

REAL ESTATE MARKET REPORT Q2 - 2021



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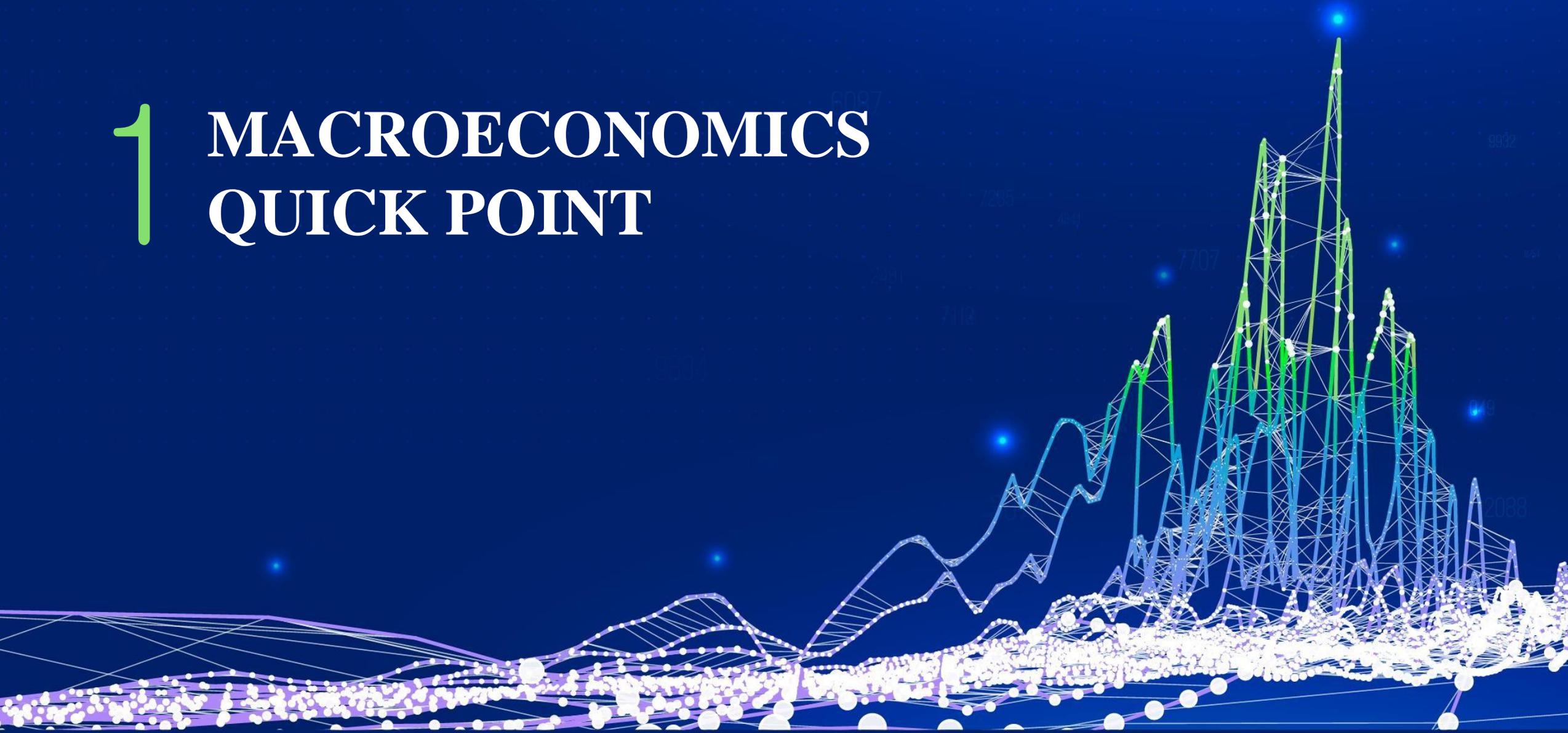
1. Apartment
2. Private house, Townhouse
3. Compare apartments and houses

6 Real Estate Market in Northern

1. Northern market overview



1 MACROECONOMICS QUICK POINT

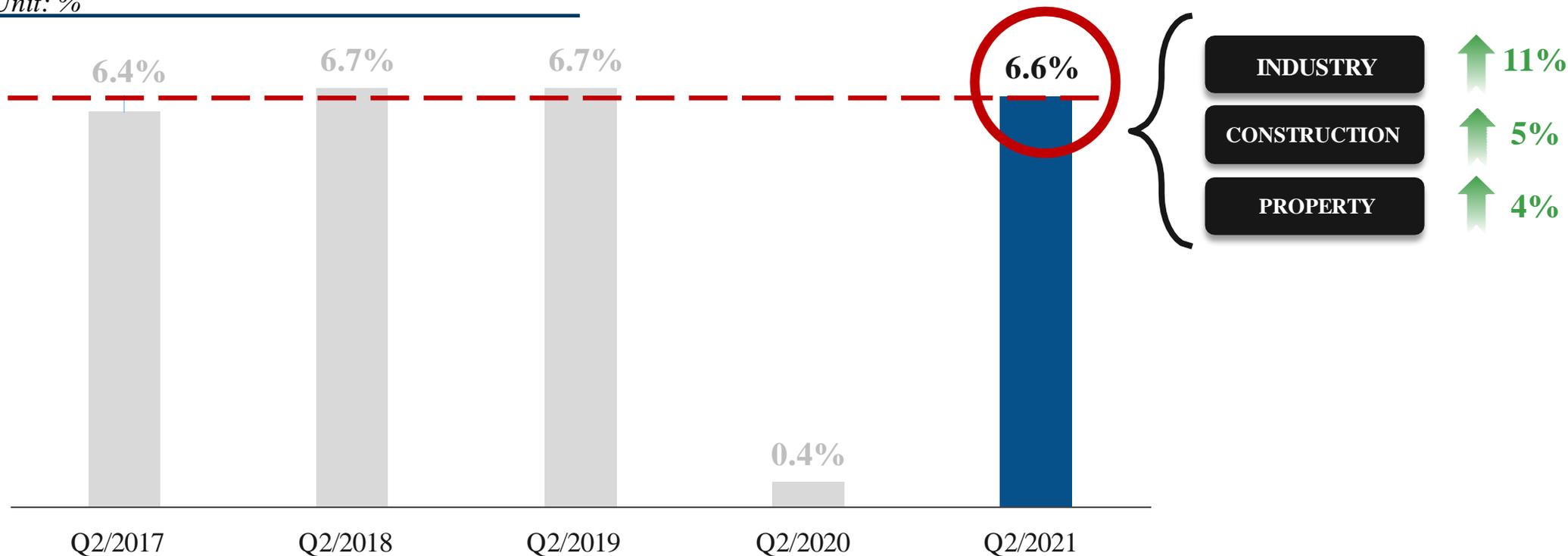


1 VN: Q2 ECONOMY HAS NEARLY GROWTH AS PRE-COVID-19 PERIOD



GDP growth rate by quarter

Unit: %



Note: data of CPI, FDI, import and export value are calculated in the first 6 months of 2021, compared with the first 6 months of 2020; GDP is calculated in Q2/2021, compared with Q2/2020 Data source: General Statistics Office

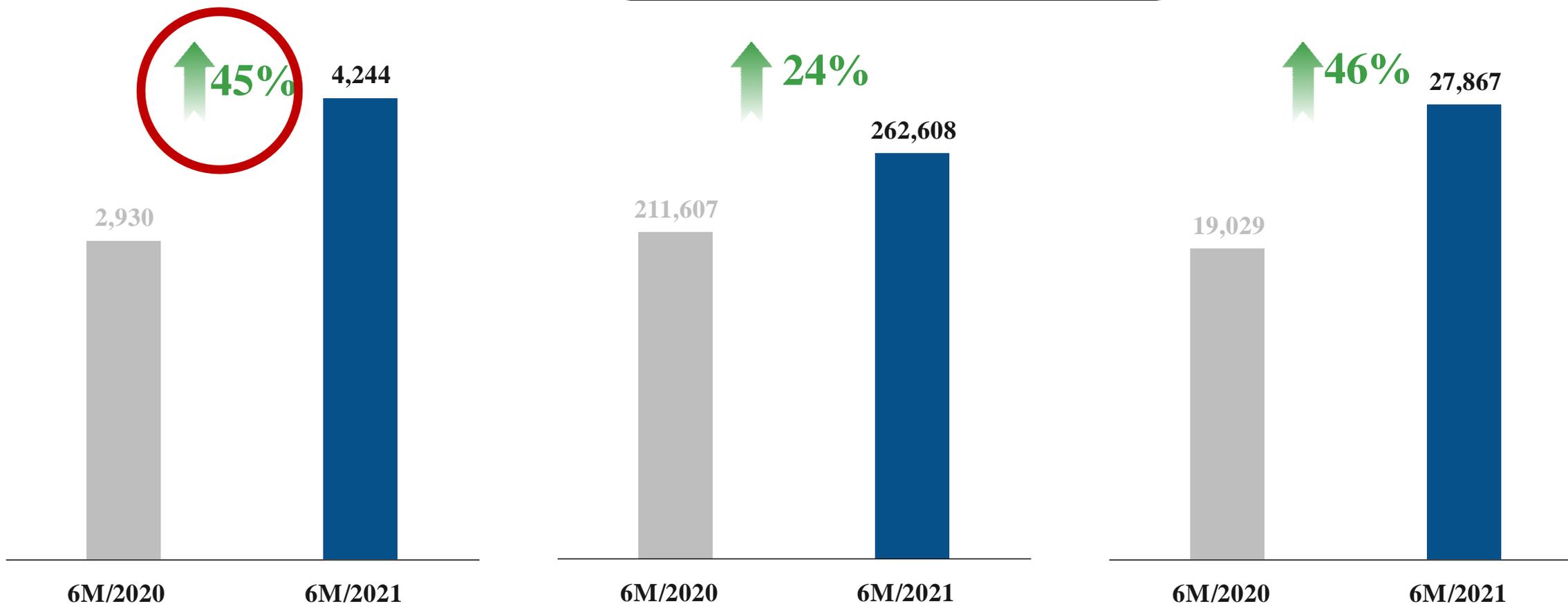
Establishment of new real estate businesses in Q2/2021

Unit: %

NEW COMPANY

REGISTERED CAPITAL (BILLION DONG)

NUMBER OF EMPLOYEES



2 VIETNAM REAL ESTATE MARKET OVERVIEW



STORY 1

NATIONWIDE FLOW SIGNS OF HYPOTHERMIA

1| Planning
Information Interest Index
REDUCE: 50%

(SOURCE: Google trend 2021)

2| Interest in real estate
REDUCE : 2% ~ 38%

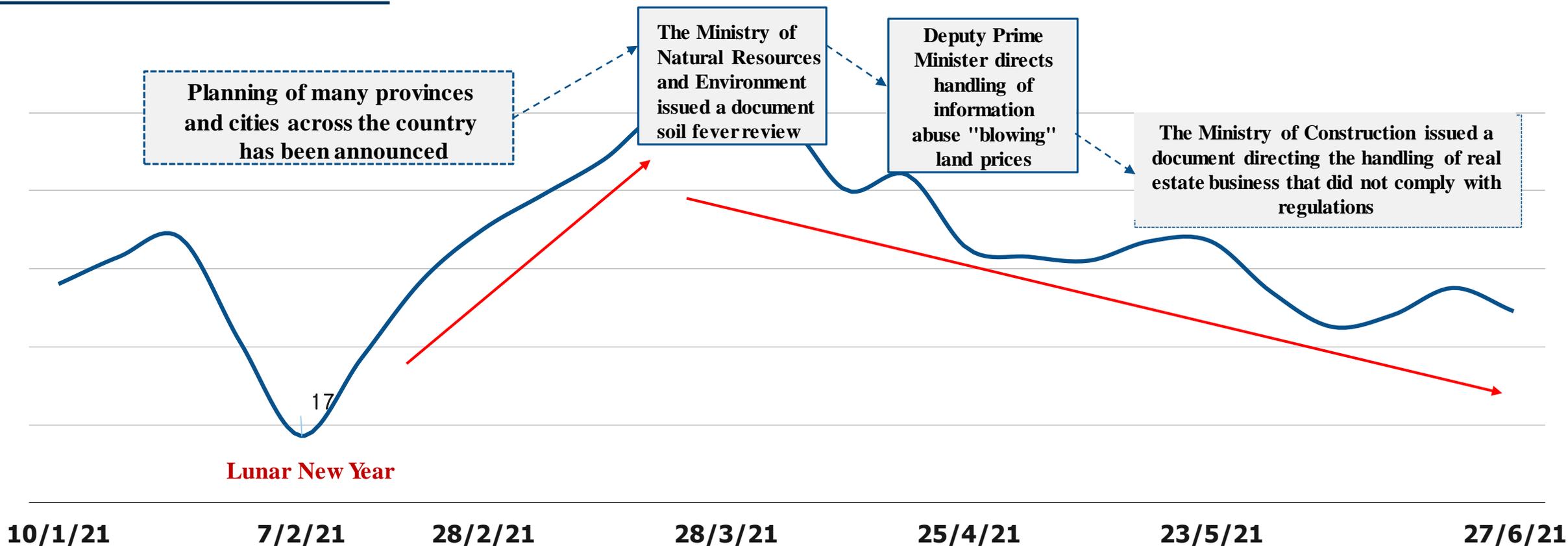
SOURCE: batdongsan.com.vn)



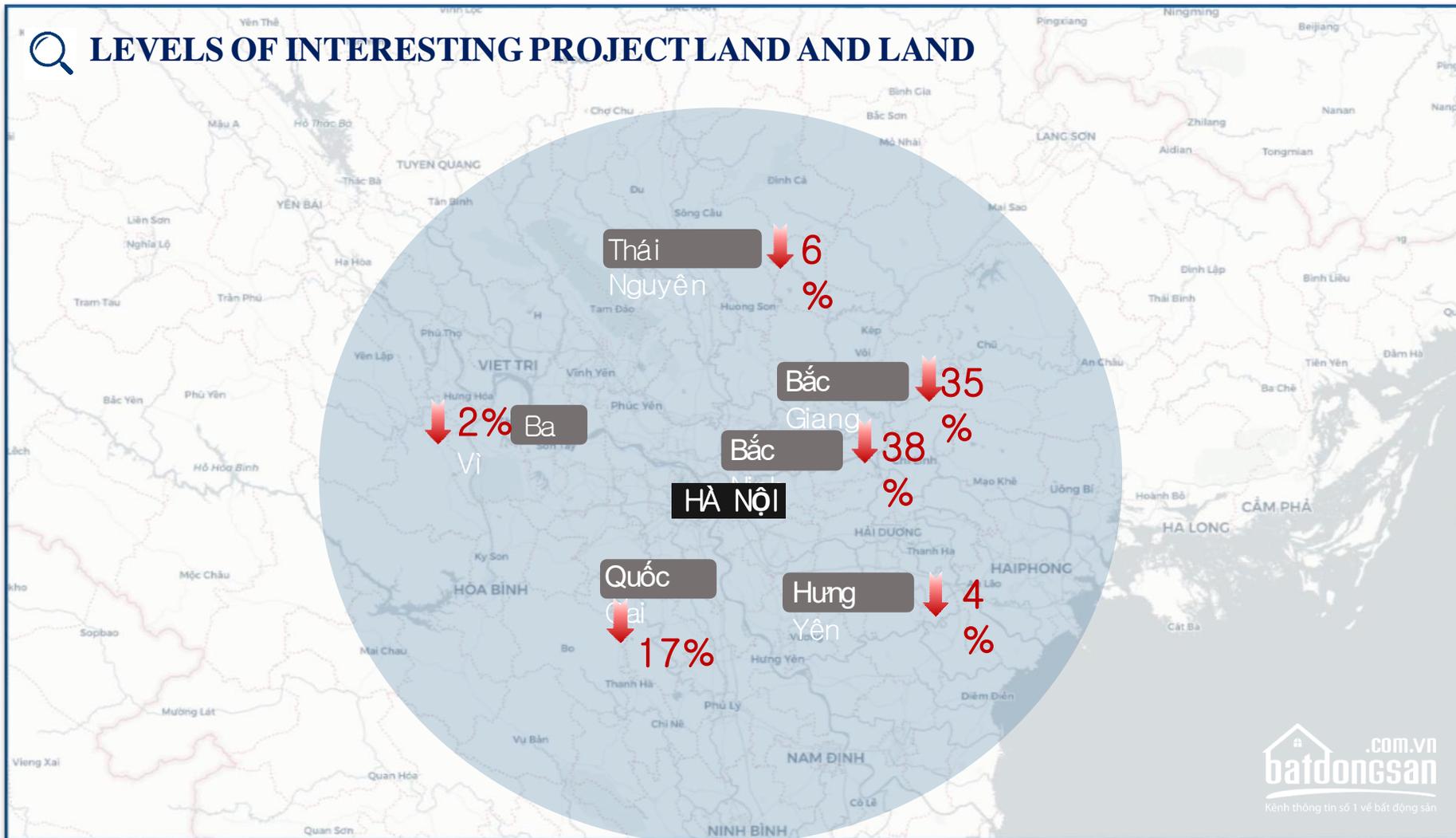
① THE NUMBER OF SEARCHING FOR PLANNING INFORMATION DIFFERENTLY (51 POINTS) FROM THE EARLY 4/2021

Planning interest index

Unit: index



② LEVEL OF INTERESTED LAND REDUCES IN MOST OF THE NORTHERN'S LAND FEVER IN Q1/2021



- 50 Km from Ha Noi
- 100 Km from Ha Noi

STORY 2

REAL ESTATE MARKET ADAPTED

1| Level of
interesting
2021 > 2020

2| Purchase
inquiries
↑ 54%

3| New project
posted
+66 PROJECT

4| Postings
↑ 8%

5| Online Open
for Sale
Trending

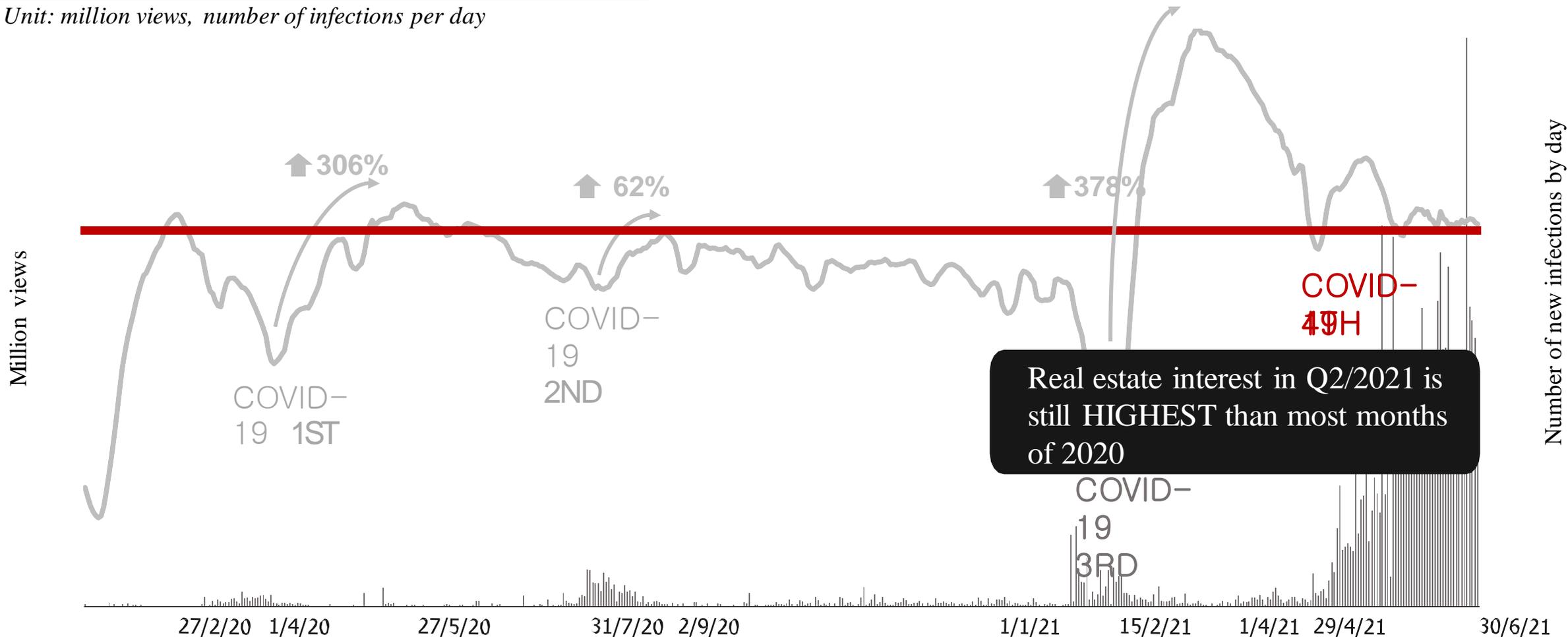
DEMAND

SUPPLY



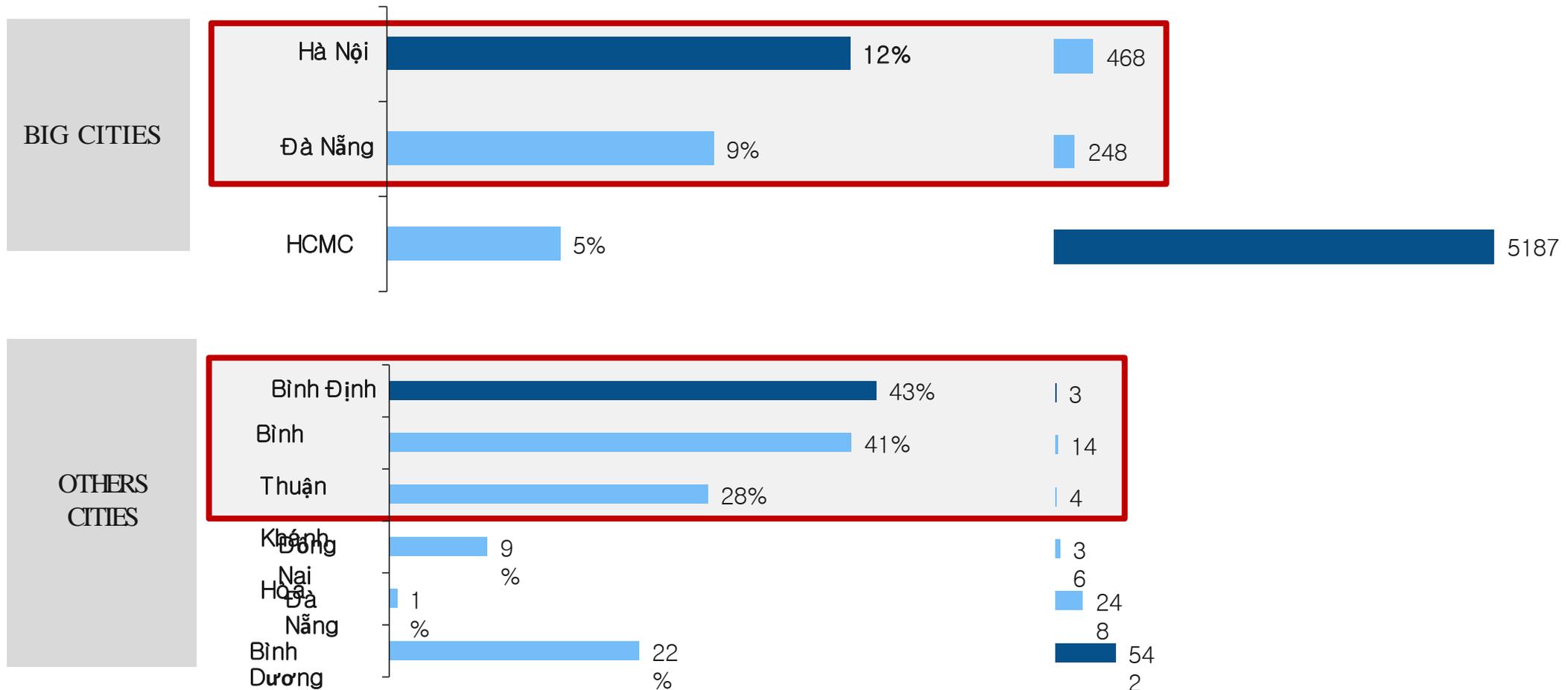
Changes in the level of interesting and the number of Covid-19 cases by day

Unit: million views, number of infections per day



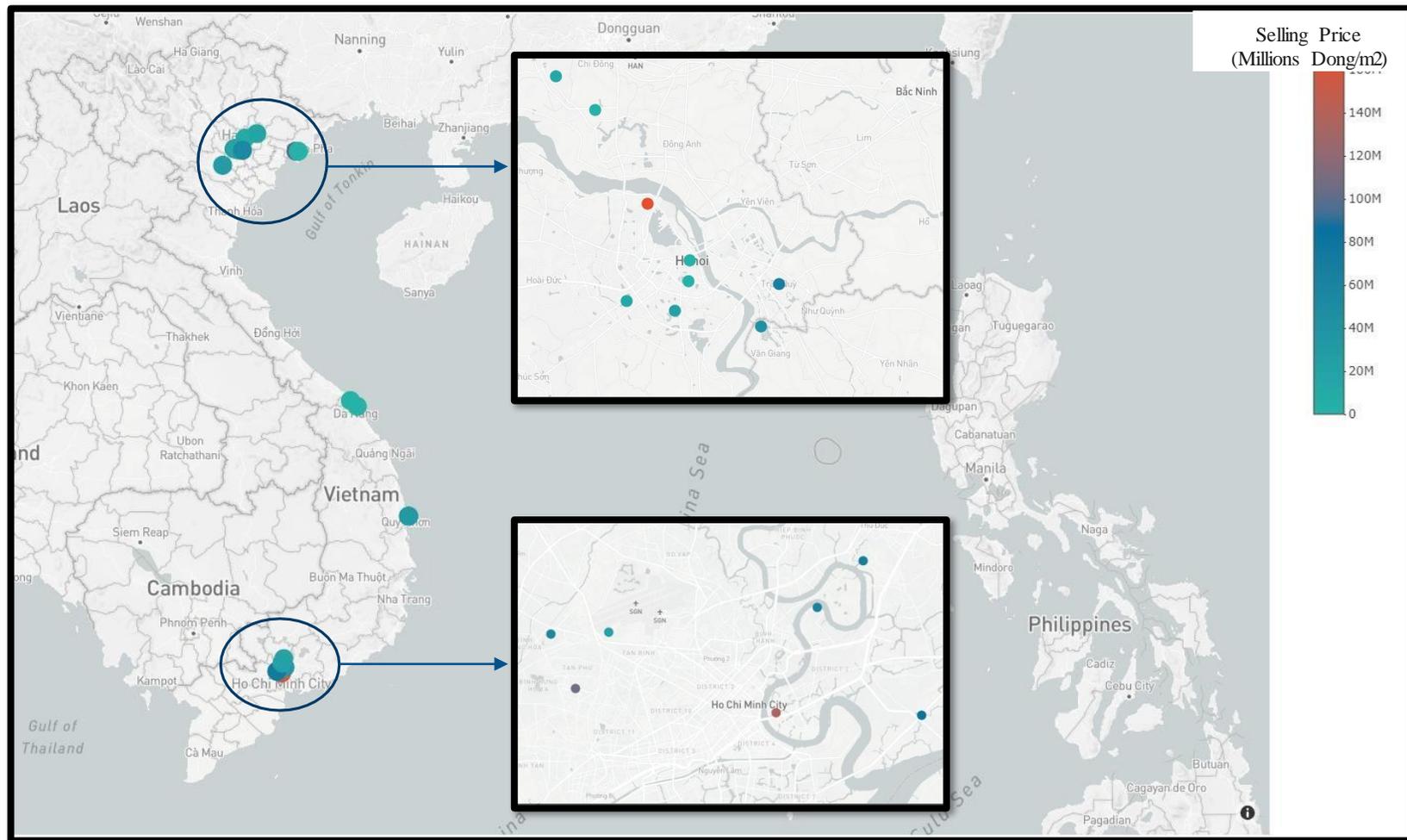
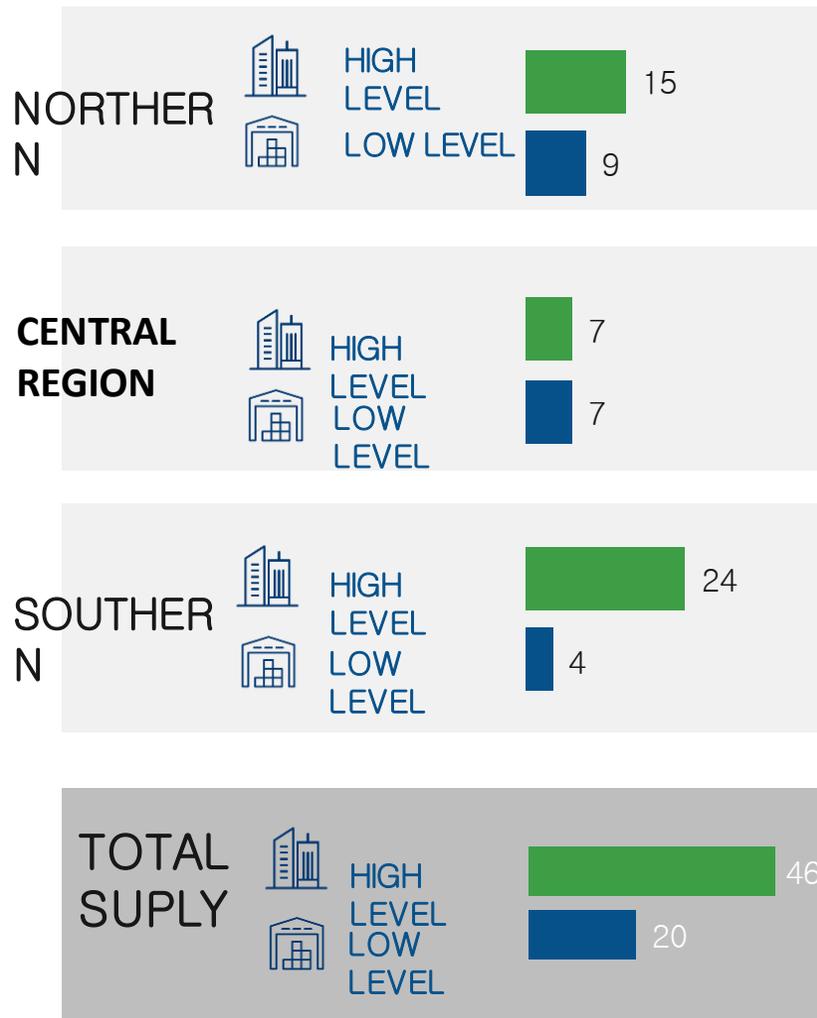
GROWTH OF INTERESTING LEVELS

CASE NUMBER OF COVID-19



Note: Compare interesting level in Q2/2021 with Q1/2021. Number of Covid cases as of the end of July 4, 2021

Number of new projects posted



STORY 3

VN REAL ESTATE MARKET OUTLOOK Q3/2021

1| Controlling Covid-19 (Q3)
Increase Vaccine Supply
Fierce 5K, Test

2| American experience

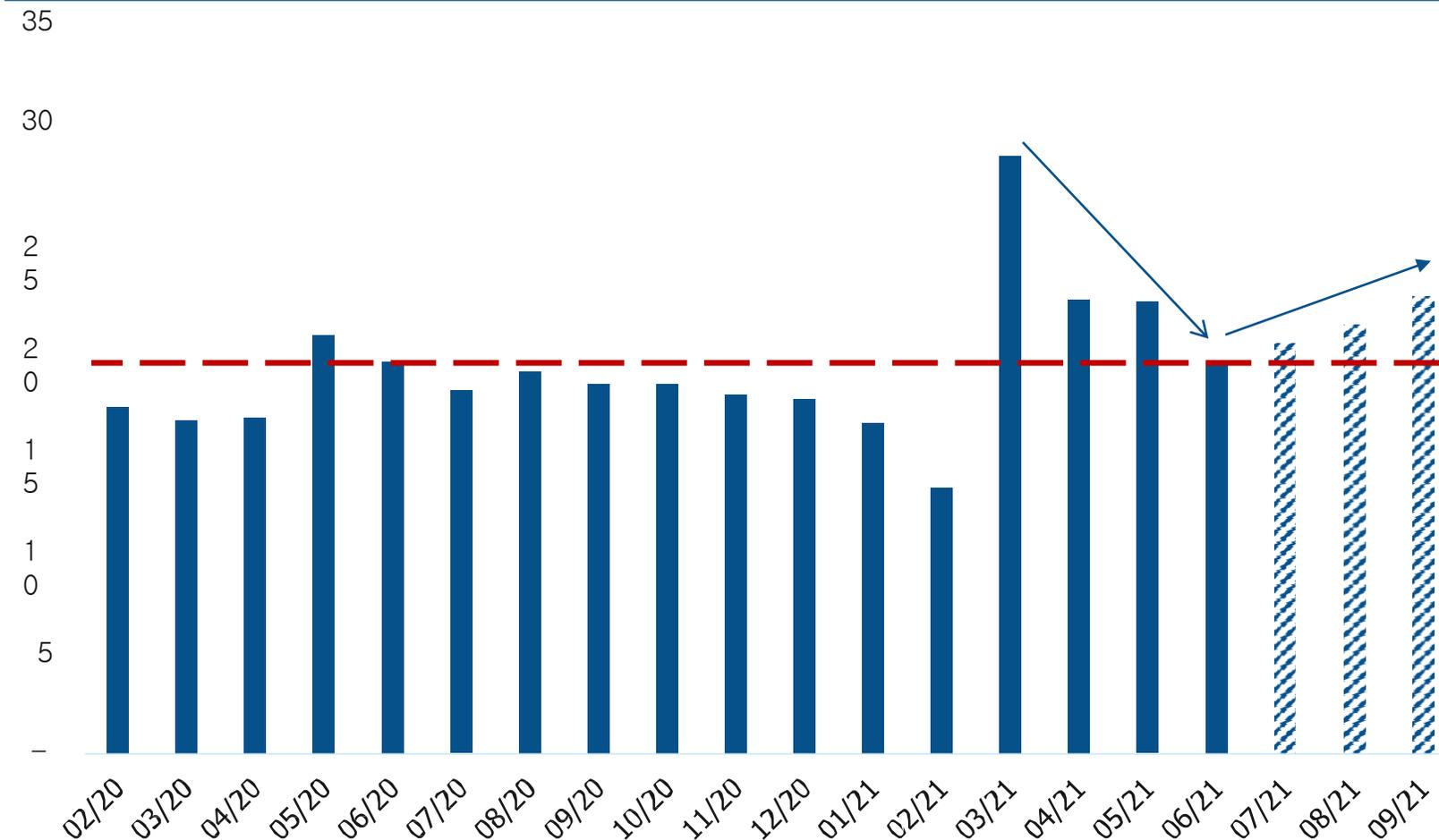
3| Forecast



INTERESTING LEVEL IN REAL ESTATE ARE EXPECTED TO GROW BACK WHEN THE PID IS BEEN CONTROLLED IN THE NEXT MONTHS

Grow page-wide interest

Unit: index



- 1 COVID-19 GRADUALLY CONTROLLED
- 2 THE ECONOMY CONTINUES ADAPT
- 3 COMPRESSED MARKET AGAIN IN Q2/2021

VIETNAM REAL ESTATE SUMMARY Q2/2021



VIETNAM ECONOMY Q2/2021

Recovery & Adaptation

- 1| GDP: ↑6,6%
- 2| CPI: 1.47%
- 3| EXPORT: ↑28%
- 4| IMPORT: ↑ 36%
- 5| Number of newly established real estate enterprises : ↑ 45%

VIETNAM REAL ESTATE MARKET Q2/2021

- 1| **Project Land cools down**
 - Level of interesting: planning ↓51%; bds ↓2~38%
- 2| **Adaptive market**
 - Short-term decline in interest and postings (due to Covid) but **still higher than average in 2020**
 - **New projects: +30**

PROSPECTS Q3/2021

(+)

- 1| Amount of Vaccine provided
- 2| Adaptive economy
- 3| The market is compressed due to months of no trading

(-)

- 1| The market needs time to recover
- 2| The Dark Month may affect purchasing power

RECOMMENDATIONS

- 1| Condominium and private house real estate continues to receive the level increased interest
- 2| Controlled covid areas continue to see market recovery
- 3| The rental market for townhouse continues to recover slow

① APARTMENT | GOOD DEVELOPMENT



HÀ NỘI

HCMC

OTHERS

POSTINGS

↑ 21%

↓ 3%

↑ 37%

LEVEL OF INTERESTING

↑ 21%

↑ 5%

↑ 25%

③ PROJECT LAND | COOLING IN THE NORTHERN



HÀ NỘI

HCMC

OTHERS

POSTINGS

↑ 40%

↑ 6%

↑ 38%

LEVEL OF INTERESTING

↓ 9%

0%

↑ 3%

② PRIVATE HOUSE | STABILITY



HÀ NỘI

HCMC

OTHERS

POSTINGS

↑ 49%

↑ 14%

↑ 16%

LEVEL OF INTERESTING

↑ 17%

↑ 4%

↑ 10%

④ TOWNHOUSE | STABILITY



HÀ NỘI

HCMC

OTHERS

POSTINGS

↑ 45%

↑ 13%

↑ 36%

LEVEL OF INTERESTING

↑ 33%

↑ 12%

↑ 14%

3 - HCMC REAL ESTATE MARKET



3 HCMC REAL ESTATE MARKET APARTMENT

1 | LEVEL OF
INTERESTING
+ 4%

2 | POSTINGS
-2%

3 | SELLING
PRICE
↑ 1-2%

4 | RENTAL
PROFIT
3,7-4,1%



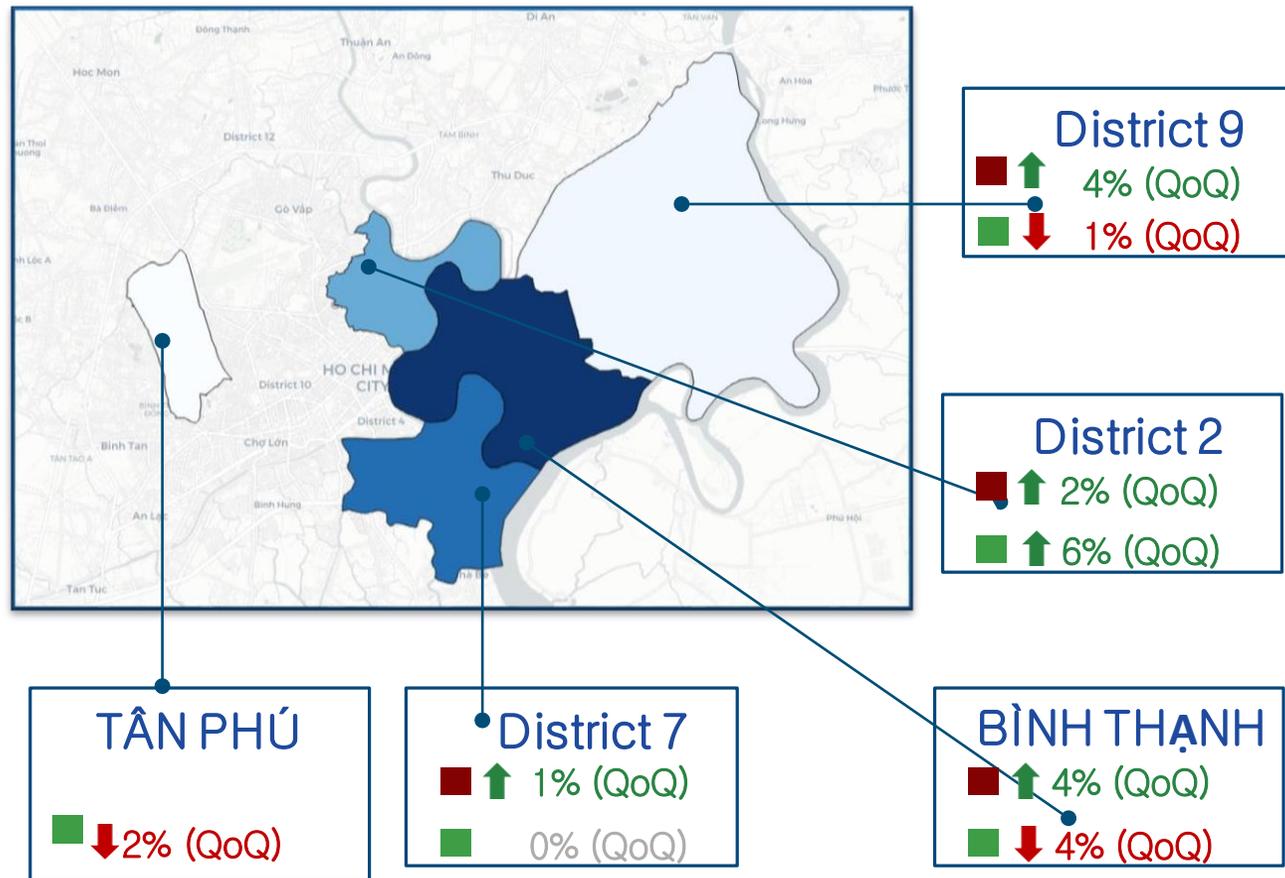
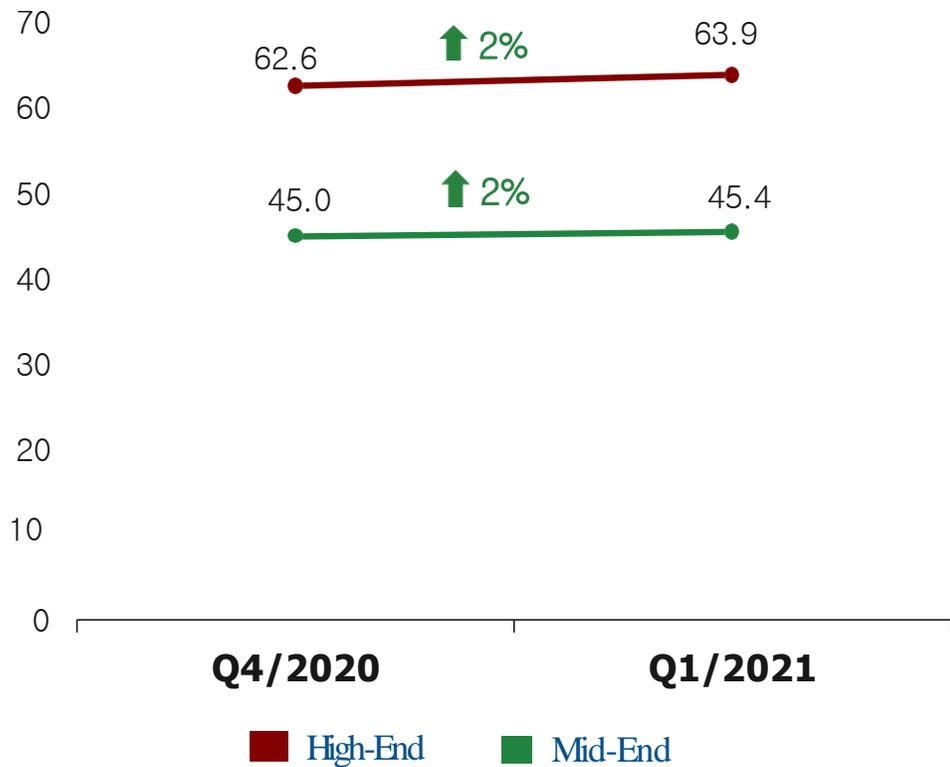
INTERESTING LEVEL OF APARTMENT UP 4% YOY Q1/2021

SEGMENT	LEVEL OF INTERESTING Q2/2021			POSTINGS Q2/2021		
	TREND	QoQ	YoY	TREND	QoQ	YoY
① APARTMENT IN HCMC		↑ 4%	↓ -10%		↓ -2%	↓ -23%
	Q2/20 Q3 Q4 Q1/21 Q2			Q2/20 Q3 Q4 Q1/21 Q2		
② MID-END		↑ 11%	↓ -2%		↑ 3%	↓ -20%
③ HIGH-END		↑ 11%	↑ 10%		↓ -6%	↓ -17%

APARTMENT PRICE IN HCMC INCREASE IN Q2/2021

Average asking price fluctuation in HCMC by segment

Unit: million VND/m²



Note: QoQ – growth compared to the previous quarter

STORY 1

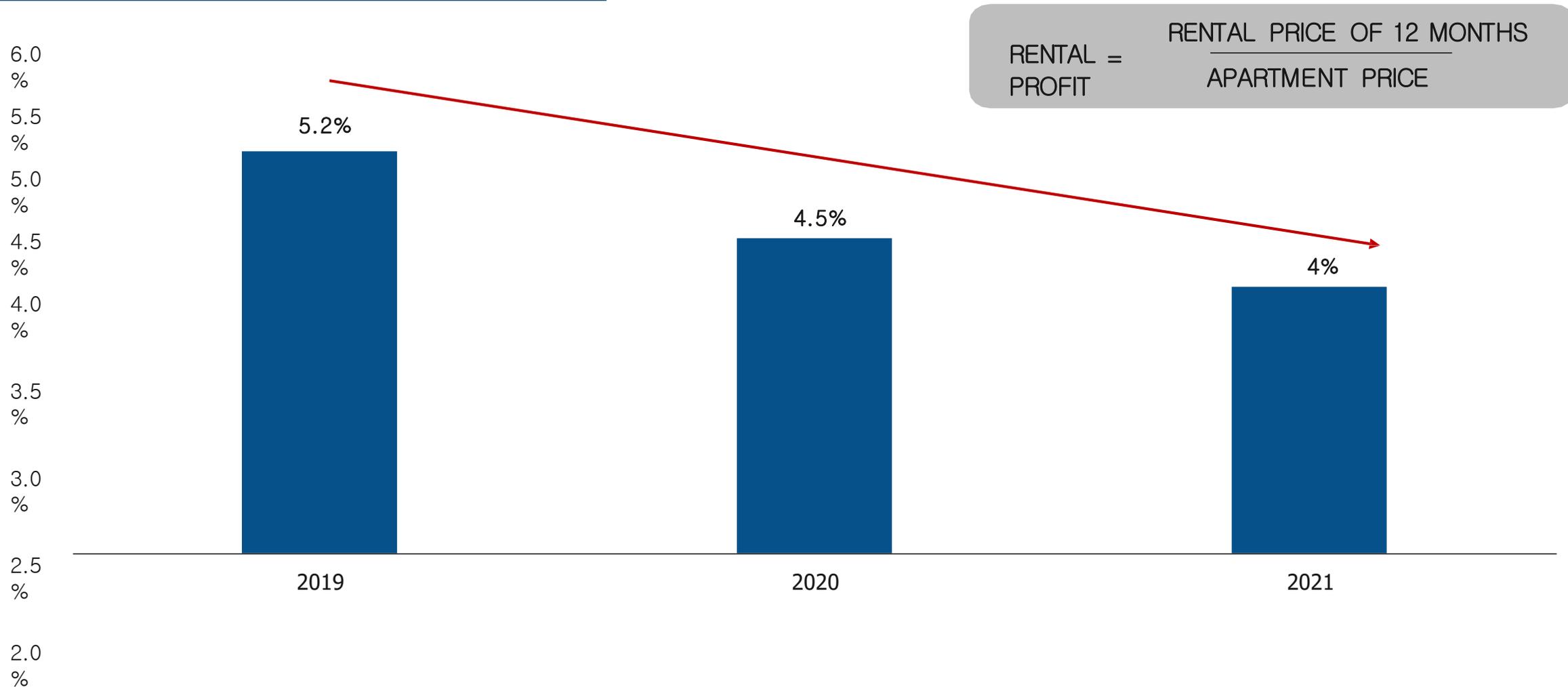
AFTER MANY YEARS, THE PROFIT RATE OF APARTMENT RENTAL IN HCMC HAS SIGNS OF DECREASE



RENTAL PROFIT RATE DECREASING 1.2% IN HO CHI MINH CITY

Annual rental yield fluctuation in Ho Chi Minh City

Unit: %



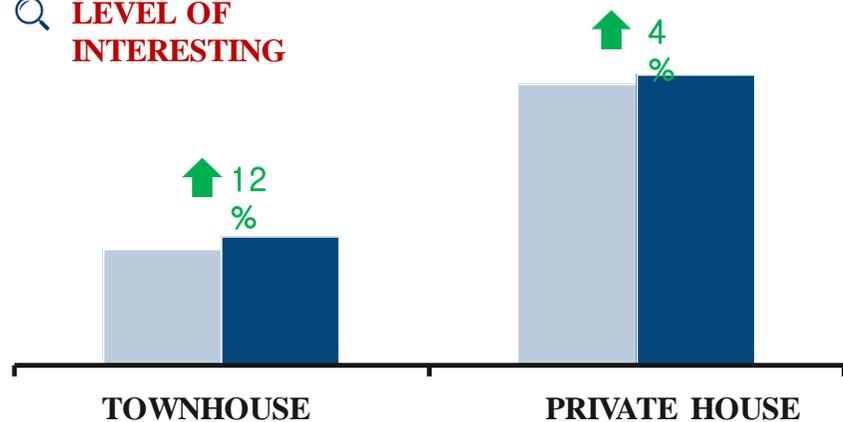
3 HCMC REAL ESTATE MARKET PRIVATE HOUSE, TOWNHOUSE



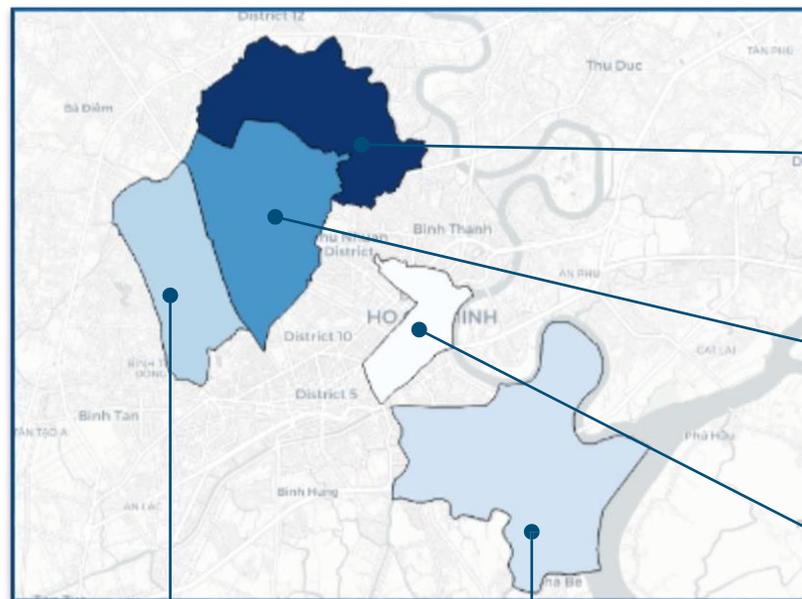
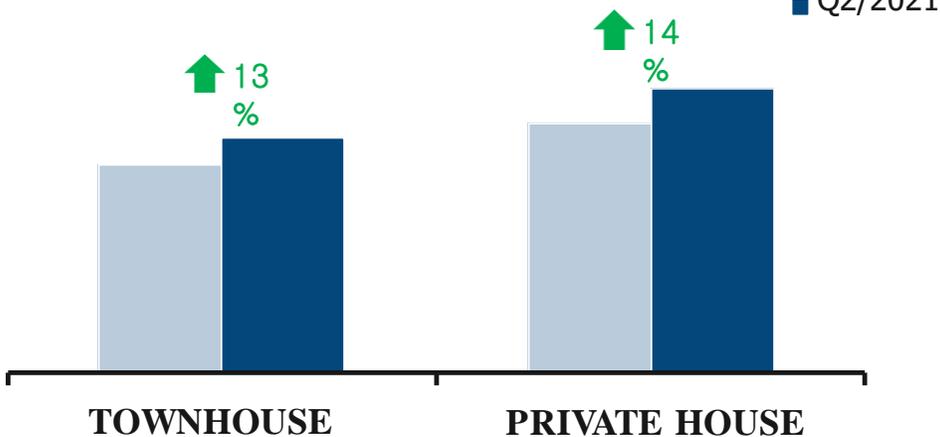
Update the market for selling private houses and townhouses in Ho Chi Minh City

Unit: index

LEVEL OF INTERESTING



POSTINGS



Note: QoQ – growth compared to the previous quarter

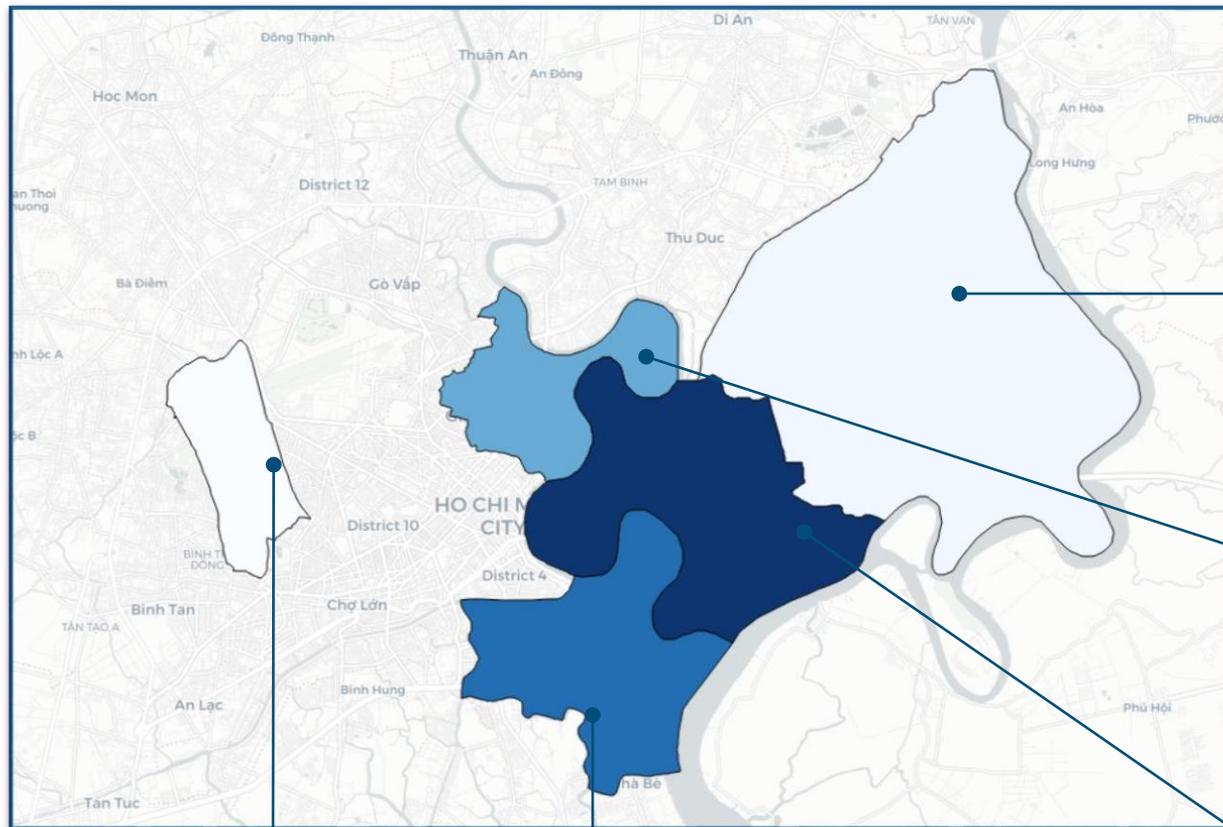
STORY 2

COMPARING APARTMENTS AND PRIVATE HOUSES IN HCMC



PRIVATE HOUSE PRICE GROWTH SPEED INCREASE BETTER FROM 1-4 TIMES APARTMENT

Private house price growth rate
 Apartment price growth rate



TÂN PHÚ

↑ 1% (QoQ)
 ↓ 1% (QoQ)

DISTRICT 7

↑ 5% (QoQ)
 ↑ 1% (QoQ)

DISTRICT 9

↑ 8% (QoQ)
 ↑ 2% (QoQ)

DISTRICT 2

↑ 3% (QoQ)
 ↑ 2% (QoQ)

BÌNH THẠNH

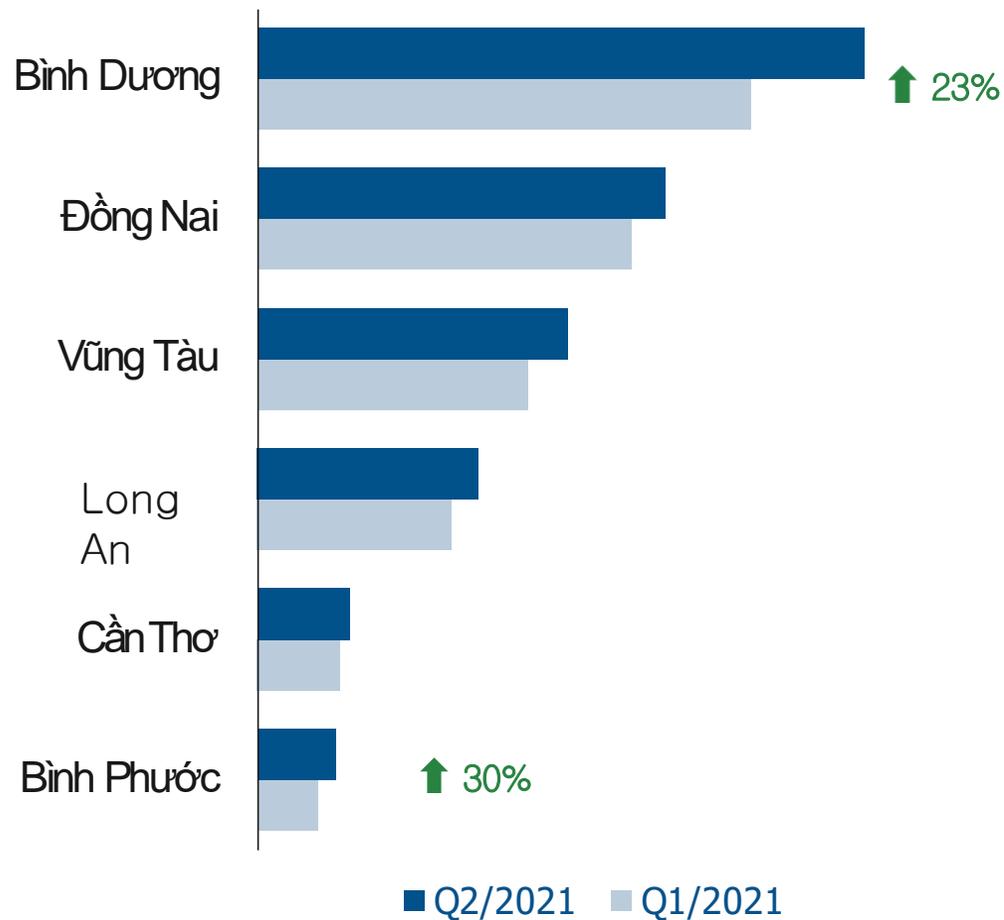
↑ 4% (QoQ)
 ↑ 2% (QoQ)

4 SOUTHERN REAL ESTATE MARKET



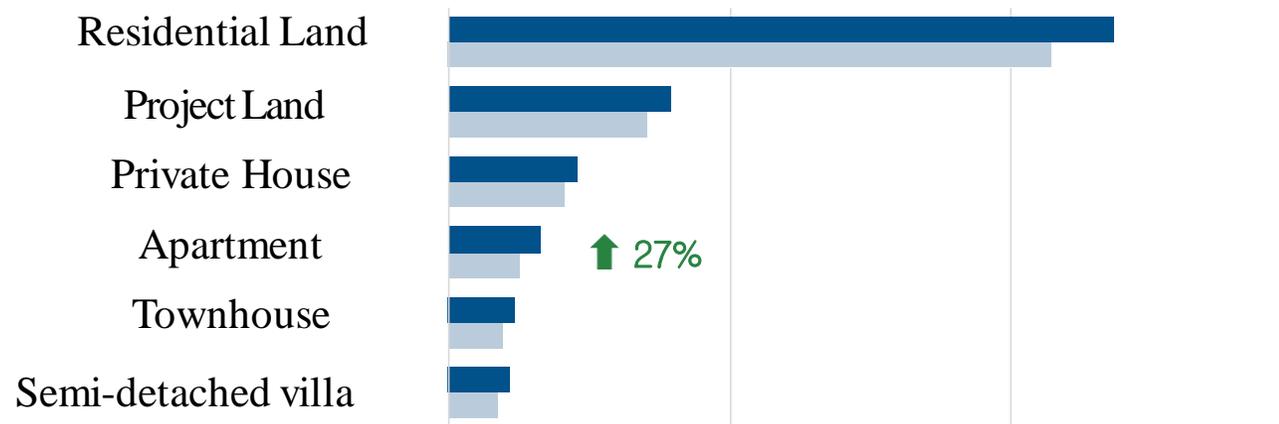
The level of interesting in the southern provinces

Unit: index

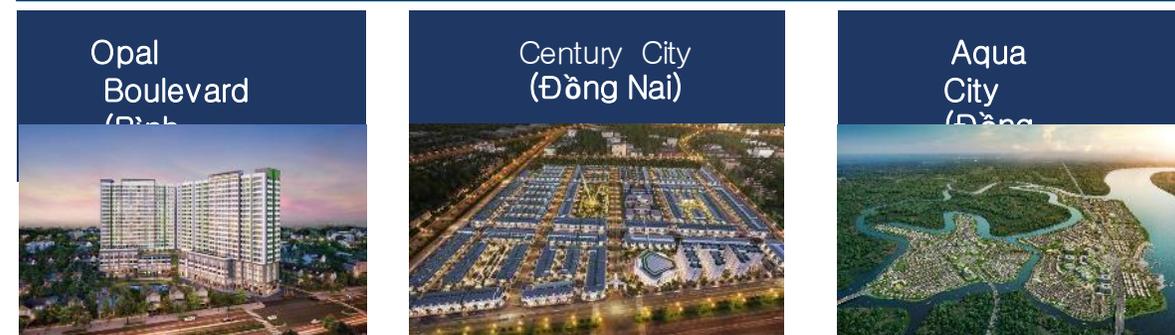


Level of interesting by type of real estate

Unit: index



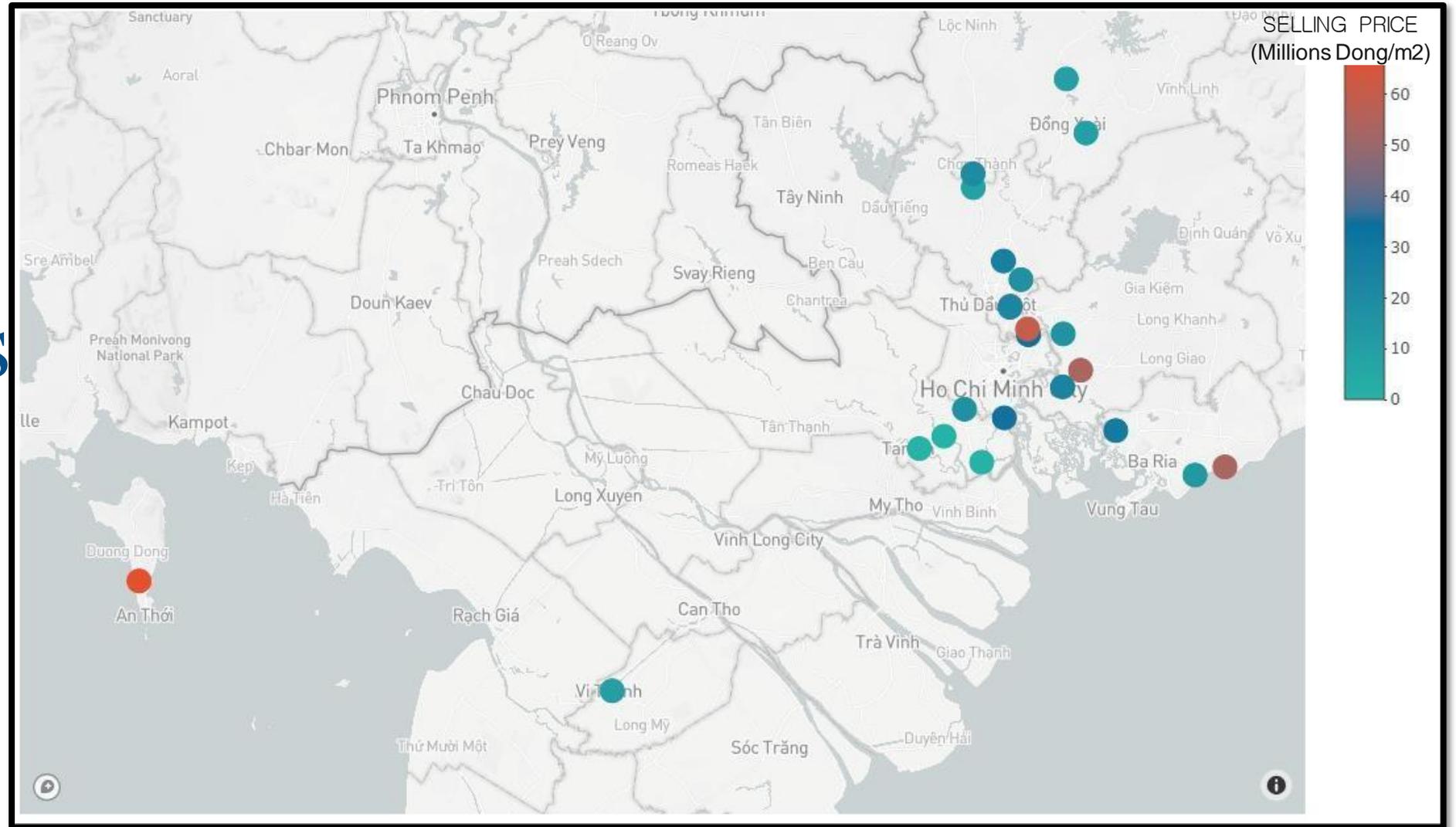
Projects with outstanding interest in Q2/2021



*Note: compare Q2/2021 with Q1/2021

24 projects

NEW POSTING IN Q2/2021



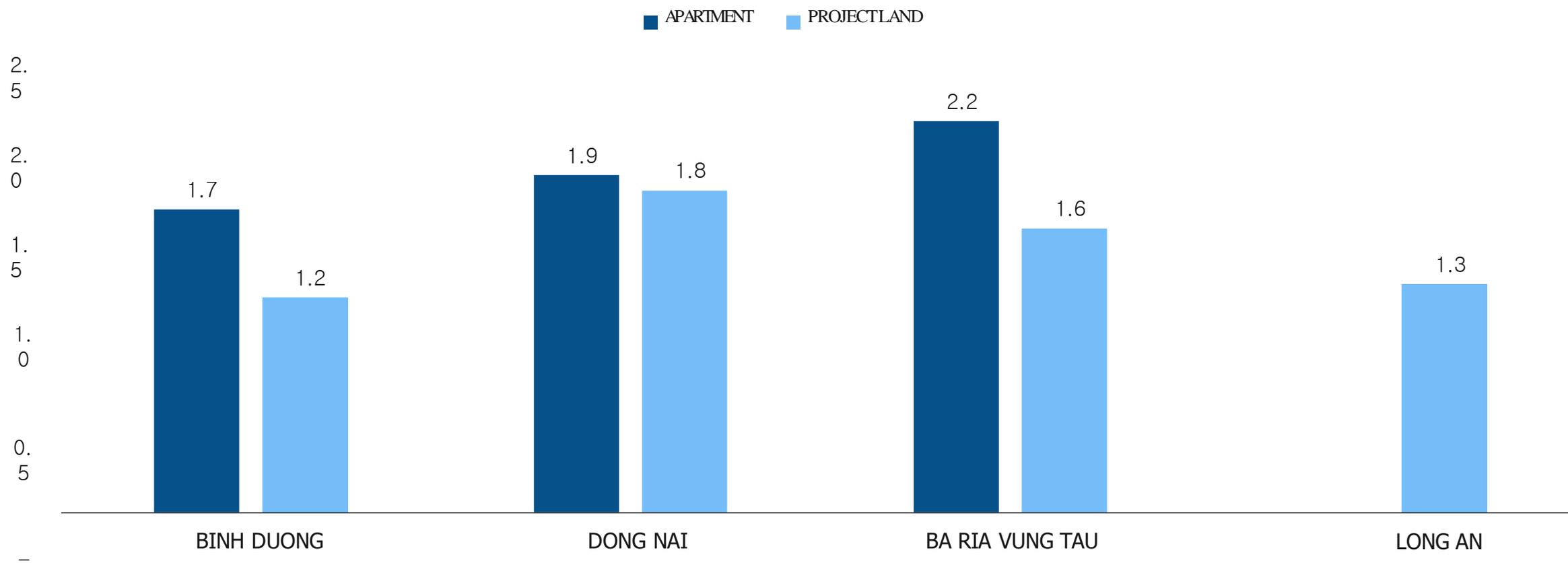
STORY 3

**PROJECT LAND IS STILL A TYPE OF
INVESTMENT WITH ATTRACTIVE PRICES**

SALE PRICES OF TYPES OF REAL ESTATE IN THE SOUTHERN PROVINCES

Selling prices of all types of real estate in Q2/2021

Unit: billion dong



Note: average calculation on 1 real estate post

HCMC REAL ESTATE MARKET Q2/2021



HCMC REAL ESTATE MARKET

- 1| The apartment market has less increased interest than the Hanoi market and has fewer new projects.
- 2| The market for private houses and townhouses has a high level of interest increased slightly
- 3| Land plots increase slightly in Q2 but gradually decrease in interest in T6

LIST OF PROJECTS WILL BE OPEN FOR SALE Q3/2021

- | | |
|-----------------------|----------------------|
| 1 Celesta Nhà Bè | 6 Legacy City |
| 2 Thao Dien Green | 7 Tecco Felice Home |
| 3 Sài Gon Sport City | 8 Lavela Garden |
| 4 The One Central | 9 The Habitat 2 |
| 5 Asiana | 10 ParkView |

HO CHI MINH CITY REAL ESTATE PRICE INDEX

1| Apartment ↑ 1,4% (QoQ)



2| Private house ↑ 4% (QoQ)



3| Townhouse ↑ 2% (QoQ)



2018/Q1 2019/Q1 2020/Q1 2021/Q2

APARTMENT HOUSE | New projects are scarce



POSTINGS

↓ 3%



LEVEL OF INTERESTING

↑ 5%



PRIVATE HOUSE IN HO CHI MINH CITY | stability



POSTINGS

↑ 14%



LEVEL OF INTERESTING

↑ 4%



LAND OF SOUTH PROVINCES | slight increase



POSTINGS

↑ 35%



LEVEL OF INTERESTING

↑ 11%



TOWNHOUSE IN HO CHI MINH CITY | stability



POSTINGS

↑ 13%



LEVEL OF INTERESTING

↑ 12%



5 HANOI REAL ESTATE MARKET



5 HANOI REAL ESTATE MARKET APARTMENT

1 | Level of
interesting
+ 21%

2 | Postings
+ 22%

3 | Selling
Price
↑ 2-3%

4 | Rental
Profit
4,3% - 4,5%



HANOI APARTMENT INTERESTING LEVEL AND NEW POSTINGS NUMBER INCREASE OVER 20% (QoQ)

SEGMENT	Level of interesting			Postings		
	TREND	QoQ	YoY	TREND	QoQ	YoY
① APARTMENT IN HA NOI	<p>Q2/20 Q3 Q4 Q1/21 Q2</p>	↑ 21%	↑ 22%	<p>Q2/20 Q3 Q4 Q1/21 Q2</p>	↑ 22%	0%
② AFFORDABLE		↑ 22%	↑ 14%		↑ 23%	↓ -6%
③ MID-END		↑ 20%	↑ 36%		↑ 18%	↑ 3%
④ HIGH-END		↑ 19%	↑ 47%		↑ 22%	↑ 11%

Average asking price fluctuations in Hanoi by segment

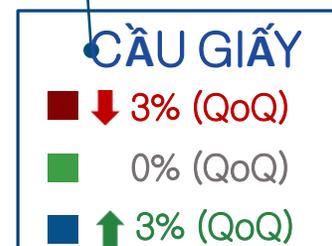
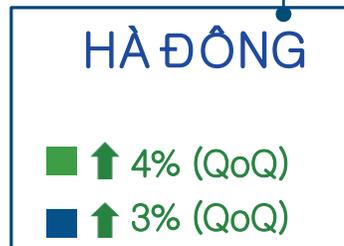
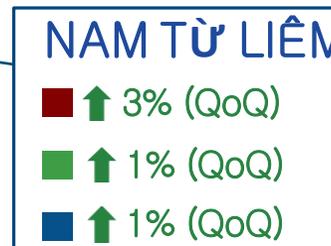
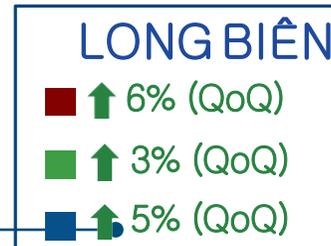
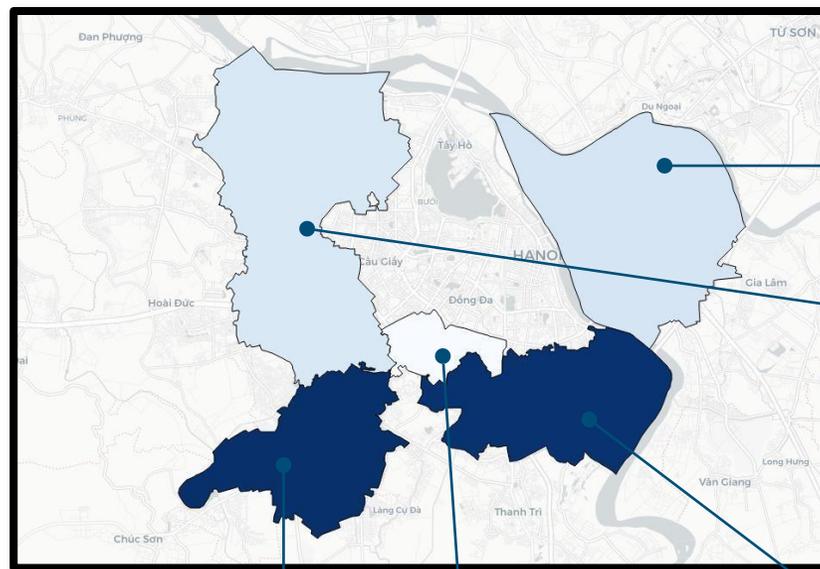
Unit: million VND/m²



Q4/2020

Q1/2021

- HIGH-END (35-80 millions VND/m²)
- MID-END (28-35 millions VND/m²)
- AFFORDABLE (<28 millions VND/m²)

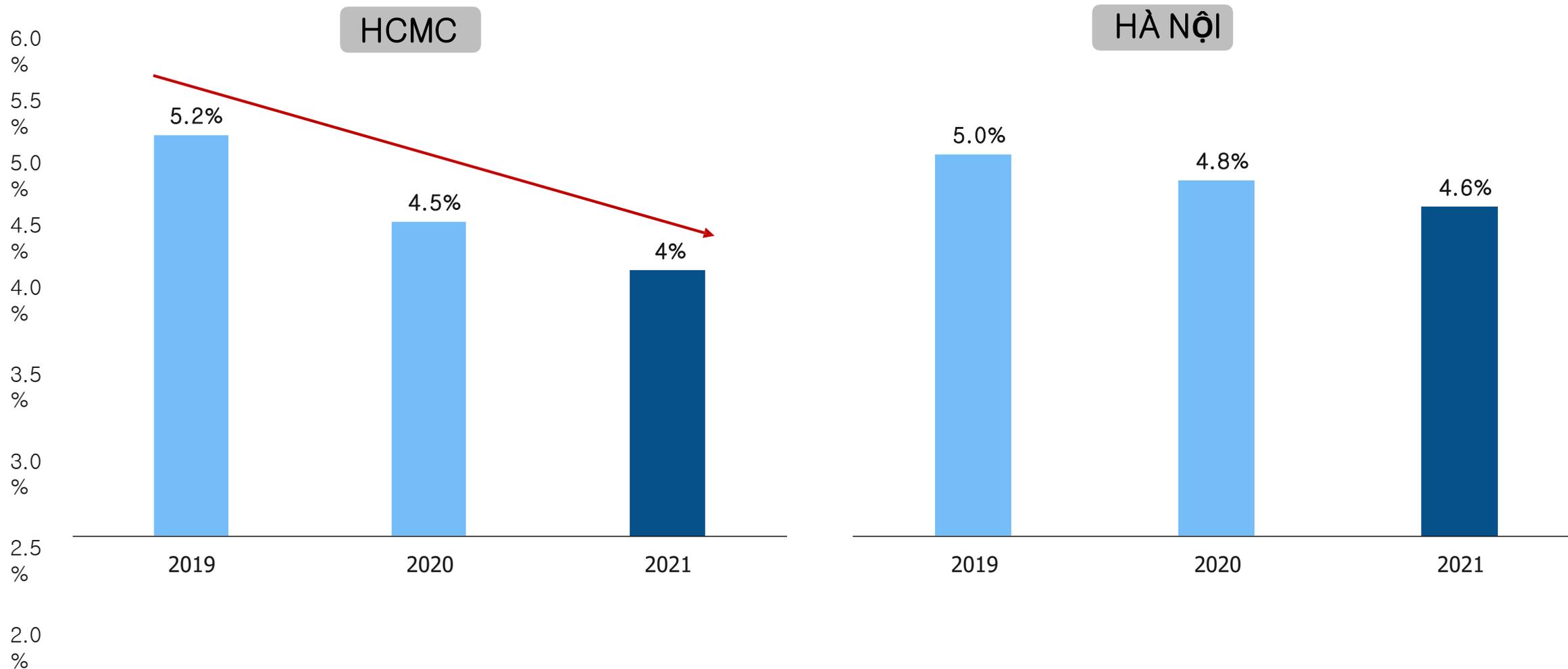


Note: QoQ – growth compared to the previous quarter.

PROFIT RATE IN HANOI REDUCED ONLY 0.2%

Annual rental yield fluctuation in Hanoi and Ho Chi Minh City

Unit: %



STORY

THE MOST INTERESTED APARTMENT PRODUCTS Q2/2021



TOP 10 apartment projects in Hanoi with the highest level of interesting in Q2/2021

Unit: index

Affordable (<28 millions dong/m²)

- 1 The Pride
- 2 Trung Hòa - Nhân Chính Urban area
- 3 Thanh Hà Mường Thanh Urban area
- 4 XaLa New Urban area
- 5 Khu đô thị mới Linh Đàm New Urban area
- 6 Dương Nội New Urban area
- 7 Kim Văn - Kim Lũ (Golden Silk) Urban area
- 8 Green Park Trần Thủ Độ
- 9 Golden Palace
- 10 Ecohome 3

Mid-end (28-35 millions dong /m²)

- 1 Vinhomes Smart City Đại Mỗ
- 2 Vinhomes Ocean Park Gia Lâm
- 3 Mulberry Lane
- 4 Ngoại Giao Đoàn Area
- 5 Dịch Vọng New Urban area
- 6 Green Stars
- 7 Goldmark City
- 8 Eco Green City
- 9 An Bình City
- 10 A10-A14 Nam Trung Yên

High-end (>35 millions dong /m²)

- 1 Vinhomes West Point
- 2 Vinhomes Times City - Park Hill
- 3 Vinhomes Skylake
- 4 Vinhomes Metropolis - Liễu Giai
- 5 Vinhomes Green Bay Mễ Trì
- 6 Vinhomes Gardenia
- 7 Vinhomes D'Capitale
- 8 Times City
- 9 Royal City
- 10 Imperia Garden

5 HANOI REAL ESTATE MARKET PRIVATE HOUSES, TOWNHOUSE



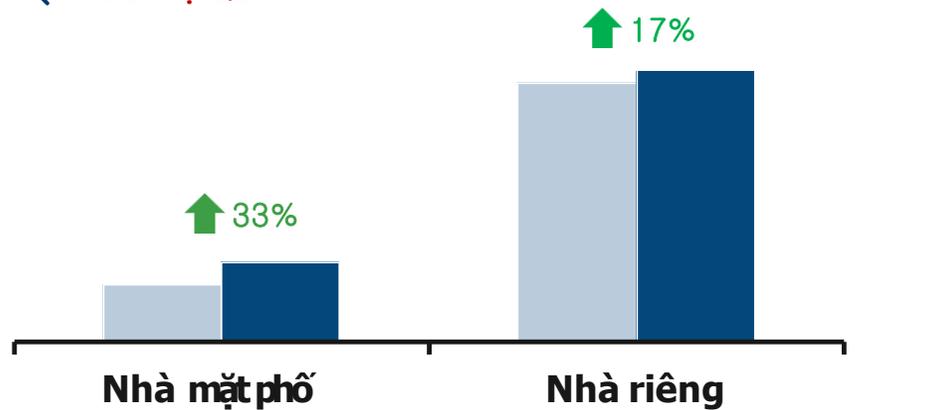
LEVEL OF INTERESTING ABOUT PRIVATE HOUSE IN SOME DISTRICTS INCREASE IN Q2/2021

Cập nhật thị trường bán nhà riêng, nhà mặt phố

HÀ NỘI

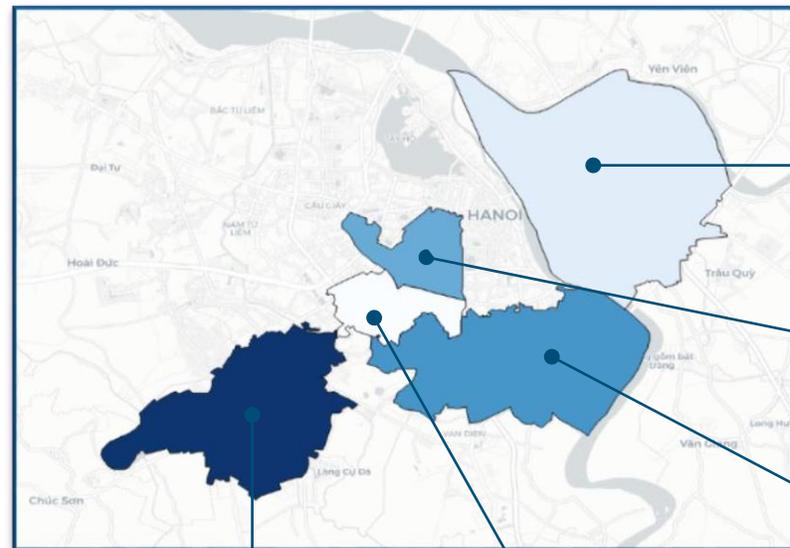
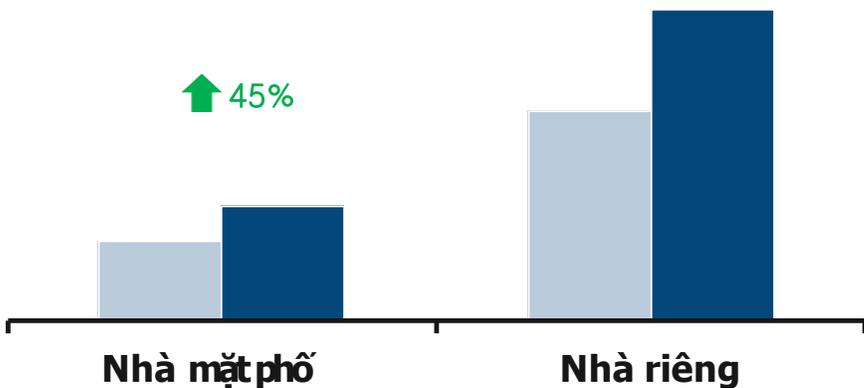
Đơn vị: index

🔍 **MỨC ĐỘ QUANTÂM**



📄 **LƯỢNG TIN ĐĂNG**

■ Q1/2021 ■ Q2/2021



Ghi chú: QoQ – tăng trưởng so với quý trước

STORY

COMPARING APARTMENTS AND PRIVATE HOUSES IN HANOI

1 | SELLING
PRICE

2 | SPEED OF
PRICE INCREASE

3 | RENTAL PROFIT

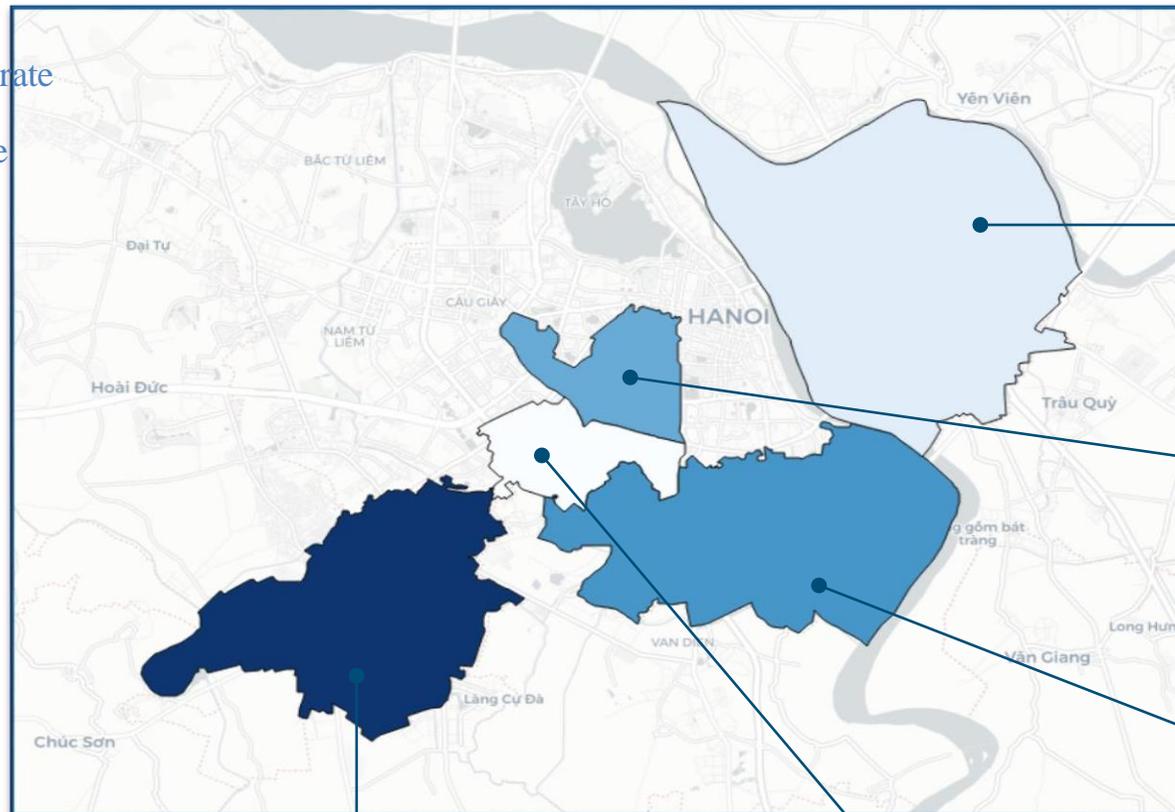
PRIVATE HOUSE HAS A HIGHER PRICE GROWTH SPEED THAN APARTMENTS



Private house price growth rate



Apartment price growth rate



HÀ ĐÔNG

Private house price growth rate: ↑ 4% (QoQ)

Apartment price growth rate: ↑ 4% (QoQ)

THANH XUÂN

Private house price growth rate: ↑ 4% (QoQ)

Apartment price growth rate: ↑ 2% (QoQ)

LONG BIÊN

Private house price growth rate: ↑ 5% (QoQ)

Apartment price growth rate: ↑ 5% (YoY)

ĐỐNG ĐA

Private house price growth rate: ↑ 6% (QoQ)

Apartment price growth rate: ↑ 2% (QoQ)

HOÀNG MAI

Private house price growth rate: ↑ 5% (QoQ)

Apartment price growth rate: ↑ 2% (QoQ)

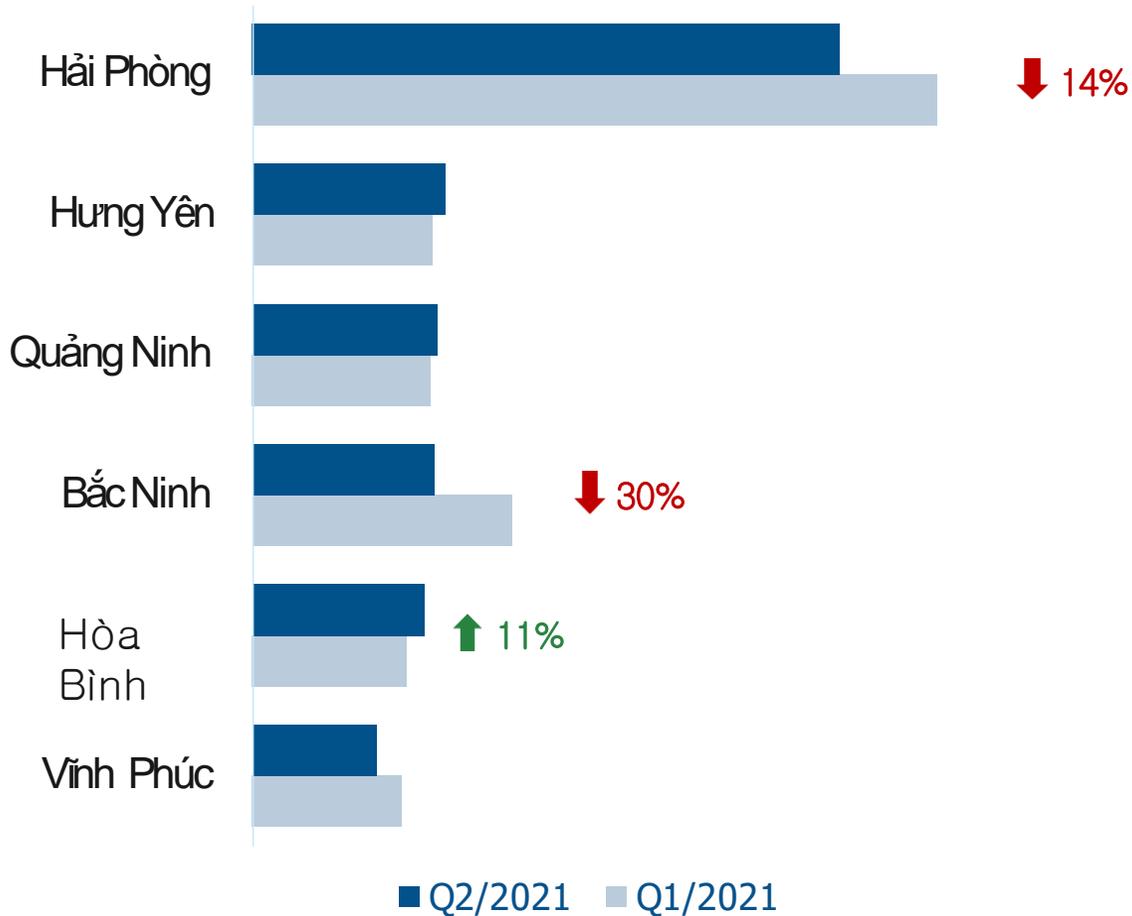
6 NORTHERN REAL ESTATE MARKET



MARKET OVERVIEW OF THE NORTHERN PROVINCES

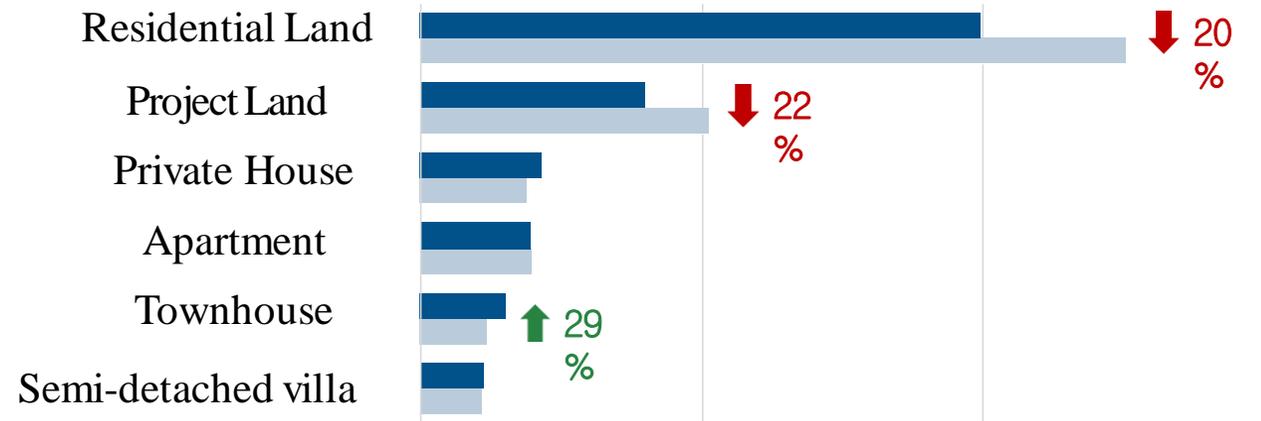
The level of interesting in the Northern provinces

Unit: index

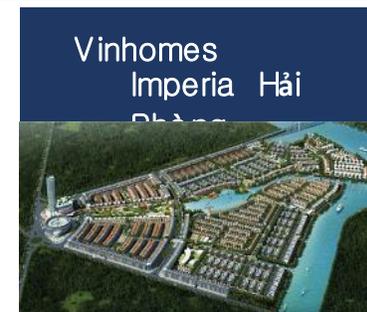


Level of interesting by type of real estate

Unit: index



Projects with outstanding interest in Q2/2021

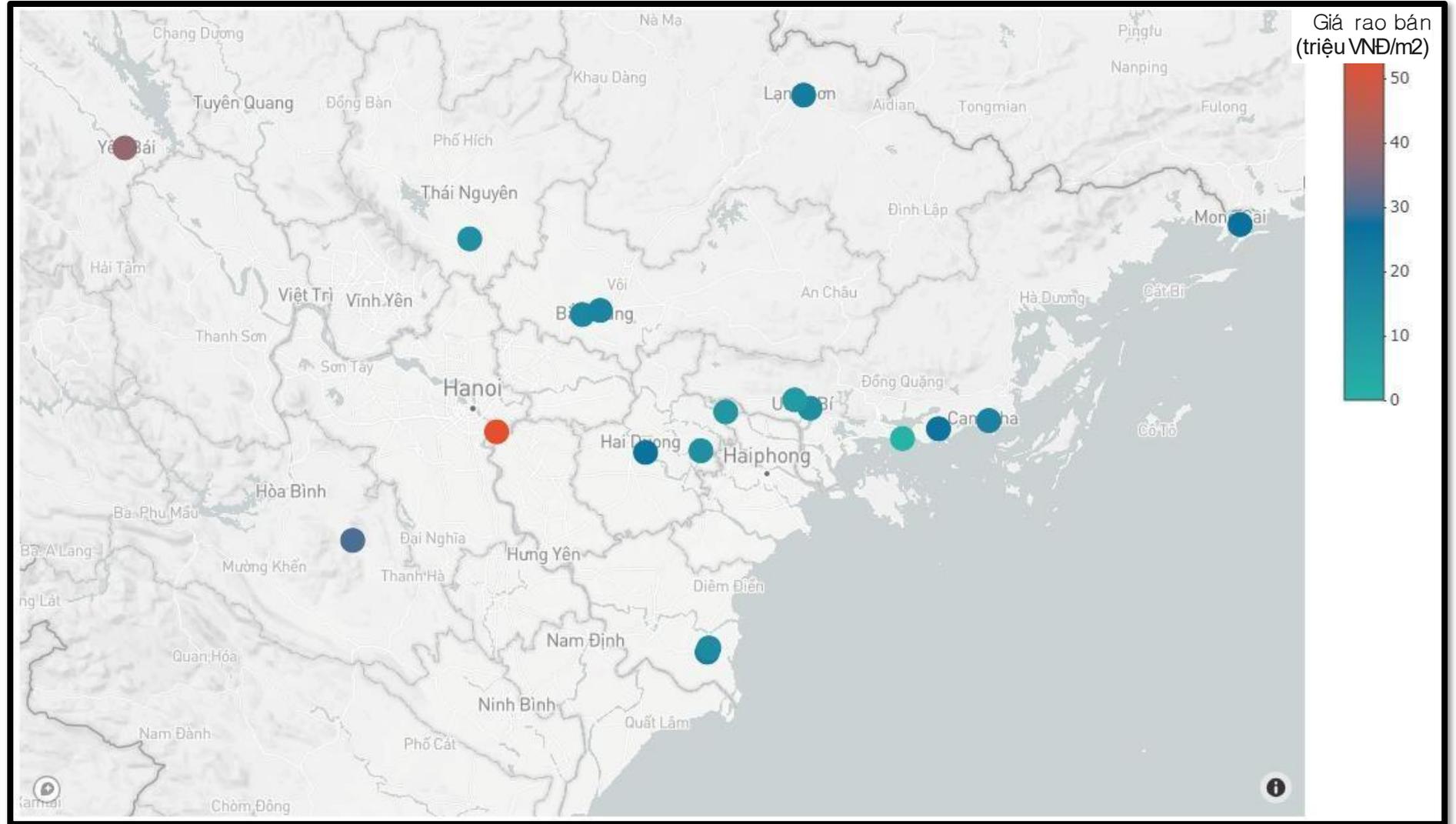


*Note: compare Q2/2021 with Q1/2021

NEW PROJECTS IN Q2/2021

18 PROJECTS

NEW POST IN Q2/2021



HA NOI REAL ESTATE Q2/2021



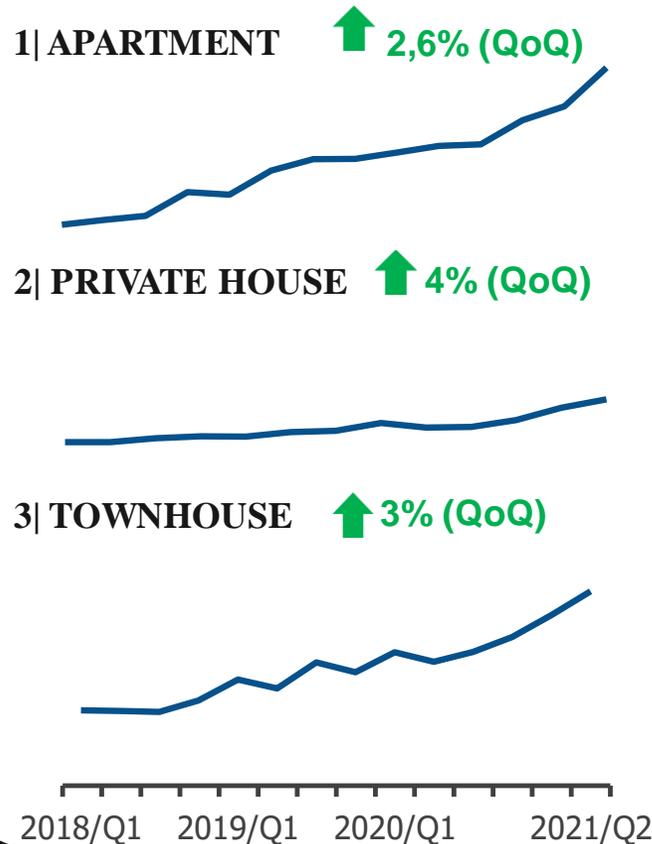
HA NOI REAL ESTATE MARKET

- 1| **Condo market** is well developed, interest is up 21%, while prices are up 2.6%
- 2| **The market of private houses and townhouses** sells stably
- 3| **The project land** has cooled down in the Northern provinces

LIST OF NEW PROJECTS IN THE NORTHERN

- 1| Sun Grand Marina Town, Quang Ninh
- 2| FLC Premier Parc Dai Mo, Hanoi
- 3| Viglacera Yen Phong, Bac Ninh
- 4| X2 Dai Kim Apartment, Hanoi
- 5| Swan Lake Onsen Residences, Hung Yen
- 6| APEC Mandala Skye Villas Kim Boi, Hoa Binh
- 7| Diamond Hill, Bac Giang

HANOI REAL ESTATE PRICE INDEX



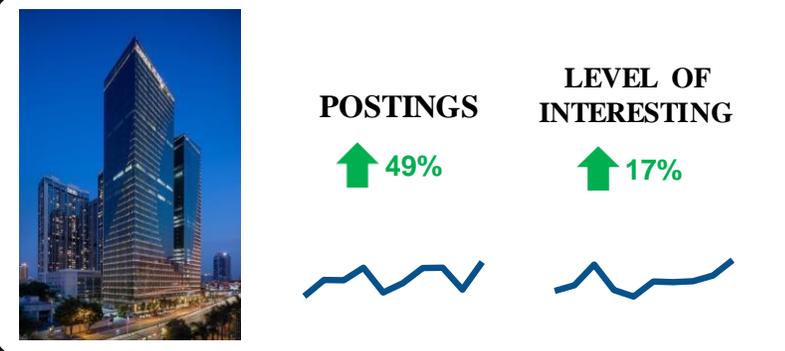
HA NOI APARTMENT | Well development



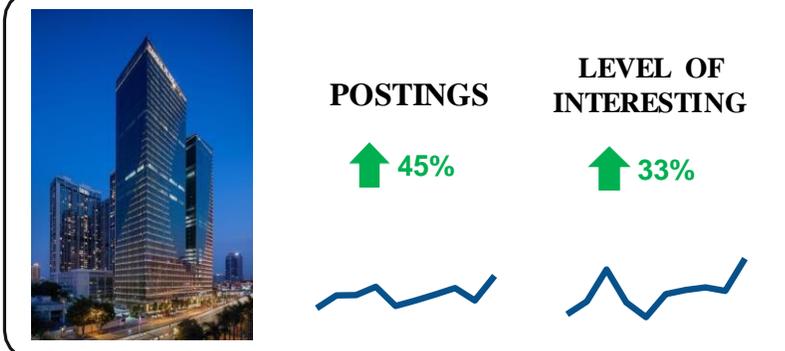
LAND OF THE NORTH PROVINCES | Hypothermia



HANOI PRIVATE HOUSE | The selling market warms up



HANOI TOWNHOUSE | The selling market warms up



Thank you!



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