

GREATER JAKARTA

Condominium Q2 2021

0.5%
YoY Price Growth



50.9%
Vacancy Rate



11,579 units
YTD New Completions



Source: Cushman & Wakefield Indonesia Research

INDONESIA ECONOMIC INDICATORS Q2 2020

-1.0%
GDP Growth



1.4%
Inflation Rate



3.50%
Central Bank Rate



Source: Central Bank and Census Bureau

SUPPLY: Modest Number of New Proposed and Existing Projects

Only 3 projects of Lower-middle and middle segment were launched to the market during the second quarter of 2021, namely Urban Suites (2 Towers), Apple 5 and the 3rd tower of Emerald Bintaro. These projects contribute additional 1,657 units (24% increment QoQ) and bring the total proposed Condominium supply to 157,412 units.

Approximately 5,387 condominium units from 10 projects were completed in the second quarter of 2021, bringing the total completed supply to 327,036 units which was an increase of 23% compared to in the same quarter in 2020 (YoY). When the construction progress of under-construction project was about to return to its pre-pandemic pace, the COVID-19 cases in Indonesia reached its peak with 56,000 cases a day, making the government enforce another stricter restriction policy, the PPKM Darurat (emergency public activity restriction), which surely will delay the progress of the project construction again.

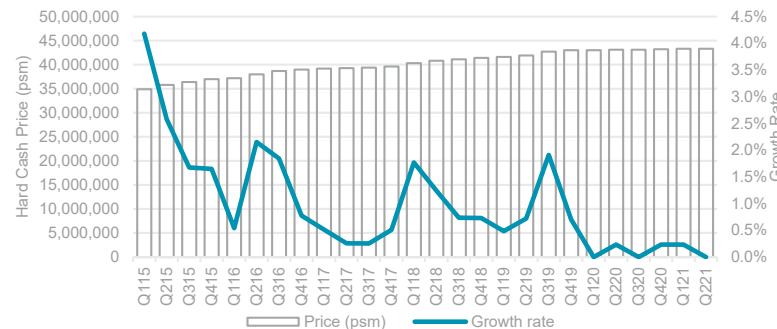
DEMAND: Has Yet Recovered

A net take-up of 1,844 units was recorded in the second quarter of 2021, 44% lower than the 3,318 units absorbed in the second quarter of 2020 (YoY). Sales rate stood at 93.5%, reflecting an insignificant increment of only 0.1% from the sales rate in the same quarter of last year. Meanwhile, pre-sales rate of the proposed projects decreased by 0.6% from 61.2% in the first quarter to 60.6%. The government's decision to extend the relaxation of the waiver of VAT to December 2021, is expected to increase the overall sales rate of existing projects through the end of the year as developer of the nearly-completed proposed projects will aim to soon hand over their units in order to be eligible for this incentive. Average vacancy within the Condominium sector decreased slightly to 50.9% as newly completed units were still being handed over gradually.

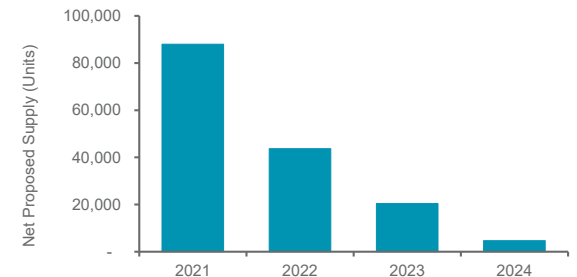
PRICING: Price will Remain at the Current Level

No price growth was observed on QoQ basis, staying at Rp. 43,300,000 per sqm, whilst the YoY price growth was recorded at only 0.5%. The nearly-completed projects have been offering fully furnished package or rental guarantee to attract potential buyers in addition to the VAT waiver incentives from the government. Prices in the secondary market remained very competitive, especially for the upper segment projects. Overall, the average selling price is expected to remain stable until next year, as demand is projected to remain slow, particularly for the proposed projects.

AVERAGE PRICE / SQM & GROWTH RATE



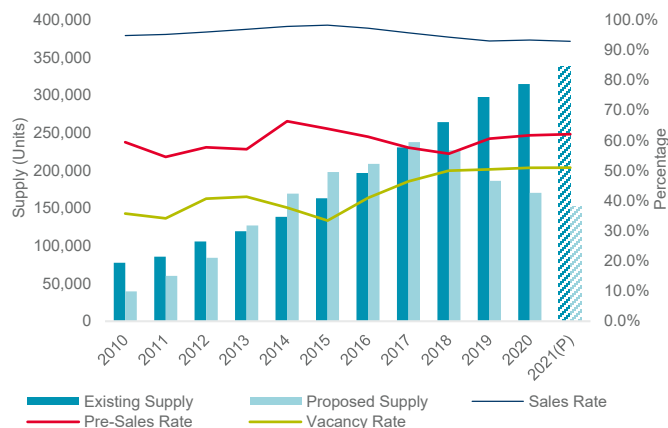
ANNUAL SUPPLY PIPELINE



GREATER JAKARTA

Condominium Q2 2021

SUPPLY, SALES & VACANCY



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

NEWLY LAUNCHED PROJECTS Q2 2021

PROPERTY	DISTRICT	SEGMENT	APPROX UNITS
Emerald Bintaro (Tower C)	Tangerang	Lower-Middle	598
Apple 5	South	Middle	420
Urban Suites (Tower Urbain East)	Bekasi	Middle	458
Urban Suites (Tower Shelton)	Bekasi	Middle	181

MARKET STATISTICS

SUBMARKET	EXISTING SUPPLY (UNITS)	SALES RATE (%)	PROPOSED SUPPLY (UNITS)	PRE-SALES RATE (%)
CBD	29,472	97.9%	2,727	72.5%
Prime	14,502	96.9%	1,452	20.7%
Secondary	283,062	92.8%	153,233	60.7%
SEGMENTATION				
Lower-Middle	83,648	90.1%	74,271	61.9%
Middle	162,274	94.7%	59,603	60.2%
Upper-Middle	53,576	94.9%	17,304	60.6%
Upper	27,538	93.8%	6,234	48.1%
Greater Jakarta	327,036	93.5%	157,412	60.56%

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 Q2 2021

PROPERTY	DISTRICT	SEGMENT	APPROX UNITS
Holland One (Holland Village)	Central	Upper-Middle	272
Holland Two (Holland Village)	Central	Upper-Middle	159
Rainbow Springs CondoVillas - Green	Tangerang	Middle	57
The Pakubuwono Menteng	Central	Upper	187
Daan Mogot City (Tower Albatross)	West	Middle	411
Daan Mogot City (Tower Blue Jay)	West	Middle	411
Trans Park Cibubur (Tower A)	Depok	Middle	896
Pacific Garden Styles (Tower C)	Tangerang	Middle	980
Royal Heights (Tower A)	Bogor	Lower-Middle	84
Trans Park Bintaro (Tower Chicago)	Tangerang	Middle	480
Apple Residence (Tower Avocado)	South	Middle	100
Apple Residence (Tower Blueberry)	South	Middle	100
Apple Residence (Tower C)	South	Middle	100
Urbantown Serpong (Tower 2)	Tangerang	Lower-Middle	1,150

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