



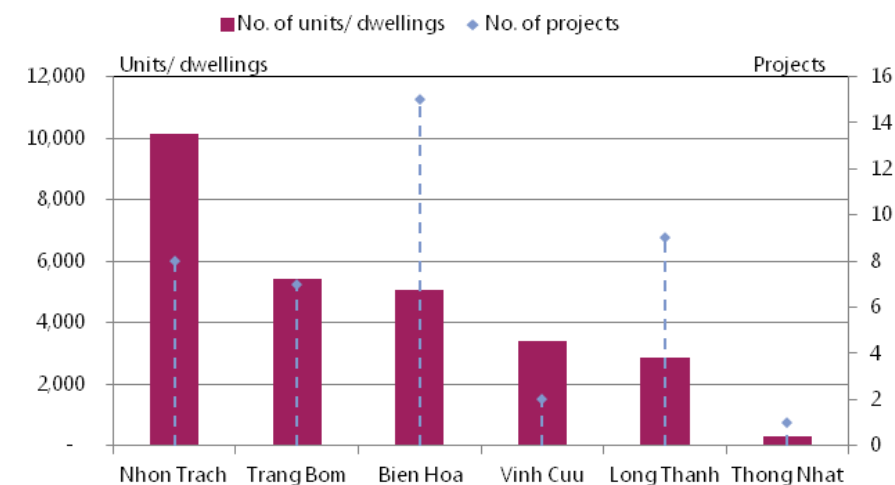
# DONG NAI RESIDENTIAL MARKET RESEARCH - Q3/2013 – SAVILLS VIETNAM

## Supply

As of Q3/2013, there are 42 residential projects in Dong Nai, supplying approximately 27,000 units/ dwellings. Twenty-six are selling in the primary market. Land plots account for 94% of the total residential stock.

The residential projects are concentrated in the districts adjacent to HCMC and Binh Duong, including Nhon Trach, Trang Bom, Vinh Cuu, Bien Hoa, Thong Nhat, and Long Thanh.

## Stock by district, Q3/2013



Source: Savills Research & Consultancy

## Performance

Dong Nai's land plot segment is most attractive to investors/ speculators. Buyers purchasing villas/ townhouses buy property as second homes, or for future residences.

The average price of active apartment projects ranges from approximately US\$690 to US\$900/ sq m, or US\$58,000 to US\$90,000/ unit.

The accumulated sales of seven active villa/ townhouse projects in Dong Nai are approximately 66% of the 1,400 dwellings launched since 2008. The average price for villa/ townhouse land is US\$612/ sq m, or US\$50,000 to US\$220,000/ dwelling.



Approximately 5,100 plots have been sold since 2009. The popular selling price for land plots ranges from US\$120 to US\$220/ sq m land area, or US\$10,000 to US\$25,000/ plot.

**Demand**

The population of Dong Nai in 2011 was 2.66 million people, 70% of which were at working age.

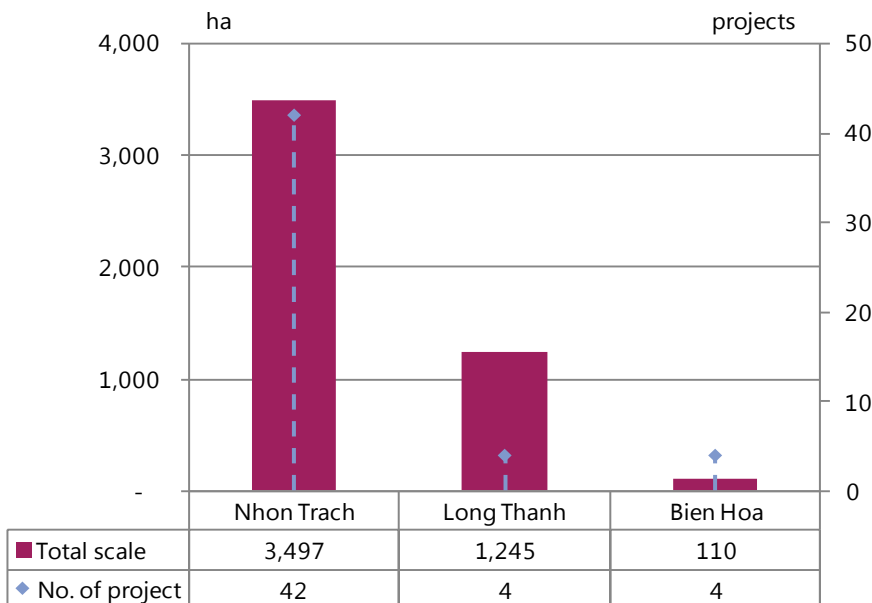
There are 31 operational industrial parks (IPs) in Dong Nai covering a total area of 9,300 hectares; more than 6,200 hectares are leasable. The large supply of IPs attracts employees and expatriates, increasing residential demand.

The weak infrastructure development and lack of social facilities are obstacles to attracting immigrants from adjacent areas. Therefore, the market is dominated by investors/ speculators rather than end users. In the long-term, the area should attract a real living population with the completion of key infrastructure systems and further development of social facilities.

**Future Outlook**

The future landed property supply consists of 50 projects with a total scale of 5,000 hectares. Most of the projects are in the Long Thanh, Nhon Trach and Bien Hoa districts; less than 15% are under construction.

**Future landed property supply**



Source: Savills Research & Consultancy



There are approximately 3,500 apartments from seven projects planned for development in Bien Hoa, Long Thanh and Nhon Trach.

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