

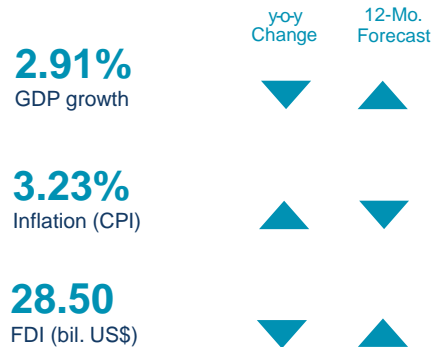
# HO CHI MINH CITY

Apartments for sale Q4 2020



Source: Cushman & Wakefield Vietnam – Research & Consultancy

## VIETNAM ECONOMIC INDICATORS Q4 2020



Source: General Statistic Office

## 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.

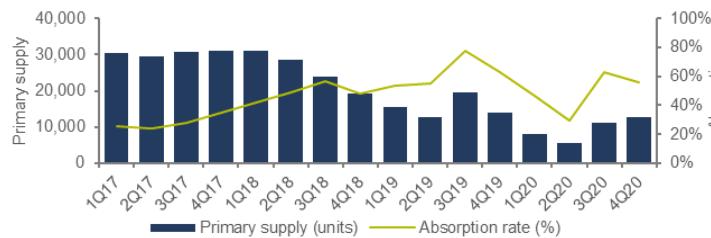
## Mid-End Remained the Most Active Segment

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 21.0% q-o-q to 8,500 units, although still down by nearly 15.0% y-o-y. Grade B dominated with nearly 75.0% of new launches. Overall sales volume rose modestly by nearly 1.0 % q-o-q but declined by over 20.0% y-o-y. More than two-thirds of total transactions were in the Grade B segment, mainly attributable to good sales performance at a project from a reputable developer in the East region, while Grade A and Grade C accounted for an equal share of around 15.0% each.

## Healthy Price Growth Across All Segments

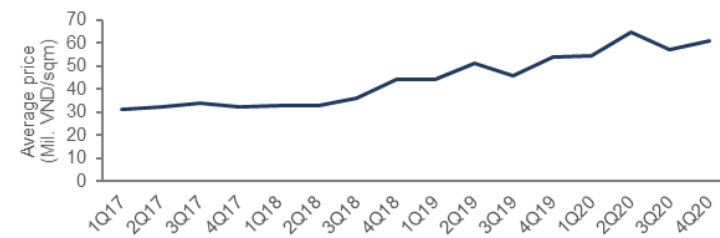
The average price level rose by nearly 7.0% q-o-q and 13.0% y-o-y. While Grade B and Grade C recorded increases of approximately 3.0% - 12.0% q-o-q and 4.0% - 7.0% y-o-y, Grade A recorded a significant increase of around 11.0% q-o-q and 46.0% y-o-y, driven by high-priced new launches and price increases in some active projects in prime locations.

## PRIMARY SUPPLY/ABSORPTION



Source: Cushman & Wakefield – Research & Consultancy

## AVERAGE PRIMARY PRICE



Source: Cushman & Wakefield – Research & Consultancy

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## MARKET STATISTICS

SUBMARKET	NEW LAUNCHES (UNITS)	INVENTORY (UNITS)	ABSORPTION (%)	AVERAGE PRIMARY PRICE		
				MIL. VND/SQ M	US\$/SQ M	EUR/SQ M
Grade A	1,157	2,632	41%	117.9	5,097	4,205
Grade B	6,356	7,594	62%	49.9	2,158	1,781
Grade C	994	2,389	51%	32.8	1,419	1,171
<b>HCMC TOTALS</b>	<b>8,507</b>	<b>12,615</b>	<b>56%</b>	<b>60.9</b>	<b>2,631</b>	<b>2,171</b>

\*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
Metropole (Opera)	East	A	600	600
Sunshine Continental	West	A	500	100
Masterise Centre Point	East	B	5,100	1,800
Celesta Rise	South	B	900	500
D-Aqua	South	B	700	400

## SIGNIFICANT PROJECTS UNDER CONSTRUCTION Q4 2020

PROPERTY	SUBMARKET	DEVELOPER	TOTAL UNITS	CONSTRUCTION STATUS
Mizuki Park phase 2	West	Nam Long Group	800	Under construction
King Crown Infinity	East	BCG	700	Under construction
Thao Dien Green Towers	East	SIC	300	Under construction

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