



Savills Research | **Hanoi, Vietnam**

# Villa and Townhouse for Sale

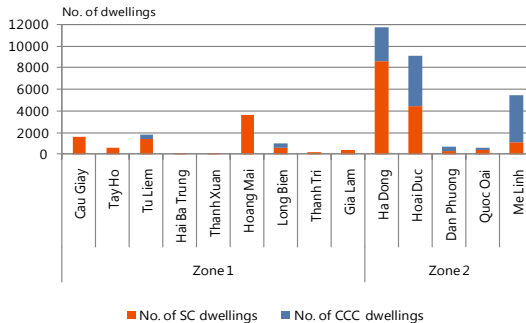
Q2/2011

## Supply

Savills studied 37,132 villas and townhouses from 110 projects in Ha Noi. Eighty projects are being sold in the form of sales contracts, the rest were transacted under capital contribution contracts (CCC).

Projects in the form of sales contracts offered 23,427 dwellings with 8,627 dwellings in Zone 1 and 14,800 in Zone 2. The CCC projects provided 13,705 dwellings with more than 90% locating in Zone 2.

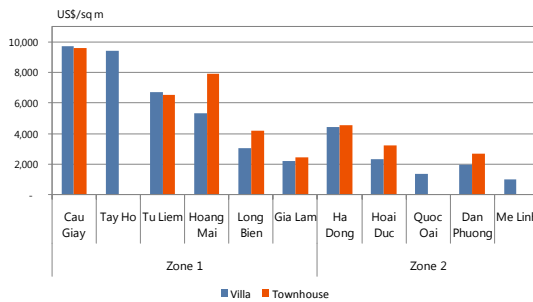
### Villas/Townhouses by district



Source: Savills Research and Consultancy

## Market Performance

### Average secondary asking price by district



Source: Savills Research and Consultancy

There were fewer transactions compared with the previous

quarters.

Cau Giay, Tay Ho, Tu Liem and Hoang Mai had the highest average secondary asking price at more than US\$6,000/ sq m. Me Linh and Quoc Oai districts, which are far from the CBD, have the lowest prices ranging from US\$1,000/ sq m to US\$1,400/ sq m.

Dwelling price ranges from US\$300,000 to US\$2.2 million for a villa and from US\$200,000 to US\$700,000 for a townhouse.

## Demand

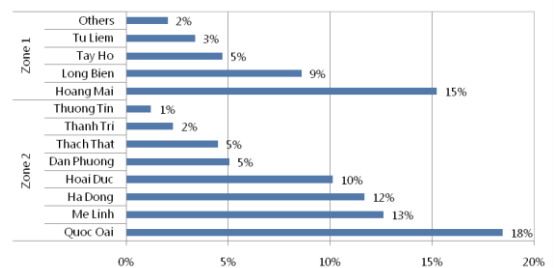
Demand of villas/ townhouses is underwritten by good demographic structure, rapid population growth, continuous flow of immigration and a decreasing trend in the size of households in urban areas.

However, demand for villa/ townhouse may be affected by high loan interest rates that are currently ranging from 20% to 25% pa and tighter credit applied in 2011. Therefore, in order to meet the real demand of buyers, developers are changing their development strategies.

## Outlook

Fifty-nine future projects with villa/ townhouse component and a total scale of 4,396 ha will come online in the medium-term. Zone 2 is the main supplier for the villa/ townhouse market.

### Future projects with villa/townhouse



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)