

savills

## Savills Research | Hanoi, Vietnam

# Apartment for Sale

Q2/2011

### Supply

Seventeen active projects provided the primary market with total stock of approximately 3,400 units, which is 39% of the amount in Q1/2011.

One Grade B and two Grade C projects launched providing a total of 704 units, equal to 10% of the Q1/2011 primary stock.

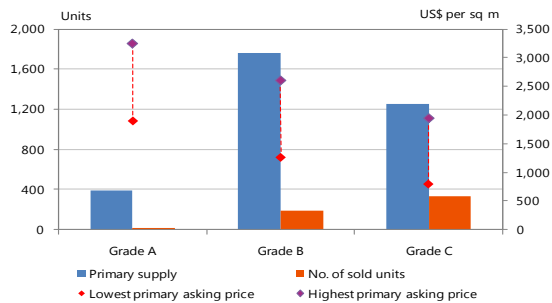
The total secondary stock is 48,800 apartments, mainly concentrated in Tu Liem, Ha Dong and Cau Giay districts.

### Primary market

Primary asking prices range from US\$800 to US\$3,200/ sq m. Primary stock is 50% less than the previous quarter, however, the overall apartment market had a low absorption rate of 16 percent.

Apartments with the lowest asking price had the highest absorption rate. Grade C had the highest absorption rate at 26%, followed by Grade B at 11% and Grade A at 5%.

### Primary market performance



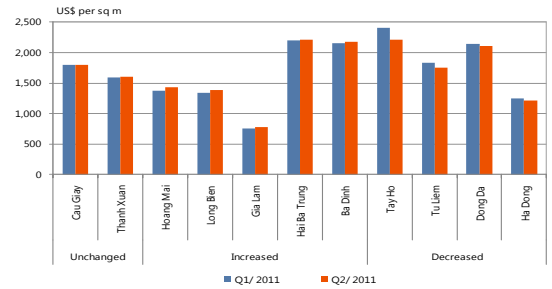
Source: Savills Research and Consultancy

### Secondary market

The average secondary asking price of the whole market decreased -1% against the previous quarter. The asking price in Cau Giay and Thanh Xuan was unchanged compared with last quarter. The average prices of districts

Hai Ba Trung, Hoang Mai, Gia Lam and Long Bien saw increases of 3% to 4% while the remaining districts had decreases from -2% to -8%.

### Average secondary asking price by district



Source: Savills Research and Consultancy

### Demand

With more than 50% of the population less than 30 years old, the apartment market has great potential in the long-term. However, the current tighter monetary policy has made it more difficult to acquire bank financing, which is limiting demand.

### Outlook

It is estimated that 60 projects will come online in the next three years. In which, 41 identified projects will provide approximately 31,000 units. In the last quarters of 2011, more than 12,000 units from 20 identified projects are expected to come online.

For further information, please contact:

#### Vietnam – Ho Chi Minh city

**Brett Ashton**  
 Managing Director  
 +84 8 3823 9205 – Ext.116  
[hcmc-info@savills.com.vn](mailto:hcmc-info@savills.com.vn)

#### address

**Savills Vietnam Ltd – Ho Chi Minh City**  
 18/F Fideco Tower  
 81-85 Ham Nghi, District 1  
 Ho Chi Minh City  
 Vietnam  
 T: +84 8 3823 9205  
 F: +84 8 3823 4571

#### Vietnam – Hanoi

**John Gallander**  
 Director, Savills Hanoi  
 +84 4 3946 1300 – Ext.105  
[hanoi-info@savills.com.vn](mailto:hanoi-info@savills.com.vn)

#### address

**Savills Vietnam Ltd – Hanoi**  
 6/F Sentinel Place  
 41A Ly Thai To, Hoan Kiem  
 Hanoi  
 Vietnam  
 T: +84 4 3946 1300  
 F: +84 4 3946 1302

#### corporate website

[www.savills.com.vn](http://www.savills.com.vn)

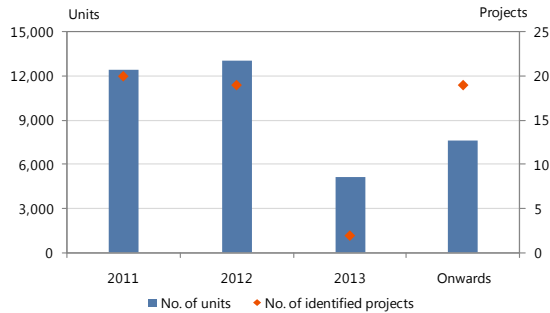
savills

Savills Research | **Hanoi, Vietnam**

# Apartment for Sale

Q2/2011

## Future supply



Source: Savills Research and Consultancy

## For further information, please contact:

### Vietnam – Ho Chi Minh city

#### Brett Ashton

Managing Director  
+84 8 3823 9205 – Ext.116  
[hcmc-info@savills.com.vn](mailto:hcmc-info@savills.com.vn)

#### address

#### Savills Vietnam Ltd – Ho Chi Minh City

18/F Fideco Tower  
81-85 Ham Nghi, District 1  
Ho Chi Minh City  
Vietnam  
T: +84 8 3823 9205  
F: +84 8 3823 4571

### Vietnam – Hanoi

#### John Gallander

Director, Savills Hanoi  
+84 4 3946 1300 – Ext.105  
[hanoi-info@savills.com.vn](mailto:hanoi-info@savills.com.vn)

#### address

#### Savills Vietnam Ltd – Hanoi

6/F Sentinel Place  
41A Ly Thai To, Hoan Kiem  
Hanoi  
Vietnam  
T: +84 4 3946 1300  
F: +84 4 3946 1302

### corporate website

[www.savills.com.vn](http://www.savills.com.vn)

This document is prepared by Savills for information only. Whilst reasonable care has been exercised in preparing this document, it is subject to change and these particulars do not constitute, nor constitute part of, an offer or contract, interested parties should not only rely on the statements or representations of fact but must satisfy themselves by inspection or otherwise as to the accuracy. No person in the employment of Savills has any authority to make any representations or warranties whatsoever in relation to these particulars and Savills cannot be held responsible for any liability whatsoever or for any loss howsoever arising from or in reliance upon the whole or any part of the contents of this document. This publication may not be reproduced in any form or in any manner, in part or as a whole without written permission of the publisher, Savills. © Savills Vietnam Co., Limited. 2010