



October 2025: Hong Kong Residential Monitor

Sales market activity gains further impetus

- Buyer enquiries and sales strengthen in October, led by owner-occupier demand
- House prices edge higher as near-term and 12-month expectations gain momentum
- Solid tenant demand seen pushing rental prices higher over the coming months

The October 2025 edition of the RICS-Spacious Hong Kong Residential Property Monitor points to broad-based strengthening across the sales market. This is reflected in the headline Confidence Index (Chart 1) rising from +4 in September to +19 in October, signalling a clear improvement in overall sentiment.

Conditions improve noticeably across the sales market

Buyer enquiries strengthened in October, rising from a net balance of +13% in September to +27%. A breakdown by buyer type shows mixed movements beneath this headline figure: the reading for mainland buyer interest remained broadly steady, easing marginally from +13% to +12%, while investor enquiries also saw little change (+10% vs +7% previously). In contrast, owner-occupier demand saw a pronounced uplift, rising from a net balance of +17% to +26%, making this segment the key driver of the overall rise in enquiries over the month.

Turning to agreed sales, the net balance strengthened markedly in October 2025, rising from 0% in September to a solid +15%. At the regional level, New Territories saw a rebound from -11% to +4%, Kowloon recorded a strong increase from +9% to +25%, while Hong Kong Island rose from +13% to +28%, with the latter two regions driving the overall gain in sales over the month. Looking at sales expectations over a three-month horizon, sentiment strengthened in the latest results, with the net balance rising sharply from +11% in September to +28%. Moreover, this represents a notable improvement from the deeply negative readings seen earlier in the year. Sales expectations over a 12-month horizon also jumped, increasing from +34% in September to +46%, reflecting a sharp boost in market confidence for the year ahead.

House prices now on an upward ascent

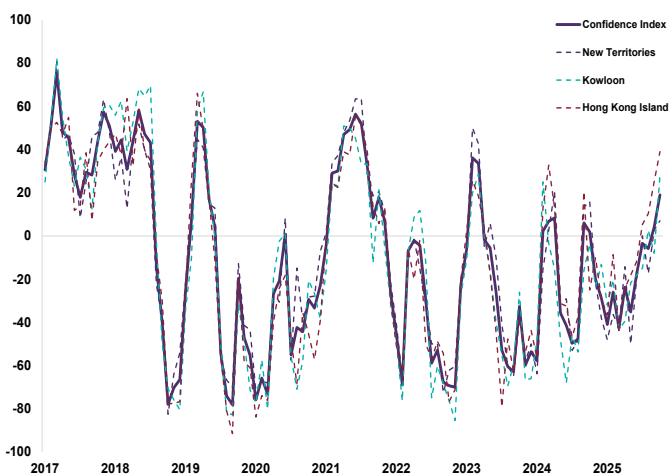
Looking at changes in house prices over the previous three months, the net balance for this metric strengthened in October, rising from +19% to +27% (a noteworthy turnaround following a sustained period of negative readings

beforehand). At the regional level, the New Territories saw a moderation from +33% to +17%. Meanwhile, Kowloon recorded a sharp increase from 0% to +46%, while Hong Kong Island rose from +11% to +23% Looking at price expectations for the coming three months, sentiment strengthened in the latest report, with the net balance picking up from -3% previously to +11%. In fact, this represents the first positive reading in over two years. Over the next 12 months, expectations also improved, rising from a net balance of +23% in September to +30%.

Rental market maintains strong momentum

Tenant demand rose once again, albeit at a slightly moderated pace this month (evidenced by the net balance easing slightly falling from +50% to +38%). At the same time, landlord instructions increased, with the net balance rising from +23% to +28%. Looking ahead, rental price expectations strengthened notably, climbing from a net balance of +29% in September to +44%.

Chart 1: Confidence Index



*The Confidence Index is a composite measure capturing overall market momentum, encompassing variables on short-term price and sales expectations.

Chart 2: Current price and agreed sales

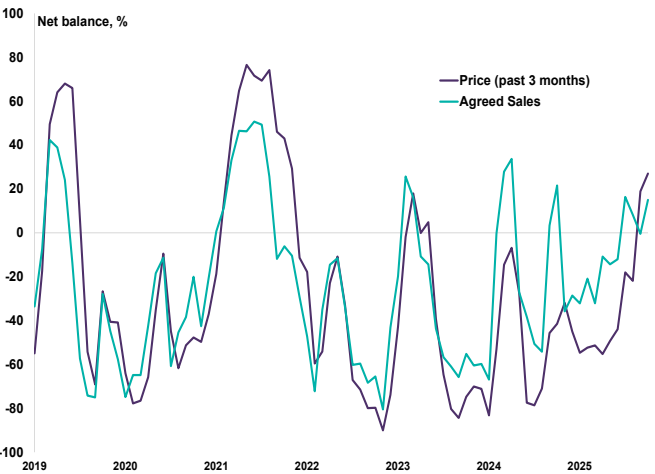


Chart 3: Buyer enquiries and instructions to sell

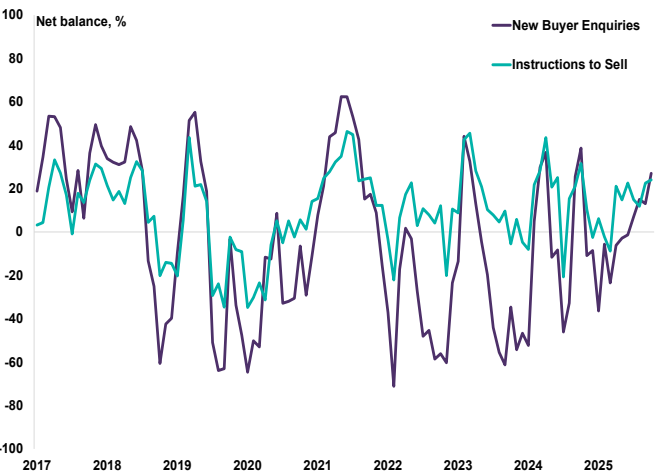


Chart 4: New buyer enquiries by type

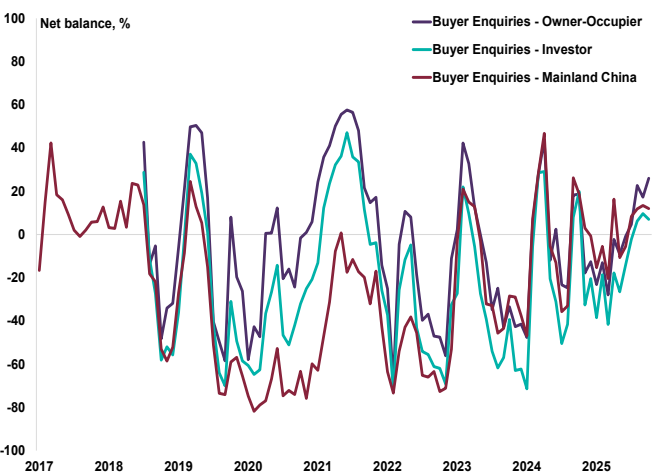


Chart 5: 3-month rent/price/sales expectations

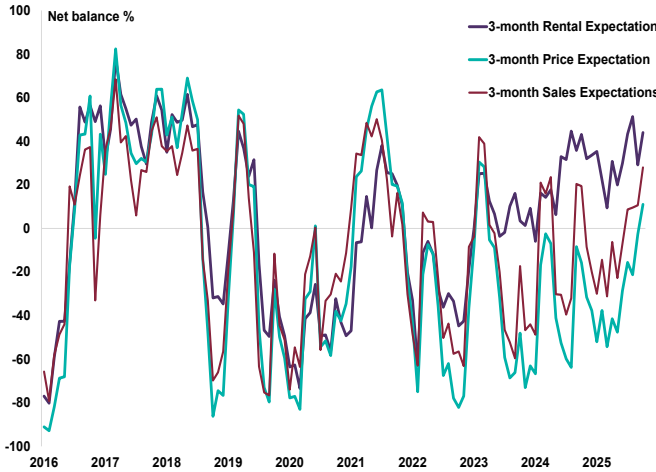


Chart 6: Tenant demand and landlord instructions

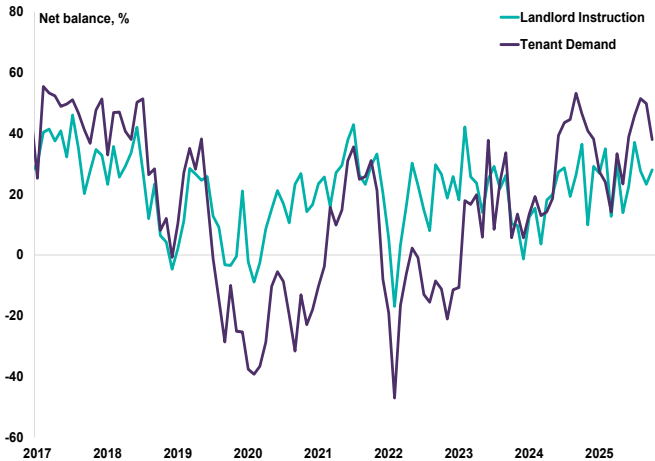
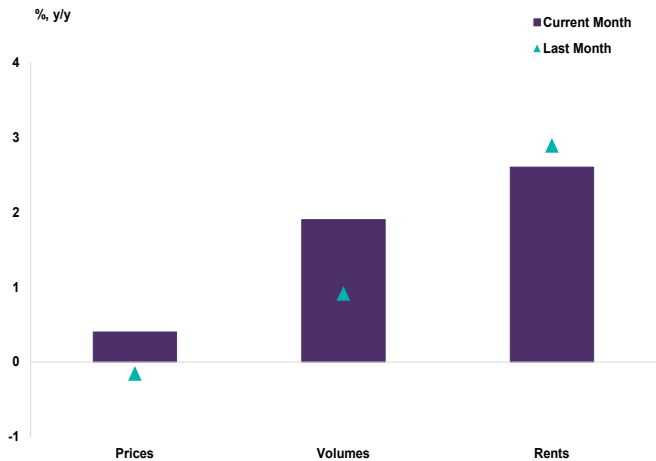


Chart 7: 12-month expectations



Comments from survey participants in Hong Kong

Slight improvement in market sentiment was observed. - Kowloon

Residential sales and rentals moved upward. Office and commercial retail moved down. - Hong Kong Island

Structural change of HK's economic activities and uncertain expectation on future economic growth. - Hong Kong Island

Outlook depends on whether interest rates will further decrease in coming 6 months. - Hong Kong Island

Information

Hong Kong Residential Monitor:

RICS-Spacious Hong Kong Residential Monitor is a monthly guide to the trends in Hong Kong's housing market. The report is available from the RICS website www.rics.org/economics along with other surveys covering global housing, commercial and land markets, as well as construction activity.

About RICS:

RICS is a global professional body that promotes and enforces the highest professional qualifications and standards in the valuation, management and development of land, real estate, construction and infrastructure. Our name promises the consistent delivery of standards - bringing confidence to the markets we serve.

About Spacious:

Spacious is the highest quality online real estate platform in Hong Kong. Spacious is capturing data from real estate searchers and inventory holders and augmenting it with additional data sets to generate real-time, independent, and actionable insights. Spacious' vast property and demographics data can deliver valuable insights for your organization. Contact Spacious to learn more about how your organization can gain additional access to Spacious data.

Methodology:

National (headline) data are a regionally-weighted aggregation of three regions: New Territories, Kowloon and Hong Kong Island. Data is not seasonally adjusted.

Net balance = Proportion of respondents reporting a rise in prices minus those reporting a fall. For example, if 30% of respondents report a rise and 5% report a fall, the net balance will be 25%.

The net balance measures breadth (how widespread e.g. price falls or rises are on balance), rather than depth (the magnitude of e.g. price falls or rises). Net balance data is opinion based; it does not quantify actual changes in an underlying variable.

Therefore, a -100 reading implies that no respondents are seeing increases (or no change), and a +100 reading implies that no respondents are seeing decreases (or no change).

The Home Price Perceptions Index measures the perceived monthly change in home prices as reported by survey participants, where March 2015=100. The Rent Perceptions Index measures the perceived monthly change in rents as reported by survey respondents, where March 2019=100.

Survey release dates:

November survey: 18 December 2025

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