

Soft end to 2017 but outlook firm

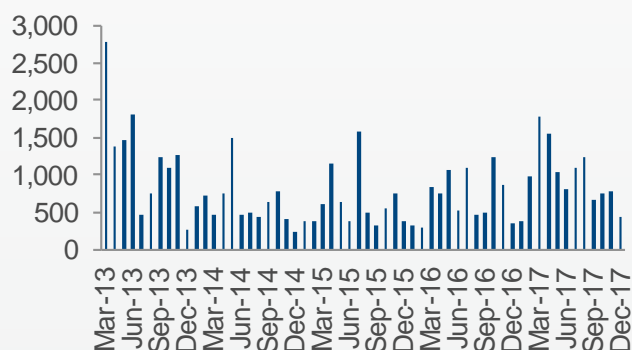
Tricia Song Director and Head | Research

Excluding ECs, developers sold 431 private homes in December, down 45% MOM from 788 units, due to the lack of launches amid year-end festivities. This brings 2017 developer sales to 10,682 units, 34% above the 7,972 units sold in 2016, capping the best year since 2013's 14,948 units. Earlier, the URA residential price index showed prices have risen 0.7% QOQ in Q4 2017, bringing full year 2017 private home price growth to 1.0%, the first annual growth since 2013. We expect prices to recover 5% in 2018, in tandem with the stronger economic outlook.

On a year-on-year basis, developer sales were 17% better than the 367 units transacted in December 2016.

For 2018, we forecast developer sales could rise by a further 18% to 12,600 units, due to more project launches from government land sales and collective sales. According to Business Times, 124-unit luxury New Futura will start pre-sales on 18 January, with a two-bedroom unit of 1,098 sqft starting at SGD3.8 (USD2.9) million. Other potential launches in next few months include 635-unit **Rivercove Residences EC**, 520-unit **Twin Vew** at West Coast Vale and 139-unit **Amber 45**.

Monthly developer units sold (excluding ECs) in December: -45% MOM, +17% YOY



Source: URA, Colliers International Singapore Research

Sales across segments fell

The Outside Central Region (OCR) again made up the majority of developer sales with 56% of total take-up in December. Sales at OCR fell 51% MOM as November's sales were propped up by the launch of **Parc Botannia**.

Sales at the Rest of Central Region (RCR) fell 38% MOM to 150 units, mainly made up by projects near MRT stations or good schools such as **Queen's Peak**, **GEM Residences** and **Highline Residences**. In particular, we note median prices at **Highline Residences** (now 90% sold) have dipped from SGD1,848 (USD1,400) psf in its Sep 2014 launch to the latest SGD1,682 (USD1,274) psf in December 2017.

Sales in the prime region or Central Region (CCR) fell 30% to 40 units, mainly made up by **Sophia Hills** which sold 14 units, compared to 22 units in November, and **Martin Modern** which sold 9 units compared to 15 units in November. **Sophia Hills** is now 95% sold. **Martin Modern**, now 47% sold, has seen its median price creep up from SGD2,152 (USD1,630) psf in its July 2017 launch to SGD2,428 (USD1,840) psf in December. CCR made up 9% of total sales.

Launch and take-up by market segment (excluding ECs)

Market segment	Launch			Sold		
	Dec-17	Nov-17	Chg MOM	Dec-17	Nov-17	Chg MOM
CCR	1	7	-86%	40	57	-30%
RCR	28	56	-50%	150	243	-38%
OCR	202	387	-48%	241	488	-51%
	231	450	-49%	431	788	-45%

CCR: Core Central Region; RCR: Rest of Central Region; OCR: Outside Central Region

Source: URA, Colliers International Singapore Research

Continued progressive sales

New launch in December 2017

Project Name	Street Name	Developer	Property Type	Market segment	Total No of Units
Liiv Residences	Pasir Panjang Road	LCT Land (Pasir Panjang) Pte Ltd	Non-Landed	RCR	23

CCR: Core Central Region; RCR: Rest of Central Region; OCR: Outside Central Region

Source: URA, Colliers International Singapore Research

There was only one low-key and relatively small launch in December - 23-unit Liiv Residences at Pasir Panjang Road which sold 3 units at a median price of SGD1,761 (USD1,334) psf.

Top 10 selling projects in December 2017

Project Name	Address	Type	Market segment	Units sold in month	Median price (SGD psf)	Total % sold
Symphony Suites	Yishun Close	Non-Landed	OCR	50	1,027	90%
Parc Riviera	West Coast Vale	Non-Landed	OCR	44	1,223	97%
Parc Botannia	Fernvale Street	Non-Landed	OCR	32	1,283	36%
Signature At Yishun	Yishun Street 51	EC	OCR	25	761	82%
Queens Peak	Dundee Road	Non-Landed	RCR	24	1,679	78%
Inz Residence	Choa Chu Kang Avenue 5	EC	OCR	22	808	97%
Gem Residences	Lorong 5 Toa Payoh	Non-Landed	RCR	21	1,501	86%
Parc Life	Sembawang Crescent	EC	OCR	17	815	83%
Sims Urban Oasis	Sims Drive	Non-Landed	RCR	16	1,397	94%
Sturdee Residences	Beatty Road	Non-Landed	RCR	16	1,587	95%

EC: Executive Condominiums: a hybrid of public and private housing. CCR: Core Central Region; RCR: Rest of Central Region; OCR: Outside Central Region
Source: URA, Colliers International Singapore Research

Faced with a limited selection of new projects in the market, buyers continued to seek value from previous launches. The top three best-selling private residential projects in December were: **Symphony Suites** in Yishun which sold 50 units at a median price of SGD1,027 (USD778) psf; **Parc Riviera** in West Coast Vale which shifted 44 units at a median price of SGD1,223 (USD926) psf; and **Parc Botannia** in Fernvale Street which sold 32 units at a median price of SGD1,283 (USD972) psf. Meanwhile, fewer ECs were sold in

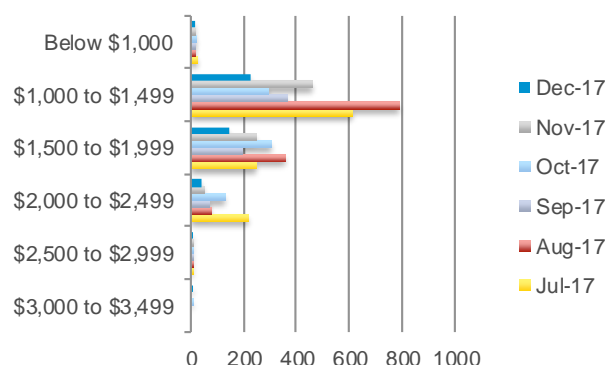
December as available choices dwindled. 100 ECs were sold in December, compared to 149 in November and the typical 200-300 units per month, as the unsold EC supply stood at just 355 units, from 3,468 units a year ago. The best performing EC project in December was **Signature at Yishun** which sold 25 units at a median price of SGD761 (USD576) psf.

Sweet spot remains SGD1,000-1,499 psf

227 units or 53% of the developer sales were done at median price points of SGD1,000-1,499 (USD757-1,135) psf in December. 144 units or 33% of the sales were in a range of SGD1,500-1,999 (USD1,136-1,514) psf.

47 units or 11% of total developer take-up (excluding ECs) in December were sold at the median price range of above SGD2,000 (USD1,515) psf, compared to 62 units or 8% in November. In particular, two units at luxury-end Wallich Residence at Tanjong Pagar Centre sold for SGD2,935-3,292 (USD2,223-2,494) psf, after having sold five units at a median price of SGD3,501 (USD2,652) psf in November.

Price range: sweet spots of SGD1,000-1,499 psf



Source: URA, Colliers International Singapore Research. Data excludes ECs.

For more information:

Tricia Song
Head of Research
tricia.song@colliers.com

Stephanie Sun
Head of Consulting
stephanie.sun@colliers.com

Colliers International | Singapore

1 Raffles Place, #45-00
One Raffles Place
Singapore 048616
Tel: +65 6223 2323
Fax: +65 6222 4901
RCB No. : 198901352R
CEA Licence No: L3004691J

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