

## HO CHI MINH CITY



Apartments for sales Q4 2019

**17.0%**  
Price Growth (YoY)

YoY  
Chg12-Mo.  
Forecast

**67%**  
Absorption



**10,200 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

## ECONOMIC GROWTH EXCEEDS TARGETS

Vietnam's economy grew 7.02% in 2019, higher than the government target of 6.8% and just short of 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 improving business environment. Economic integration through agreements such as RCEP and EVFTA are promising. Still, Vietnam's economy remains vulnerable to external events which can drag on export growth.

## IMPRESSIVE SALES IN AFFORDABLE SEGMENT

Due to the lengthy legal procedures for completion, new supply was equal to only two-thirds of the previous quarter's corresponding figure. Grade A and Grade C dominated, accounting for 44% and 48% of total market share, respectively. Grade B, however, constituted 8% of the total, which is near its lowest in five years. In line with the decrease in new launches, sales transactions was only equal to two-thirds of the previous quarter's, of which, well over 90% was attributed to good sales performance of new Grade A and Grade C supply. Specially, sales volumes of Grade A were the highest in the past five years.

## OVERALL PRICE GROWTH REMAIN HEALTHY

Average price increased both on quarter and on year, reaching about VND50.8 million/sq.m in Q4 2019, mainly due to higher prices offered by Grade B and Grade C projects with large supply, whilst that of Grade A declined as the higher price projects have been fully sold in addition to the lower prices offered in recent launches

## PRIMARY SUPPLY/ABSORPTION



## AVERAGE PRIMARY PRICE



## HO CHI MINH CITY

Apartments for sales Q4 2019

CUSHMAN &  
WAKEFIELD

## MARKET STATISTICS

SUBMARKET	NEW LAUNCHES (UNITS)	INVENTORY (UNITS)	ABSORPTION (%)	AVERAGE PRIMARY PRICE		
				MIL. VND/SQ. M	US\$/SQ. M	EUR/SQ. M
Grade A	4,400	5,900	70.3%	78.1	3,370	3,029
Grade B	800	1,900	54.6%	47.4	2,047	1,841
Grade C	5,000	7,200	66.5%	29.3	1,267	1,139
HO CHI MINH TOTALS	10,200	16,700	66.6%	50.8	2,192	1,971

\*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
The Ascentia	South	A	242	242
Sunshine Diamond River	South	A	3,800	688
Laimian City	East	A	13,000	1,140
La Partenza	South	C	1,245	575
Lovera Vista	West	C	1,310	1,100
Pi City	North	C	2,577	897

## SIGNIFICANT PROJECTS UNDER CONSTRUCTION Q4 2019

PROPERTY	SUBMARKET	DEVELOPER	TOTAL UNITS	CONSTRUCTION STATUS
The Marq	CBD	HongKong Land	515	Under construction
Empire City	East	Keppel Land, Gaw Capital, Tien Phuoc, Tran Thai	1,100	Under construction
Lovera Vista	West	Khang Dien	1,300	Under construction
Eco Green Sai Gon	South	Xuan Mai Corp	1,900	Under construction

## PHUOC VO

Director

Valuation &amp; Research

[Phuoc.Vo@cushwake.com](mailto:Phuoc.Vo@cushwake.com)

Room 16, Level 14, Vincom Center, 72 Le

Thanh Ton, District 1, HCMC

Tel: +84 8 3823 7968

Fax: +84 8 3823 7969

[cushmanwakefield.com](http://cushmanwakefield.com)

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