



Apartments for sale Q4 2019

14.0%
Price Growth (YoY)

YoY
Chg12-Mo.
Forecast

52.1%
Absorption



6,400 units
New supply



Source: Cushman & Wakefield Vietnam –
Research & Consultancy

VIETNAM ECONOMIC INDICATORS
2019

2.79%
Inflation (CPI)

YoY
Chg12-Mo.
Forecast

38.00
FDI (bil. US\$)



9.90
Trade balance (bil. US\$)



Source: GSO

Sustained Economic Growth

Vietnam's economy has performed well at 7.02% growth in 2019, higher than the government target of 6.8% but slightly lower than the decade-high growth rate of 7.08% posted in 2018. In 2020 and 2021, real GDP growth is projected to remain robust at around 6.5%, supported by stable macroeconomic conditions, sustained FDI inflows, economic reforms and an improving business environment. Economic integration through agreements such as RCEP and EVFTA promises great economic potential. However, Vietnam's economy remains vulnerable to external events, as demonstrated by the decline in export growth from 21% in 2017 to 8% in 2019.

Significant Reduction in New Stock

Additional supplies of 6,400 units were recorded in Q4, dropped by 9.8% q-o-q and by 54.7% y-o-y due to the decline in new Grade B and Grade A stock, by 21.3% and by 18.4% q-o-q respectively. Meanwhile, new stock of Grade C recorded a considerable increase by 53.5% q-o-q. In accordance with the downward trend, primary supply also reduced by 16.9% q-o-q and by 41.0% y-o-y. Sales volume dropped by 10.9% q-o-q and by 17.0% y-o-y, with the absorption rate at 52.1%. Nearly 79.4% of the total transactions were in the Grade B segment, followed by Grade C with over 18.2%. Vinhomes projects continued to be the dominant contributor of sales activity in the quarter.

Average Prices Trending Upwards

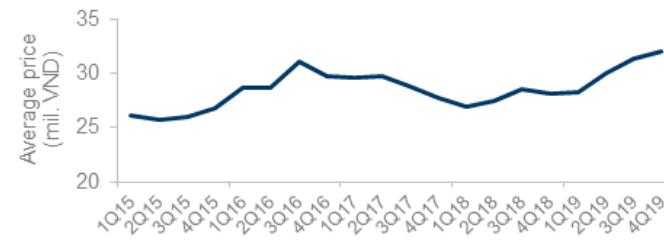
The overall average price rose by 2.2% q-o-q and 14.0% y-o-y, driven by high-priced new launches and projects with high-performance sales. Grade A and Grade B recorded increases of 2% - 3% q-o-q and 13% - 15% y-o-y. Grade C recorded a drop of 2.3% q-o-q and by 0.7% y-o-y, driven by the addition of new projects at competitive prices.

PRIMARY SUPPLY/ABSORPTION



Source: Cushman & Wakefield Vietnam

AVERAGE PRIMARY PRICE



Source: Cushman & Wakefield Vietnam



MARKET STATISTICS

SUBMARKET	NEW LAUNCHES (UNITS)	INVENTORY (UNITS)	ABSORPTION (%)	AVERAGE PRIMARY PRICE		
				MIL. VND/SQ. M	US\$/SQ. M	EUR/SQ. M
Grade A	200	1,000	20.6%	65.5	2,824	2,539
Grade B	4,500	11,600	59.6%	33.3	1,435	1,290
Grade C	1,700	4,100	38.7%	20.4	879	790
HANOI TOTALS	6,400	16,700	52.1%	32.0	1,382	1,242

*All rents are inclusive of SC but exclusive of VAT

US\$/VND = 23,191; US\$/€ = 0.899 as at 14 December 2019

SIGNIFICANT PROJECTS LAUNCHED IN Q4 2019

PROPERTY	SUBMARKET	GRADE	TOTAL UNITS	LAUNCHED UNITS
Grandeur Palace Giang Vo	Secondary	A	78	78
Vinhomes Symphony	Suburban	B	1,500	798
Mipec Rubik 360	West	B	976	375
Le Grand Jardin	Suburban	B	1,124	228
Vinhomes Smart City - Sapphire 4	West	B	N/A	748
Hong Ha Eco City - Gardenia	Thanh Tri	C	250	100
Anland Lakeview	Ha Dong	C	606	120

SIGNIFICANT PROJECTS UNDER CONSTRUCTION Q4 2019

PROPERTY	SUBMARKET	DEVELOPER	TOTAL UNITS	CONSTRUCTION STATUS
BRG Park Residence	Secondary	BRG	405	Under construction
The Matrix One	West	MIK	1,700	Under construction
Manor Central Park	Suburban	Bitexco	4,000	Under construction
Smart City	Suburban	BRG - Sumitomo	7,000	Under construction

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