Artist's Impression of Lentor Gardens Residences

OrangeTee

A member of Realion Group

April 2026

Monthly Developer Sales

Suburban Housing Demand Remains Strong Despite Rise In Supply

A product by Realion (OrangeTee & ETC) Research

Overview | MDS Apr 2026

- Despite the ongoing conflicts in the Middle East, overall sales increased in April, showing strong sales momentum. Housing demand in the suburbs remained strong even as more homes were launched in the Outside Central Region (OCR) in April. The number of launched units in OCR (excluding EC) hit a 14-month high at 1,406 units in April 2026. The previous high was 1,694 units in February 2025.

- According to data from the Urban Redevelopment Authority (URA), new home sales, excluding ECs, rose for a second consecutive month to 1,548 units in April 2026, marking a 19.1 per cent increase from the 1,300 units in March. Including executive condominiums (ECs), sales decreased by 14.9 per cent from 1,937 units in March to 1,649 units in April. Sales were higher in the previous month due to the launch of the Rivelle Tampines EC. Conversely, new home sales (excluding ECs) rose significantly year-on-year by 129.3 per cent from 675 units in April 2025.

Table 1: New Sales Volume and Launches

Month	Sales Volume		Launches	
	(Excl. EC)	(Incl. EC)	(Excl. EC)	(Incl. EC)
Apr-25	675	771	1,344	1,344
Nov-25	325	346	347	347
Dec-25	197	234	52	52
Jan-26	466	990	786	1,534
Feb-26	246	266	15	15
Mar-26	1,300	1,937	1,043	1,615
Apr-26	**1,548**	**1,649**	**1,426**	**1,426**
M-o-M % Change	19.1%	-14.9%	36.7%	-11.7%
Y-o-Y % Change	129.3%	113.9%	6.1%	6.1%

Source: URA, Realion (OrangeTee & ETC) Research

New Launches

- The strong sales were primarily driven by two project launches in the suburbs - Tengah Garden Residences (863-units) and Vela Bay (515-units). Tengah Garden Residences was the best-performing project, selling 99.1 per cent of its entire project within its launch month. As the first private residential project in Tengah, the development attracted many buyers seeking first-mover advantage, underpinned by expectations of strong future capital and rental appreciation. Buyer confidence was further supported by the precinct's development, where more amenities will be added to the area, which will enhance overall liveability. The development's direct connectivity to the upcoming Hong Kah MRT station on the Jurong Region Line, have also enhanced its appeal among homebuyers seeking convenience and accessibility.

- Vela Bay achieved stellar sales as well, moving 71.8 per cent of its total units. The healthy take up was within expectation since over 70 per cent of the units will enjoy sea views. The project is also in proximity to the Bayshore MRT Station on the Thomson-East Coast Line and East Coast Park.

Artist's Impression of Tengah Garden Residences

Artist's Impression of Vela Bay

Luxury sales remain robust | MDS Apr 2026

By Market Segment

- As both new project launches were in the suburbs, the OCR accounted for the bulk of developer sales, making up 87.7 per cent or 1,358 units of the total 1,548 units sold (excluding ECs). This was followed by the the city fringe or Rest of Central region (RCR), at 10.3 per cent or 160 units, and the prime areas or Core Central Region (CCR) at 1.9 per cent or 30 units.

Luxury Market

- Sales in the new luxury condo market contracted in April after experiencing a spike in the preceding month. 26 new non-landed homes were sold for at least S$5 million but below S$10 million in April, down from the 47 transactions in March. However, this remained significantly higher than the eight and six units transacted in January and February this year, respectively. Most of the transactions were from The Continuum which recorded seven units sold, followed by the recently launched River Modern with six transactions. The remaining units sold were from Grand Dunman, Meyer Blue, One Marina Gardens, Promenade Peak, The Giverny Residences and the newly launched Vela Bay.

- In the ultra-luxury segment ($10 million and above), three new condos were sold in April, up from two transactions in March. Two units were from 21 Anderson, while the other unit was from Skywaters Residences. The priciest transaction was a 4,489 sq ft third-floor unit at 21 Anderson transacted for S$22.5 million.

Chart 1: Monthly sales by market segment

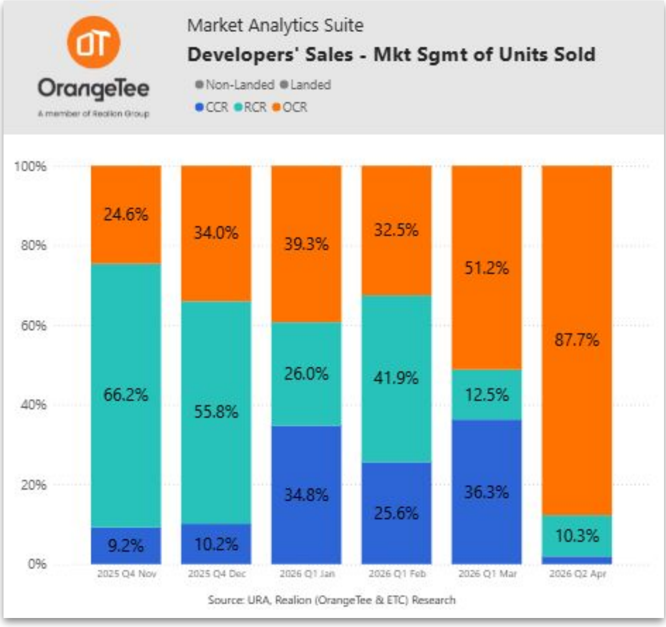
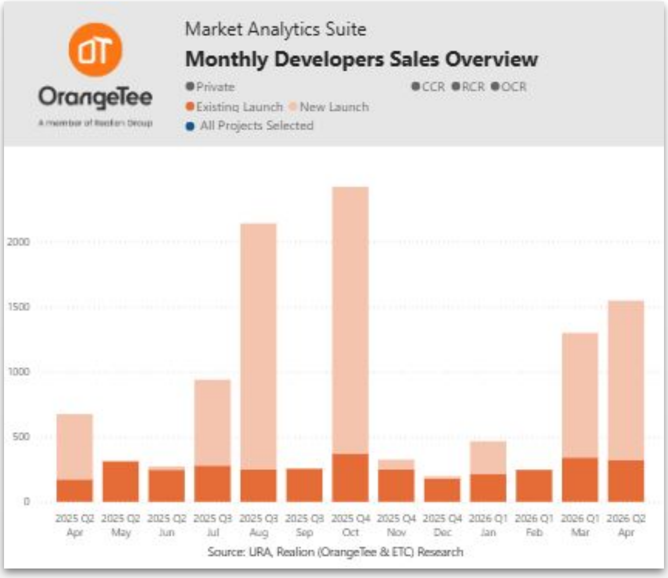


Chart 2: Monthly new home sales



Artist's impression of Narra Residences, River Modern, Arina East Residences, and One Marina Gardens

Outlook | MDS Apr 2026

- Looking ahead, the ongoing Middle East conflicts may trigger an energy price surge, stimulating inflation and placing upward pressure on interest rates. Some investors may move decisively to secure units and lock in the favourable financing now amid expectations of a potential interest rate increase ahead.

- Nevertheless, potential rate hikes, if any, are not expected to be significant over the next few months, as current mortgage rates are still considered low when compared to the peak rates two years ago of over 3 per cent. The relatively still-low mortgage rates will continue to keep housing affordable for first-time buyers and HDB upgraders.

- Demand for new private homes should stay firm as long as employment and income growth remain robust. The healthy sales momentum observed in recent months underscores the continued resilience in our local housing demand.

- Notable high profile launches in the second half of this year include Dunearn House, Lucerne Grand and Lentor Gardens Residences. These launches will help sustain buying interest and drive demand in the new home sales market.

Table 2: Best-selling new projects in April 2026

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* (%)
Tengah Garden Residences	OCR	863	863	855	855	$2,111	99.1%	99.1%
Vela Bay	OCR	515	515	370	370	$2,865	71.8%	71.8%
Narra Residences	OCR	540	540	176	34	$2,196	32.6%	32.6%
The Continuum	RCR	816	816	753	34	$2,796	92.3%	92.3%
One Marina Gardens	RCR	937	937	619	26	$2,979	66.1%	66.1%
Bloomsbury Residences	RCR	358	358	299	17	$2,571	83.5%	83.5%
Arina East Residences	RCR	107	107	81	15	$2,838	75.7%	75.7%
The Sen	RCR	347	347	116	12	$2,316	33.4%	33.4%
Pinery Residences	OCR	588	588	549	12	$2,583	93.4%	93.4%
River Modern	CCR	455	455	421	11	$3,363	92.5%	92.5%

^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

Source: URA, Realion (OrangeTee & ETC) Research

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