

Briefing Residential market

March 2015

→ Supply

As at 2014, Nha Trang's residential market has a total of approximately 9,200 plots/units from 43 land plot, villas/townhouses and apartment projects. The apartment segment has the greatest market share at 49%, followed by land plots at 41%.

Most apartment projects are located along the coast, with many on Tran Phu Street. Landed property projects for second home and investment are spreading to the west due to extensive land stock.

Performance

Due to affordable prices and flexibility in construction, land plots are preferred and have the greatest transaction volume. There are six primary land plot projects with prices ranging from VND3.6 million /m² to VND9.6 million /m² land area.

The villa/ townhouse segment has prices ranging from 23.4 million to 51 million VND/m² land area or dwelling prices of VND7.2 to 21 billion.

There are four active apartment projects on Tran Phu Street with a wide range in prices from VND1.2 to 9.4 billion /unit.

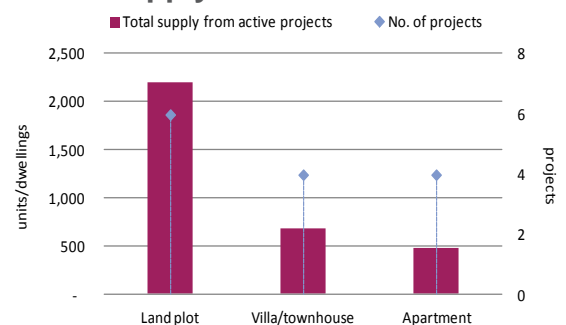
Demand

Buyers, mainly from Hanoi and HCMC who are looking to purchase a holiday dwelling, prefer projects by the beach with sea views. However, due to limited supply, projects in the western areas such as Vinh Thai and Phuoc Hai wards have become a favoured option for purchasers.

Outlook

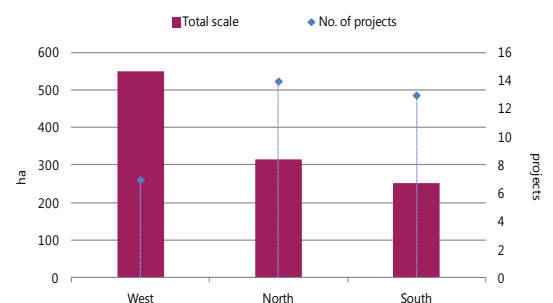
There are 34 future residential projects with a total area of more than 1,100ha. The majority are landed properties and concentrated in the west and the north.

FIGURE 1
Current supply



Source: Savills Research & Consultancy

FIGURE 2
Estimated future supply



Source: Savills Research & Consultancy

Savills Research team

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