

# Briefing Villa/Townhouse sector

Q1/2015

## → Supply

Four new villa/townhouse projects and the next phase of an existing project provided more than 480 dwellings to the primary market.

As of Q1/2015, the primary stock of the villa/townhouse segment was approximately 1,100 dwellings, a significant increase of 12% quarter-on-quarter (QoQ) and 319% year-on-year (YoY).

In the land plot segment, one new project and the next phase of an existing project entered the market, adding more than 200 plots. The primary land plot market had approximately 1,350 plots, down -25% QoQ but up 5% YoY.

Go Vap became the largest supplier for the villa/townhouse market. District 9 contributed the most stock for the land plot segment.

#### **Performance**

The transaction volume of villa/townhouse segment increased by 580% YoY. Townhouses dominated sales with 84% of the transactions.

The absorption rate of this segment was 32%, down -5 ppts QoQ but up sharply 18 ppts YoY.

In the land plot segment, the total sales volume decreased by -18% QoQ but increased 167% YoY. The absorption rate increased 4 ppts QoQ due to the sharp decrease in supply.

#### **Demand**

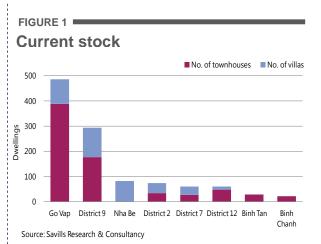
Projects with completed facilities, good locations, affordable selling prices and developer credibility are attractive to buyers.

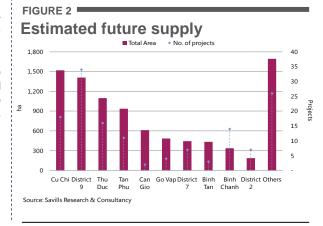
There is higher demand for small to medium-size landed properties with appropriate pricing.

#### **Outlook**

Future stock from 2015 onwards is approximately 53,700 dwellings from 142 projects.

In the later quarters of 2015, nine projects with 1,400 units are expected to enter the market. District 9 is the largest supplier, accounting for 60% market share.





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