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PRIVATE NEW HOME SALES

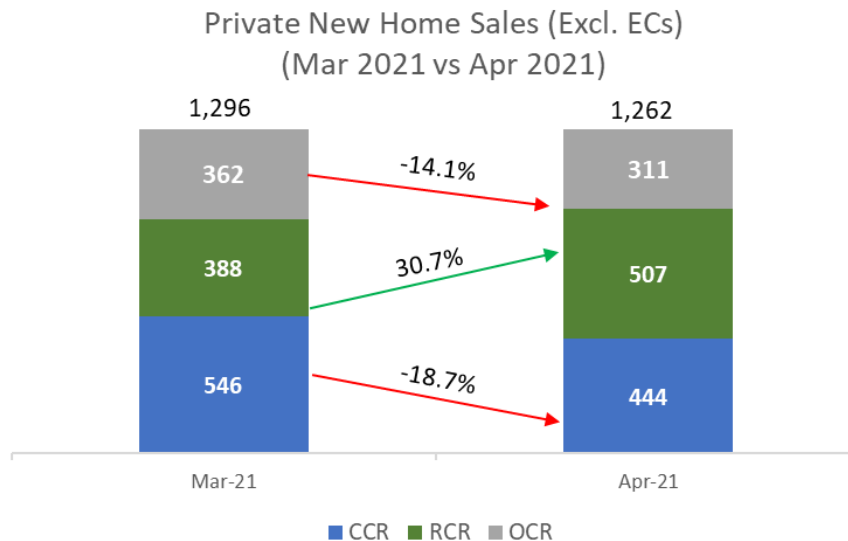
PROPnex RESEARCH
MONTHLY REPORT (APRIL 2021)



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MONTHLY PRIVATE NEW HOME SALES

APRIL 2021



Source: PropNex Research, URA

Developers achieved healthy new private home sales in April 2021, with 1,262 units (excluding Executive Condos) changing hands, thanks mainly to the strong demand for homes in the Core Central Region (CCR) and Rest of Central Region (RCR). The number of new homes sold in April 2021 was about 2.6% lower than the 1,296 units transacted in the previous month. When compared to April 2020 - when the Circuit Breaker was implemented – new home sales last month soared by more than four times from the 277 units transacted a year ago.

In particular, two new launches – Irwell Hill Residences and One-North Eden – spurred sales in April, selling 315 and 141 units respectively. The two projects collectively accounting for about 36% of the monthly total. April's sales were led by the RCR which sold a total of 507 units, driven by One-North Eden and Normanton Park. This was followed by the CCR where 444 new homes were transacted, with Irwell Hill Residences making up majority of the sales. Meanwhile, the Outside Central Region (OCR) shifted 311 new units as home buyers continued to dip into previously launched projects amid limited new launches in this sub-market.

In the EC segment, developers sold 80 new units in April 2021 – up slightly from the 77 new ECs transacted in the previous month. Parc Central Residences EC, which was launched in January this year was the top selling EC project during the month, moving 37 units at a median price of \$1,169 psf.

In the first four months of 2021, developers sold 4,755 new private homes (ex. ECs), representing a 96% increase from the 2,426 units transacted over the same period in 2020.

Private New Home Sales (Ex. ECs)			
Period	Units Sold	Period	Units Sold
Q1 2021	3,493	Q1 2020	2,149
Apr-21	1,262	Apr-20	277
Year-to Apr 21	4,755	Year-to Apr 20	2,426
% Change	+ 96%		

Source: PropNex Research, URA

In terms of units launched, developers placed 1,038 new private homes (ex. ECs) on the market in April – higher than the 959 units (ex. ECs) launched in the previous month. Four new projects hit the market in April 2021: Irwell Hill Residences; One-North Eden; Peak Residence; and Grange 1866.

Once again, fresh project launches helped to lift new home sales in April 2021. The robust demand for new homes in recent months reflected buyers' growing confidence in the property market, amid the brighter economic outlook and improved sentiment. In addition, developers are also pricing units sensitively; the median transacted absolute price quantum for non-landed new private homes was about \$1.6 million in April – similar to March – and still within the pricing sweet-spot that is generally palatable to many buyers.

Amid the strong sales, many buyers are by-and-large still quantum-sensitive and discerning about the property that they are buying. For instance, buyers are particularly drawn to projects with attractive attributes and a strong story - be it being situated in an area seeing ongoing transformation or a place with exciting future development plans or perhaps in a convenient and accessible location. Essentially, they are buying into the growth and transformation story of the various precincts in Singapore – which could potentially help to support capital values in the future.

Based on the sales caveats lodged, Singaporeans remained the main driver of new homes sales in April 2021, accounting for about 81% of the overall non-landed new private homes transactions – marginally down from 82% in March 2021. Meanwhile, the proportion of non-landed new private homes bought by foreigners inched up from 4% in March to 5% in April.

Proportion of Non-Landed New Private Home Sales by Nationality by Residential Status (March – April 2021)

Nationality by Residential Status	Mar-21	Apr-21
Foreigner (NPR)	4%	5%
Singapore Permanent Residents (PR)	13%	14%
Singaporean	82%	81%

Source: PropNex Research, URA Realis

Outlook

We expect the CCR and RCR to continue to prop up sales volume in the months to come given the upcoming launches in these segments and limited mass market launches in the OCR. For the whole of 2021, we are expecting new private home sales (ex. ECs) to likely cross 10,000 units, barring any unforeseen events and new cooling measures.

Home sales should continue to find support from Singapore investors and buyers, including HDB upgraders, as the strength of recovery in the HDB resale market may encourage some owners to take the opportunity to trade their flat for a private property.

Top 10 Best-Selling Projects (Ex. ECs) in April 2021

	Project	Region	Units Sold	Median Price (\$psf)	Tenure
1	IRWELL HILL RESIDENCES	CCR	315	\$2,628	99-year LH
2	ONE-NORTH EDEN	RCR	141	\$2,009	99-year LH
3	NORMANTON PARK	RCR	81	\$1,800	99-year LH
4	TREASURE AT TAMPINES	OCR	49	\$1,377	99-year LH
5	AMBER PARK	RCR	35	\$2,482	Freehold
6	THE FLORENCE RESIDENCES	OCR	34	\$1,669	99-year LH
7	PARC CLEMATIS	OCR	30	\$1,662	99-year LH
	AVENUE SOUTH RESIDENCE	RCR	30	\$2,256	99-year LH
8	FOURTH AVENUE RESIDENCES	CCR	25	\$2,331	99-year LH
9	SENGKANG GRAND RESIDENCES	OCR	24	\$1,693	99-year LH
	KI RESIDENCES AT BROOKVALE	OCR	24	\$1,810	999-year LH
10	MIDWOOD	OCR	23	\$1,650	99-year LH

Source: PropNex Research, URA

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Compiled on 17 May 2021