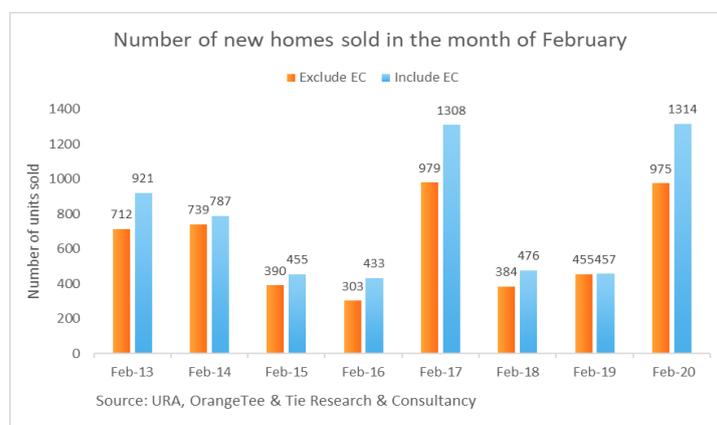


Home demand inches up amid economic uncertainties

Despite the current pandemic and uncertain economic outlook, new home sales rose a third consecutive month. This is also one of the strongest February showing in recent years. According to the developers' sales survey by the Urban Redevelopment Authority, new home sales surged 57.3 per cent month-on-month (m-o-m) from 620 units in January to 975 units last month. Including executive condominium (EC) units, developers sold 1,314 units, registering a 105.3 per cent when compared to the 640 units sold in January this year.

The 975 new homes excluding EC sold last month was the second-highest February sales in eight years, slightly below the 979 units inked in February 2017. Last month's sales volume was also above the monthly average of 904 units transacted in the previous 12 months (Feb 2019 to Jan 2020).



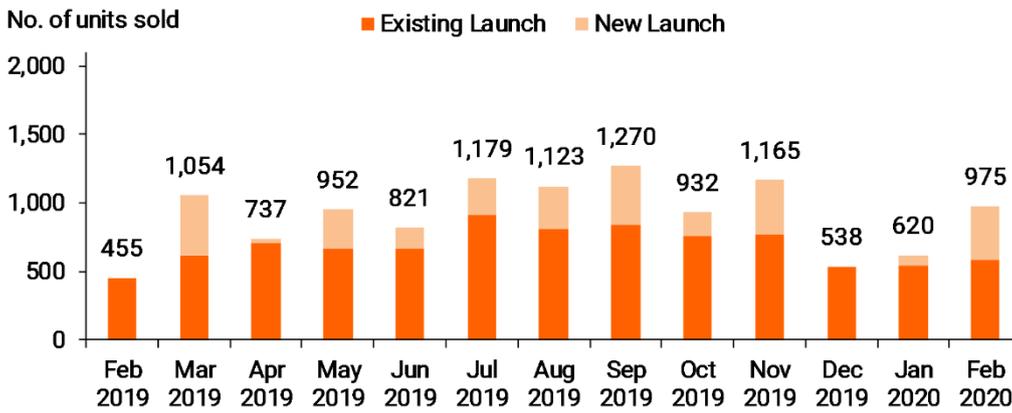
Two large projects were launched last month – the 522-unit The M which sold 380 units and the 496-unit Parc Canberra EC, which moved 324 units. Excluding these two launches, 610 units were sold collectively at other projects which is almost on par with the total units transacted in January (640 units). The resilient sales demand indicates that buying sentiment was largely positive last month.

Sales had performed better than expected given the Covid-19 outbreak and seasonal lull during the Chinese New Year period. The surge in sales may be attributed to more investors diversifying their portfolios to property investments after the recent stock market rout.

The number of Singaporean purchases grew strongly last month. According to URA Realis data, 812 non-landed homes excluding EC was bought by Singaporeans last month, up from the 413 units transacted in January 2020 and 351 units in December 2019. The number of foreign buyers (permanent residents and non-permanent residents) had similarly increased from 116 in December 2019 to 149 in February 2020.

Moving forward, the increasing volatility of the financial markets may continue to propel investors to the real estate sector as properties are widely regarded as safe-haven assets that offer more stable returns than other investment types. The softening of the Sing dollar in recent months may attract foreigners to invest in properties here. The Federal Reserve had also slashed interest rate to near zero which is aimed at keeping financial markets stable and making borrowing costs low. The Fed will also restart its quantitative easing program as part of its emergency stimulus. These measures intended to spur lending and spending may continue to stimulate housing demand with the increased liquidity. More homeowners may refinance their housing loans while some buyers may purchase larger housing units given the increased affordability.

Private Residential Developer Sales (Excl. EC)



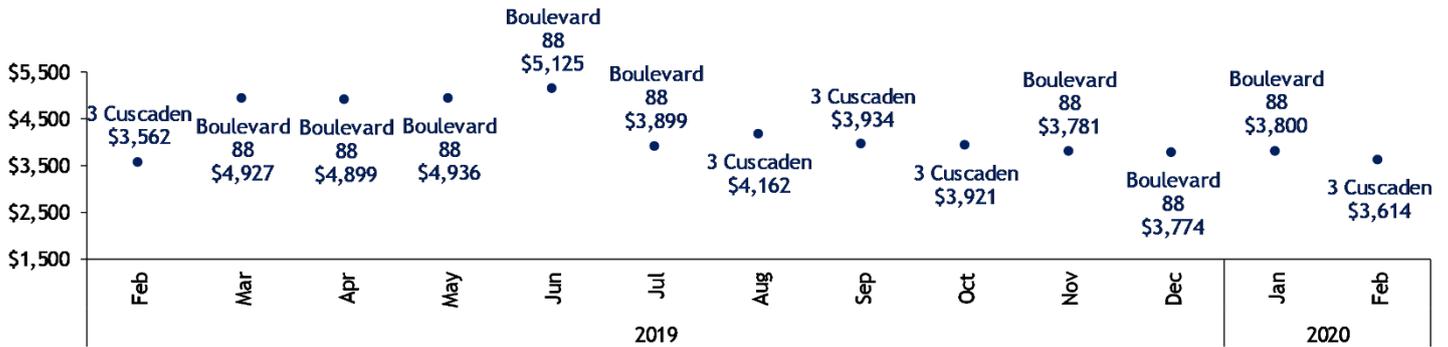
Source: URA, OrangeTee & Tie Research & Consultancy

Note: New launch refers to units sold in projects that were launched in that month.
Existing launch refers to units sold in projects that had been launched in prior months.

Month	Sales Volume		Launches	
	(Excl. EC)	(Incl. EC)	(Excl. EC)	(Incl. EC)
Feb-19	455	457	596	596
Sep-19	1,270	1298	1,714	1,714
Oct-19	932	959	909	909
Nov-19	1,165	1186	947	947
Dec-19	538	551	370	370
Jan-20	620	640	598	598
Feb-20	975	1,314	933	1,429
m-o-m % Change	57.3%	105.3%	56.0%	139.0%
y-o-y % Change	114.3%	187.5%	56.5%	139.8%

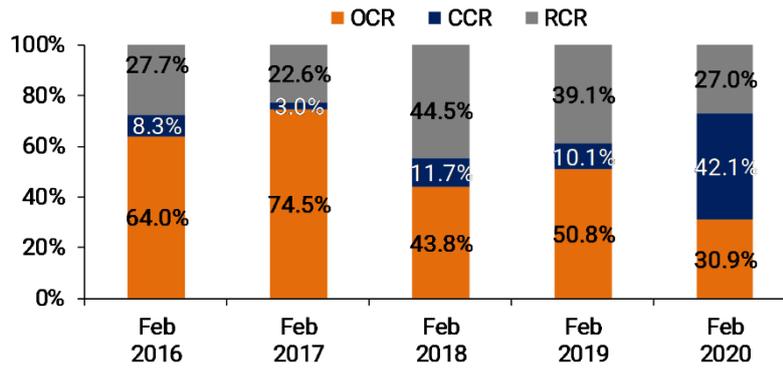
Source: URA, OrangeTee & Tie Research & Consultancy

Highest price (\$psf) achieved in the month



Source: URA, OrangeTee & Tie Research & Consultancy

Number of Units Sold in the Month



Source: URA, OrangeTee & Tie Research & Consultancy

Project Name	Locality	Total No. of Units	Cumulative Units Launched to-date	Cumulative Units Sold to-date	Sold in the month	Median Price (\$psf)	Take up Rate^ (%)	Sold out status* (%)
The M	CCR	522	522	380	380	\$2,439	72.8%	72.8%
Parc Canberra	OCR	496	496	324	324	\$1,111	65.3%	65.3%
Treasure At Tampines	OCR	2,203	1,100	1,012	97	\$1,379	92.0%	45.9%
Parc Esta	RCR	1,399	1,150	1,105	53	\$1,686	96.1%	79.0%
Jadescape	RCR	1,206	800	669	46	\$1,707	83.6%	55.5%
Parc Botannia	OCR	735	735	722	40	\$1,376	98.2%	98.2%
Parc Clematis	OCR	1,468	665	592	31	\$1,579	89.0%	40.3%
View At Kismis	RCR	186	100	84	22	\$1,696	84.0%	45.2%
The Garden Residences	OCR	613	320	264	21	\$1,567	82.5%	43.1%
Piermont Grand	OCR	820	820	488	15	\$1,106	59.5%	59.5%

Source: URA, OrangeTee & Tie Research & Consultancy

^Take up rate is calculated by taking the division of cumulative units sold to date over cumulative units launched to date

*Sold out status is calculated by taking the division of cumulative units sold to date over total no. of units in project

Please contact us for further enquiries

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