

Sales remained robust, buying trend likely to continue

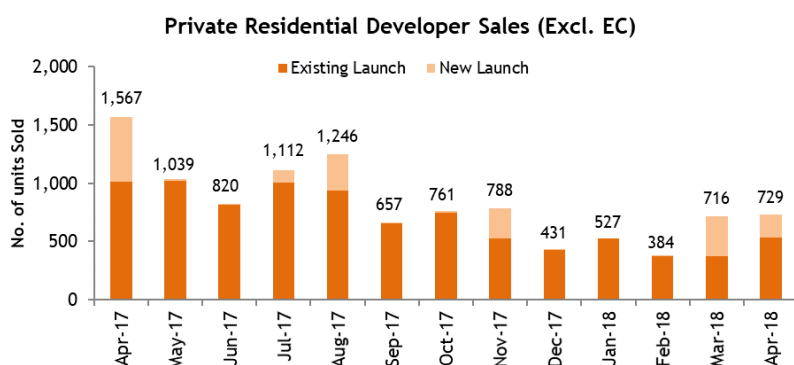
15 May 2018

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Developers' new home sales including Executive Condominiums (ECs) rose 68.1% month-on-month to 1,325 units in April, buoyed mainly by the launch of the new EC, Rivercove Residences. However, on a year-on-year basis, sales fell 36.1%. The top selling projects were Rivercove Residences (512 units), Park Place Residences at PLQ (166 units), The Verandah Residences (141 units), Harbour View Gardens (52 units) and The Tapestry (51 units).

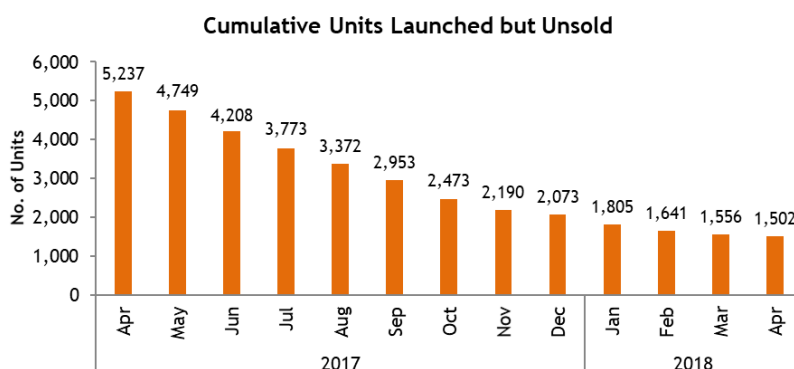
Sales remained robust as more buyers have decided to commit to a purchase now rather than wait further, and this buying trend is likely to continue into the next few months. As some mid-large sized projects like Twin Vew and Amber 45 are being launched/slated to be launched this month, primary sales in May could surpass April's numbers.

Riding on the current sales momentum, some developers are fast tracking their projects launches in the coming weeks. This is rather unusual as most developers would typically avoid the June holidays to launch any major projects; as seen from a dearth of major launches in the month of June from 2015 to 2017. Some major launches on the cards include The Garden Residences, Affinity at Serangoon, Margaret Ville, South Beach Residences and The Jovell. Other launched projects may also be releasing more units in latter phases. Therefore, we foresee a spike in sales transactions in June.



Source: URA, OrangeTee & Tie Research & Consultancy

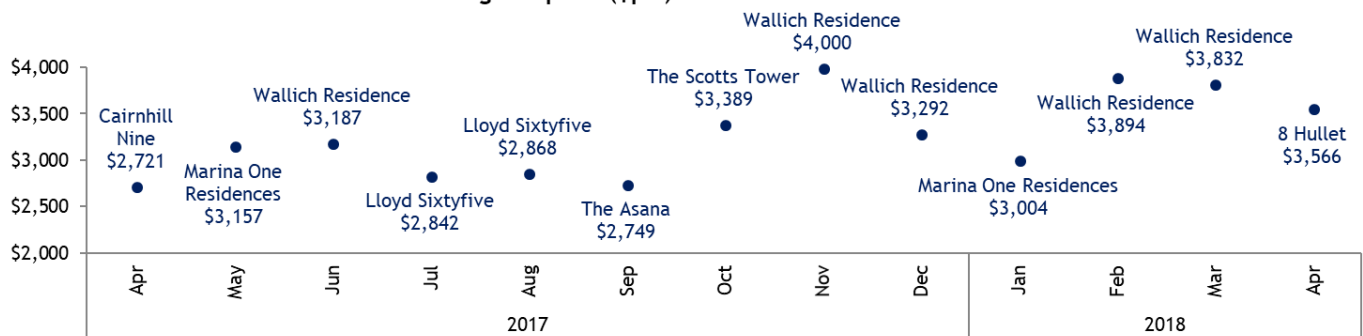
Note: New launch refers to units sold in projects that were launched in Apr 2018. Existing launch refers to units sold in projects that had been launched in prior months.



Source: URA, OrangeTee & Tie Research & Consultancy

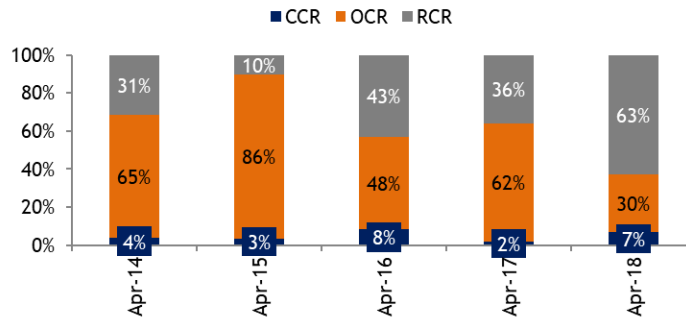
Months	Sales Volume	
	(Excl. EC)	(Incl. EC)
Apr-17	1,567	1,938
May-17	1,039	1,416
Jun-17	820	1,064
Jul-17	1,112	2,092
Aug-17	1,246	1,587
Sep-17	657	906
Oct-17	761	972
Nov-17	788	937
Dec-17	431	531
Jan-18	527	627
Feb-18	384	476
Mar-18	716	788
Apr-18	729	1,325
m-o-m % Change	1.8%	68.1%
y-o-y % Change	-53.5%	-31.6%

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

Best Selling Projects in April 18

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* (%)
Park Place Residences at PLQ	RCR	429	429	376	166	\$2,060	87.6%	87.6%
The Verandah Residences	RCR	170	170	141	141	\$1,846	82.9%	82.9%
Harbour View Gardens	RCR	57	57	52	52	\$1,763	91.2%	91.2%
The Tapestry	OCR	861	450	373	51	\$1,391	82.9%	43.3%
Parc Botannia	OCR	735	427	379	41	\$1,324	88.8%	51.6%
Kingsford Waterbay	OCR	1,165	1,165	1,093	37	\$1,362	93.8%	93.8%
The Clement Canopy	OCR	505	505	479	31	\$1,460	94.9%	94.9%
Marina One Residences	CCR	1,042	521	458	26	\$2,479	87.9%	44.0%
Seaside Residences	OCR	841	717	641	19	\$1,687	89.4%	76.2%
Artra	RCR	400	289	264	17	\$1,848	91.3%	66.0%

^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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