15 July 2019

Rising number of new freehold condos sold in recent months

New private home sales dipped month-on-month (m-o-m) in June owing to a dearth of mega launches (more than 500 units), but sales are expected to rebound this month in view of a slew of major launches. According to developers' sales survey by the Urban Redevelopment Authority, developers sold 821 private homes – excluding executive condominiums (ECs) – last month, falling by 13.8 per cent from the 952 units sold in May. Including ECs, developers moved 822 units. Developers released 670 new homes (including ECs) for sales, down 51.9 per cent from the previous month.

Last month registered the highest number of sales for the month of June (excluding ECs) over the past six years. Last month's figures were significantly higher (25.5 per cent) than the number transacted last June and above June's figures in 2017 (820 units), 2016 (536 units), 2015 (375 units) and 2014 (482 units).

The best-selling projects were Sky Everton (134 units), Treasure at Tampines (70 units), Parc Botannia (60 units), Parc Esta (58 units), The Florence Residences (48 units), Stirling Residences (33 units), The Tre Ver (31 units), The Woodleigh Residences (31 units) and Riverfront Residences (30 units). Higher sales were observed for a number of ongoing launches despite the June school holidays and being launched for a number of months. Some of these projects include Treasure at Tampines, Parc Botannia, Parc Esta, Riviere, Whistler Grand, Margaret Ville and Boulevard 88 (see Table 1). Steady sales were seen at other projects indicating that underlying demand for local private properties is still fairly healthy.

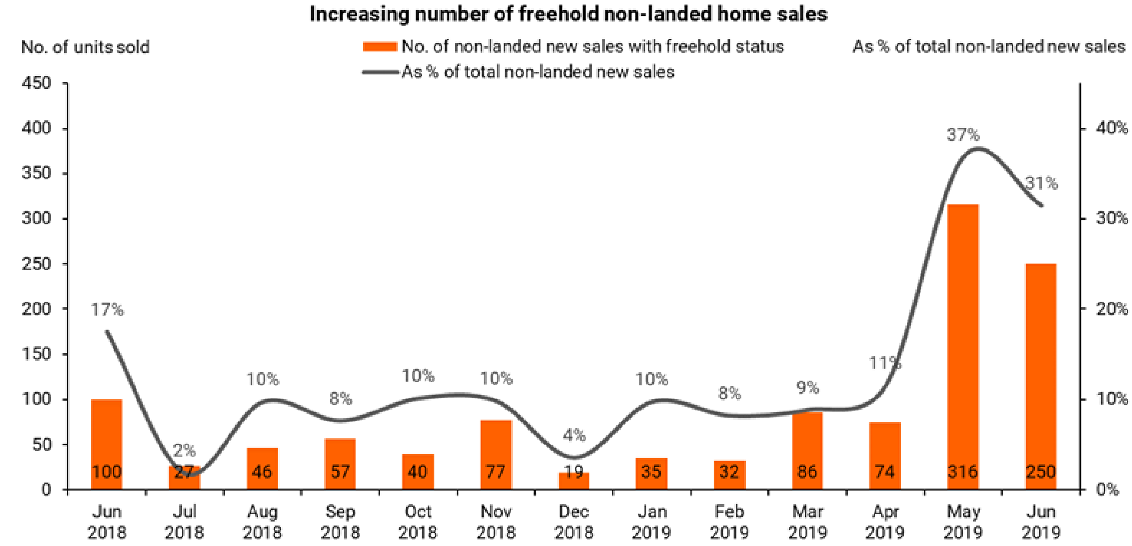
Table 1: Examples of projects that registered higher m-o-m sales in June

Project Name	June 2019 (no, of units sold)	May 2019 (no. of units sold)	m-o-m increase (no. of units sold)
Treasure at Tampines	70	50	20
Parc Botannia	60	33	27
Parc Esta	58	40	18
Riviere	20	12	8
Whistler Grand	20	16	4
Margaret Ville	18	10	8
Boulevard 88	15	4	11

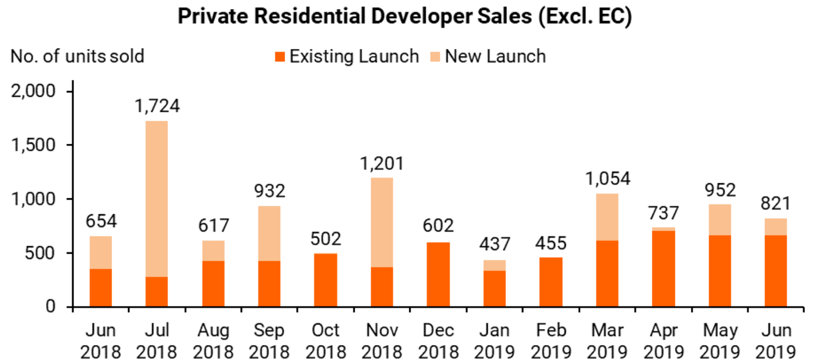
Source: URA, OrangeTee & Tie Research & Consultancy

The market has also seen a surge in the number of new freehold condos (including those above 900-year leasehold tenures) being sold in May and June this year. According to URA Realis data downloaded today, 250 non-landed new freehold units were sold last month, while 316 units were transacted in May. The highest number of new freehold condo sales last recorded was in September 2013, when 439 units were transacted. The uptrend is expected to continue as more freehold units will be launched in the coming months. It is rare to have a good selection of premium, freehold projects being launched at choice locations. This could be a good opportunity for buyers to snag a freehold property; otherwise they may have to wait for the next collective sales cycle that is likely to take place many years down the road.

Moving forward, many developers are expected to fast-track their launches ahead of the lunar seventh month. Some newly launched or upcoming launches include the 1,468-unit Parc Clematis, 820-unit EC Piermont Grand, 188-unit Haus on Handy, and 186-unit View at Kismis.



Source: URA, OrangeTee & Tie Research & Consultancy

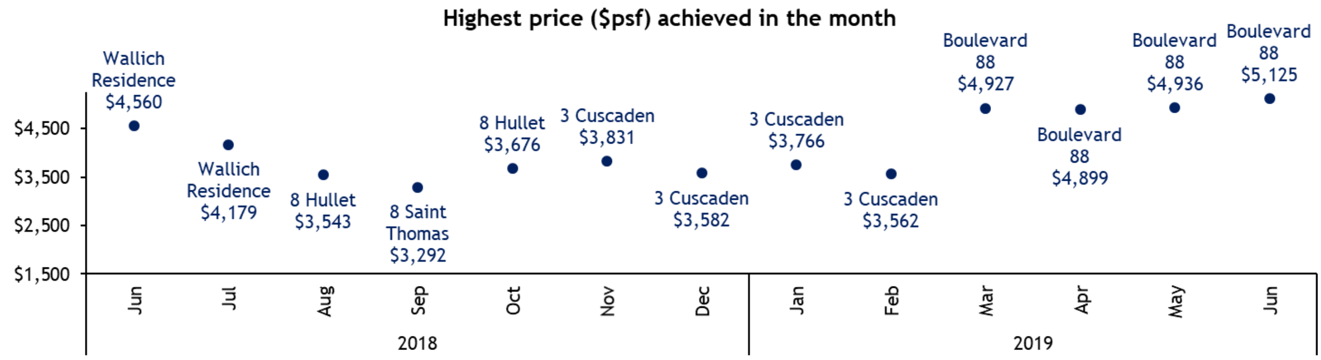


Source: URA, OrangeTee & Tie Research & Consultancy

Note: New launch refers to units sold in projects that were launched in Apr 2019. Existing launch refers to units sold in projects that had been launched in prior months.

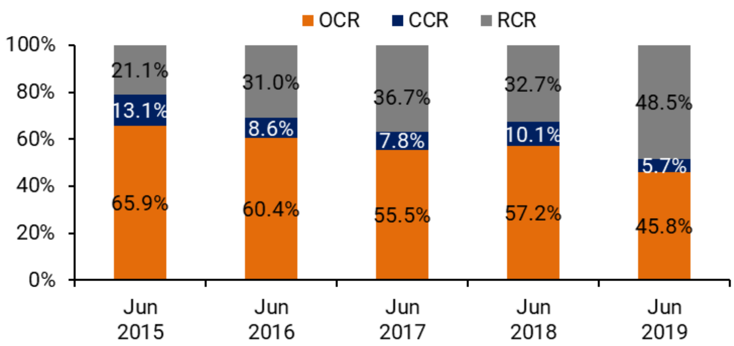
Month	Sales Volume		Launches	
	(Excl. EC)	(Incl. EC)	(Excl. EC)	(Incl. EC)
Dec-18	602	605	101	101
Jan-18	437	438	681	681
Feb-19	455	457	596	596
Mar-19	1,054	1,062	1,812	1,812
Apr-19	737	746	444	444
May-19	952	952	1,394	1,394
Jun-19	821	822	670	670
m-o-m % Change	-13.8%	-13.7%	-51.9%	-51.9%
y-o-y % Change	-52.4%	-53.7%	-70.1%	-70.1%

Source: URA, OrangeTee & Tie Research & Consultancy



Source: URA, OrangeTee & Tie Research & Consultancy

Number of Units Sold in the Month



Source: URA, OrangeTee & Tie Research & Consultancy

Best Selling Projects in June 2019

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* (%)
Sky Everton	RCR	262	262	134	134	$2,523	51.1%	51.1%
Treasure At Tampines	OCR	2,203	490	453	70	$1,320	92.4%	20.6%
Parc Botannia	OCR	735	735	587	60	$1,296	79.9%	79.9%
Parc Esta	RCR	1,399	650	613	58	$1,690	94.3%	43.8%
The Florence Residences	OCR	1,410	250	218	48	$1,442	87.2%	15.5%
Stirling Residences	RCR	1,259	830	717	33	$1,804	86.4%	56.9%
The Woodleigh Residences	RCR	667	325	117	31	$1,802	36.0%	17.5%
The Tre Ver	RCR	729	600	579	31	$1,628	96.5%	79.4%
Riverfront Residences	OCR	1,472	1,200	1,052	30	$1,307	87.7%	71.5%
Parc Komo	OCR	276	276	105	28	$1,482	38.0%	38.0%

^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

Please contact us for further enquiries

OrangeTee & Tie Research and Consultancy

Steven Tan
Managing Director
Executive Office
+65 6303 2999
steven.tan@orangetee.com

Christine Sun
Head
Research and Consultancy
+65 6303 2662
christine.sun@orangetee.com

John Tay
Senior Research Analyst
Research and Consultancy
+65 6303 2662
john.tay@orangetee.com