

YoY Chg 12-Mo. Forecast

3.0%
Price Growth (YoY)



38.4%
Absorption



4,200units
New supply



Source: Cushman & Wakefield Vietnam – Research & Consultancy

VIETNAM ECONOMIC INDICATORS 2020

y-o-y Change 12-Mo. Forecast

2.91%
GDP growth



3.23%
Inflation (CPI)



28.50
FDI (bil. US\$)



Source: GSO

Economy on the Mend

Vietnam recorded lower economic growth in 2020, with just 2.9% expansion in GDP, a 3.4% increase in added value in the industrial sector, 2.6% growth in total retail sales and services revenue, and 3.6% - 6.5% rises in import and export values. These figures all represent ten-year lows. Total FDI inflows fell by 25.0% while international visitors plummeted by 78.7%. The number of newly established enterprises fell by 2.3% as temporarily closed and dissolved enterprises grew by 62.2% and 3.7% respectively. However, the environment remains better than expected given the global COVID-19 crisis. With timely and supportive policies from the government to contain the pandemic and revive the economy, the outlook remains positive, fueled by improvements in infrastructure and legal reforms in the coming year.

Mid-End Remained the Most Active Segment

With COVID-19 infection rates well managed and a more optimistic economic outlook, launch activities and transactions rose as developers and buyers grew confident. In Q4 2020, new launches rose by nearly 29.0% q-o-q to 4,200 units, although still down by nearly 38.0% y-o-y. Grade B dominated with over 50.0% of new launches. Overall sales volume rose significantly by approximately 14.0% q-o-q but declined by 52.0% y-o-y. Over half of the total transactions were in the Grade B segment, followed by Grade C with over 40.0%.

Average Prices Trending Upwards

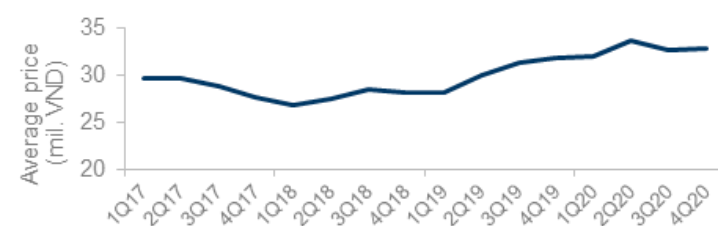
The average price level remained stable q-o-q but rose nearly 3.0% y-o-y. Grade C recorded increases of nearly 1.0% q-o-q and 8.0% y-o-y, mainly due to high prices at new launches. Meanwhile, Grade A and Grade B recorded drops of nearly 1.0% and 7.0% q-o-q respectively, due to the entrance of new projects at competitive prices as well as lower prices in some active projects. On the yearly basis, Grade A prices remained stable while Grade B recorded an increase of 5.0%.

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	16%	65.5	2,830	2,335
Grade B	2,200	5,800	39%	34.8	1,505	1,249
Grade C	1,800	4,300	43%	22.2	957	790
HANOI TOTALS	4,200	11,100	38%	32.7	1,415	1,167

*All prices are exclusive of VAT.

US\$/VND = 23,141; US\$/€ = 0.825 as at 09 December 2020

SIGNIFICANT PROJECTS LAUNCHED IN Q4 2020

PROPERTY	SUBMARKET	GRADE	TOTAL UNITS	LAUNCHED UNITS
Berriver Jardin	Suburban	B	500	200
Masteri Waterfront	Suburban	B	3,800	400
Vinhomes Smart City - Grand Sapphire	Suburban	B	N/A	1,400
Sunshine Green Iconic	Suburban	B	400	100
Tecco Diamond	Thanh Tri	C	700	100
Feliz Homes	Hoang Mai	C	1,200	100
Thang Long Capital Premium	Hoai Duc	C	500	200
Binh Minh Garden	Long Bien	C	500	100

SIGNIFICANT PROJECTS UNDER CONSTRUCTION Q4 2020

PROPERTY	SUBMARKET	DEVELOPER	TOTAL UNITS	CONSTRUCTION STATUS
BRG Park Residence	Secondary	BRG Group	400	Under construction
Lancaster Luminaire	Secondary	TTG Holdings	300	Under construction
Manor Central Park	Suburban	Bitexco	4,000	Under construction
Smart City Dong Anh	Suburban	BRG - Sumitomo	7,000	Under construction

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