

# Briefing Villa/ Townhouse sector

Q2 2015

## → Supply

In Q2/2015, the total stock was approximately 30,100 units from 110 projects. There are approximately 1,030 primary and 29,060 secondary units. One new project in Tu Liem district launched this quarter and provided 46 villas.

## Performance

The average secondary price for villas was VND48.8 million/m<sup>2</sup>, up 0.1% QoQ and VND60.3 million/m<sup>2</sup> for townhouses, up 0.9% QoQ.

The highest primary price for a villa was in Tay Ho district, at approximately VND100 million/m<sup>2</sup>. The lowest was in Me Linh district at VND 11.6 million/m<sup>2</sup>. For a townhouse, the highest primary price was approximately VND 145 million/m<sup>2</sup> in Cau Giay district.

## Demand

Projects with completed infrastructure, good design and living environment are main factors that attract buyers.

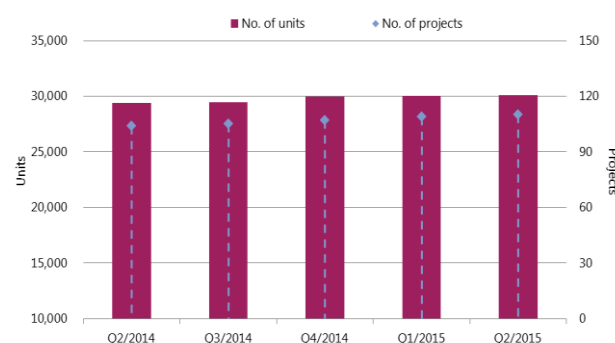
The new Housing Law takes effect on 1 July 2015 and may assist demand from foreigners.

## Outlook

From Q3/2015 onward, there will be 75 future villa/townhouse projects in 16 districts supplying 8,600 ha.

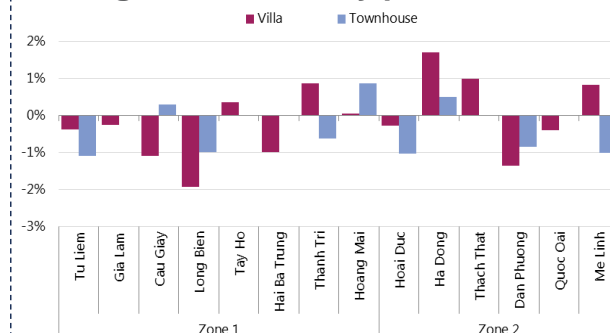
By the end of 2015, four new projects are expected to enter the market; three projects will supply approximately 390 villas and townhouses. ■

FIGURE 1  
Supply by quarter



Source: Savills Research & Consultancy

FIGURE 2  
Changes in secondary price, QoQ



Source: Savills Research & Consultancy

## Savills Research team

Please contact us for further information



**Troy Griffiths**  
Deputy Managing Director  
+84 8 3823 9205 ext. 178  
TGriffiths@savills.com.vn



**Do Thu Hang**  
Head of Research & Consultancy  
+84 4 3946 1300 ext.178  
DThuHang@savills.com.vn

### Savills plc

Savills is a leading global real estate service provider listed on the London Stock Exchange. The company established in 1855, has a rich heritage with unrivalled growth. It is a company that leads rather than follows, and now has over 600 offices and associates throughout the Americas, Europe, Asia Pacific, Africa and the Middle East.

This report is for general informative purposes only. It may not be published, reproduced or quoted in part or in whole, nor may it be used as a basis for any contract, prospectus, agreement or other document without prior consent. Whilst every effort has been made to ensure its accuracy, Savills accepts no liability whatsoever for any direct or consequential loss arising from its use. The content is strictly copyright and reproduction of the whole or part of it in any form is prohibited without written permission from Savills Research.