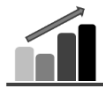


Primary Home Sales

Private residential primary market sales in November 2017

15th December 2017



Volumes up 3.3% m-o-m in November

- New sales volumes are up slightly in November, boosted by sales from Parc Botannia.
- Year-on-year, volumes are 8.7% lower, but 2017 YTD volumes are still 31.6% higher than the corresponding period in 2016.

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Parc Botannia top seller for November

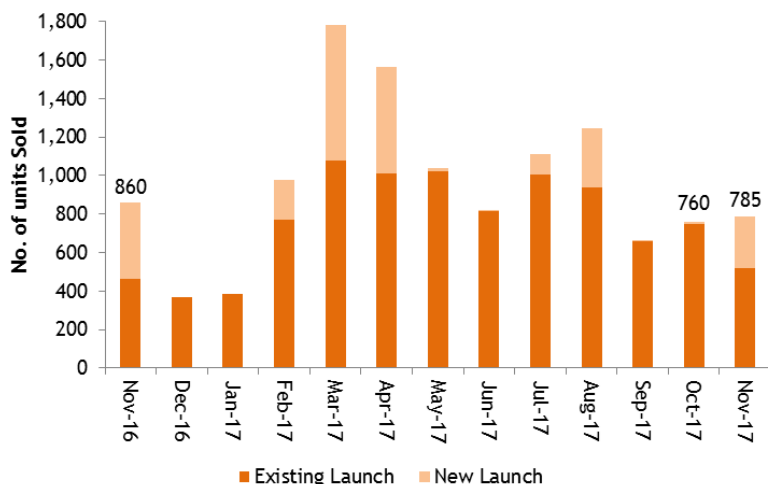
- Parc Botannia, a mass market project in District 28, sold 253 of the 357 launched units at a median price of \$1,287 psf. Notably, this is 30% higher than the neighbouring High Park Residences median transaction price of \$988 psf.
- Queens Peak came in second, with 71 units transacted at a median price of \$1,694 psf.



Primary sales volumes to fall in December

- Sales volumes are expected to wind down in December as buyers typically hold off on purchases over the year-end holidays.

Private residential developer sales



% Change

	Month on Month	Year on Year	Year to Date*
Nov	3.3%	-8.7%	31.6%
Oct	15.7%	-39.3%	35.0%

*Based on Realis Data

New launches in November

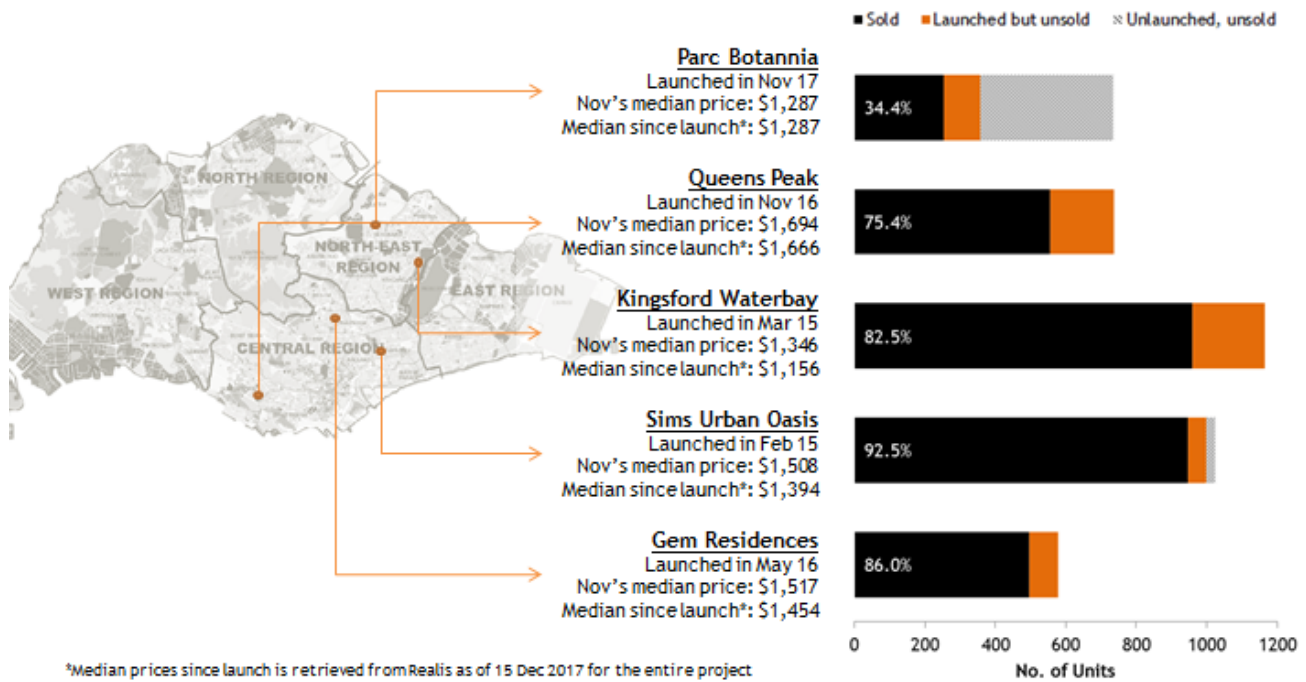
- Parc Botannia
- Rezi 35

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

Launch pipeline to expand substantially in 2018

With market sentiments on the rise and demand for new launches remaining robust, developers are expected to launch a bevy of projects in 2018. Not including relaunches or phased launches from existing projects, more than 15 major private residential non-landed projects (>100 units) could be launched in 2018, potentially supplying more than 10,000 private units into the market. For 2017 so far, 9 major developments (with 100 or more units) have been launched, with a combined total of around 4,700 units. With the launch pipeline expected to double in 2018, developers should strategize and time their launches well to mitigate competitive pressures from other launches.

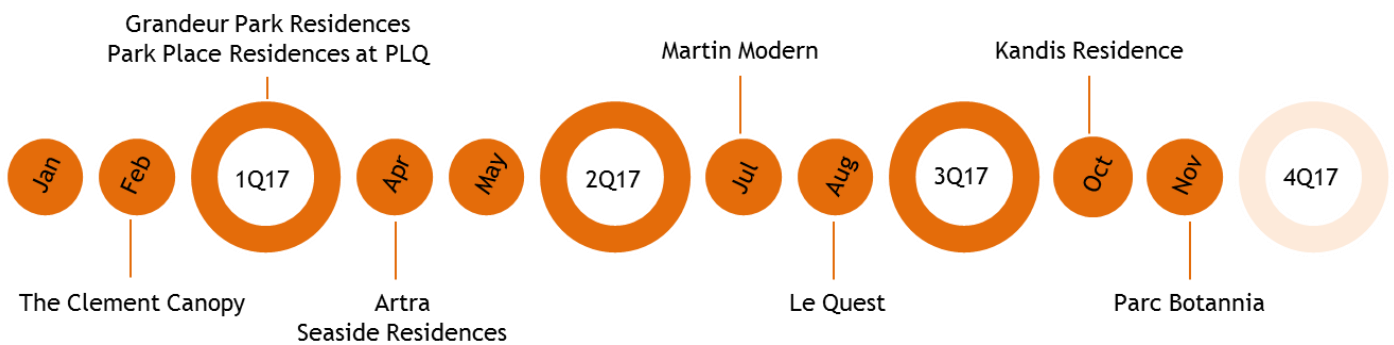
Top Sellers' Chart



Top 10 Best Selling Projects in November

Project Name	Locality	Total No. of Units	Cumulative Launched to-date	Cumulative Units Sold to-date	Sold in the month	Median Price (\$psf)	Take up Rate^ (%)	Sold out status* (%)
Parc Botannia	OCR	735	357	253	253	\$1,287	70.9%	34.4%
Queens Peak	RCR	736	736	555	71	\$1,694	75.4%	75.4%
Kingsford Waterbay	OCR	1,165	1,165	961	38	\$1,346	82.5%	82.5%
Sims Urban Oasis	RCR	1,024	1,000	947	35	\$1,508	94.7%	92.5%
Gem Residences	RCR	578	578	497	34	\$1,517	86.0%	86.0%
Parc Riviera	OCR	752	690	685	28	\$1,252	99.3%	91.1%
Sophia Hills	CCR	493	493	461	22	\$2,046	93.5%	93.5%
Stars Of Kovan	OCR	395	395	385	21	\$1,496	97.5%	97.5%
The Alps Residences	OCR	626	626	572	21	\$1,112	91.4%	91.4%
Highline Residences	RCR	500	500	443	21	\$1,728	88.6%	88.6%

Major Launches in 2017



*Expected launches; estimates are subject to changes