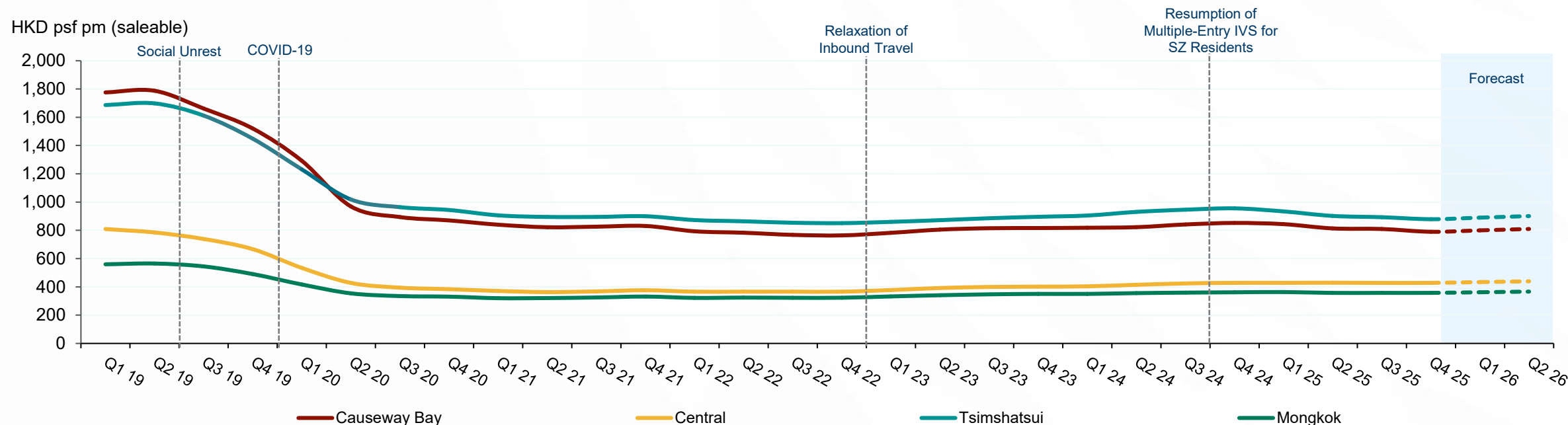


\* Causeway Bay: Russell Street, Kai Chiu Road; Tsimshatsui: Canton Road, Haiphong Road; Central: Queen's Road Central, Pedder Street; Mongkok: Sai Yeung Choi Street South, Argyle Street  
Source: The Land Registry; Market Info; Cushman & Wakefield Research

# Q4 HIGH STREET RENTS MORE RESILIENT IN CENTRAL AND MONGKOK

Rents are expected to recover modestly in a range of 2% to 3% in 1H 2026

Districts	2019	2020	2021	2022	2023	2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q-o-Q Δ	Y-o-Y Δ	1H 2026F
Causeway Bay	\$1,520	\$870	\$831	\$764	\$816	\$852	\$844	\$814	\$810	\$790	-2.4%	-7.3%	+2% ~ +3%
Central	\$667	\$384	\$376	\$366	\$402	\$429	\$429	\$430	\$428	\$429	0.1%	0.0%	
Tsimshatsui	\$1,448	\$944	\$900	\$851	\$896	\$956	\$934	\$902	\$893	\$879	-1.6%	-8.0%	
Mongkok	\$491	\$331	\$332	\$323	\$350	\$362	\$363	\$357	\$358	\$358	0.0%	-1.1%	

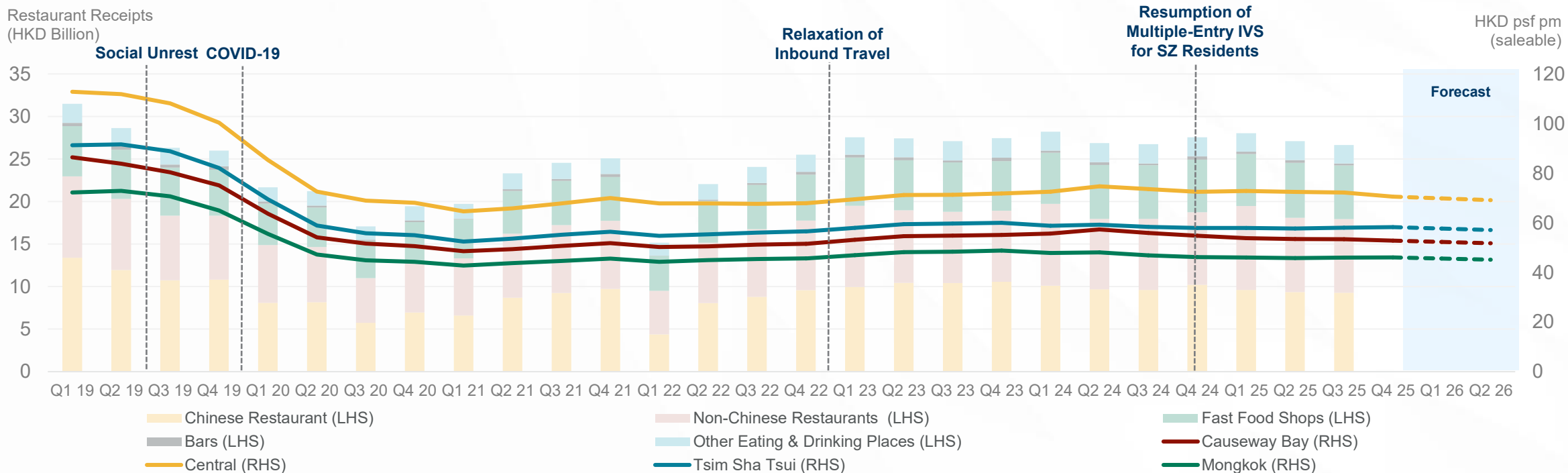


\* Causeway Bay: Russell Street, Kai Chiu Road; Tsimshatsui: Canton Road, Haiphong Road; Central: Queen's Road Central, Pedder Street; Mongkok: Sai Yeung Choi Street South, Argyle Street  
Source: The Land Registry; Market Info; Cushman & Wakefield Research

# F&B RENTS REMAINED UNDER PRESSURE AMID HIGH AVAILABILITY

Landlords are retaining existing fit-outs and equipment to reduce setup costs and attract new tenants

Districts	2019	2020	2021	2022	2023	2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q-o-Q Δ	Y-o-Y Δ	1H 2026F
Causeway Bay	\$75.1	\$50.6	\$51.8	\$51.5	\$55.1	\$54.8	\$53.8	\$53.5	\$53.4	\$52.8	-1.1%	-3.6%	-1% ~ -3%
Central	\$100.3	\$68.1	\$69.9	\$67.9	\$71.8	\$72.5	\$72.8	\$72.5	\$72.2	\$70.5	-2.3%	-2.7%	
Tsimshatsui	\$82.1	\$55.0	\$56.4	\$56.5	\$60.0	\$57.9	\$57.9	\$57.7	\$58.0	\$58.3	0.4%	0.6%	
Mongkok	\$65.0	\$44.3	\$45.5	\$45.6	\$48.8	\$46.2	\$46.0	\$45.8	\$46.0	\$46.1	0.2%	-0.3%	



Source: The Land Registry; Market Info; Cushman & Wakefield Research



## Retail Market 2025 Review & 2026 Outlook

### Key Takeaways

1

Retail sales showed signs of stabilization, with monthly sales recorded y-o-y increase since May 2025, backed by improved tourist arrivals and sustained local consumption

2

Overall vacancy rate has continued to trend downward for two consecutive quarters, suggesting a recovering leasing demand

3

F&B rents remained under pressure, driven by high availability across semi-retail floors in commercial buildings

4

We expect overall high street retail rents to slightly pick up 2% to 3% in 1H 2026, but F&B rents to retreat 1% to 3%

5

The Southbound Travel Scheme for Guangdong Vehicles is expected to bring higher footfall and tourist spending at signature malls and across overall retail market





03

**RESIDENTIAL  
MARKET**



# RESIDENTIAL SALES MOMENTUM SUSTAINED

Monthly transactions reached >5,000 units for 9 consecutive months since March

Month	2012	...	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	Y-o-Y Change
Jan	3,507	...	6,412	2,045	3,286	5,270	4,543	2,762	4,562	4,275	3,051	3,477	3,626	4%
Feb	3,884	...	6,027	1,807	4,079	5,482	4,089	3,572	6,125	2,912	4,282	2,375	3,200	35%
Mar	11,358	...	4,329	2,369	5,856	4,263	5,231	3,870	7,444	2,869	6,690	3,971	5,367	35%
Apr	8,217	...	4,549	4,494	7,060	6,646	7,822	4,102	7,325	3,897	4,583	8,551	5,694	-33%
May	8,349	...	5,168	4,586	5,732	5,522	8,208	5,984	7,084	6,202	4,003	5,546	5,105	-8%
Jun	5,886	...	5,776	4,620	6,100	6,713	4,627	6,987	7,591	4,826	3,613	3,856	5,955	54%
Jul	5,709	...	5,393	4,243	3,515	6,091	4,805	6,133	7,579	3,671	3,065	3,723	5,766	55%
Aug	8,087	...	3,896	5,821	4,014	4,822	4,084	4,358	5,546	4,137	3,247	3,654	5,291	45%
Sep	7,301	...	4,263	7,826	5,629	3,500	3,447	5,024	5,844	3,875	2,862	2,848	5,643	98%
Oct	8,714	...	3,300	6,601	5,289	4,243	4,001	4,951	4,643	3,148	2,123	4,697	5,714	22%
Nov	7,035	...	2,826	6,739	5,694	2,635	5,756	6,070	5,409	2,731	2,554	6,298	5,588	-11%
Dec	3,286	...	4,043	3,550	5,337	2,060	3,184	6,067	5,145	2,507	2,929	4,103	5,100*	24%
Total	81,333	...	55,982	54,701	61,591	57,247	59,797	59,880	74,297	45,050	43,002	53,099	62,049	17%

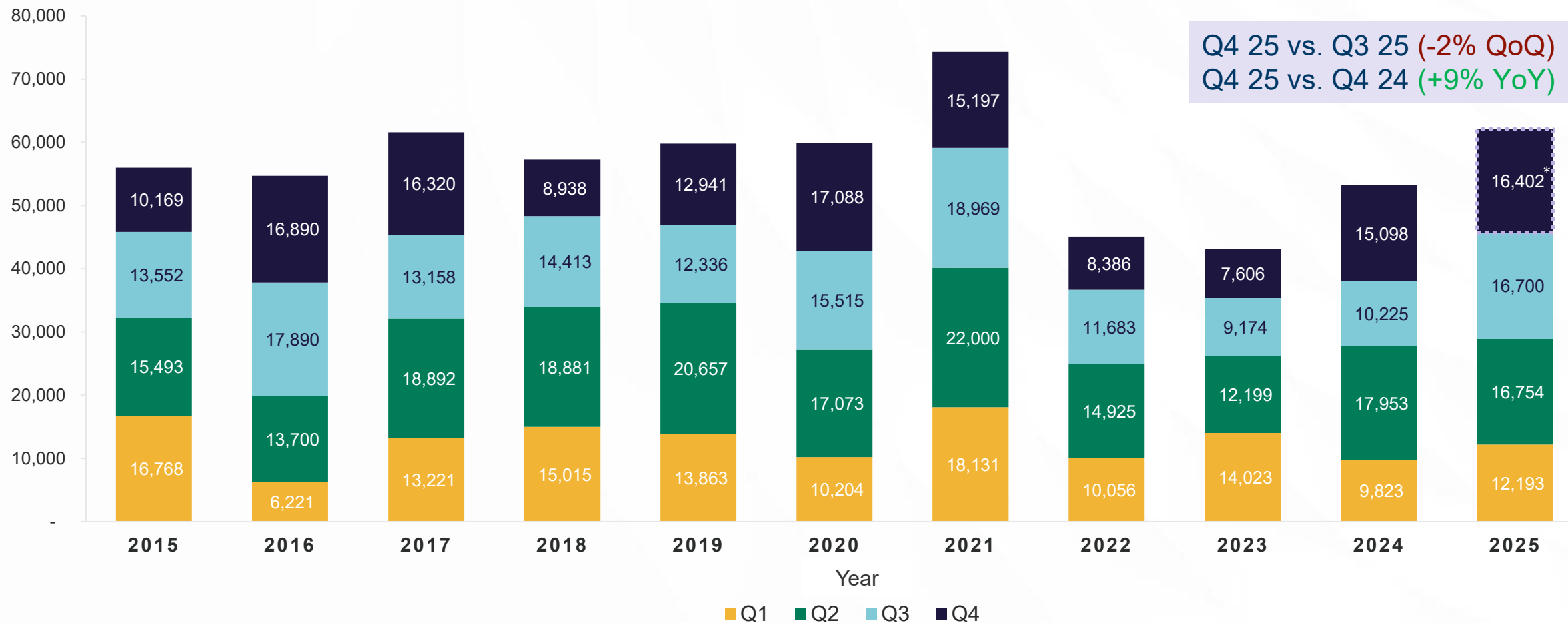
Note: S&Ps: Sales & Purchase Agreements  
 \*Estimated by Cushman & Wakefield  
 Source: Land Registry; Cushman & Wakefield Research

Q4 25 vs. Q3 25 (-2% QoQ)  
 Q4 25 vs. Q4 24 (+9% YoY)

# TOTAL RESIDENTIAL S&PS – HISTORICAL COMPARISON

Expected to reach circa 16,400 cases in Q4 2025, up 9% y-o-y

No. of Residential S&Ps



Note: S&Ps: Sales & Purchase Agreements

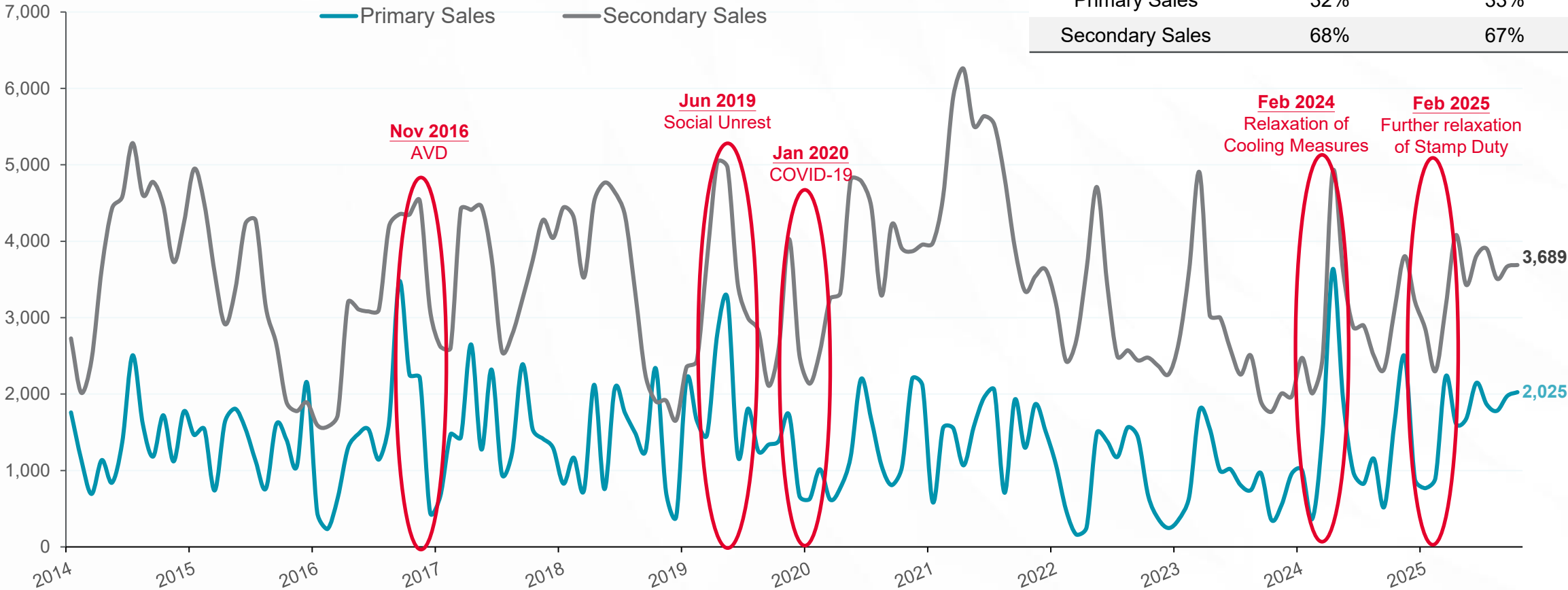
\*Estimated by Cushman & Wakefield

Source: Land Registry; Cushman & Wakefield Research

# PRIMARY AND SECONDARY SALES

New residential developments continued to attract homebuyers

No. of Residential S&Ps



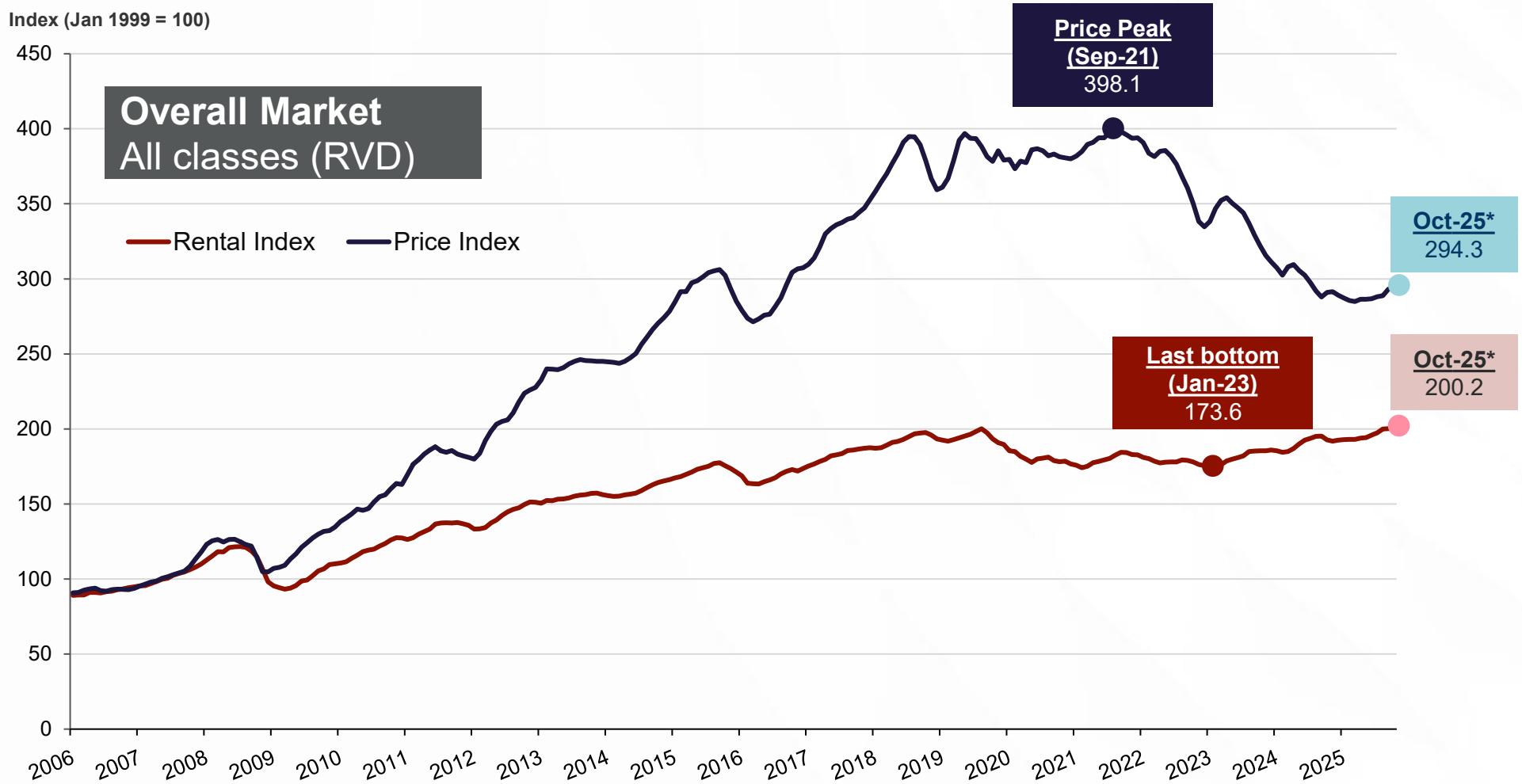
Breakdown of Residential Sales (%)

	2024	Jan - Oct 2025
Primary Sales	32%	33%
Secondary Sales	68%	67%

Notes: AVD is short for Ad Valorem Stamp Duty  
Source: Land Registry; Cushman & Wakefield Research

# HOME PRICES ROSE FOR A FIFTH CONSECUTIVE MONTH IN OCTOBER

Price adjustment turned positive year-to-date



Price Changes (%) Oct 2025*	
YTD	+1.8%
Y-o-Y	+1.1%
From Sep-21 (Historical Peak)	-26.1%

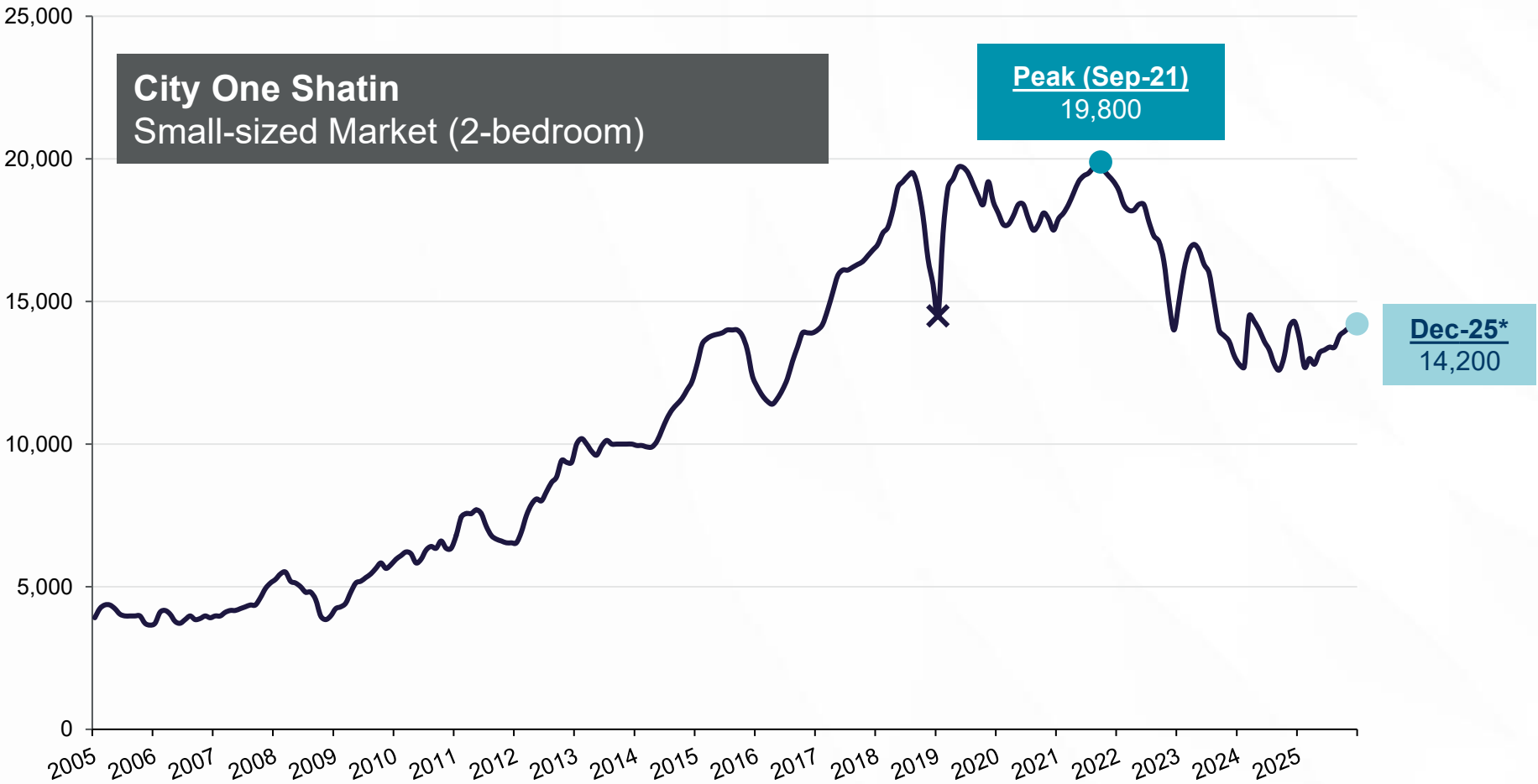
Rental Changes (%) Oct 2025*	
YTD	+4.0%
Y-o-Y	+3.9%
From Jan-23 (Last bottom)	+15.3%

\* Preliminary figure from Rating & Valuation Department as of Oct 2025  
Source: Rating & Valuation Department; Cushman & Wakefield Research

# MASS MARKET RESIDENTIAL PRICE

Prices at City One Shatin continued to rise by 2.9% q-o-q in Q4

HKD psf (Saleable)



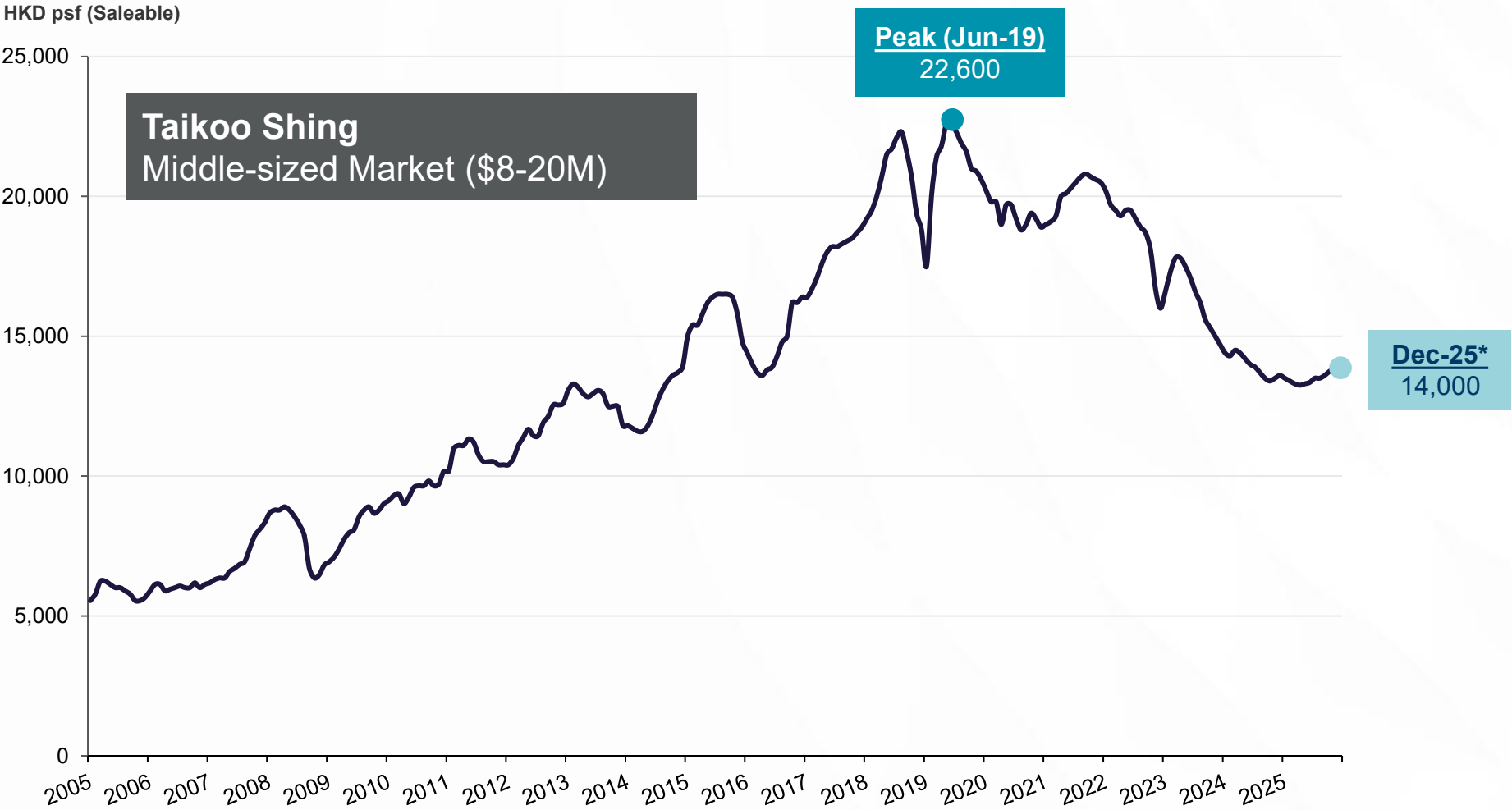
Residential Price Changes (%) Dec 2025*	
Q-o-Q	+2.9%
Y-o-Y	-0.7%
From Sep-21 (Historical Peak)	-28.3%

\* Estimated by Cushman & Wakefield  
Source: Cushman & Wakefield Research



# MIDDLE MARKET RESIDENTIAL PRICE

Prices at Taikoo Shing (Kao Shan Terrace) increased by 2.9% both q-o-q and y-o-y



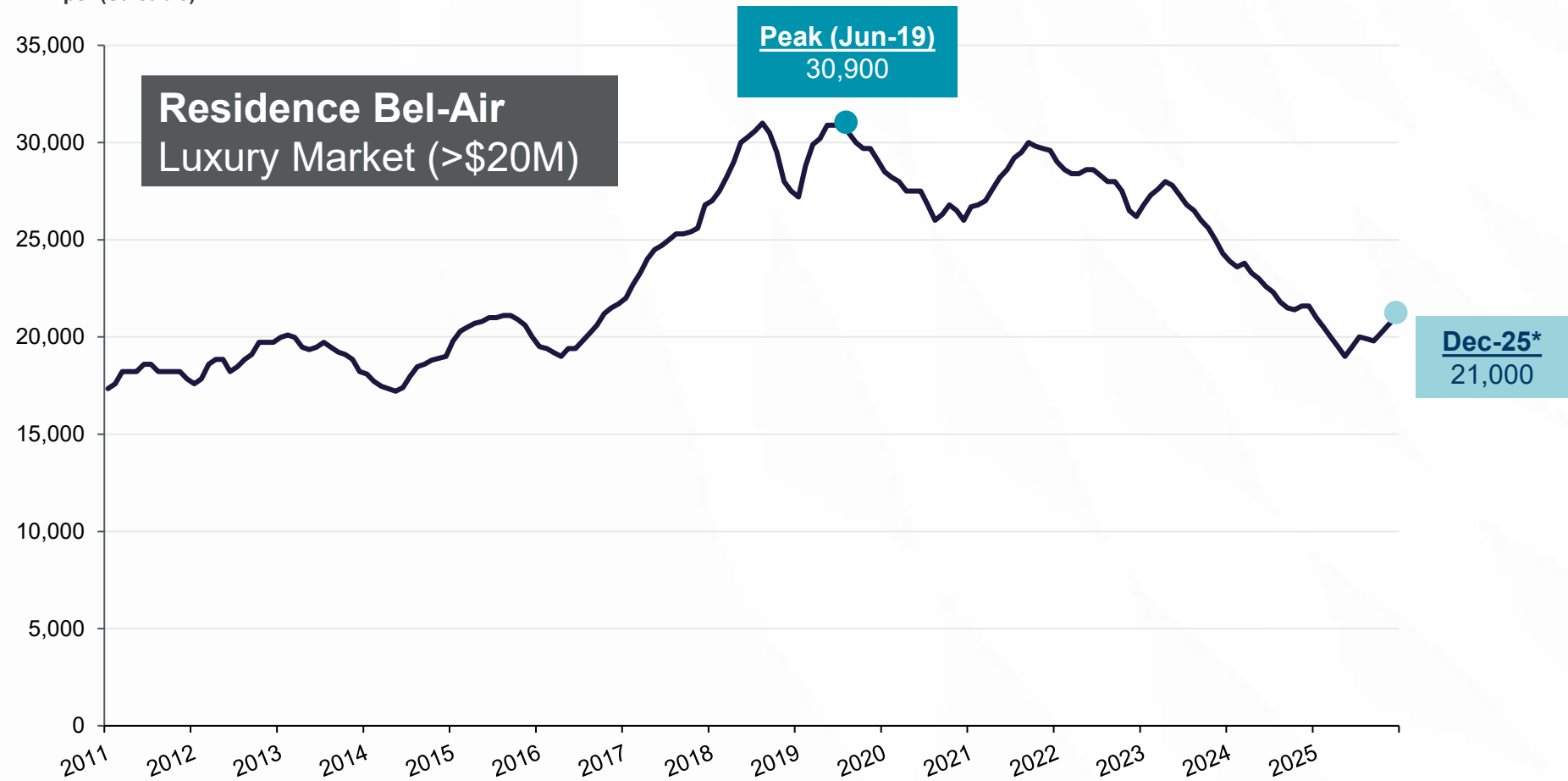
Residential Price Changes (%) Dec 2025*	
Q-o-Q	+2.9%
Y-o-Y	+2.9%
From Jun-19 (Historical Peak)	-38.1%

\* Estimated by Cushman & Wakefield  
Source: Cushman & Wakefield Research

# LUXURY MARKET RESIDENTIAL PRICE

Prices at Residence Bel-Air (Phase 2) rebounded at 6.1% q-o-q

HKD psf (Saleable)



Residential Price Changes (%) Dec 2025*	
Q-o-Q	+6.1%
Y-o-Y	-2.8%
From Jun-19 (Historical Peak)	-32.0%

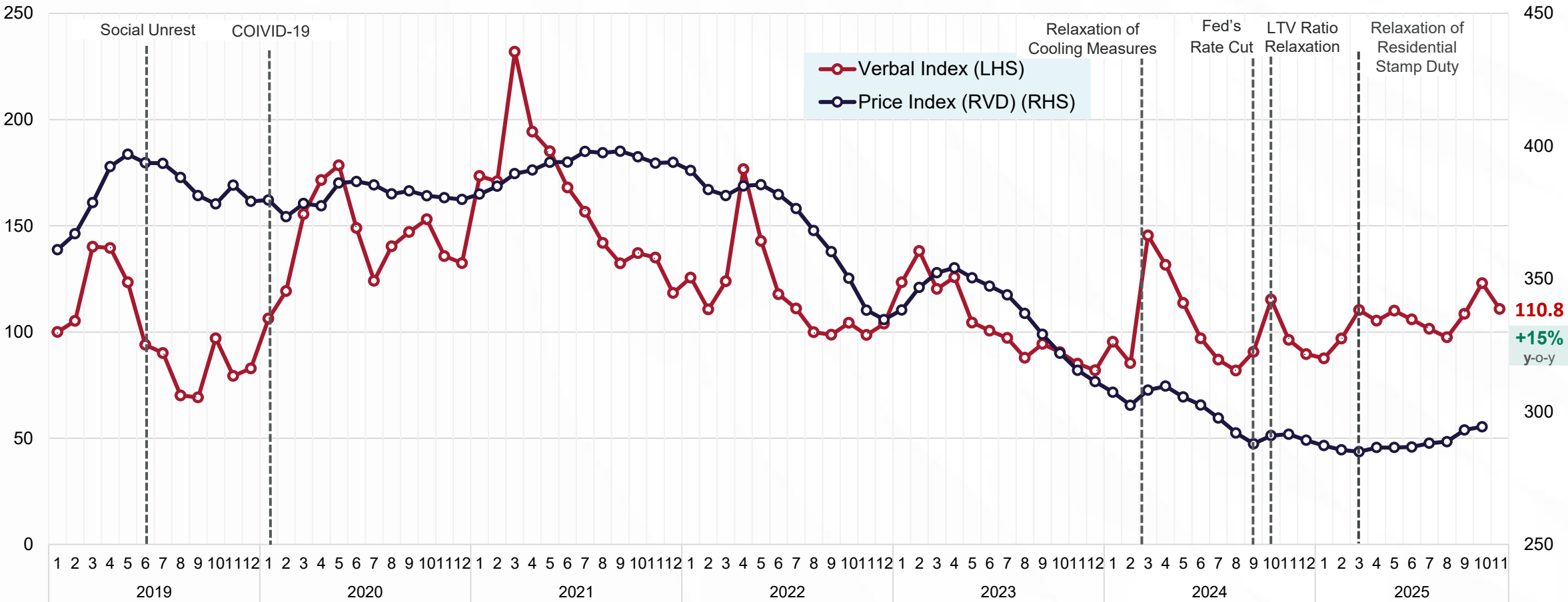
\* Estimated by Cushman & Wakefield  
Source: Cushman & Wakefield Research

# C&W VERBAL ENQUIRY INDEX: A LEADING INDICATOR TO HOUSING SENTIMENT

Momentum supported by renewed buyer confidence and rising residential rental yields

Verbal Index  
(Jan 2019 = 100)

Price Index  
(1999= 100)



Source: Rating & Valuation Department; Cushman & Wakefield Research



## Residential Market 2025 Review & 2026 Outlook

### Key Takeaways

1

Residential market sentiment continued to be strengthened amid rate-cut expectations and solid rental demand

2

Home sales momentum sustained, with Q4 2025 residential S&P expected to record a 9% increase y-o-y, bringing 2025 total number to approx. 62,000 units, up 17% annually

3

According to C&W data, as of early-Dec 2025, overall mass market home prices rose by around 3% y-o-y from 2024

4

2026 transaction volume: expected to be similar to 2025-level of circa 60,000 units

5

2026 home prices: to pick up within 5% y-o-y range



An aerial photograph of Hong Kong, showing a dense urban landscape with numerous high-rise buildings. The city is situated on a peninsula, with a large body of water (Victoria Harbour) in the background. The sky is blue with scattered white clouds. The number '04' is overlaid in a large, light blue font on the left side of the image.

# 04

**INVESTMENT  
MARKET**



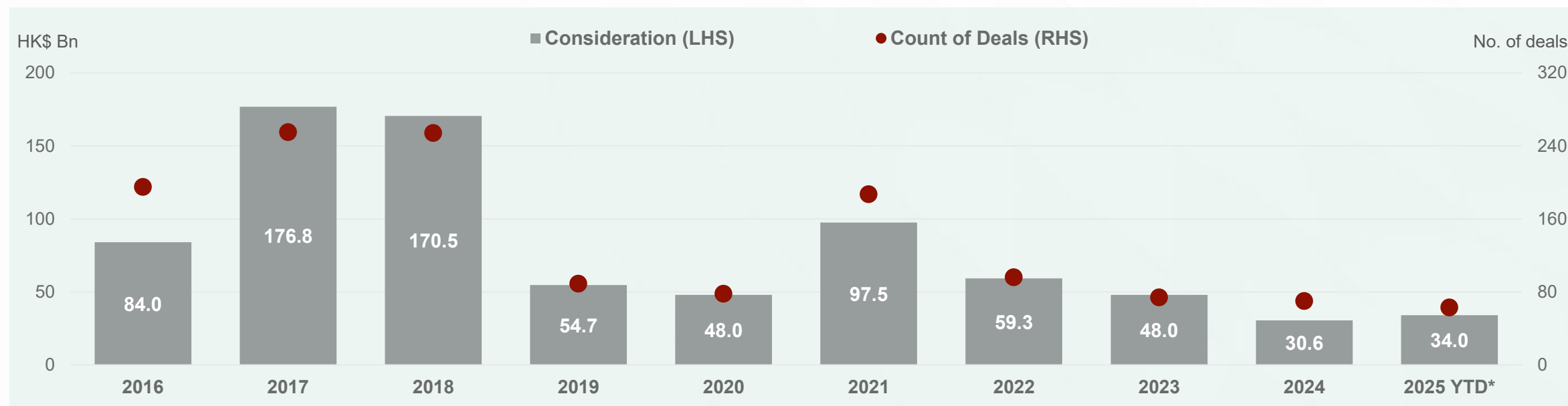
## 2025 OVERALL INVESTMENT VOLUME PICKED UP SLIGHTLY

With a total of 63 deals concluded year-to-date\*

	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025 YTD*
<b>Deal count</b>	195	256	254	89	78	187	96	74	70	63
<b>Consideration (HK\$ Bn)</b>	84.0	176.8	170.5	54.7	48.0	97.5	59.3	48.0	30.6	34.0
<b>Avg deal size (HK\$ Mn)</b>	431	691	671	615	615	522	617	649	437	540

Note: Transactions with deal size ≥HK\$100M were recorded, covering office, retail, industrial, hotel, mixed-used, car parks and private site transactions

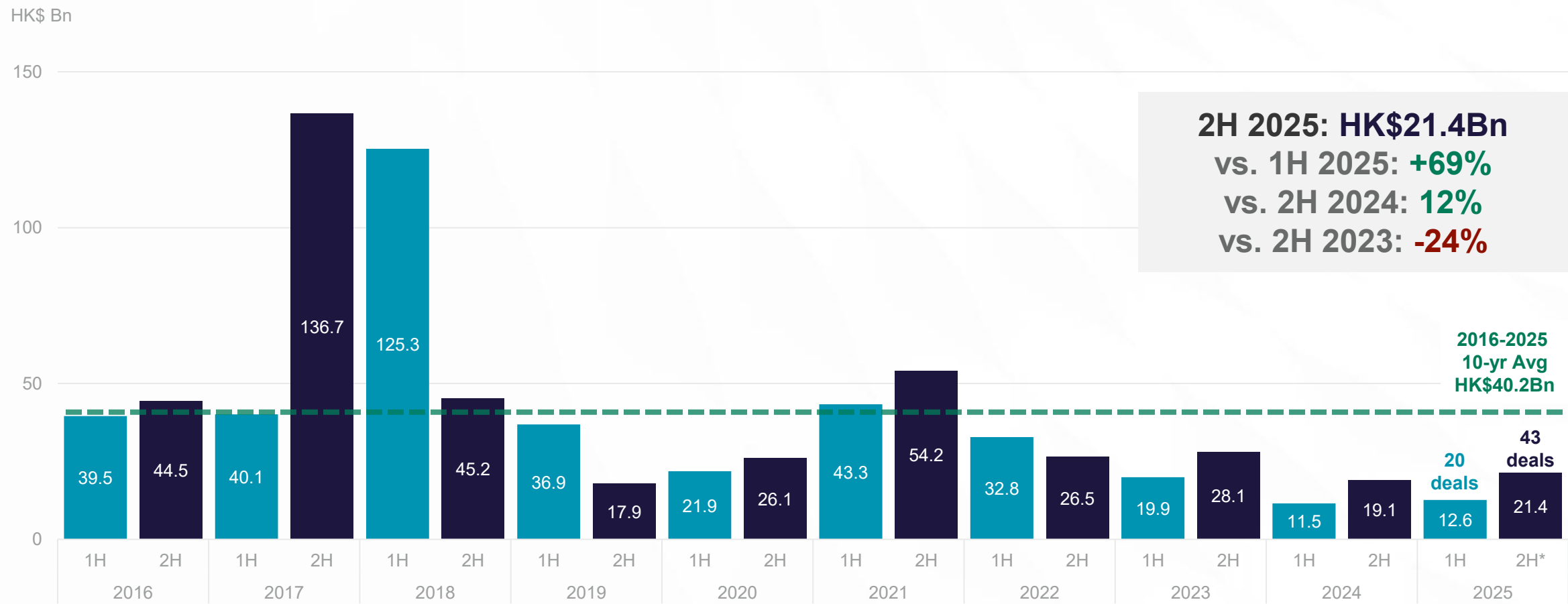
\*Data as of 08 Dec 2025



Source: Cushman & Wakefield Research

# INVESTMENT MARKET PERFORMANCE STRENGTHENED IN 2H 2025

In terms of both no. of deals and total consideration

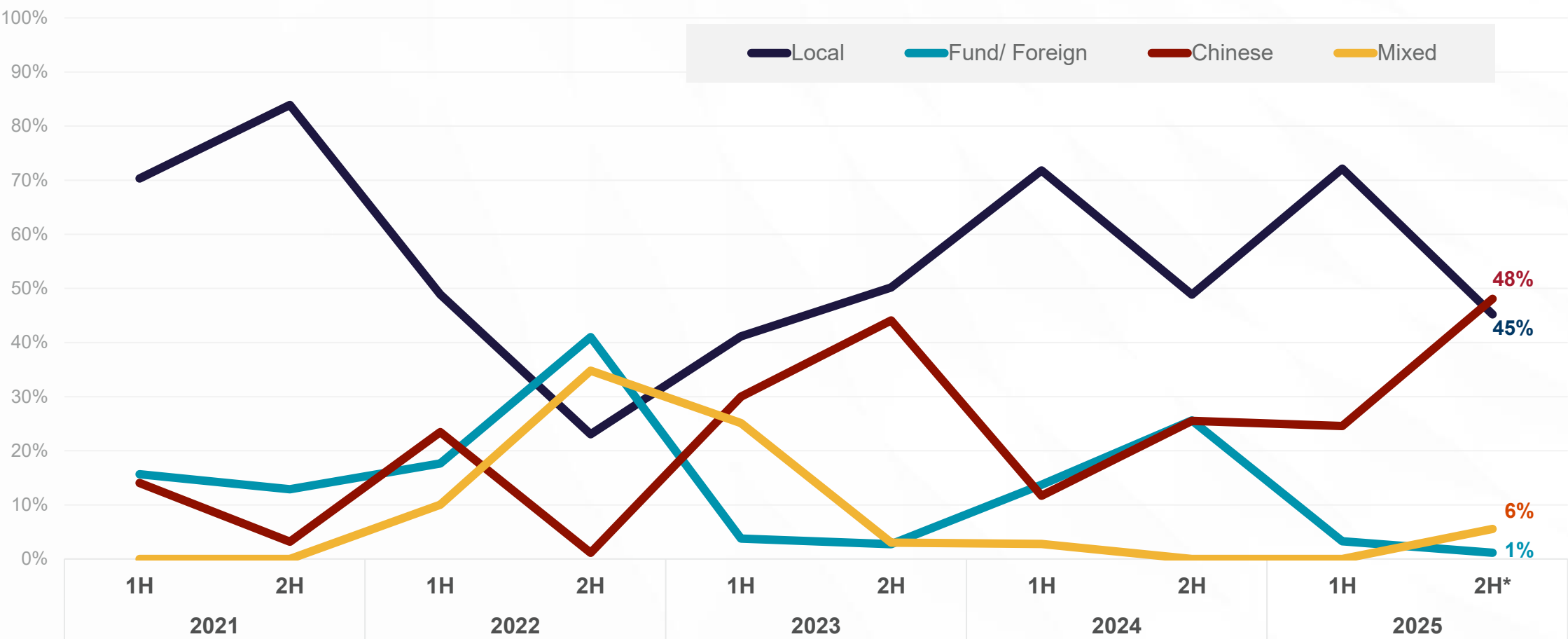


\*Data as of 08 Dec 2025  
Source: Cushman & Wakefield Research

# CHINESE INVESTORS BECAME THE MAJOR SOURCE OF CAPITAL

With several large ticket deals for self-use

Investment Transactions by Investor Type (by Consideration, %)



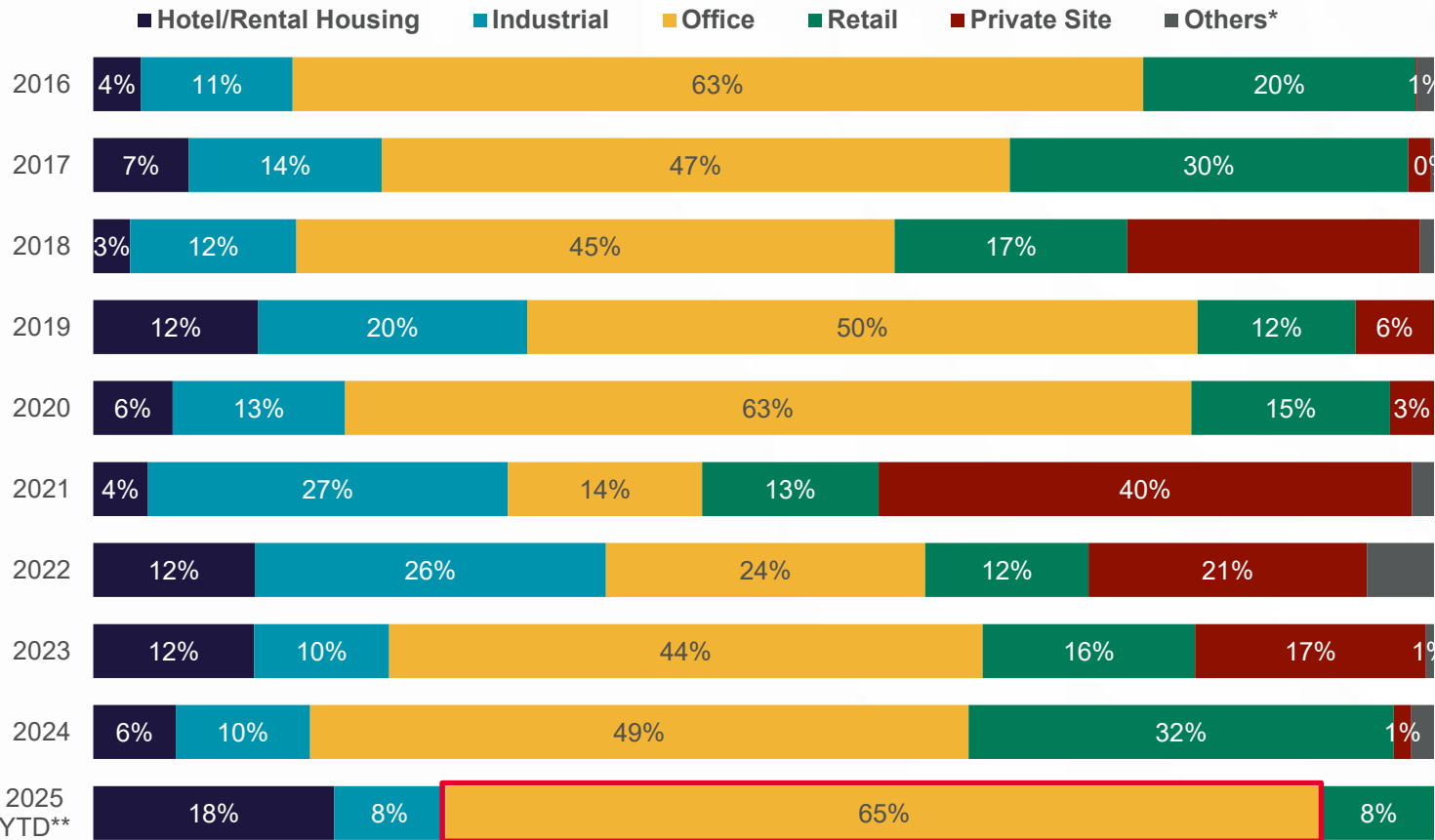
\*Data as of 08 Dec 2025

Source: Cushman & Wakefield Research

# OFFICE TRANSACTIONS DOMINATED INVESTMENT MARKET (BY VOLUME)

Supported by end-user purchases in core locations

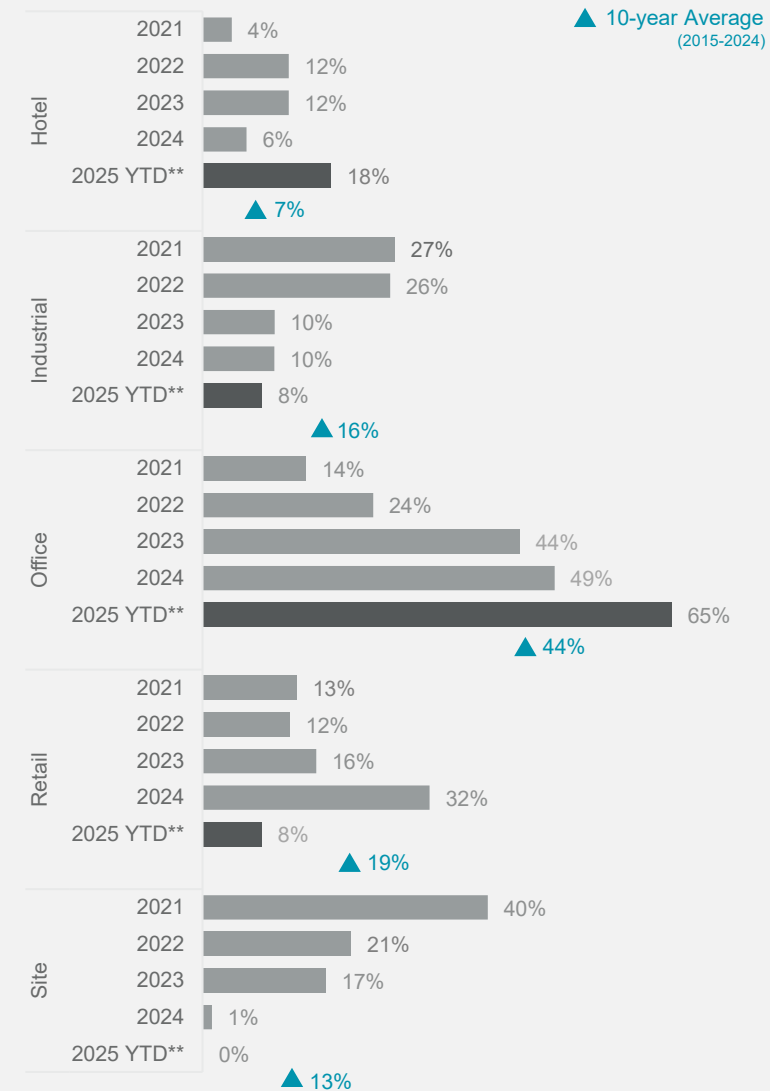
CRE Transactions by Sector (in Consideration, %)



\* "Others" includes mixed-use assets and carparks

\*\*Data as of 08 Dec 2025

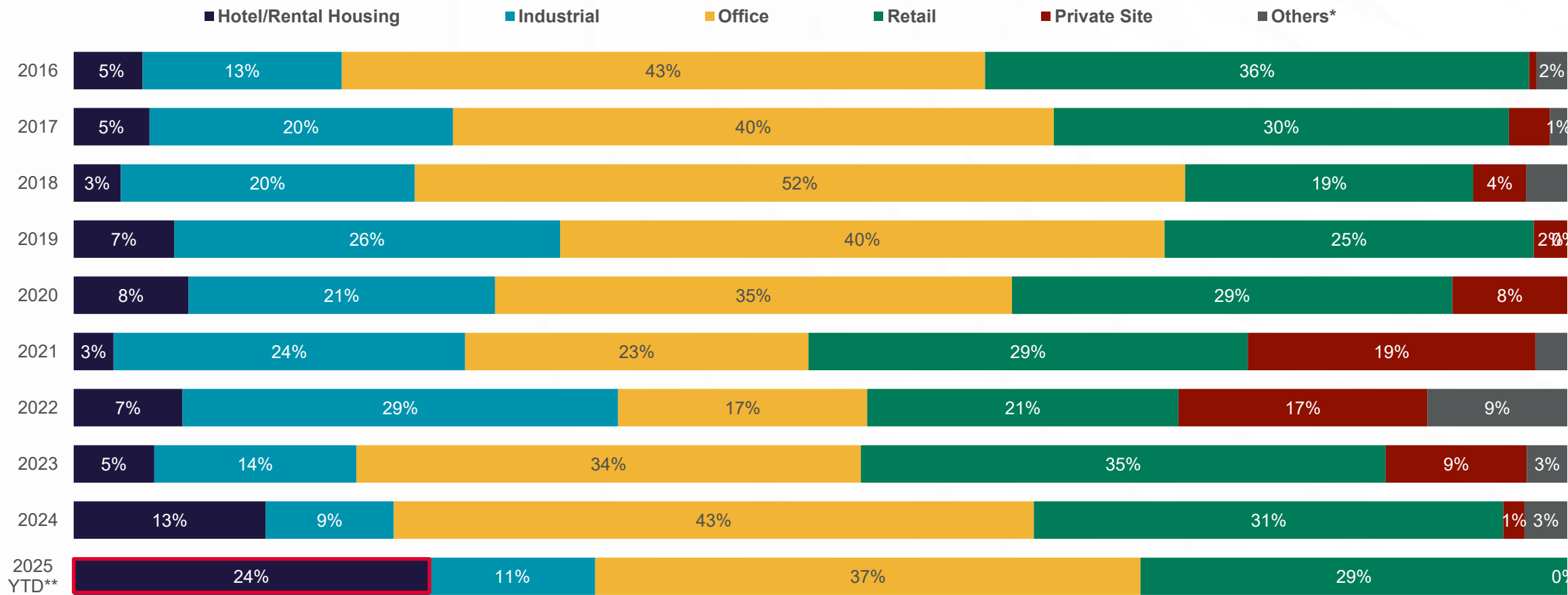
Source: Cushman & Wakefield Research



# BY DEAL COUNT, THE RENTAL HOUSING SECTOR ARE CATCHING ATTENTION

Living assets with conversion potential continued to be sought after

CRE Transactions by Sector (By Number of Deals, %)



\* "Others" includes mixed-use assets and carparks

\*\*Data as of 08 Dec 2025

Source: Cushman & Wakefield Research

# TRANSACTION HIGHLIGHTS

Local Capital
Chinese Capital
Mixed Capital

**Top 5 Office Transactions in 2025** - Self-use buyers dominating office market, accounting for almost 90% of office transaction volume

Date	Q4 2025Property/ Portfolio Name	District	Consideration (HK\$ mil)	GFA (sq ft)	Buyer	Seller	
Q4 2025	One Causeway Bay (top 13 floors)	Causeway Bay	7,200	301,600	Alibaba, Ant Group	Mandarin Oriental	Self-use
Q2 2025	One Exchange Square (top nine floors + two retail levels)	Central	6,300	147,000	HKEX	Hongkong Land	Self-use
Q4 2025	60 Gloucester Tower (En-bloc)	Wanchai	1,160	96,000	OCBC Bank	Emperor Group	Self-use
Q3 2025	122-126 Queen's Road Central (En-bloc)	Central	1,000	46,600	Soochow Securities	Tai Hung Fai	Self-use
Q4 2025	1-2A Humphreys Avenue (En-bloc)	Tsimshatsui	790	58,600	Local Investor	Local Investor	Self-use

**Top 5 Rental Housing Related Transactions in 2025** – Assets with conversion potential continued to be sought after

Date	Property	Property Type	Potential Use	District	Consideration (HK\$, mil)	No. of Units	Buyer	Seller
Q3 2025	CHI 138 (En-bloc)	Rental Housing	Rental Housing	Wanchai	550	107	Local Investor	CHI Residences
Q3 2025	Hotel Ease · Mong Kok (En-bloc)	Hotel → Student Housing		Mongkok	435	199	Wang On, Angelo Gordon	Local Investor
Q4 2025	The Bauhinia Hotel (En-bloc)	Hotel → Student Housing		Tsimshatsui	340	98	Local Investor	Local Investor
Q3 2025	Bonham Residence (En-bloc)	Rental Housing → Student Housing		Mid-Levels West	335	96	Centaline Investment	YWCA
Q3 2025	THE NATE (En-bloc)	Rental Housing	Rental Housing	Tsimshatsui	272	71	Local Investor	Receivership Deal

Note: Data as of 08 Dec 2025  
Source: Cushman & Wakefield Research





## Investment Market 2025 Review & 2026 Outlook

### Key Takeaways

1

Investment sentiment strengthened in 2025, driven by gradual interest rate cuts and attractive pricing. Total consideration stands at HK\$34.0 billion YTD (as of 08 Dec 2025), up 11.1% from 2024 full-year amount

2

The softer pricing level has made the office sector attractive to end-users and long-term investors, especially for those in prime locations

3

The market witnessed rising real estate demand from the Education sector, looking for both office and retail assets for campus expansion

4

Living sector continued to be sought after and comprised of nearly one-fourth of total no. of deals, supported by the proactive government initiatives

5

2026 total investment volume is forecasted to pick up and reach approx. HK\$40 billion, mainly driven by local and Chinese mainland capital



# Q&A SESSION



**John Siu**  
Managing Director  
Hong Kong



**Tom Ko**  
Executive Director  
Head of Capital Markets,  
Hong Kong



**Rosanna Tang**  
Executive Director  
Head of Research,  
Hong Kong



**Edgar Lai**  
Senior Director  
Valuation and Advisory Services,  
Hong Kong