

Strong start to 2018

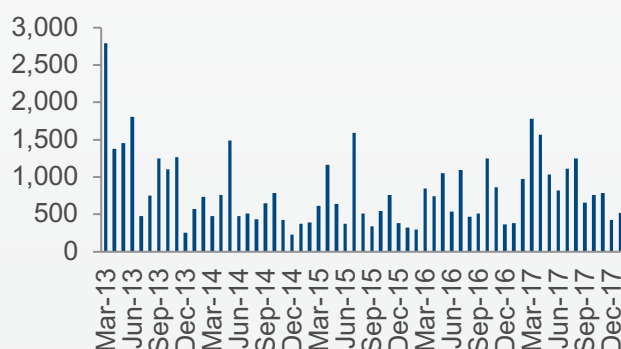
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Excluding ECs, developers sold 522 private homes in January, up 21% MOM and 37% YOY on continued improving sentiment. This is also the best January sales since 572 units were transacted in January 2014. We note prices have generally firmed up as sell-through rates of most projects approach 100%. Earlier, the URA residential price index showed full year 2017 private home price growth of 1.1%, the first annual growth since 2013. We expect prices to grow 17% between 2018-2022F, in tandem with the stronger economic outlook.

Developers sold 100 ECs in January, on par with December' sales. Besides the 628-unit **Rivercove Residences** EC which is launching in March, there are only 296 unsold ECs.

We expect February to follow January's trend as developers hold back launches during the lunar new year festivities. Come March and April, there could be more launches with **The Tapestry** at Tampines, **Twin Vew** at West Coast, **Margaret Ville** at Margaret Drive, and **Amber 45** waiting on the sidelines. For the full year 2018, we forecast developer sales could rise by 19% YOY to 12,600 units from the 10,566 units in 2017, due to more project launches from government land sales and collective sales.

Monthly developer units sold (excluding ECs) in January: +21% MOM, +37% YOY



Source: URA, Colliers International Singapore Research



Sales in OCR and RCR rose

The Outside Central Region (OCR) again made up the majority of developer sales with 52% of total take-up in January. Sales at OCR rose 13% MOM as buyers snapped up remaining units at earlier-launched projects. Some projects have raised prices noticeably such as **Kingsford Waterbay** whose median price increased from SGD1,111 (USD842) in March 2015 to SGD1,424 (USD1,079) psf in January 2018. **Grandeur Park Residences** near Tanah Merah MRT has also seen its median price increase from SGD1,406 (USD1,065) psf to SGD1,492 (USD1,130) psf as it is now 87% sold.

Sales at the Rest of Central Region (RCR) climbed 43% MOM to 215 units, mainly made up by projects near MRT stations or good schools such as **Queen's Peak**, **GEM Residences** and **Highline Residences**. Median prices of these projects ranged from SGD1,508 to SGD1,962 (USD 1,142 to USD1,486) psf and are 82-98% sold. RCR made up 41% of total sales.

Sales in the prime region or Central Region (CCR) fell 15% QOQ to 34 units. **Marina One** launched 101 more units and sold five at a median price of SGD2,510 (USD1,902) psf. **Sophia Hills** sold seven units at a median price of SGD2,091 (USD1,584) psf, compared to 14 units at SGD2,127 (USD1,611) psf in December, as it hit a 96% sell-through rate. **Martin Modern** sold six units in January compared to nine units in December. **Martin Modern**, now 48% sold, has seen its median price creep up from SGD2,152 (USD1,630) psf in its July 2017 launch to SGD2,704 (USD2,048) psf in January. CCR made up 7% of total sales.

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

Market segment	Launch			Sold		
	Jan-18	Dec-17	Chg MOM	Jan-18	Dec-17	Chg MOM
CCR	107	1	100x	34	40	-15%
RCR	48	28	71%	215	150	43%
OCR	92	202	-54%	273	241	13%
	247	231	7%	522	431	21%

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

Source: URA, Colliers International Singapore Research

Only one new launch; continued progressive sales

124-unit luxury freehold development - New Futura was launched on 18 January. Based on caveats lodged as of 14 February, it has sold 27 units at an average selling price of SGD3,200 (USD2,424) psf. It is excluded from the developer sales list here as the project was completed in 2017 and delicensed in February 2018.

Top 10 selling projects in January 2018

Project Name	Address	Type	Market segment	Units sold in month	Median price (SGD psf)	Total % sold
Symphony Suites	Yishun Close	Non-Landed	OCR	65	1,085	99%
GEM Residences	Lorong 5 Toa Payoh	Non-Landed	RCR	44	1,508	90%
Parc Botannia	Fernvale Street	Non-Landed	OCR	43	1,265	41%
Highline Residences	Kim Tian Road	Non-Landed	RCR	42	1,962	98%
Kingsford Waterbay	Upper Serangoon View	Strata-Landed / Non-Landed	OCR	31	1,424	86%
Queens Peak	Dundee Road	Non-Landed	RCR	28	1,760	82%
Parc Life	Sembawang Crescent	EC	OCR	25	824	87%
Seaside Residences	Siglap Link	Non-Landed	OCR	24	1,676	70%
Inz Residence	Choa Chu Kang Avenue 5	EC	OCR	20	839	99%
The Criterion	Yishun Street 51	EC	OCR	18	792	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

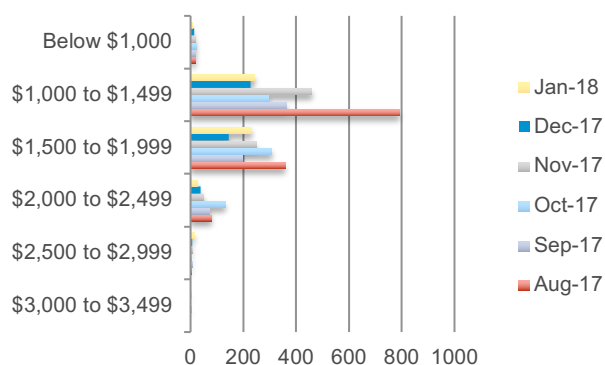
projects in January were: **Symphony Suites** in Yishun which sold 65 units at a median price of SGD1,085 (USD822) psf; **GEM Residences** which shifted 44 units at a median price of SGD1,508 (USD1,142) psf; and **Parc Botannia** in Fernvale Street which sold 43 units at a median price of SGD1,265 (USD958) psf. Meanwhile, despite dwindling choices, 100 ECs were sold in January, on par with December sales. The best performing EC project in January was **Parc Life** which sold 25 units at a median price of SGD824 (USD624) psf.

Sweet spot remains SGD1,000-1,499 psf

244 units or 47% of the developer sales were done at median price points of SGD1,000-1,499 (USD757-1,135) psf in January. 231 units or 44% of the sales were in a range of SGD1,500-1,999 (USD1,136-1,514) psf.

40 units or 8% of total developer take-up (excluding ECs) in January were sold at the median price range of above SGD2,000 (USD1,515) psf, compared to 45 units or 11% in December.

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



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

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