

YoY Chg 12-Mo. Forecast

36.5%
Vacancy Rate



310 units
YTD New Completions



2.3%
YoY Price Growth



(Overall, All Property Classes)

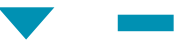
ECONOMIC INDICATORS Q2 2024

YoY Chg 12-Mo. Forecast

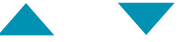
5.1%
GDP Growth



2.51%
Inflation Rate



6.25%
Central Bank Rate



Source: Central Bank and Census Bureau

SUPPLY: No New Projects Launched or Completed

During the second semester of 2024, the total cumulative supply of Greater Jakarta condominiums remained at 384,640 units with no new condominium projects were launched or completed, signaling a significant pause of the market. The market stagnation have led to the shift of developers' focus and buyer behavior. The weak market has caused slight change in buyer behavior with buyers are now less interested in capital gains and more inclined towards purchasing existing condominium units that can be immediately used or rented out. The VAT incentive introduced by the government has also played a crucial role in shaping the developers' strategies. Developers are concentrating on selling their existing projects rather than initiating new ones. The tax incentive has made existing properties more attractive to buyers and help reducing the inventory of unsold units and stabilizing the market.

It is estimated that by the end of 2024, several condominium projects totaling around 14,000 units will be completed, mostly in Bekasi and South Jakarta.

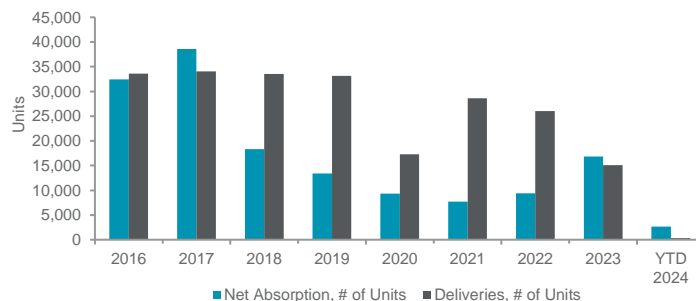
DEMAND: VAT Exemption Drives Surge in Demand for Existing Condominiums

The impact of incentives for full VAT exemption on the purchase of existing condominiums is increasingly noticeable. Sales in the completed projects has almost doubled those in the previous quarter, resulting in a total sales rate of 94.1% (0.3% YoY). Concurrently, the occupancy rate saw a rise of 4.8% from that in the preceding quarter, reaching 63.5%. Condominiums near universities are experiencing an increase in occupancy rates during the review quarter following the start of the new academic year, as many new students seeking accommodation. Pre-sale transactions occurred mostly in the middle segment projects which represented a substantial 61% of total transactions. Demand is expected to stabilize throughout the remaining of the year with no significant growth anticipated following the reduction of VAT incentive on completed units to 50% starting July to December 2024.

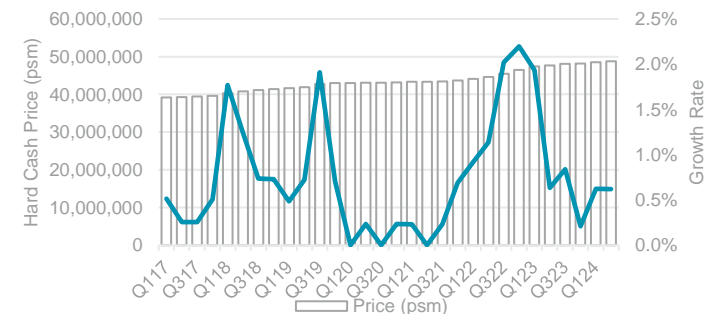
PRICING: Highest Annual Price Growth in the Secondary Area

The market saw a relatively stable price trend over the review quarter, with a year-on-year increase of 2.3%, reaching Rp. 48,800,000 per square meter. In the CBD, average condominium prices stood at Rp60,000,000 per sq.m, marking a 1.9% increase from that in the previous year, while prime areas recorded prices of Rp51,300,000 per sq.m, up by 1.6% year-on-year. Secondary area, on the other hand, experienced more significant growth, with prices climbing by 4.8% annually to Rp35,200,000 per sq.m. in response to the anticipated slow market, price is expected to remain relatively stable throughout the upcoming quarters.

UNIT DEMAND / DELIVERIES



AVERAGE PRICE / SQM & GROWTH RATE



MARKET STATISTICS

SUBMARKET	EXISTING SUPPLY (UNITS)	PROPOSED SUPPLY (UNITS)	YTD% SUPPLY GROWTH	NEW LAUNCHED (UNITS)	YTD NET ABSORPTION (UNITS)	SALES RATE	PRE-SALES RATE	AVG SALES PRICE PSM	YOY % SALES PRICE GROWTH
CBD	30,424	2,507	0.00%	0	54	98.00%	53.3%	60,000,000	1.87%
PRIME	14,598	1,140	0.00%	0	2	98.47%	29.7%	51,300,000	1.58%
SECONDARY	339,618	95,999	0.02%	0	2,586	93.61%	62.5%	35,200,000	4.76%
Market	384,640	99,646	0.01%	0	2,642	94%	61.9%	48,800,000	2.31%

DEFINITIONS: CBD area covers the most prominent business corridors. The Prime area covers locations favored by high-income families and expatriates.

NEWLY COMPLETED PROJECTS Q2 2024

PROPERTY	DISTRICT	SEGMENT	APPROX UNITS
-	-	-	-

NEWLY LAUNCHED PROJECTS Q2 2024

PROPERTY	DISTRICT	SEGMENT	APPROX UNITS
-	-	-	-

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