



5th June 2013

SAVILLS REPORT ON NHA TRANG PROPERTY MARKET, MAY 2013

Villa/Townhouse

As of Q1/2013, the villa/townhouse market in Nha Trang had approximately 1,780 dwellings, up 1% QoQ. In which, the primary market had 460 dwellings, decreasing by -3% QoQ. Meanwhile, the secondary market had 1,320 dwellings.

The price range of townhouses was VND 1.3 billion to VND 2.5 billion/ dwelling and villas was in the popular range of VND 3 billion to VND 5.5 billion/ dwelling.

The average household size in Nha Trang decreased from 5 persons/ household in 2005 to 4.2 persons/ household in 2012. In addition to improved personal incomes and better living standards, the smaller household trend is expected to continue to strengthen residential demand in Nha Trang.

Three primary projects have developed the second home concept that mainly targets buyers from Ha Noi and HCMC. However, economic slowdown and fierce competition from other coastal cities such as Da Nang, Phan Thiet and Vung Tau significantly affected demand in Nha Trang.

With Nha Trang's urban development orientations toward the west and north areas of the city, more than 70% of total future projects are concentrated in these areas.

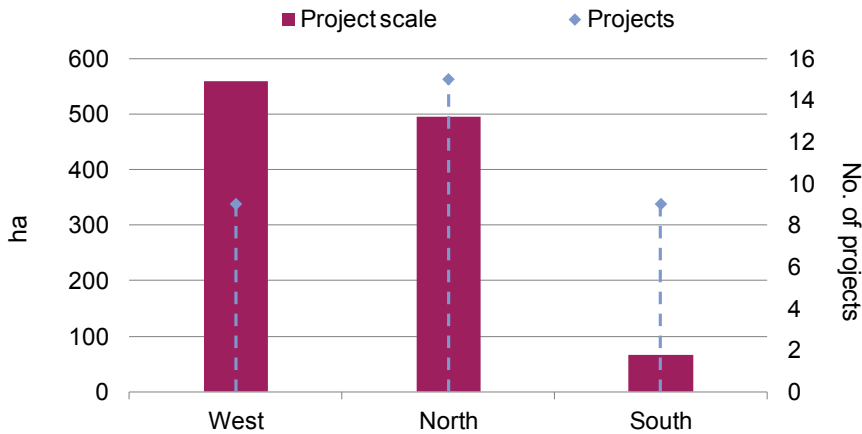
Nguyen Pham Khanh Van (Ms.)
Corporate Marketing & PR Manager
E: nvan@savills.com.vn

18Fl., Fideco Tower
81 – 85 Hàm Nghi
HCMC, Vietnam
T: +84 8 3823 9205 Ext. 153
F: + 84 8 3823 4571
savills.com.vn

PRESS RELEASE



Future supply



Source: Savills Research & Consultancy

Nguyen Pham Khanh Van (Ms.)
 Corporate Marketing & PR Manager
 E: nvan@savills.com.vn

18Fl., Fideco Tower
 81 – 85 Hàm Nghi
 HCMC, Vietnam
 T: +84 8 3823 9205 Ext. 153
 F: + 84 8 3823 4571
savills.com.vn

This document is prepared by Savills for information only. Whilst reasonable care has been exercised in preparing this document, it is subject to change and these particulars do not constitute, nor constitute part of, an offer or contract, interested parties should not only rely on the statements or representations of fact but must satisfy themselves by inspection or otherwise as to the accuracy. No person in the employment of Savills has any authority to make any representations or warranties whatsoever in relation to these particulars and Savills cannot be held responsible for any liability whatsoever or for any loss howsoever arising from or in reliance upon the whole or any part of the contents of this document. This publication may not be reproduced in any form or in any manner, in part or as a whole without written permission of the publisher, Savills.© Savills Vietnam Co., Limited. 2010

PRESS RELEASE