

MONTHLY DEVELOPER SALES

Real Estate Data Trend & Analytics



Artist Impression of Grand Dunman

Jun 2023

New home sales fell in June amid a lack of major launches

Overview

New home sales dipped last month due to a lack of sizable project launches. Only 31 private homes were launched in June.

According to data from the Urban Redevelopment Authority (URA), new home sales, excluding executive condominiums (ECs), dipped by 73.2 per cent from 1,039 units in May to 278 units in June this year. Including ECs, sales decreased by 71.9 per cent from 1,056 units to 297 units over the same period.

On a year-on-year basis, sales excluding EC fell by 43 per cent from 488 units in June 2022.

Based on the final sales figures released by URA for Q1 2023, 1,256 new private homes excluding EC were sold in the first quarter of this year. Therefore, an estimated 3,463 new homes were sold in the first half of this year, which is 18 per cent less than the 4,222 units sold in 1H 2022 and 46.4 per cent less than the 6,459 units sold in 1H 2021.

New Launches

Demand for new private homes shrank as there was only one small project launched last month, the 17-unit Lavender Residence, which sold 8 units.

Previously launched projects continued to sell units. For instance, The Reserve Residences moved another 79 units in the previous month. The other best-selling projects, including ECs, were Leedon Green, North Gaia, Van Holland, The Atelier, Pullman Residences Newton, Grange 1866, Piccadilly Grand, and One Pearl Bank.

Month	Sales Volume		Launches	
	(Excl. EC)	(Incl. EC)	(Excl. EC)	(Incl. EC)
Jun-22	488	496	397	397
Jan-23	393	552	410	410
Feb-23	433	471	401	401
Mar-23	492	513	573	573
Apr-23	890	912	798	798
May-23	1,039	1,056	1,595	1,595
Jun-23	278	297	31	31
M-o-M % Change	-73.2%	-71.9%	-98.1%	-98.1%
Y-o-Y % Change	-43.0%	-40.1%	-92.2%	-92.2%

Source: URA, OrangeTee & Tie Research & Analytics



Artist Impression of The Reserve Residences



Artist Impression of Leedon Green

By Market Segment

The bulk of last month's transactions, excluding ECs were in the Rest of Central Region (RCR) at 52.9 per cent or 147 units. This was followed by the Core Central Region (CCR) at 40.3 per cent (112 units) and the Outside of Central Region (OCR) at 6.8 per cent (19 units).

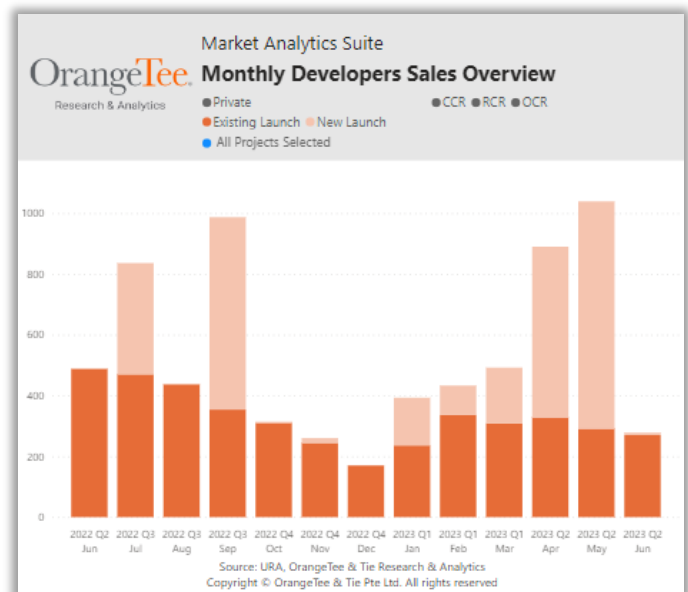
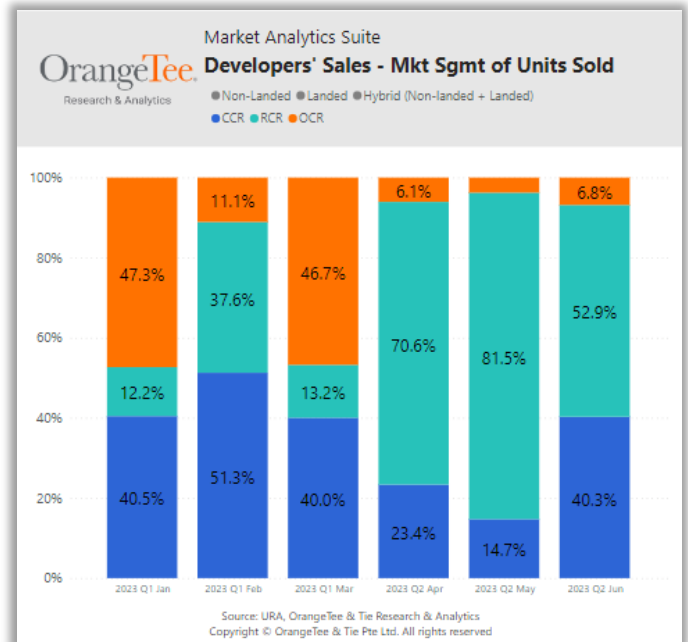
Luxury homes

At the upper end of the market, only 6 new non-landed homes were sold for at least S\$5 million last month. According to URA Realis data, the priciest transaction was a 6,179 sqft freehold condominium at Les Maisons Nassim sold for S\$32.7 million or S\$5,300 psf. This was followed by another unit at the same project transacted for S\$30.8 million or S\$5,050 psf. The other 4 non-landed homes were at projects like Klimt Cairnhill, Dalvey Haus, and Cairnhill 16.

Buyers' Profile

The number of non-landed new homes (excluding EC) bought by foreigners (non-permanent residents) fell further to 13 units in June, from 30 units in May and 67 units in April, according to URA Realis data. In terms of proportion, the number of transactions by foreigners rose slightly to 4.8 per cent last month from 3 per cent in May 2023.

Singaporean purchases dipped from 86.4 per cent or 857 units in May to 84.1 per cent or 228 units in June this year. Conversely, Singapore PR purchases rose from 10.6 per cent (105 units) to 11.1 per cent (30 units) over the same period.

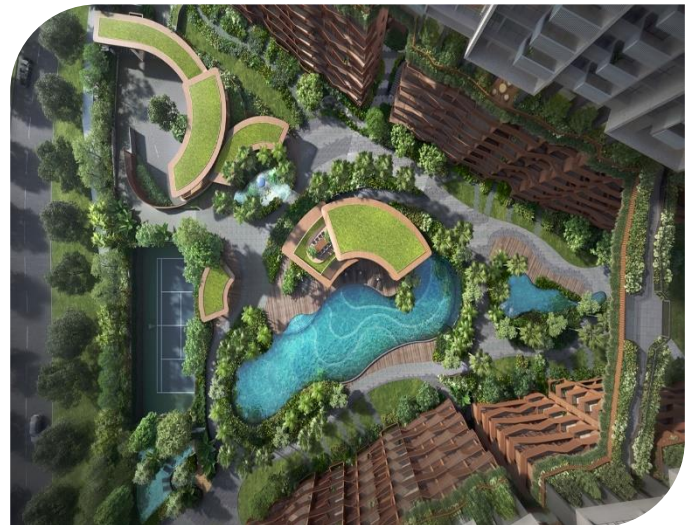


Artist Impression of Klimt Cairnhill, The Atelier, Tenet and Tembusu Grand

Outlook

Barring a global economic downturn or unforeseen circumstances, we will continue to see marketing activities in the second half of this year as more projects are slated for launch. Developers are riding on the positive buying momentum as new home demand from first-time buyers remains robust. Others are launching their projects ahead of the lunar seventh month.

New home sales will rebound in July as there are a few big project launches, including Lentor Hills Residences, The Myst, Pinetree Hill, and Grand Dunman. We estimate that between 7,000 and 8,000 new homes could be sold in 2023. Overall prices for new homes may rise at a slower pace by 3 to 5 per cent this year, down from 12.5 per cent in 2022 and 13.3 per cent in 2021.



Artist Impression of Lentor Hills Residences

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 Reserve Residences	RCR	732	650	593	79	\$2,646	91.2%	81.0%
North Gaia	OCR	616	616	268	14	\$1,280	43.5%	43.5%
Leedon Green	CCR	638	638	598	14	\$2,812	93.7%	93.7%
Van Holland	CCR	69	69	69	13	\$2,692	100.0%	100.0%
The Atelier	CCR	120	120	114	12	\$2,663	95.0%	95.0%
Pullman Residences Newton	CCR	340	305	301	9	\$3,188	98.7%	88.5%
Grange 1866	CCR	60	60	20	8	\$3,013	33.3%	33.3%
Piccadilly Grand	RCR	407	407	394	8	\$2,041	96.8%	96.8%
One Pearl Bank	RCR	774	774	733	8	\$2,673	94.7%	94.7%
Lavender Residence	RCR	17	17	8	8	\$1,972	47.1%	47.1%

[^]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

Please contact us for research inquiries. For sales enquiries, please contact your preferred OrangeTee Agents.



Christine Sun
Senior Vice President
christine.sun@orangetee.com



Timothy Eng
Assistant Manager
timothy.eng@orangetee.com



Kenneth Tan
Research Analyst
kenneth.tan@orangetee.com

