

Briefing Apartment

1H/2015

→ Supply

In 1H/2015, three new projects entered the market, adding more than 1,150 units.

There are now approximately 3,550 units from 11 projects. Six active projects supplied 1,649 units and were 60% sold. The remaining stock was fully sold.

Sixty percent of stock was developed as studios or 1-bedrooms with sizes of 32-50m². Two bedrooms account for approximately 36 percent.

Performance

Projects in Loc Tho had the best performance with an average selling price of VND48 million/m²; 65% of projects were sold. All projects are located on Tran Phu Street and have professional management and good facilities. Buyers are from HCMC and Ha Noi or are foreigners.

Demand

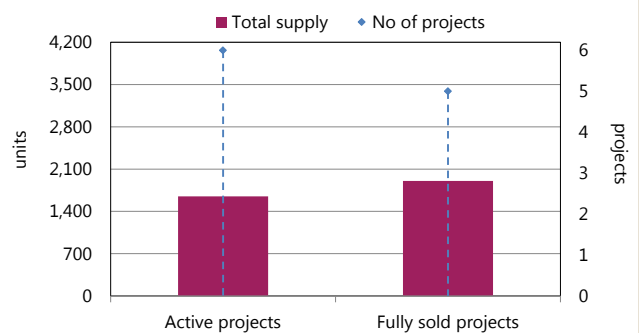
In the last five years, Khanh Hoa's tourism market has performed well. Annual expenditure grew by 20% and the annual growth rate of arrivals was 18%. The amended Housing Law allows foreigners to have a 50 year leasehold tenure for residential projects.

Outlook

At 1H/2015, there are nine future apartment projects supplying approximately 7,240 units.

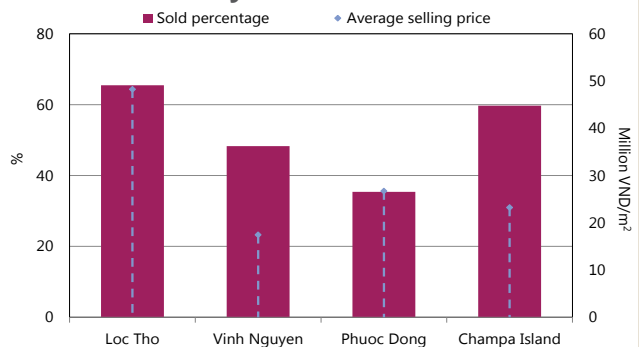
One project is currently under construction whilst the others are being planned or on hold.

FIGURE 1
Current supply



Source: Savills Research & Consultancy

FIGURE 2
Performance by location



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



Nguyen Thi Van Khanh
Associate Director,
Advisory Services
+84 8 3823 9205 ext. 180
NThiVanKhanh@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 It may not be published, reproduced or quoted in part or in whole, nor may it be used as a basis for any contract, prospectus, agreement or other document without prior consent.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. © Savills Viet Nam Co, Limited.