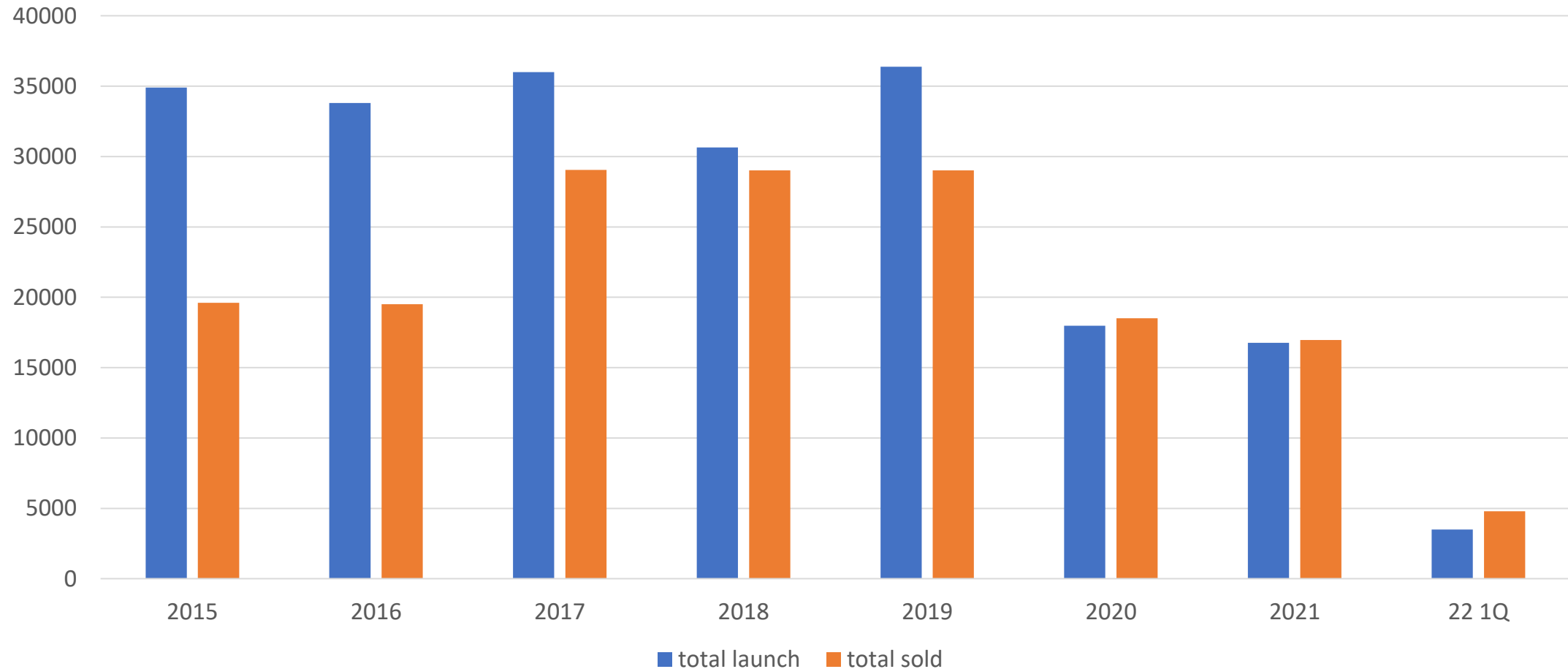


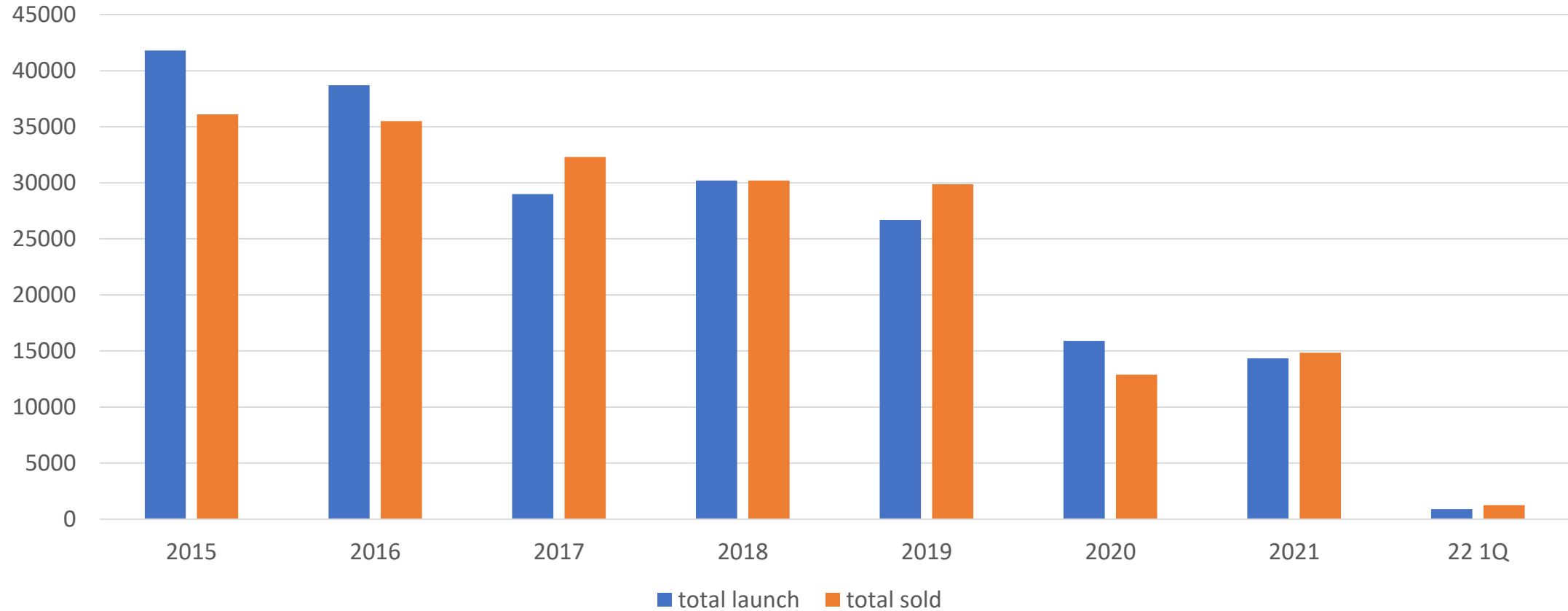
# HN Condo Supply & Demand



(자료: CBRE, VNKIC)

➤ Supply decreased almost 50% since Covid 19

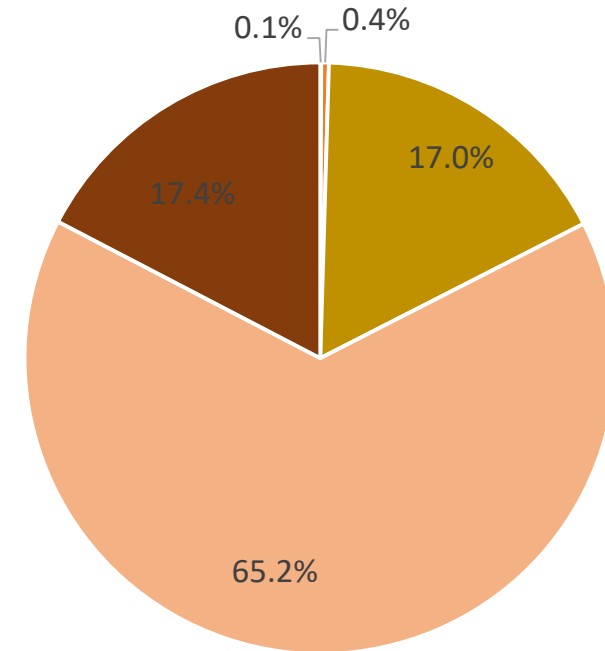
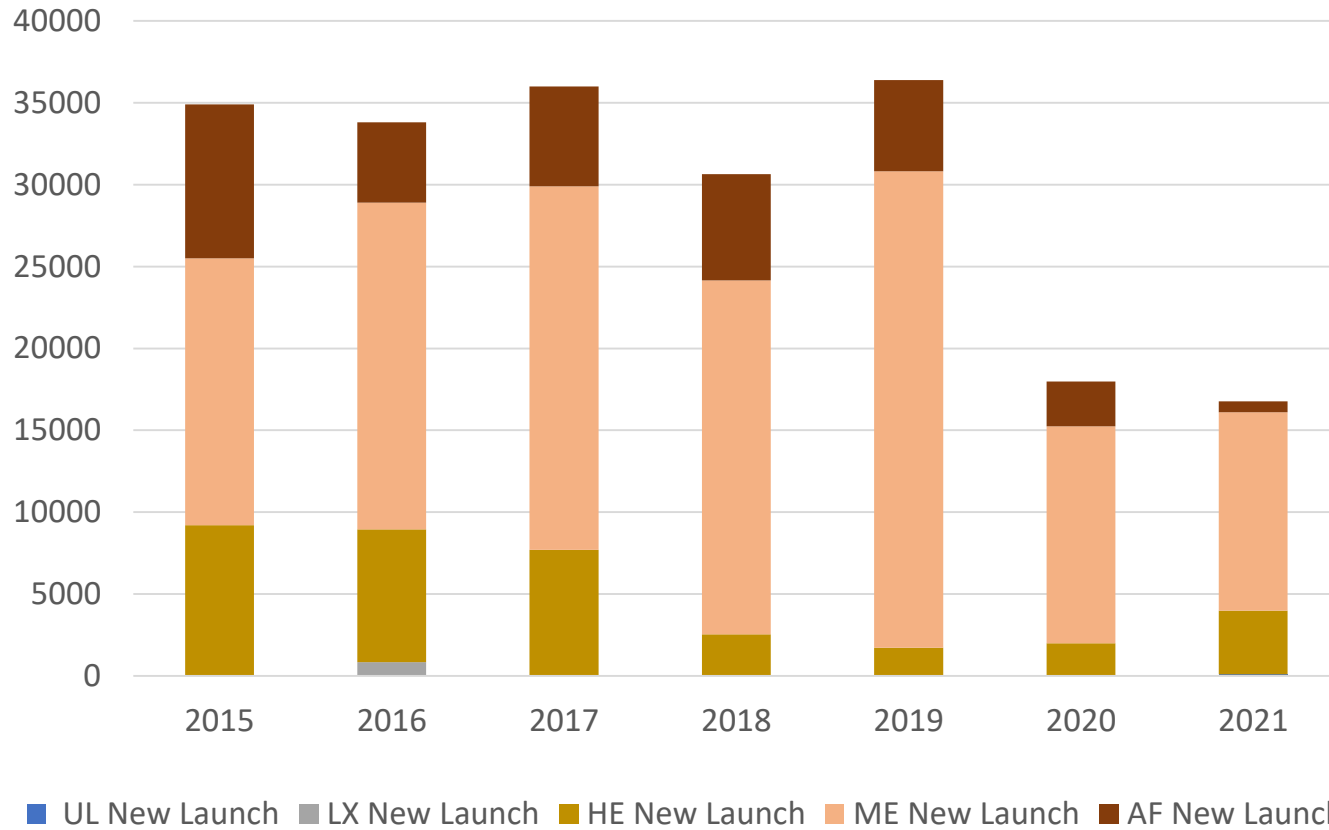
# HCM Condo Supply & Demand



(자료:CBRE, VNKIC)

➤ Since 2015, Supply in HCM has been decreased continuously due to investigation on land and Covid 19.

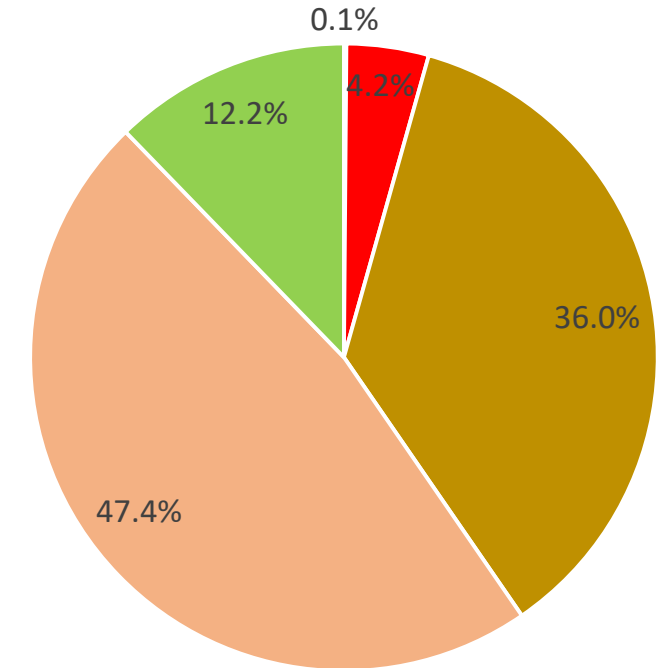
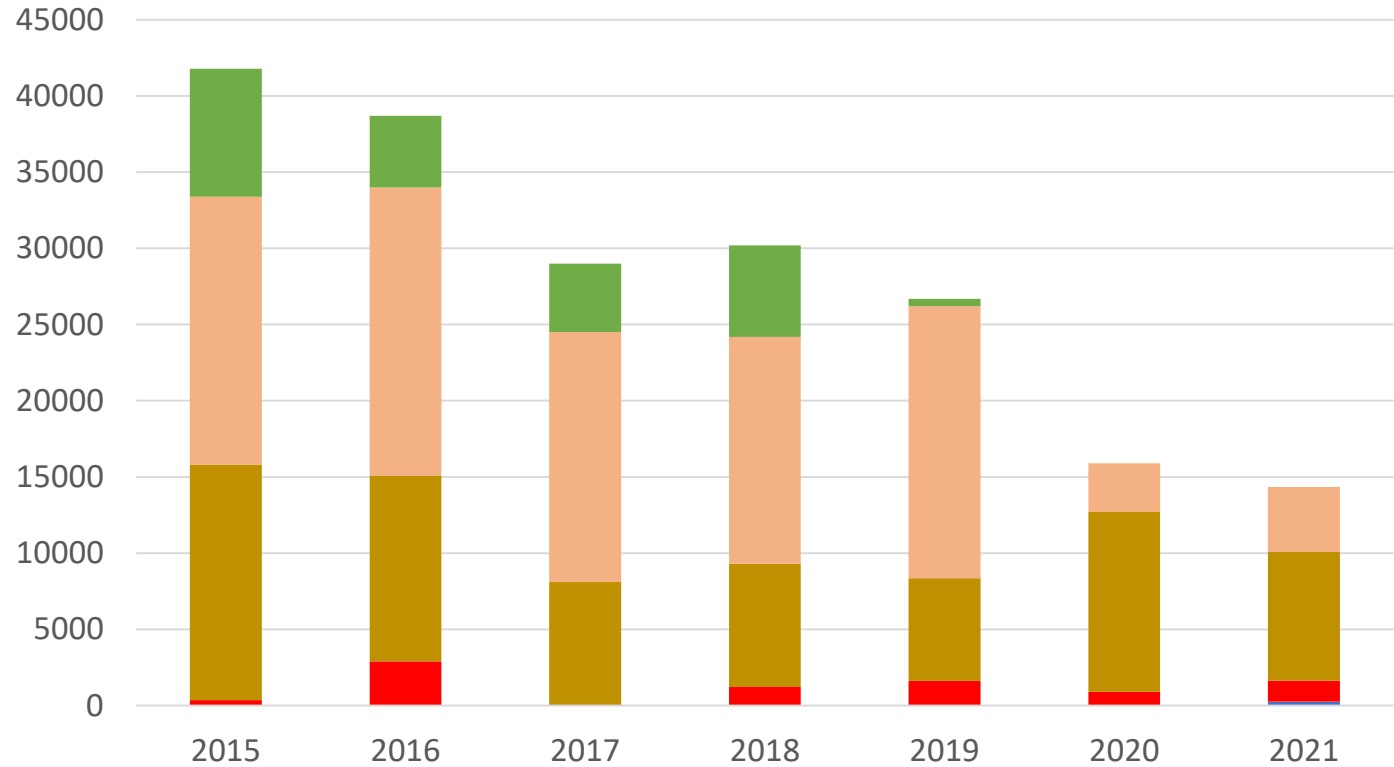
# HN Supply by Segment



(자료: CBRE, VNK IC)

➤ Since 2015, Mid-End Condo supply is 65.2%. Luxury supply is only 0.4%

# □ HCM Supply by Segment



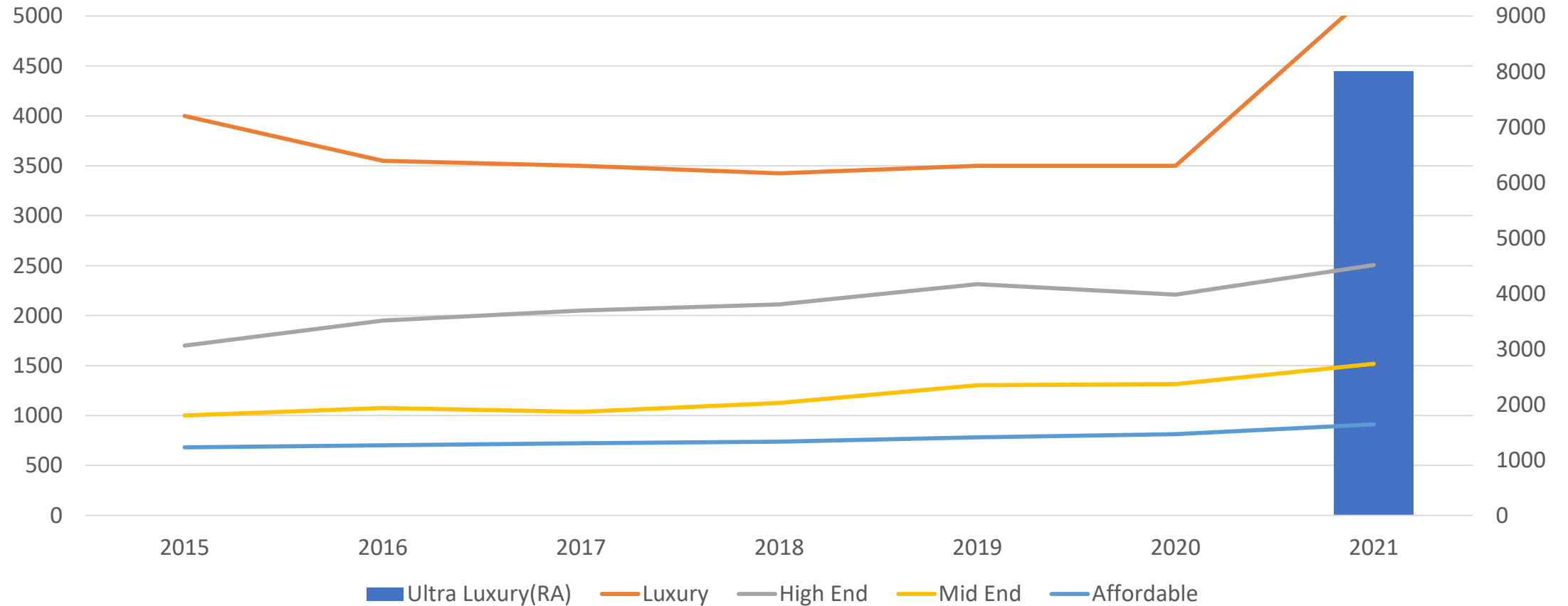
■ UL New Launch ■ LX New Launch ■ HE New Launch ■ ME New Launch ■ AF New Launch

■ UL New Launch ■ LX New Launch ■ HE New Launch  
■ ME New Launch ■ AF New Launch

(자료:CBRE, VNK IC)

➤ High-End Condo supply is 36% since 2015 due to high new condo price.

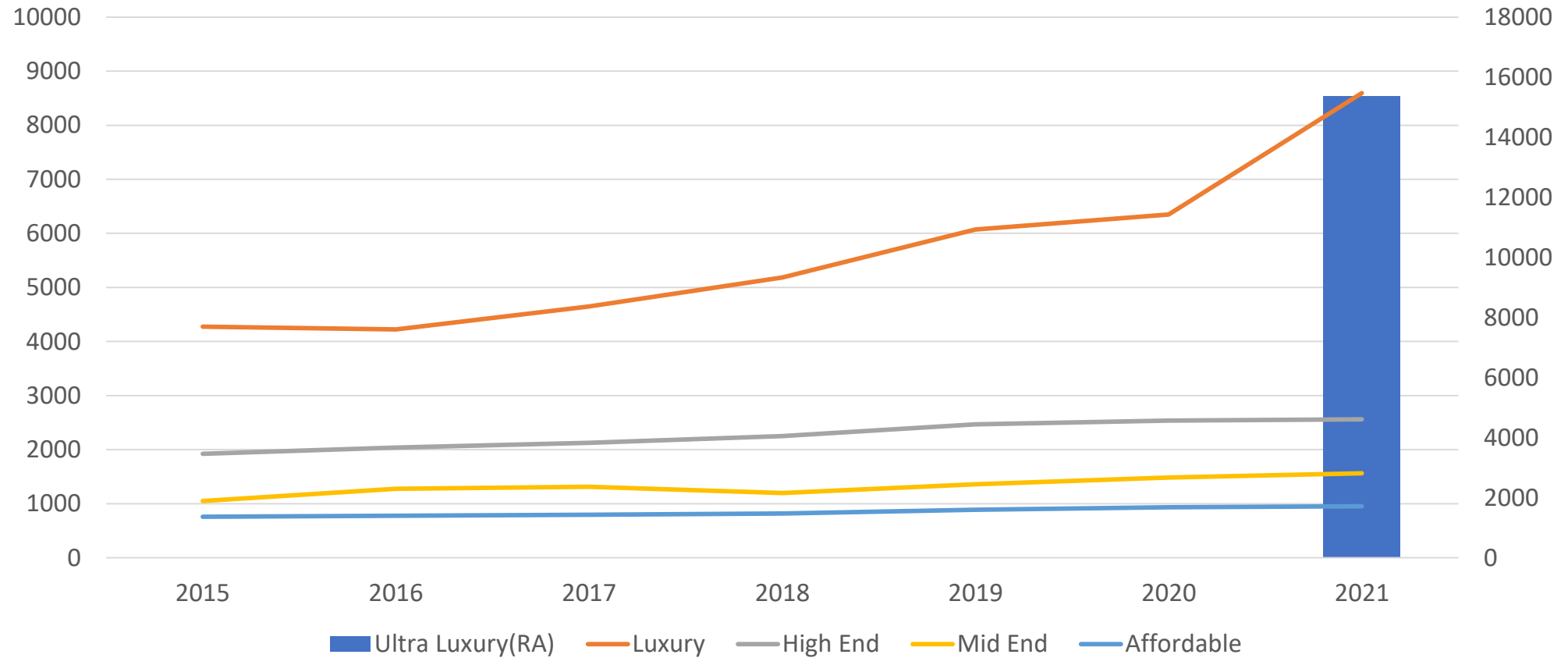
# HN Condo Price by Segment



(자료:CBRE, VNK IC)

- Condo prices have been stable. However, Luxury price has been change significantly in 2021.

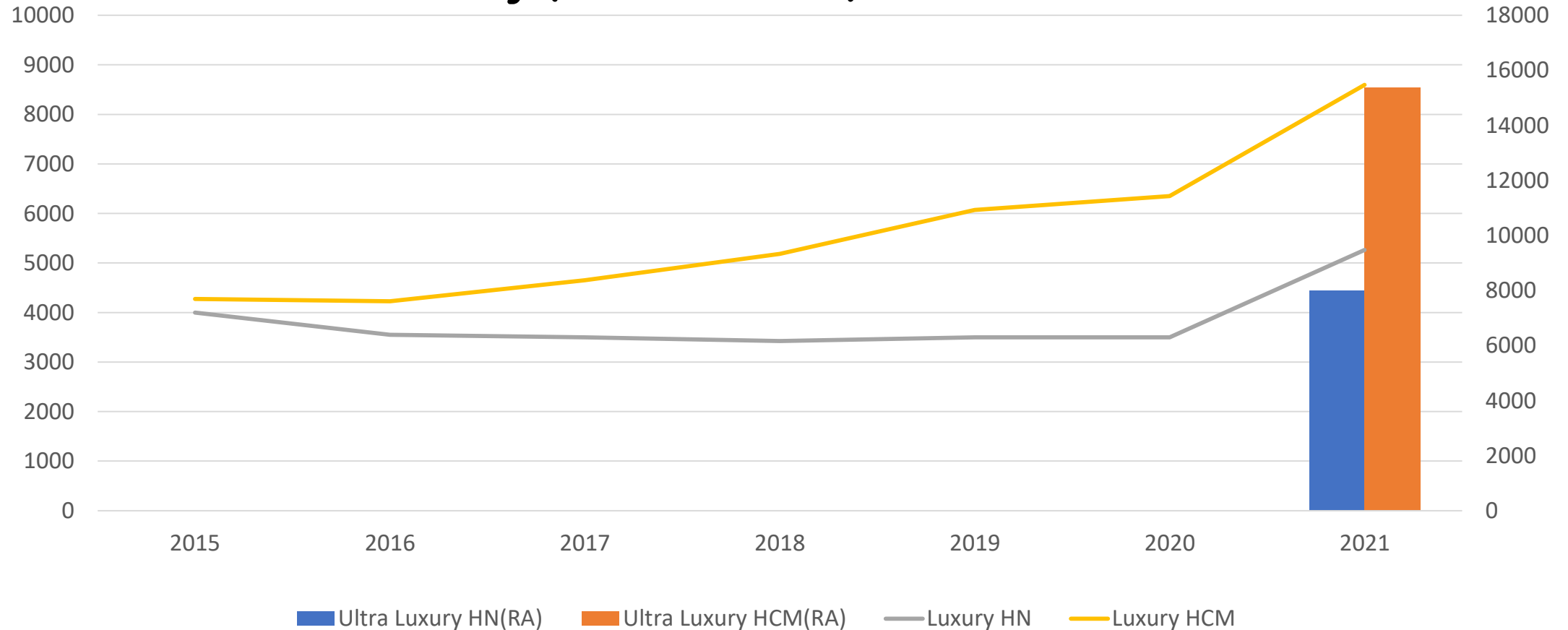
# □ HCM Supply by Segment



(자료:CBRE, VNK IC)

- Since 2015, Luxury Condo price has been increased more than twice fold. Moreover, there is Ultra Luxury Condo is shown up.

# Price Comparison in Ultra Luxury and Luxury(HN vs HCM)

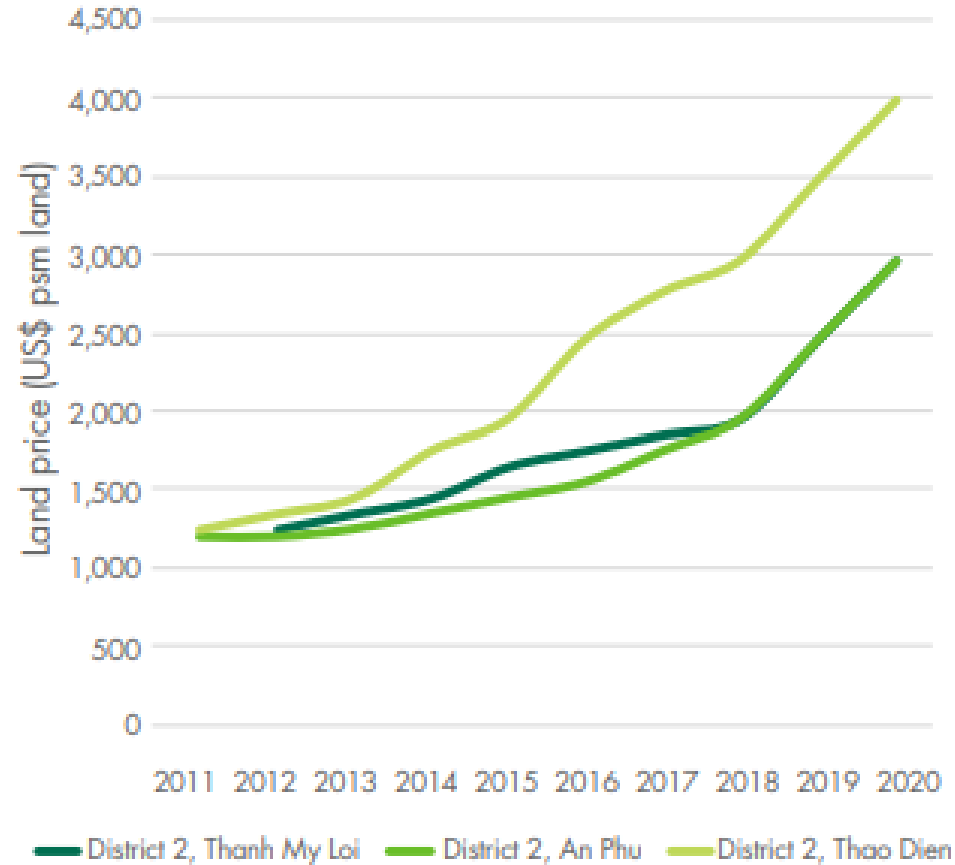


(자료:CBRE, VNK IC)

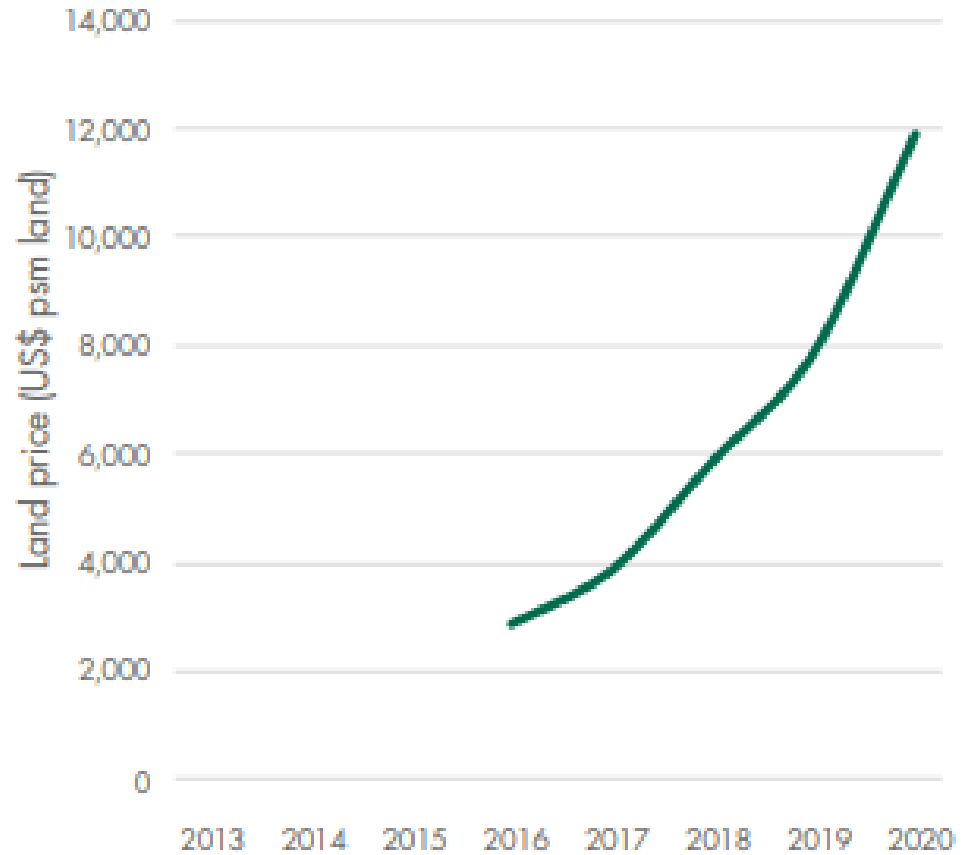
➤ Ultra Luxury and Luxury condo prices gap in HN and HCM have been wider since 2015

# □ Land Price in HCM

1. Average Land Price, D2, 2011–2020



2. Average Land Price, Thu Thiem, 2011–2020



(자료:CBRE, VNK IC. 2020년 2분기)

➤ HCM Land price has kept increasing significantly