

MARKETBEAT



22% PRICE GROWTH (YoY) **75%** ABSORPTION RATE **14,985** NEW SUPPLY (UNITS)

WHAT'S
NEXT

HIGHLIGHTS

Optimistic economic outlook

The outlook for Vietnam's economy remains positive, staying on track to hit the GDP growth targets set for 2019 at 6.6% - 6.8%, and supported by a stable macroeconomic environment, sustained inward FDI flows, and economic reforms and integration such as the ratification of CP-TTP and signing of the EVFTA. The development of the private sector, improving business environment and rising labor productivity levels are key factors to sustain growth into the longer term.

Grade B the key theme of new launches

New supply increased four-fold q-o-q. The segment makeup of new launches shifted, with Grade B market share surging to 77% -- the highest of the past five years and surpassing the Grade C segment which previously dominated new supply. Sales activity continued to be positive in the quarter. Grade B took 75% of total quarterly transactions. Transactions from new launches accounted for over 80% of the total in the quarter.

Overall price growth remain healthy

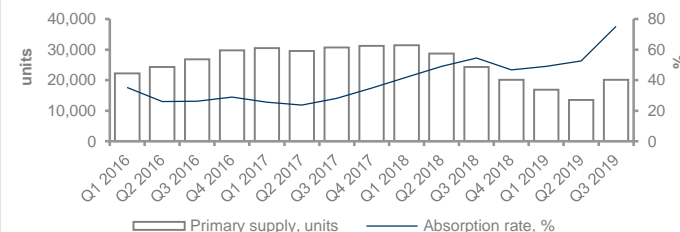
The overall average price dropped sharply by 10.8% q-o-q, mainly due to dominant supply from a new Grade B entrance with lower prices than the segment's average. But average prices rose 20.0% y-o-y, due to Grade A projects completing construction or higher prices from new launches, reaching around VND43.8 million/sq m in Q3 2019.

ECONOMIC INDICATORS

	8M18	8M19	12months Forecast
Inflation (CPI)	3.52%	2.57%	▼
FDI (bil. US\$)	24.35	22.63	▲
Trade balance (bil. US\$)	2.80	3.40	▲

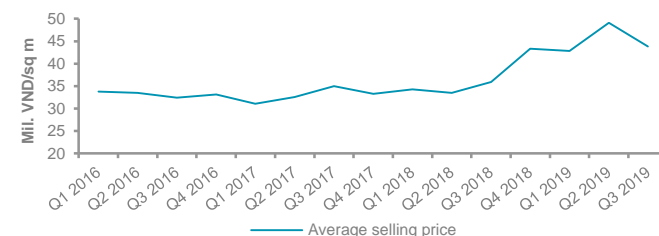
Source: General Statistics Office

PRIMARY SUPPLY/ABSORPTION



Source: Cushman & Wakefield - Research & Consultancy

OVERALL AVERAGE PRICE BY YEAR



Source: Cushman & Wakefield - Research & Consultancy

HO CHI MINH CITY APARTMENTS FOR SALE

MARKETBEAT

SEPTEMBER 2019

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SUBMARKET	NEW LAUNCHES (UNITS)	INVENTORY (UNITS)	ABSORPTION (%)	AVERAGE PRIMARY PRICE		
				Mil. VND/SQ M	US\$/SQ M	EUR/SQ M
Grade A	2,185	3,911	62	VND90.57	US\$3,905	€3,561
Grade B	11,502	12,308	92	VND34.48	US\$1,487	€1,356
Grade C	1,298	3,908	36	VND26.42	US\$1,139	€1,039
TOTAL	14,985	20,127	75	VND43.77	US\$1,888	€1,722

[^]All rents are exclusive of VAT
US\$/VND = 23,198; US\$/EUR = 0.912107 as at 26 September 2019

SIGNIFICANT PROJECTS LAUNCHED IN Q3 2019

PROPERTY	LOCATION	GRADE	TOTAL UNITS	LAUNCHED UNITS
Vinhomes Grand Park	District 9	B	40,000	9,947
Akari City	District 7	C	1,800	1,188

SIGNIFICANT PROJECTS UNDER CONSTRUCTION Q3 2019

PROPERTY	LOCATION	DEVELOPER	EST. TOTAL UNITS	CONSTRUCTION STATUS
Eco-green	District 7	Xuan Mai Corp	1,804	Under construction
Midtown	District 7	Daiwa House Industry, Nomura Real Estate Development & Sumitomo Forestry & Phu My Hung Corp.	981	Under Construction
Q7 Boulevard	District 7	Hung Thinh	756	Under Construction
The Marq	District 1	'Hoa Lam & Hongkong land	515	Under construction

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