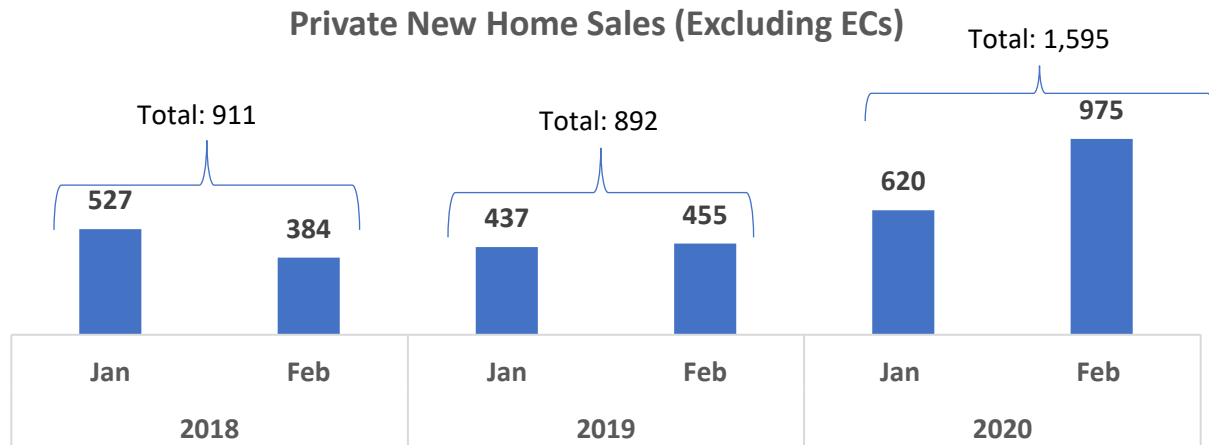




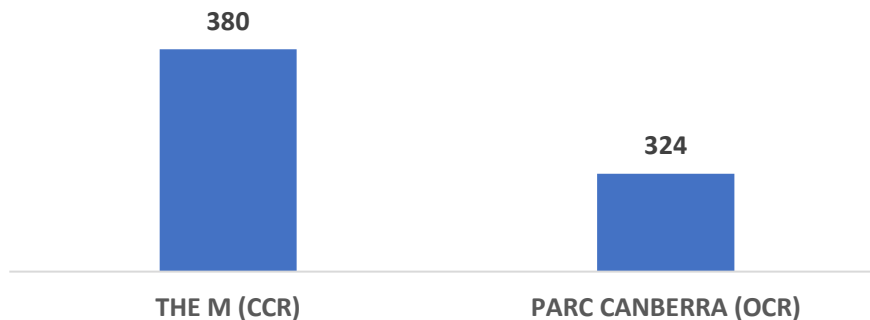
FEBURARY-2020



Source: PropNex Research, URA Monthly Developer Sales

A total of 975 private new home sales (excluding ECs) occurred for the month of February. Although the impact of the Covid-19 virus is reverberated throughout the Singapore's economy, the private new home sales segment continues to be in strong demand. This is mainly due to attractive pricing adopted by developers. For the month of February, there was a 57.3% increase in sales as compared to January. While, on a year-on-year comparison, it was a 114.3% surge.

Major Launches in Feb



Source: PropNex Research, URA Monthly Developer sales

The rise in sales for the month of February can be attributed to mainly the strong sales in the launch of The M, which contributed to 380 units being transacted. Furthermore, we witnessed 60% of the private new home sale transactions in the month of February attributed to projects that were previously launched. With Sales boosted by projects such as Treasure at Tampines (selling 97 units), Parc Esta (selling 53 units), Jadescape (selling 46 units), Parc Botannia (selling 40 units) and Parc Clematis (selling 31 units). Additionally, Verticus in the RCR segment sold a total of 13 units at a median price of \$1,999 psf.

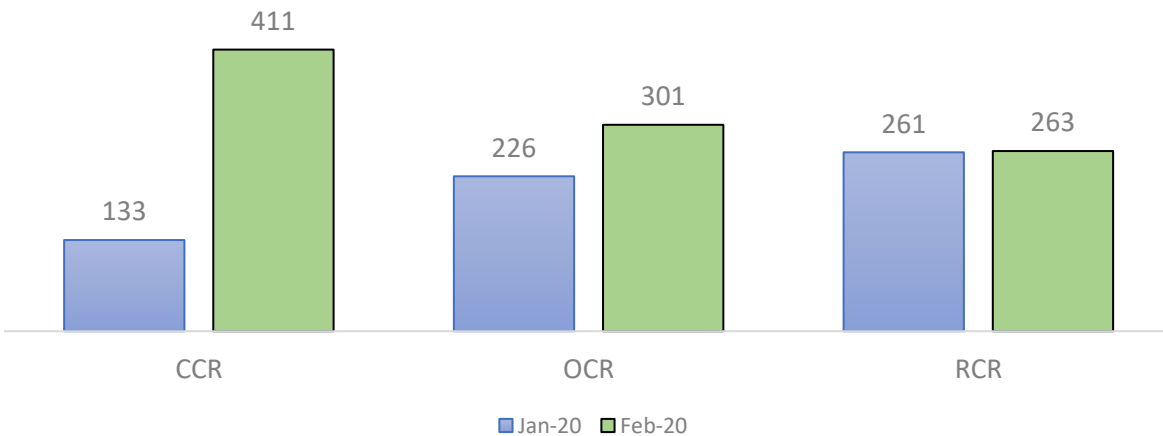
TOP 10 BEST-SELLING PROJECTS FOR FEBURARY 2020

| Project Name | Region | Total Units | Total Units Launched to-date | Units Sold for February | Total Units Sold to-date | % Units Sold to-date | Median Price (\$psf) |
|------------------------------|--------|-------------|------------------------------|-------------------------|--------------------------|----------------------|----------------------|
| THE M | CCR | 522 | 522 | 380 | 380 | 72.8% | \$2,439 |
| PARC CANBERRA | OCR | 496 | 496 | 324 | 324 | 65.3% | \$1,111 |
| TREASURE AT TAMPINES | OCR | 2203 | 1100 | 97 | 1,012 | 45.9% | \$1,379 |
| PARC ESTA | RCR | 1399 | 1150 | 53 | 1,105 | 79.0% | \$1,686 |
| JADESCAPE | RCR | 1206 | 800 | 46 | 669 | 55.5% | \$1,707 |
| PARC BOTANNIA | OCR | 735 | 735 | 40 | 722 | 98.2% | \$1,376 |
| PARC CLEMATIS | OCR | 1468 | 665 | 31 | 592 | 40.3% | \$1,579 |
| VIEW AT KISMIS | RCR | 186 | 100 | 22 | 84 | 45.2% | \$1,696 |
| THE GARDEN RESIDENCES | OCR | 613 | 320 | 21 | 264 | 43.1% | \$1,567 |
| PIERMONT GRAND | OCR | 820 | 820 | 15 | 488 | 59.5% | \$1,106 |

Source: PropNex Research, URA Monthly Developer sales // *% Units Sold to-date = Total Units Sold to-date / Total Units of the project

The top 5 best-selling new launches for the month of February were The M, Parc Canberra, Treasure At Tampines, Parc Esta and Jadescape. The M was the best-selling development, with a total of 380 units sold at a median price of \$2,439 psf. While, the second best-selling project was Parc Canberra, which sold a total of 324 units at a median price of \$1,111 psf.

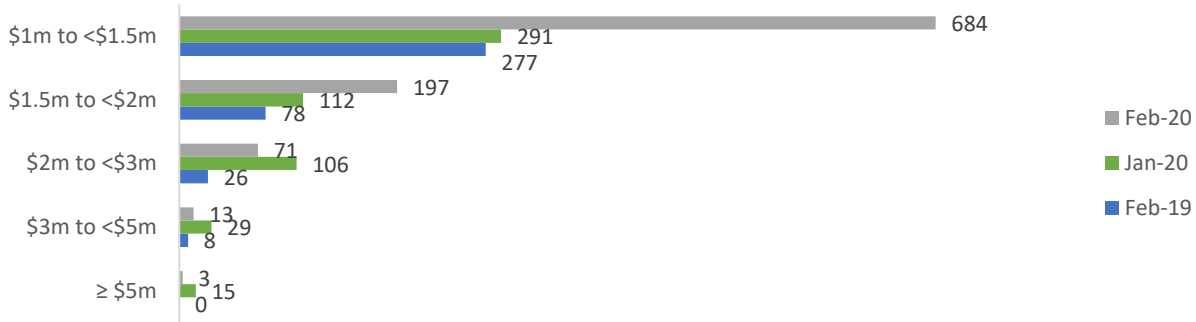
Private New Home Sales (By Region)



Source: PropNex Research, URA Monthly Developer sales

Out of the 975 units sold in February, 42.2% of the private new home sales were concentrated in the Core Central Region (CCR). This was a 20.7% increase in sales in the CCR segment as compared to the previous month. While, 30.9% and 27.0% of the private new homes were transacted in the Outside of the Central Region (OCR) and the Rest of Central Region (RCR) respectively.

Private New Home Sales by Price Quantum



Source: PropNex Research, URA Realis as of Mar 16,2020

Based on the data retrieved from URA Realis, there were higher number of transactions from the range of \$1 million to \$1.5 million in February. With a total of 684 transactions, a 146.9% (y-o-y) increase as compared to last year for the same month. Based on the caveats retrieved, the highest transacted condo price in February was for Dalvey Haus, for a price of \$9 million (\$3,228 psf).

Upcoming Projects

| Project | Preview Date*** | Launch Date*** | Location | Total Units |
|-----------------------|------------------------|------------------|---------------------|-------------|
| Ola EC | 21 Feb – 1 Mar (E-app) | 21 Mar (Booking) | Anchorvale Crescent | 548 |
| Tedge | 29 Feb | 7 Mar | Telok Kurau Road | 42 |
| 19 Nassim | - | 21 Mar | Nassim Hill | 101 |
| Kopar @ Newton | 28 Mar | 10/11 Apr | Kampong Java Road | 378 |

Source: PropNex International, PropNex Research // ***Preview and Launch dates are subject to changes as per developer's discretion

| UPCOMING SEMINARS | | |
|------------------------------|--------|-------------------|
| Event | Date | Keynote Speaker/s |
| Ola (EC) | 18 Mar | Mr. Ismail Gafoor |
| Leedon Green | 24 Mar | Mr. Kelvin Fong |
| Marina One Residences | 26 Mar | Mr. Ismail Gafoor |
| Kopar at Newton | 26 Mar | TBC |

Register your interest for the next seminar and bring your clients to the various project show flats. Download the PA App and grab our taggers to assist your clients as well.

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