

Primary Home Sales

Private residential primary market sales in May 2017

15 Jun 2017



Sales volumes fall due to lack of major new launches

- Sales volumes fell by 34.3% m-o-m and 3.2% y-o-y due to the lack of major new launches.
- However, buyers' appetite for new launches is not showing signs of waning, with 1,024 units sold in May.



Parc Riviera top seller in May

- Parc Riviera moved 83 units in May at a median price of \$1,246 psf, and is currently 71.8% sold.
- The Santorini placed second with 64 units sold, at a median price of \$1,022 psf.



June sales to take a breather due to seasonal factors

- Sales figures are expected to come in lower in June, as the market quietens down due to the June school holidays.
- The next anticipated major launch, Martin Modern, is expected to launch in July.

RESEARCH & CONSULTANCY

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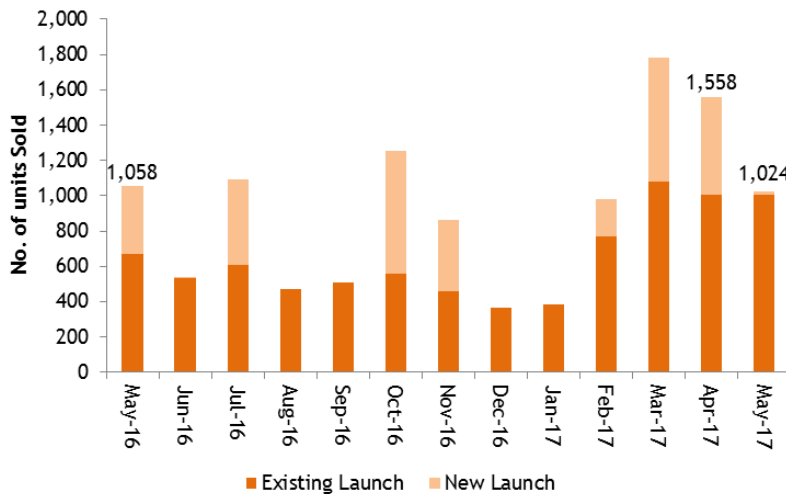
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Private residential developer sales



% Change

	Month on Month	Year on Year	Year to Date *
May	-34.3%	-3.2%	71.0%
Apr	-12.5%	107.7%	101.8%

*Based on Realis Data

New launches in May

- Watercove

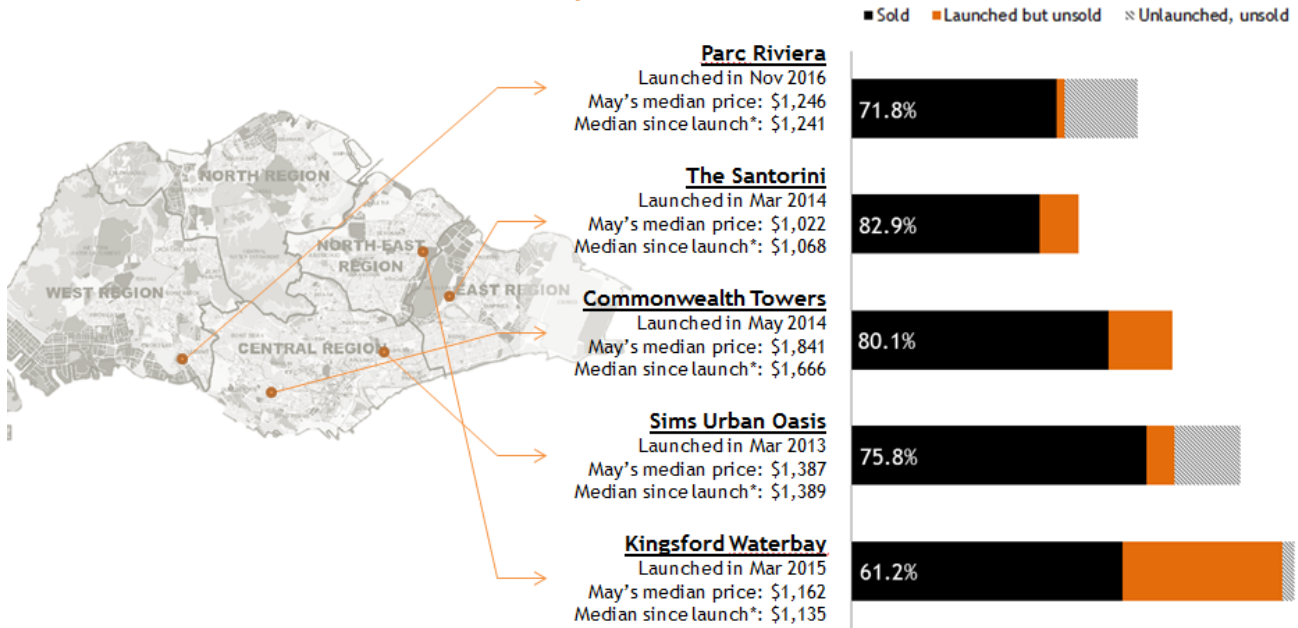
New launch refers to units sold in projects that were launched in May 2017. Existing launch refers to units sold in projects that had been launched in prior months.

Primary market sentiments remain buoyant

As expected, developer volumes fell in May, due to the dearth of major new launches. However, market activity remains relatively robust, with 1,024 units sold, marking the third consecutive month where developer sales have exceeded 1,000 units monthly. YTD developer sales are currently around 5,200 units which is 71% higher compared to the corresponding period in 2016. Expectations of a market recovery, relatively low interest rates and uncertainties in foreign property markets i.e. London, Malaysia will continue to fuel buyers interest in the Singapore primary market.

The launch of Martin Modern, the first major launch in the Core Central Region (CCR) for 2017, would be closely watched. The performance of Martin Modern would serve as a litmus test for a recovery in the high-end market.

Top Sellers' Chart



*Median prices since launch is retrieved from Realis as of 15 Jun 2017 for the entire project

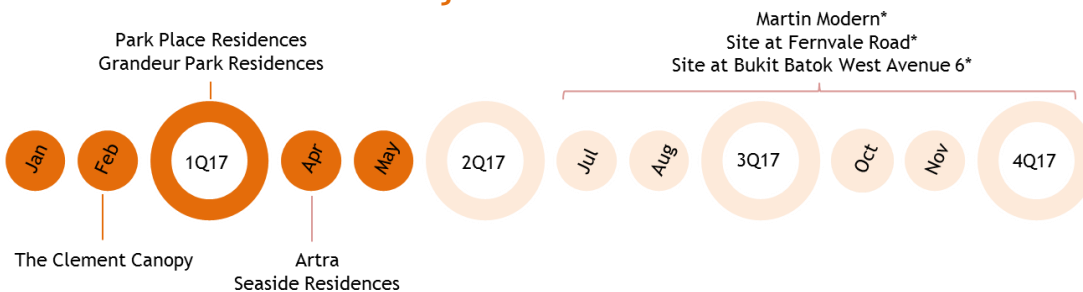
Top 10 Best Selling Projects in May

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* (%)
Parc Riviera	OCR	752	560	540	83	\$1,246	96.4%	71.8%
The Santorini	OCR	597	597	495	64	\$1,022	82.9%	82.9%
Commonwealth Towers	RCR	845	845	677	53	\$1,841	80.1%	80.1%
Sims Urban Oasis	RCR	1,024	850	776	51	\$1,387	91.3%	75.8%
Kingsford Waterbay	OCR	1,165	1,134	713	51	\$1,162	62.9%	61.2%
The Alps Residences	OCR	626	626	466	47	\$1,032	74.4%	74.4%
Principal Garden	RCR	663	550	510	40	\$1,638	92.7%	76.9%
Grandeur Park Residences	OCR	720	720	543	39	\$1,319	75.4%	75.4%
The Clement Canopy	OCR	505	350	330	37	\$1,364	94.3%	65.3%
Symphony Suites	OCR	660	453	449	35	\$1,016	99.1%	68.0%

^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

Major Launches in 2017



*Expected launches; estimates are subject to changes