

GREATER JAKARTA

Condominium Q1 2021

0.7%

YoY Price Growth

YoY Chg



12-Mo. Forecast



50.6%

Vacancy Rate



6,192 units

YTD New Completions



Source: Cushman & Wakefield Indonesia Research

INDONESIA ECONOMIC INDICATORS Q1 2020

-1.0%

GDP Growth

YoY Chg



12-Mo. Forecast



1.4%

Inflation Rate



3.50%

Central Bank Rate



Source: Central Bank and Census Bureau

SUPPLY: Low Newly Launched Projects

Approximately 6,192 condominium units from 6 projects were completed in the first quarter of 2021, bringing the total completed supply to 321,649 units which was an increase of 101% compared to in the same quarter in 2020 (YoY). Government has initiated another stimulus to waive value-added taxes on ready to live or ready stock residential with value up to IDR 5 billions for transactions during March 2021 to August 2021, to boost the sales and many projects are expected to be handed over during 2nd & 3rd quarter this year. The roll-out of the vaccination program is expected to also further accelerate construction progress of the projects.

On the other hand, only 2 projects were launched to the market during the reviewed quarter, namely Savyavasa (Tower 1-3) and The Veranda (Jimbaran). Both were Upper segment condominiums in South Jakarta Area and will contribute additional 430 units and 172 units of supply respectively and bring the total proposed Condominium supply to 161,276 units. Some upcoming projects have been introduced to the market and offering pre-registration of interest to test the market. Proposed supply is expected to remain modest until the second semester of 2021.

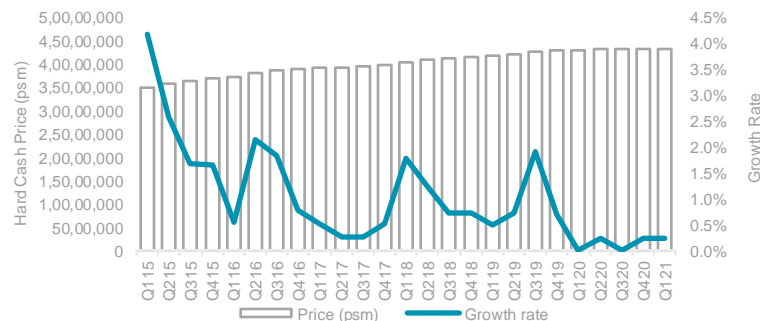
DEMAND: Has Yet Recovered

A net take-up of 228 units was recorded in the first quarter of 2021, 94% lower than the 3,797 units absorbed in the first quarter of 2020 (YoY). Even though people were seen starting to buy again, there were also a lot transaction cancellations. The sales rate stood at 93.4%, a slight increase of 0.4% compared to that in the same quarter of last year, while the pre-sales rate decreased by 0.5% from 61.7% by the end of 2020 to 61.2%. With the waiver of VAT from government and slow supply, overall sales rate is expected to increase for the rest of the year. Average vacancy within the Condominium sector decreased slightly to 50.6% as newly completed units were still being handed over gradually.

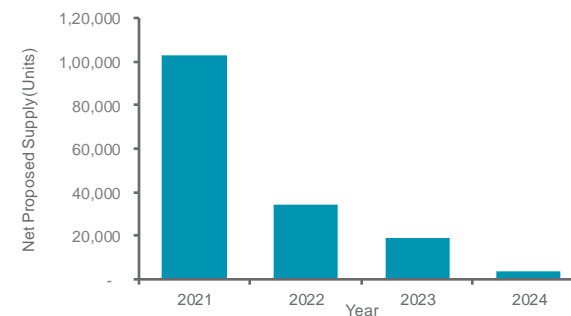
PRICING: Slow Movement of Price

Greater Jakarta's average price growth in the first quarter of 2021 was recorded at 0.2% QoQ, to reach Rp. 43,300,000 per sqm. The slow growth indicates that the market has yet to recover from COVID-19 effects. Discount, promotion and down payment subsidy from developers continued to be seen in the market to boost transaction, while secondary price were also observed very competitive. The average selling price is expected to grow modestly as growth of demand, especially in the under-construction projects may yet to be seen throughout 2021.

AVERAGE PRICE / SQM & GROWTH RATE



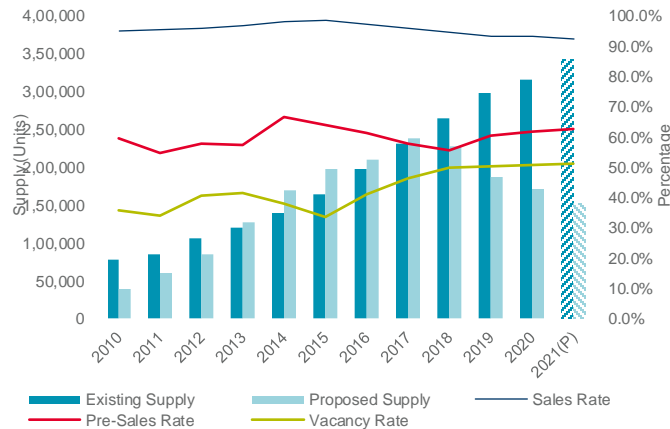
ANNUAL SUPPLY PIPELINE



GREATER JAKARTA

Condominium Q1 2021

SUPPLY, SALES & VACANCY



Note: Total units are approximate numbers and may change over the construction period

NEWLY LAUNCHED PROJECTS Q1 2021

PROPERTY	DISTRICT	SEGMENT	APPROX UNITS
Savyavasa (Tower 1)	South	Upper	70
Savyavasa (Tower 2 & 3)	South	Upper	360
The Veranda (Jimbaran)	South	Upper	172

MARKET STATISTICS

SUBMARKET	EXISTING SUPPLY (UNITS)	SALES RATE (%)	PROPOSED SUPPLY (UNITS)	PRE-SALES RATE (%)
CBD	29,472	97.9%	2,727	72.4%
Prime	14,315	97.1%	1,279	35.7%
Secondary	277,862	92.8%	156,910	61.4%
SEGMENTATION				
Lower-Middle	82,414	90.1%	74,907	62.5%
Middle	158,739	94.6%	61,979	60.8%
Upper-Middle	53,145	95.0%	17,969	61.6%
Upper	27,351	93.9%	6,421	48.8%
Greater Jakarta	321,649	93.4%	161,276	61.20%

DEFINITIONS: CBD area covers the most prominent business corridors. The Prime area covers locations favored by high income families and expatriates. Segmentation is based on price per sqm before tax on semi gross area: Lower-Middle (<Rp 14 million), Middle (14-25 million), Upper-Middle (25-35 million), and Upper (>35 million).

NEWLY COMPLETED PROJECTS Q1 2021

PROPERTY	DISTRICT	SEGMENT	APPROX UNITS
Embarcadero Suites (Western Wing)	Tangerang	Middle	413
Embarcadero Suites (Eastern Wing)	Tangerang	Middle	403
Grand Pakubuwono Terrace	South	Middle	567
Amazana Serpong Residences (Tower Lavender)	Tangerang	Middle	420
Serpong Garden Apartment (Tower Cattleya)	Tangerang	Lower-Middle	1,554
Serpong Garden Apartment (Tower Bellerosa)	Tangerang	Lower-Middle	763
Vasanta Innopark (Tower Aoki)	Bekasi	Lower-Middle	805
Vasanta Innopark (Tower Botan)	Bekasi	Lower-Middle	805
Urbantown Serpong (Tower 1)	Tangerang	Lower-Middle	462

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