REAL ESTATE DATATREND

Primary Home Sales

OrangeTee
Keener Sense of Real Estate

Private residential primary market sales in December 2017 | 16th January 2018

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Volumes down 45.3% m-o-m in December

- The fall in new home sales volumes on a month-on-month basis is due to seasonal factors and the absence of major launches.
- However, December volumes are still 17.4% higher on a year-on-year basis, and the estimated full-year 2017 volume is 34.0% higher than in 2016.

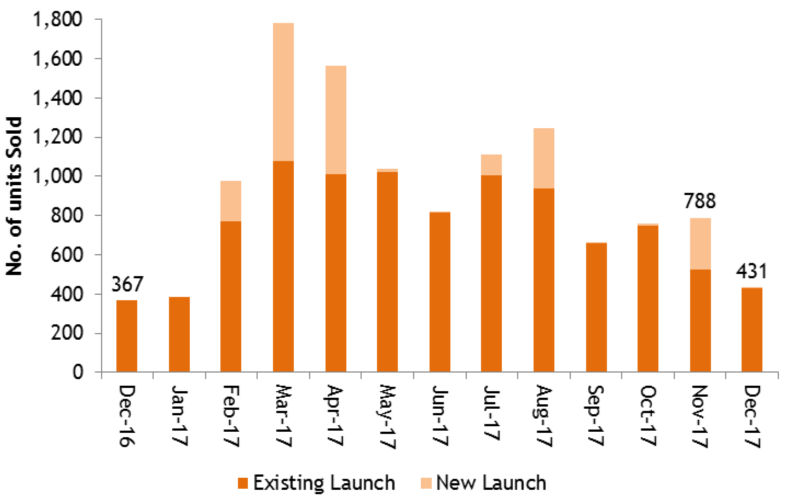
Symphony Suites top seller for December

- Top seller Symphony Suites moved 50 units at a median price of $1,027 psf.
- Parc Riviera came in second, with 44 units transacted at a median price of $1,223 psf.

Primary sales volumes to increase in January

- January's sales figure is likely to increase as the 124-unit New Futura and the 98-unit Nim Collection are *expected* to launch in mid to end January.

Private residential developer sales



New launch refers to units sold in projects that were launched in Dec 2017. Existing launch refers to units sold in projects that had been launched in prior months.

% Change

	Month on Month	Year on Year	Year to Date*
Dec	-45.3%	17.4%	30.4%
Nov	3.5%	-8.4%	30.2%

*Based on Realis Data

New launches in December

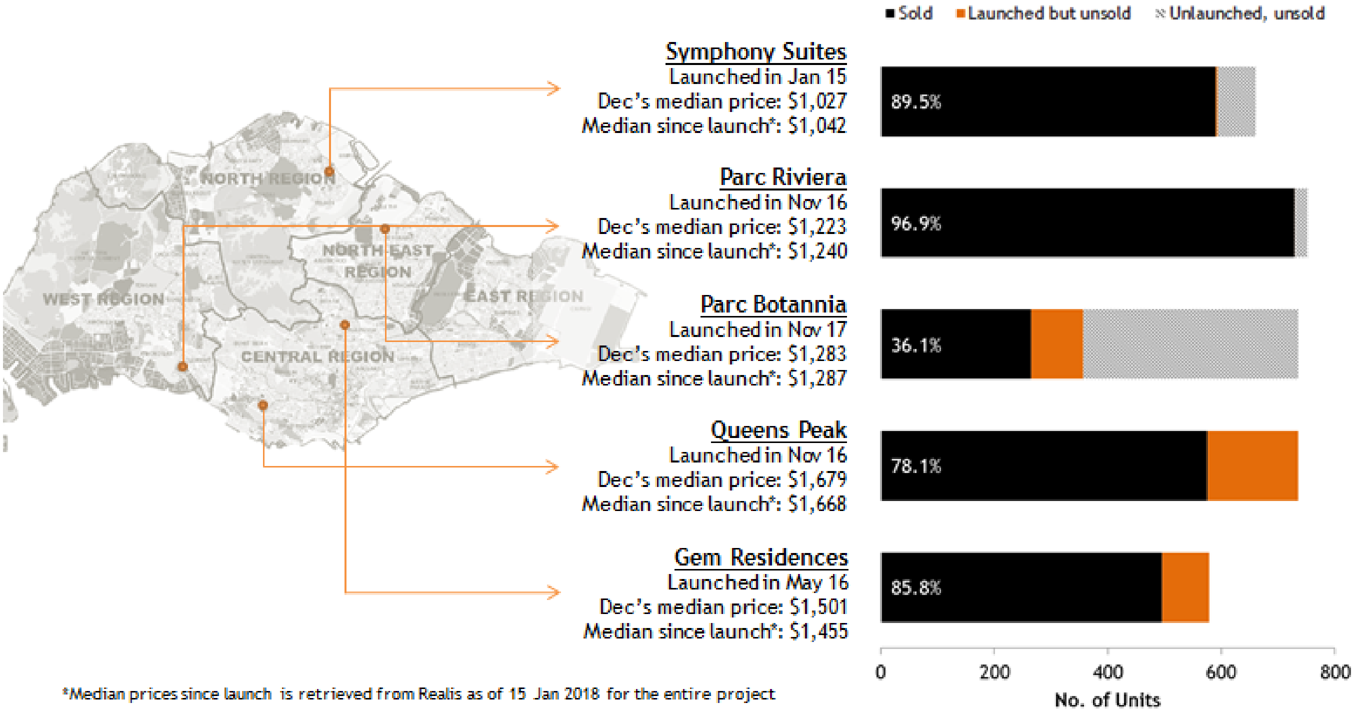
- **Liiv Residences**

Robust developer sales in 2017, volumes likely to increase in 2018

Developers sold an estimated 10,682 units (excluding ECs) in 2017, which is 34.0% higher than the tally for 2016. This is the highest volume moved since 2013, although it still falls well short of the 14,948 units sold then. However, given that the launch pipeline is expected to expand substantially in 2018, with more than 15 major private residential non-landed projects (>100 units) possibly launching in 2018, developer sales could potentially increase further in 2018. Although developers will likely be timing their launches so as to mitigate competitive pressures from their competitors from other launches, and may also hold back on launches in hopes of capitalising on a potential price increase, the robust demand and positive buying sentiment will likely drive sales volumes to higher levels in 2018.

As most of the cooling measures remain in place, developers will need to price their units reasonably as buyers will likely remain quantum sensitive due to TDSR measures. With the price of land reaching record highs due to aggressive bidding by hungry developers, developers may favour a unit mix that tends towards smaller units in order to keep units affordable in future developments.

Top Sellers' Chart



*Median prices since launch is retrieved from Realis as of 15 Jan 2018 for the entire project

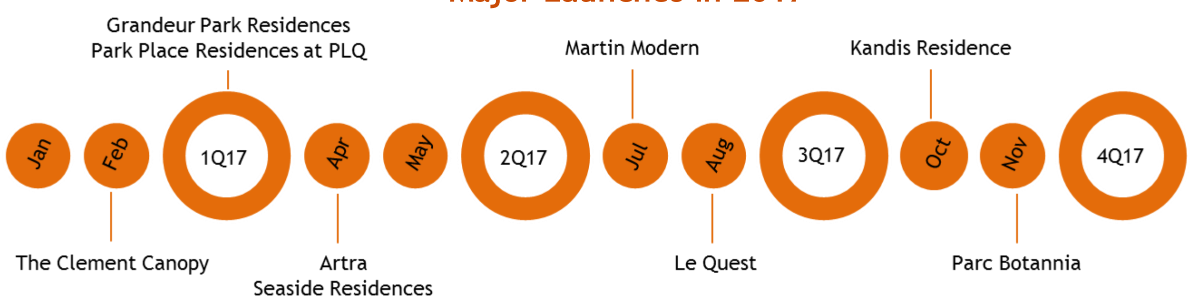
Top 10 Best Selling Projects in December

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* (%)
Symphony Suites	OCR	660	593	591	50	$1,027	99.7%	89.5%
Parc Riviera	OCR	752	730	729	44	$1,223	99.9%	96.9%
Parc Botannia	OCR	735	357	265	32	$1,283	74.2%	36.1%
Queens Peak	RCR	736	736	575	24	$1,679	78.1%	78.1%
Gem Residences	RCR	578	578	496	21	$1,501	85.8%	85.8%
Sturdee Residences	RCR	305	305	291	16	$1,587	95.4%	95.4%
Sims Urban Oasis	RCR	1,024	1,000	962	16	$1,397	96.2%	93.9%
Seaside Residences	OCR	841	640	564	15	$1,747	88.1%	67.1%
Kingsford Waterbay	OCR	1,165	1,165	975	15	$1,351	83.7%	83.7%
Sophia Hills	CCR	493	493	469	14	$2,127	95.1%	95.1%

^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

Major Launches in 2017



*Expected launches; estimates are subject to changes