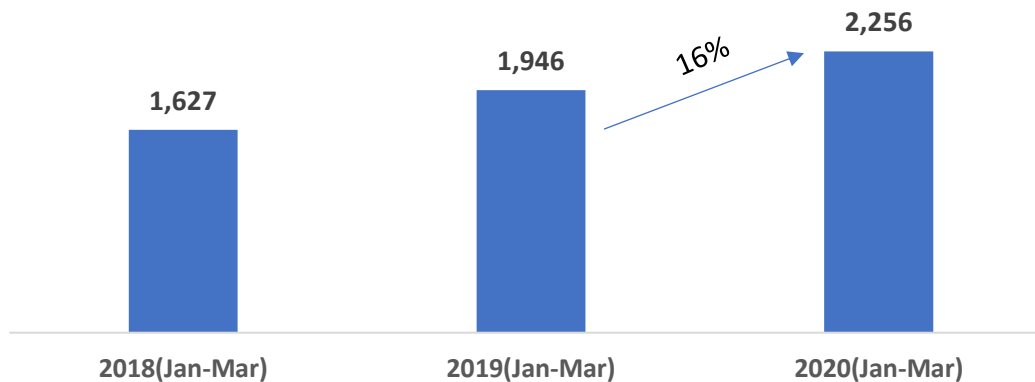




MARCH-2020

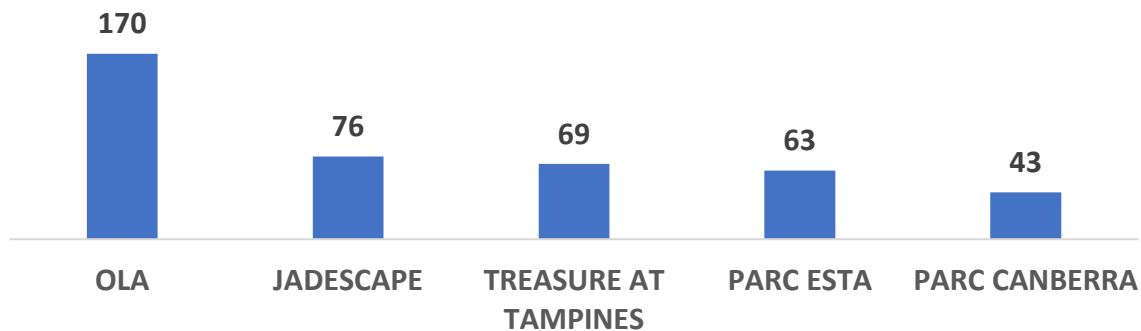
Private New Home Sales (Excluding ECs)



Source: PropNex Research, URA Monthly Developer Sales as of Apr 15, 2020

A total of 660 private new home sales (excluding ECs) were transacted for the month of March. In the absence of major launches, there was a 32% month-on-month (m-o-m) drop as compared to the 976 units sold in the previous month. However, comparing the first 3 months of 2020 against the 2019 and 2018, we can clearly observe the increase in sales this year. With a 16% (y-o-y) surge as compared to 2019.

Top 5 Private New Home Sales in March



Source: PropNex Research, URA Monthly Developer sales

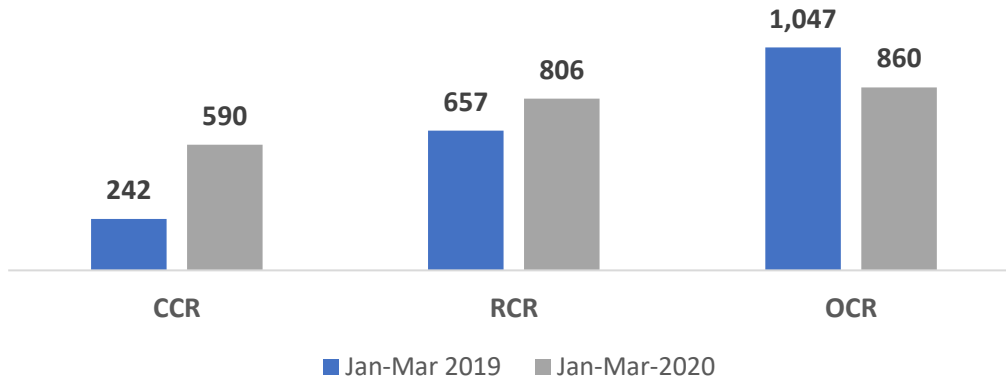
OLA, the second executive condominium of the year was launched in March. A total of 170 units were transacted. Notably, the top 3 non-EC projects were Jadescape, Treasure At Tampines and Parc Esta. Each development moved more than 60 units each. Despite the current Covid-19 pandemic, rightly priced projects that were previously launched have been a pull-factor in attracting buyers and investors. A trend that we expect to continue in the aftermath of circuit breaker.

TOP 10 BEST-SELLING PROJECTS FOR MARCH 2020

Project Name	Region	Total Units	Total Units Launched to-date	Units Sold for March	Total Units Sold to-date	% Units Sold to-date	Median Price (\$psf)
OLA	OCR	548	548	170	170	31.0%	\$1,139
JADESCAPE	RCR	1206	800	76	740	61.4%	\$1,719
TREASURE AT TAMPINES	OCR	2203	1100	69	1081	49.1%	\$1,355
PARC ESTA	RCR	1399	1175	63	1164	83.2%	\$1,657
PARC CANBERRA	OCR	496	496	43	355	71.6%	\$1,102
THE FLORENCE RESIDENCES	OCR	1410	750	37	609	43.2%	\$1,492
RIVERFRONT RESIDENCES	OCR	1472	1380	29	1256	85.3%	\$1,365
PIERMONT GRAND	OCR	820	820	28	510	62.2%	\$1,108
PARC CLEMATIS	OCR	1468	665	26	615	41.9%	\$1,592
AFFINITY AT SERANGOON	OCR	1052	800	23	693	65.9%	\$1,565

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

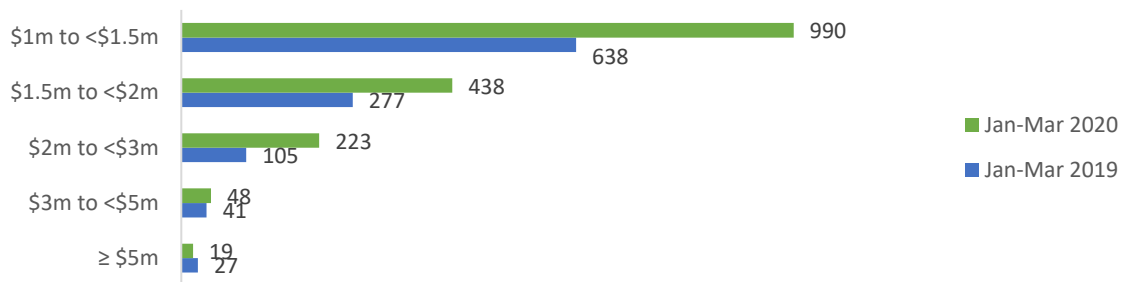
Private New Home Sales By Region



Source: PropNex Research, URA Monthly Developer sales

By comparing the first 3 months of 2020, out of the 2,256 units sold, 38% of the Private New Home Sales were transacted in the Outside of the Central Region (OCR). While, 36% and 26% of the sales were in the Rest of Central Region (RCR) and Core Central Region (CCR) respectively.

Private New Home Sales by Price Quantum



Source: PropNex Research, URA Realis as of Apr 15, 2020

Based on the data retrieved from URA Realis, there was an increase in the number of transactions from the range of \$1 million to \$5 million for the first 3 months of this year as compared to 2019. An indication that buyers and investors are purchasing more mass-market projects. With a total of 990 transactions for projects sold between \$1 million to \$1.5 million. A 55.5% (y-o-y) increase as compared to the corresponding time period. Based on the caveats retrieved, the highest transacted condo price in March was for Boulevard 88, for a price of \$10.3 million (\$3,744 psf).

Project Launches

Project	Launch Date***	Location	Total Units
15 HOLLAND HILL	28 Mar	Holland Hill	59
KOPAR AT NEWTON	4 Apr	Makeway Avenue	378

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

UPCOMING ZOOM SEMINARS		
Event	Date	Keynote Speaker/s
Power Skills Upgrade – Mortgage Planning	17 Apr/ 10am-12pm	Kenneth Toh
PA App – Module 1 Chope	17 Apr/ 1pm-3pm	Michael Koh
CES- What will happen 28 days later	17 Apr/ 8pm-9pm	Bobby Sng
PX Education Program - Reno & You	18 Apr/ 11am-1pm	Wilson Teh
PX Education Program – The Timeless Gift	18 Apr/ 3pm-5pm	CEO Ismail

*Subject to changes, stay tuned for announcements on more Zoom Seminars

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