

2025 Condo Market Outlook Checklist

Make Smarter Investment Decisions Using Market Data, Not Guesswork



I. Project & Developer Analysis

☐ 1. Developer Track Record

- ☐ Does the developer have a history of delivering projects on time?
- ☐ Are previous projects performing well in terms of occupancy and resale value?
- ☐ Have there been lawsuits, controversies, or turnover issues?
- ☐ Are they active in areas with high urban planning potential?

☐ 2. Construction Timeline Realism

- ☐ Is the target turnover year realistic based on current construction status?
- ☐ Has the project experienced delays or stop-work notices?
- ☐ Are the construction milestones publicly available and regularly updated?

☐ 3. Quality of Building Materials & Amenities

- ☐ Are the finishes, appliances, and shared amenities future-proofed and low maintenance?
- ☐ Are building materials suited for tropical climate durability?
- ☐ Does the property use sustainable or energy-efficient features?

II. Market Demand & Rental Outlook

☐ 4. Location Rental Demand Profile

- ☐ What's the current rental demand for similar units in the area?
- ☐ Is demand driven by office workers, students, expats, or short-term stayers?
- ☐ Are there at least three stable tenant profiles within a 5-km radius?

☐ 5. Vacancy Rate & Absorption Trends

- ☐ What's the local condo vacancy rate? (Tip: <10% = healthy market)
- ☐ Are new units being absorbed quickly or lingering post-turnover?
- ☐ Is there clear proof of leasing activity in similar developments?

☐ 6. Rental Yield vs. Market Average

- ☐ Is the projected gross yield at least 5.5% for long-term leasing?
- ☐ Is there upside potential in short-term or co-living rental strategies?
- ☐ Have rents kept pace with inflation over the past 3 years?

III. Infrastructure & Economic Catalysts

☐ 7. Proximity to Completed or Near-Completed Infrastructure

- ☐ Is there an existing or almost-finished transit hub (MRT, LRT, BRT) nearby?
- ☐ Are there government-announced road or bridge projects that will ease access?
- ☐ Is the area part of an identified growth corridor in NEDA plans?

☐ 8. Economic Drivers Within 3–5 km

- ☐ Are there established business districts, universities, hospitals, or tech hubs?
- ☐ Are there employment centers or tourism hubs fueling leasing activity?
- ☐ Does the area support strong local commerce (retail, F&B, services)?

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- ☐ 9. Gentrification or Urban Redevelopment Signs
 - ☐ Are there visible signs of new developments, road upgrades, or retail openings?
 - ☐ Has the LGU published urban development blueprints or tax incentives?
 - ☐ Are property prices in adjacent areas appreciating due to spillover effects?

IV. Financial & Investment Viability

- ☐ 10. Pre-Selling Price vs. Comparable RFO Units
 - ☐ Is the pre-selling price at least 10–15% lower than comparable RFO units?
 - ☐ Are there hidden charges (VAT, move-in fees, escalation clauses)?
 - ☐ Will the monthly amortization be sustainable even during vacancy months?
- ☐ 11. Projected ROI Over 5–10 Years
 - ☐ Have you modeled potential income vs. costs (taxes, dues, upkeep)?
 - ☐ What’s your break-even timeline based on realistic occupancy rates?
 - ☐ Are you targeting capital appreciation, rental yield, or both?
- ☐ 12. Exit Strategy Readiness
 - ☐ Can the unit be easily resold in the future (strong resale market)?
 - ☐ Are there no deed restrictions or long lock-in clauses on resale or rental?
 - ☐ Would you be okay holding the unit if market conditions change?

V. Risk Mitigation & Red Flags

- ☐ 13. Legal and Documentation Health
 - ☐ Is the developer HLURB-registered and properly licensed for the project?
 - ☐ Do the titles, permits, and tax declarations check out?
 - ☐ Are there clear timelines for turnover, title transfer, and move-in?
- ☐ 14. Market Saturation Risk
 - ☐ Are there too many similar units flooding the area (oversupply)?
 - ☐ Are other investors in the project flipping aggressively (race to bottom)?
 - ☐ Is the HOA likely to impose leasing restrictions post-turnover?
- ☐ 15. External Threats and Policy Risk
 - ☐ Are there potential government restrictions (e.g., short-term rental bans)?
 - ☐ Are there geopolitical issues affecting key tenant types (e.g., POGOs)?
 - ☐ Are flood maps, geological assessments, and environmental reports clean?

Area	Score (1-5)	Notes
Developer Reputation	<div></div>	
Rental Yield	<div></div>	
Infra Boost Potential	<div></div>	
Market Risk	<div></div>	
Overall Outlook	<div></div>	