

# Briefing Villa/ Townhouse sector

Q3/2015

## → Supply

As of Q3/2015, the total stock of the villa/ townhouse segment was 30,400 dwellings from 114 projects, up 1% (quarter-on-quarter) QoQ and 3% (year-on-year) YoY.

There were 1,200 primary and 29,200 secondary dwellings. Four new projects entered the market this quarter providing 280 dwellings.

## Performance

The average secondary price for villas was VND48.7 million/m<sup>2</sup>, down -0.4% QoQ and -1.9% YoY and VND61 million/m<sup>2</sup> for townhouses, up 1.2% QoQ and 1.8% YoY.

The highest primary price for a villa was in Tay Ho district, at VND117 million/m<sup>2</sup>, the lowest was in Thach That district at VND18 million/m<sup>2</sup>. For townhouses, the highest primary price was VND136 million/m<sup>2</sup> in Cau Giay district.

## Demand

Recently launched villa/townhouse projects with completed internal infrastructure and convenient accessibility have attracted buyers.

Decree No. 76/2015/ND-CP dated 10 September 2015 of the Government on guidelines for Law on Real Estate Business has established stricter legal framework for selling unfinished housing units.

## Outlook

From Q4/2015, 80 future villa/townhouse projects in 17 districts will enter the market and supply 8,600 ha.

By the end of 2015, five new projects are expected to come online; four projects will supply 550 villas and townhouses.

FIGURE 1  
Supply by quarter



Source: Savills Research & Consultancy

FIGURE 2  
Changes in secondary price, QoQ



Source: Savills Research & Consultancy

## Savills Research team

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