

Primary Home Sales

Private residential primary market sales in June 2017

17<sup>th</sup> July 2017



Sales volumes relatively healthy

- Despite a dearth of major new launches, new sales levels remained at relatively healthy levels at 820 units sold in June
- Though this represents a 21.1% m-o-m fall in sales, on a y-o-y basis, it is an increase of 53%.



The Santorini top seller for June

- The Santorini sold 75 units in June at a median transacted price of \$1,026 psf. As at June, the project is 89.3% sold out.
- In 2<sup>nd</sup> place was Parc Riviera, with 55 units sold at a median price of \$1,218 psf. The project is 75.5% sold out.



July's sales to rebound strongly

- Developers sales are expected to rebound strongly in July, in anticipation of the launch of Martin Modern, and as buyers restart their home seeking activities after the June holidays.

RESEARCH & CONSULTANCY

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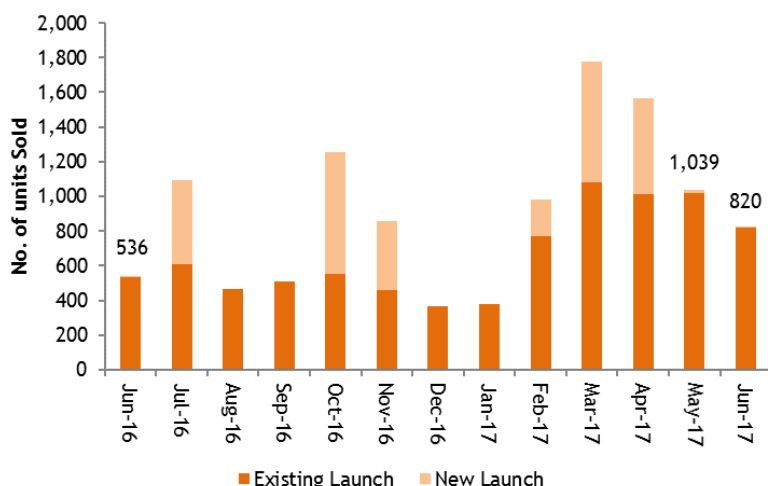
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Private residential developer sales



% Change

	Month on Month	Year on Year	Year to Date*
Jun	-21.1%	53.0%	64.8%
May	-33.7%	-1.8%	66.1%

\*Based on Realis Data

New launches in June

- Park 1 Suites

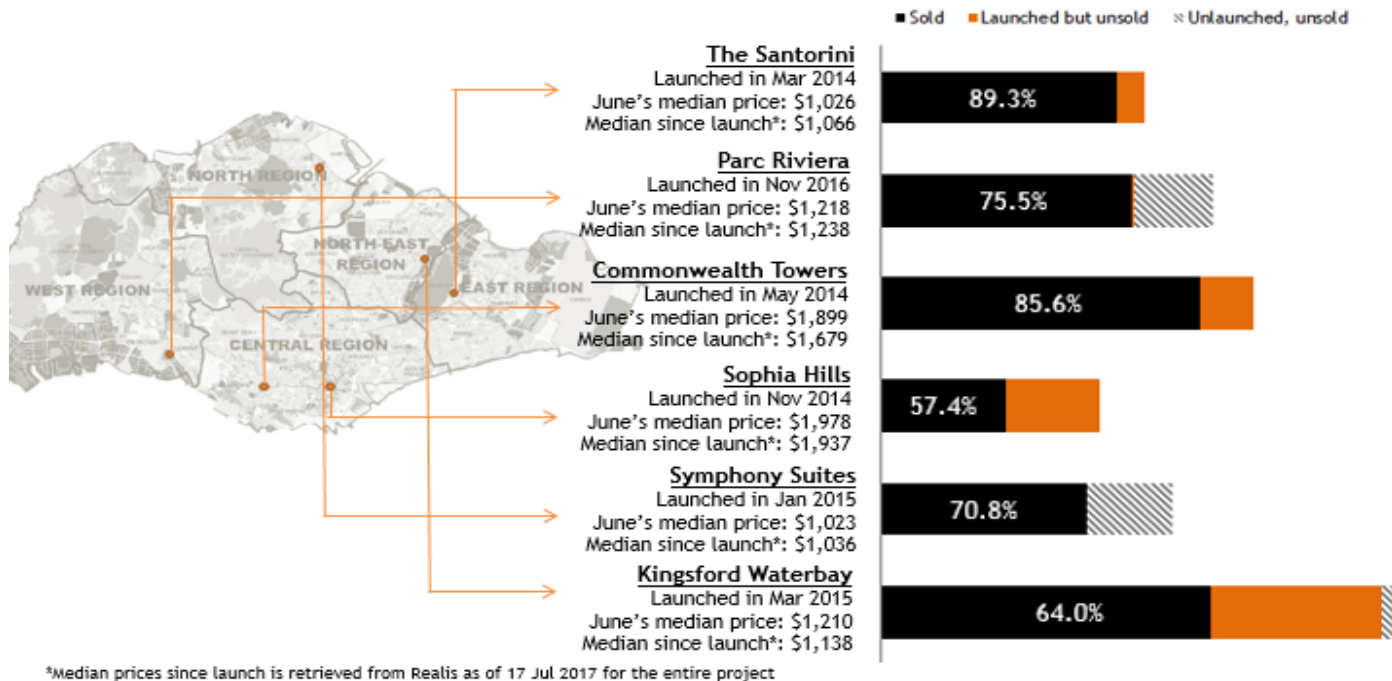
New launch refers to units sold in projects that were launched in June 2017. Existing launch refers to units sold in projects that had been launched in prior months.

Strong volumes to push market towards recovery

Amidst heightened sentiments in the property market, developer sales have remained at healthy levels despite the lack of major new launches. Although volumes registered a 21.1% m-o-m fall in June, the sales tally of 820 private residential units is a 53% y-o-y increase from June 2016. This is also the highest monthly sales volume in June since 2013. Though volumes have not yet returned to levels last seen in 2011 to 2012, the significant rise in volumes in 2017 is indicative of a recovering market.

Strong demand for new launches and a possibility of increasing prices in the future has led to demand funnelling towards older existing launches. Land costs have continued to increase in 2017, amidst the intense competition for land. Rising land costs should lead to an increase to higher sale prices, barring a market downturn. As such, demand is moving towards older launches where prices have not yet moved. Based on developers' data in June 2017, 61% of existing major launches (more than 100 units) are at least 70% sold out. This is a 10 percentage point increase from June 2016, when only 50% of existing major launches were mostly sold out (>70% sold).

## Top Sellers' Chart



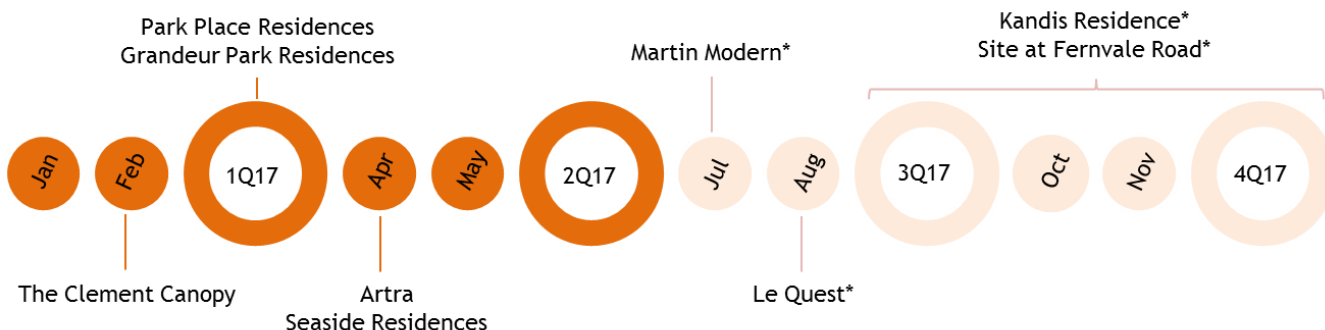
## Top 10 Best Selling Projects in June

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 Santorini	OCR	597	597	533	75	\$1,026	89.3%	89.3%
Parc Riviera	OCR	752	575	568	55	\$1,218	98.8%	75.5%
Commonwealth Towers	RCR	845	845	723	47	\$1,899	85.6%	85.6%
Sophia Hills	CCR	493	493	283	44	\$1,978	57.4%	57.4%
Symphony Suites	OCR	660	468	467	36	\$1,023	99.8%	70.8%
Kingsford Waterbay	OCR	1,165	1,134	746	36	\$1,210	65.8%	64.0%
The Alps Residences	OCR	626	626	484	35	\$1,050	77.3%	77.3%
The Triling	OCR	755	705	643	34	\$1,234	91.2%	85.2%
Queens Peak	RCR	736	736	396	33	\$1,725	53.8%	53.8%
Sims Urban Oasis	RCR	1,024	850	804	31	\$1,403	94.6%	78.5%

^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