

# MONTHLY DEVELOPERS' SALES

Real Estate Data Trend & Analytics



Artist Impression of Liv @ MB

Mar 2022

## Sales rebound on easing of restrictions

The private residential market showed some signs of recovery as developers sold more homes last month. Sales picked up after the Chinese New Year lull and the easing of Safe Management Measures (SMM). The maximum number of unique visitors per household was adjusted from 5 persons at any one time to 10 persons from 24th March 2022. More people can visit show flats while viewing restrictions are further relaxed after the changes. As a result, the number of deals rose with the higher visitor traffic.

According to the Urban Redevelopment Authority (URA) sales data, new private home sales, excluding executive condominiums (ECs), rose by 20.7 per cent from 542 units in February 2022 to 654 units in March 2022. Including ECs, new home sales increased by 22.3 per cent from 574 units to 702 units over the same period. On a year-on-year basis, new sales excluding ECs declined by 49.5 per cent from 1,296 units in March 2021.

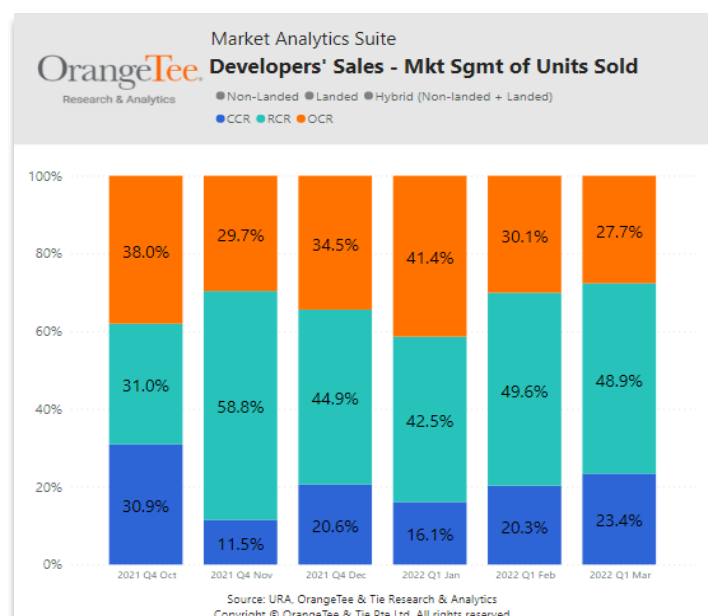
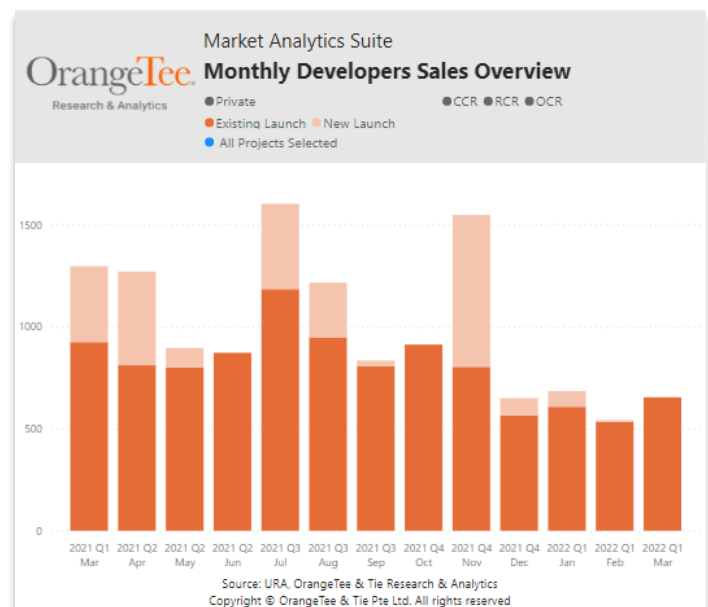
There were no major project launches (above 200 units) last month. Existing projects continued to pare down their unsold stock as buyers streamed back to the market.

Last month's best-selling projects were Normanton Park, The Florence Residences, Ki Residences at Brookvale, One Pearl Bank, The Avenir, Avenue South Residence, and Leedon Green.

The Rest of Central Region (RCR) continues to form the bulk of transactions for the fifth consecutive month, comprising 48.9 per cent of new sales last month (excluding ECs). The Outside of Central Region (OCR) made up 27.7 per cent, while the Core Central Region (CCR) constituted 23.4 per cent of the total sales.

Month	Sales Volume		Launches	
	(Excl. EC)	(Incl. EC)	(Excl. EC)	(Incl. EC)
Mar-21	1,296	1,373	959	959
Jan-22	684	736	178	178
Feb-22	542	574	195	195
Mar-22	654	702	309	309
M-o-M % Change	20.7%	22.3%	58.5%	58.5%
Y-o-Y % Change	-49.5%	-48.9%	-67.8%	-67.8%

Source: URA, OrangeTee & Tie Research & Analytics



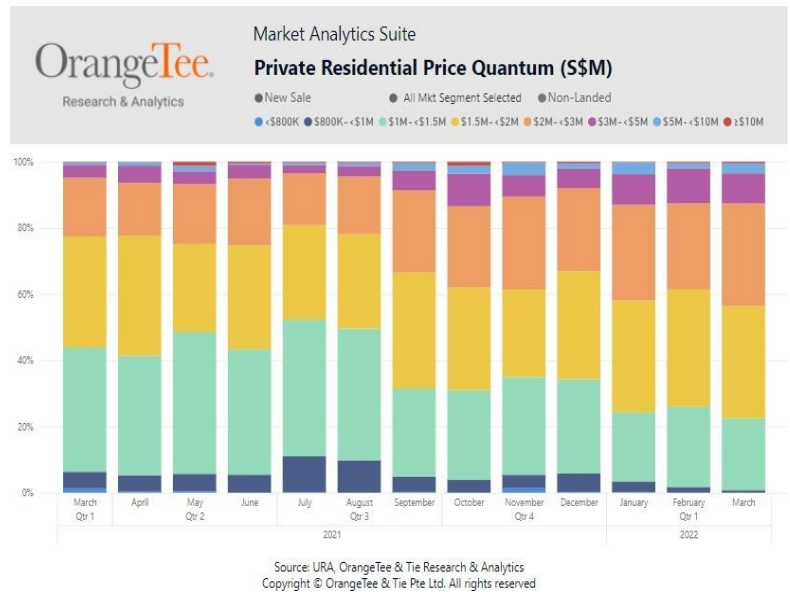
Based on URA Realis data, a freehold 1,121 sqm unit at Les Maisons Nassim on Nassim Road commanded the highest non-landed price last month at S\$59.77 million.

This is also the second priciest new non-landed transaction (excluding bulk purchases) since 1995. The most expensive unit was a 1,122 sqm new condominium transacted for S\$75 million in Oct 2021 at the same project.

Despite the cooling measures, pricier condominiums are forming a more significant proportion of transactions. Based on URA realis data, 75.9 per cent (1,302 units) of the non-landed transactions (excluding EC) were at least S\$1.5 million, of which 41.6 per cent (713 units) were sold for at least S\$2 million in Q1 2022. 3.1 per cent (53 units) were priced at S\$5 million and above.

In comparison, just 46.2 per cent (1,567 units) of the total new condominiums were sold for at least S\$1.5 million in Q1 2021. Purchases of at least S\$2 million were 17.9 per cent (608 units), and 0.6 per cent (20 units) were at S\$5 million and above during that period. The number of pricier transactions above S\$2 million and S\$5 million has also increased year on year in terms of absolute numbers.

More condominiums were sold at higher price tags because there were more launches in the RCR and CCR in recent months.



These homes tend to be sold at higher prices compared to the suburbs. Prices of homes have also been creeping up over the past year, driven by a shortage of supply.

For instance, most new condominiums (excluding ECs) in the suburbs were transacted at a higher price quantum. In March 2022, 76.4 per cent (133 units) of non-landed new homes in OCR was sold for at least S\$1.5 million. Of this number, 31 per cent or 54 units were transacted for at least S\$2 million.

Comparatively, only 42.6 per cent (138 units) of new condominiums in OCR were sold for at least S\$1.5 million in March 2021. Further, the proportion of condos sold below \$800,000 remained low over the past year (April 2021 to March 2022), making up just 0.7 per cent (32 units) of the total new non-landed homes sold in OCR (4339 units).



Artist Impression of Kent Ridge Hill Residences, Juniper Hill, The Lilium and Sloane Residences



The Federal Reserve made its first-interest rate increase in more than three years to alleviate inflationary pressures. The upward adjustment of mortgage rates seems to be spurring more buyers to return to the market. Some on-the-fence buyers plan to lock in home loans before they climb higher, as a steep hike in borrowing rates may price some upgraders out of the market.

To combat inflation, Singapore's central bank will be tightening its monetary policy for the third time since October to allow the local dollar to strengthen against the currencies of its trading partners.

There may not be a significant impact on the property market as the number of purchases by foreign buyers has been low since December's cooling measures.

Last quarter, 81 non-landed new homes were bought by foreigners (non-permanent residents), constituting 4.7 per cent of the 1,716 new non-landed homes sold. This is down from the 155 units or 5.3 per cent transacted (of 2,907 units) in Q4 2021. The number of home purchases by foreigners may remain muted given that the cooling measures are still in place.

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* (%)
Normanton Park	RCR	1,862	1,862	1,748	83	\$1,887	93.9%	93.9%
The Florence Residences	OCR	1,410	1,370	1,329	44	\$1,701	97.0%	94.3%
Ki Residences At Brookvale	OCR	660	660	567	28	\$1,976	85.9%	85.9%
One Pearl Bank	RCR	774	650	586	25	\$2,611	90.2%	75.7%
Leedon Green	CCR	638	400	360	23	\$2,844	90.0%	56.4%
Avenue South Residence	RCR	1,074	1,000	981	23	\$2,372	98.1%	91.3%
The Avenir	CCR	376	263	236	23	\$3,099	89.7%	62.8%
Provence Residence	OCR	413	413	410	20	\$1,240	99.3%	99.3%
Verticus	RCR	162	130	110	18	\$2,103	84.6%	67.9%
Amber Park	RCR	592	560	546	18	\$2,459	97.5%	92.2%

^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

Source: URA, OrangeTee & Tie Research & Analytics

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