

8 April 2014

# SAVILLS REPORT ON HA NOI REAL ESTATE MARKET

Q1/2014

Savills Vietnam Co.,Ltd  
 6<sup>th</sup> Floor, Sentinel Place  
 41A Ly Thai To Street,  
 Hoan Kiem District, Hanoi  
 T: +84 4 3946 1300

[savills.com.vn](http://savills.com.vn)

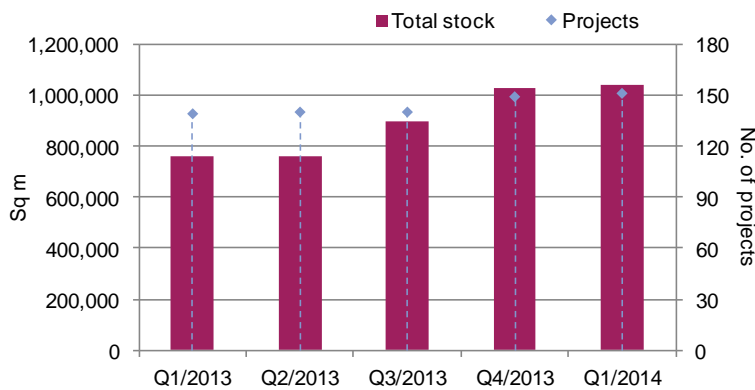
## 1. RETAIL

### Supply

In Q1/2014, two new retail podiums were added to the Ha Noi retail market. The total stock reached approximately 1 million sq m, up 1% quarter-on-quarter (QoQ) and 36% year-on-year (YoY).

Shopping centres dominate the market, supplying approximately 570,000 sq m at 55% share. Department stores have the most modest share at 4 percent.

### Stock, Q1/2014



Source: Savills Research & Consultancy

### Performance

The Ha Noi retail market continued in a downward trend in both occupancy and rent. The average rent dropped -4% QoQ and -6% YoY to VND 1.1 million/ sq m/ mth. Market occupancy was 82%, down -1 ppt QoQ and -7 ppts YoY.

The CBD had the highest rent at VND 2.1 million/ sq m/ mth, much higher than the suburban area at VND 650,000/ sq m/ mth and the secondary area at VND 860,000/ sq m/ mth.

Ha Noi shopping centres, department stores and hypermarkets have had relatively stable occupancy since Q1/2013. Savills observed a poor shopping atmosphere and low foot

### Savills Vietnam

Savills Vietnam is the largest and most experienced real estate practice with offices in Hanoi and Ho Chi Minh City. The company provides comprehensive property services such as: Residential Sales, Commercial Leasing, Residential Leasing, Research & Consultancy, Valuation & Feasibility Study, Banking & Corporate Services, Investment Brokerage & Advisory, Retail Consultancy & Leasing, Property & Asset Management, Tenant Advisory & Representation, Industrial Consultancy & Leasing, Marketing & Creative services. Savills Vietnam has won the Asia Pacific Property Awards 2013 for “**Best Real Estate Agency Vietnam**”, “**Best Property Consultancy Vietnam**”, and “**Best Lettings Agency Vietnam**” and “**Best Real Estate Agency Website**”. Moreover, in International Property Awards scope, Savills has been awarded “**Best Real Estate Agency Asia Pacific**”. The company consists of over 940 experienced and professional staff nationwide.

Press Release

traffic in several large shopping centres and department stores, suggesting soft performance. The long-term rental affordability may be questionable.

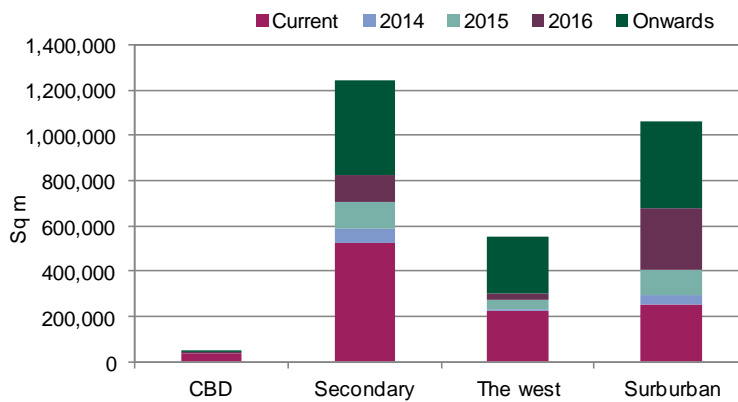
### Demand

In Q1/ 2014, Ha Noi's CPI remained low. The CPI by month was 0.7% in January, 0.49% in February and -0.15% in March. The low CPI means soft demand for purchasing, which will weaken retail performance. Take-up was negative this quarter.

### Outlook

The Ha Noi market is expected to receive approximately 100 projects, supplying an additional retail space of 1.8 million sq m from Q2/2014 onwards. Of which, 800,000 sq m at 77% of the current stock will come online by the end of 2015. Competition is expected to be strong and the retail market will be under greater pressure.

### Future supply, Q2/2014 onwards



Source: Savills Research & Consultancy

## 2. SERVICED APARTMENT

### Supply

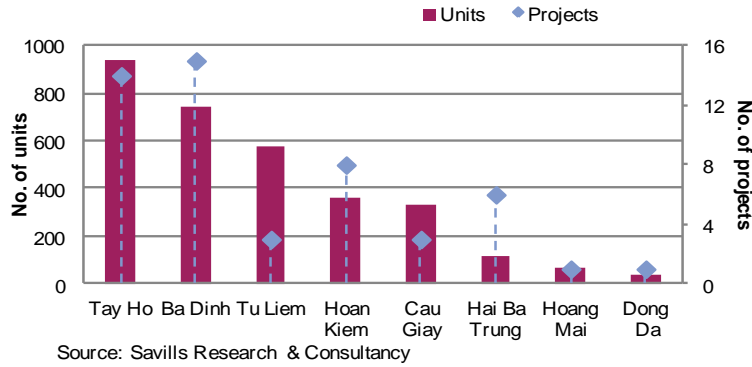
There were no new projects this quarter. The total supply was approximately 3,160 units from 51 projects, decreasing -1% quarter-on-quarter (QoQ) but increasing 10% year-on-year (YoY). One Grade C project in Hoan Kiem district re-entered the market after renovations; two small projects were removed from the basket due to unclear operational models or renovation.

### Stock by district, Q1/2014

---

### Savills Vietnam

Savills Vietnam is the largest and most experienced real estate practice with offices in Hanoi and Ho Chi Minh City. The company provides comprehensive property services such as: Residential Sales, Commercial Leasing, Residential Leasing, Research & Consultancy, Valuation & Feasibility Study, Banking & Corporate Services, Investment Brokerage & Advisory, Retail Consultancy & Leasing, Property & Asset Management, Tenant Advisory & Representation, Industrial Consultancy & Leasing, Marketing & Creative services. Savills Vietnam has won the Asia Pacific Property Awards 2013 for “**Best Real Estate Agency Vietnam**”, “**Best Property Consultancy Vietnam**”, and “**Best Letting Agency Vietnam**” and “**Best Real Estate Agency Website**”. Moreover, in International Property Awards scope, Savills has been awarded “**Best Real Estate Agency Asia Pacific**”. The company consists of over 940 experienced and professional staff nationwide.



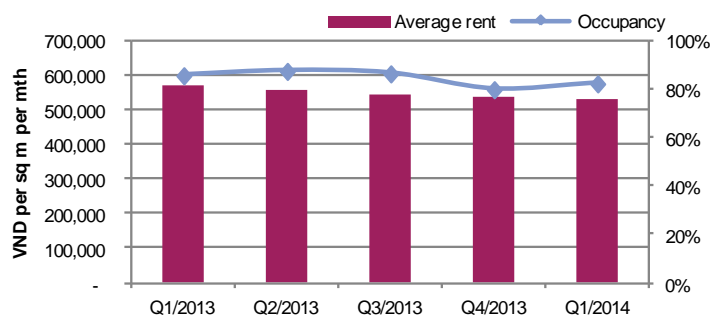
## Performance

After three consecutive quarters of decreases, average occupancy increased 2 ppts QoQ to 82% but decreased -3.3 ppts YoY. The average rent continued in a downward trend at approximately VND 530,000/ sq m/ mth, down -0.7% QoQ and -7% YoY.

Grade A projects continue to lead the market with the highest occupancy and rent; occupancy was up 3 ppts QoQ to 87% and rent was up slightly 0.5% QoQ to VND 638,000/ sq m/ mth.

The average rent of both Grades B and C continued downward and were at their lowest since 2009; Grade B was down -2% QoQ to VND 420,000/ sq m/ mth and Grade C down -7% QoQ to VND 287,600/ sq m/ mth. However, the occupancy of both Grades B and C increased slightly 1% QoQ.

## Market performance, Q1/2013 – Q1/2014



## Savills Vietnam

Savills Vietnam is the largest and most experienced real estate practice with offices in Hanoi and Ho Chi Minh City. The company provides comprehensive property services such as: Residential Sales, Commercial Leasing, Residential Leasing, Research & Consultancy, Valuation & Feasibility Study, Banking & Corporate Services, Investment Brokerage & Advisory, Retail Consultancy & Leasing, Property & Asset Management, Tenant Advisory & Representation, Industrial Consultancy & Leasing, Marketing & Creative services. Savills Vietnam has won the Asia Pacific Property Awards 2013 for “**Best Real Estate Agency Vietnam**”, “**Best Property Consultancy Vietnam**”, and “**Best Letting Agency Vietnam**” and “**Best Real Estate Agency Website**”. Moreover, in International Property Awards scope, Savills has been awarded “**Best Real Estate Agency Asia Pacific**”. The company consists of over 940 experienced and professional staff nationwide.

## Demand

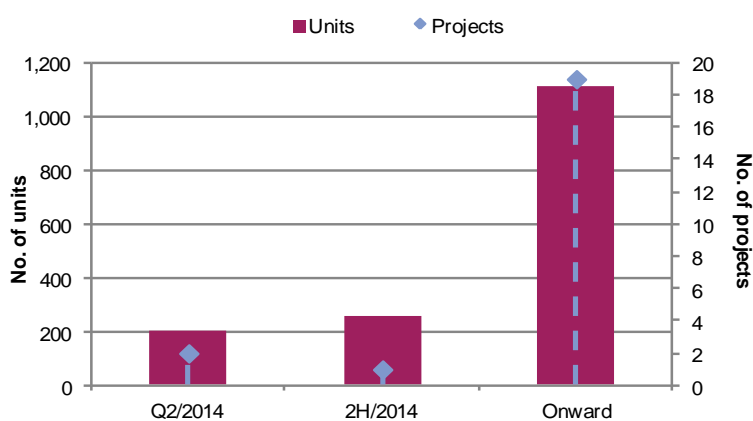
Q1/2014 saw positive take-up with approximately 40 units in all three grades after being negative last quarter. Tu Liem had the highest take-up due to the high demand from expats working in the nearby office buildings and industrial zones. Tenants favoured small units such as studios and 1-bedrooms, due partly to decreasing accommodation budgets.

## Outlook

From 2014 onward, 19 projects at 47% of the current supply will enter the market. Seven projects with confirmed supply will provide approximately 1,600 units.

In Q2/2014, two new projects in Thanh Xuan and Hai Ba Trung districts will enter the market and provide approximately 200 units. In 2H/2014, a Grade A project with 258 units in Ba Dinh district will enter the market.

## Estimated future supply, Q2/2014 - onward



Source: Savills Research & Consultancy

## 3. OFFICE

### Supply

In Q1/2014, the total office stock was 1,348,000 sq m from 153 buildings, up 3% quarter-on-quarter (QoQ) and 20% year-on-year (YoY). One new Grade A building in the west

---

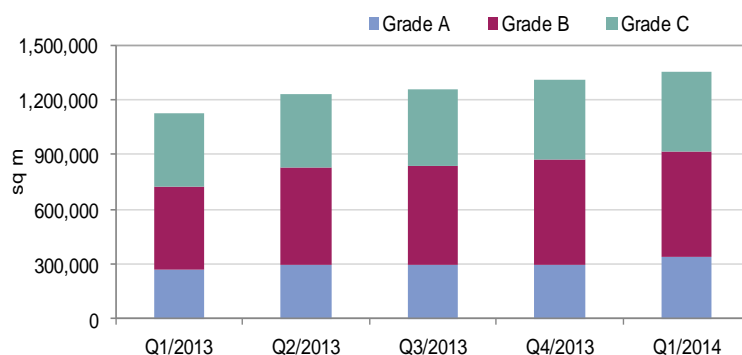
### Savills Vietnam

Savills Vietnam is the largest and most experienced real estate practice with offices in Hanoi and Ho Chi Minh City. The company provides comprehensive property services such as: Residential Sales, Commercial Leasing, Residential Leasing, Research & Consultancy, Valuation & Feasibility Study, Banking & Corporate Services, Investment Brokerage & Advisory, Retail Consultancy & Leasing, Property & Asset Management, Tenant Advisory & Representation, Industrial Consultancy & Leasing, Marketing & Creative services. Savills Vietnam has won the Asia Pacific Property Awards 2013 for “**Best Real Estate Agency Vietnam**”, “**Best Property Consultancy Vietnam**”, and “**Best Letting Agency Vietnam**” and “**Best Real Estate Agency Website**”. Moreover, in International Property Awards scope, Savills has been awarded “**Best Real Estate Agency Asia Pacific**”. The company consists of over 940 experienced and professional staff nationwide.

entered the market supplying 43,800 sq m and one Grade C building in Dong Da district was removed when it was converted for internal use only.

Grade A stock was at 342,000 sq m from 21 buildings, accounting for 25% of the total office space. There were 53 Grade B buildings with 576,000 sq m at 43% share and 79 Grade C buildings with 32% share.

### Stock, Q1/2013–Q1/2014



Source: Savills Research & Consultancy

### Performance

Market occupancy was 75%, up slightly 1 ppt QoQ, but down -2 ppts YoY. Grade A occupancy was 74%, down -1 ppt QoQ, Grade B was 70% up 3 ppts QoQ and Grade C was 84 percent, up 1 ppt QoQ.

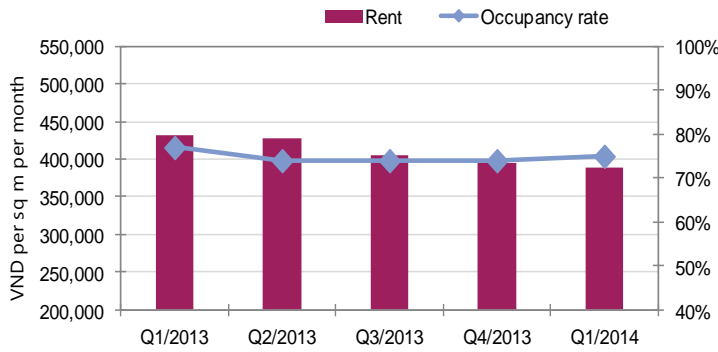
The average rent continued in a downward trend for ten consecutive quarters to VND 390,000/ sq m/ mth, decreasing -2% QoQ and -9% YoY. Grade A rent was VND 581,000/ sq m/ mth, down -4% QoQ. Grade B rent declined -4% QoQ to VND 371,000/ sq m/ mth and Grade C fell -2% QoQ to VND 263,000/ sq m/ mth.

### Performance, Q1/2013–Q1/2014

---

#### Savills Vietnam

Savills Vietnam is the largest and most experienced real estate practice with offices in Hanoi and Ho Chi Minh City. The company provides comprehensive property services such as: Residential Sales, Commercial Leasing, Residential Leasing, Research & Consultancy, Valuation & Feasibility Study, Banking & Corporate Services, Investment Brokerage & Advisory, Retail Consultancy & Leasing, Property & Asset Management, Tenant Advisory & Representation, Industrial Consultancy & Leasing, Marketing & Creative services. Savills Vietnam has won the Asia Pacific Property Awards 2013 for “**Best Real Estate Agency Vietnam**”, “**Best Property Consultancy Vietnam**”, and “**Best Letting Agency Vietnam**” and “**Best Real Estate Agency Website**”. Moreover, in International Property Awards scope, Savills has been awarded “**Best Real Estate Agency Asia Pacific**”. The company consists of over 940 experienced and professional staff nationwide.



Source: Savills Research & Consultancy

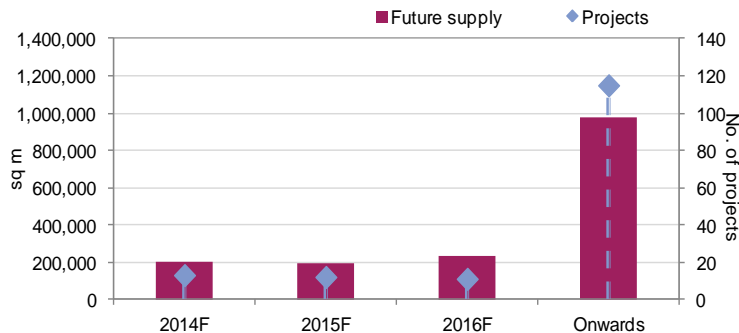
### Demand

Office take-up this quarter increased sharply 48% QoQ to approximately 49,000 sq m. All grades had positive take-up. Grade A led the market with approximately 29,000 sq m, accounting for 59% of the total take-up. Grade B followed with 17,000 sq m at 35% while Grade C had 2,800 sq m, accounting for 6 percent.

### Outlook

Most of the future supply up to 2015 will be in the western area including the Cau Giay and Tu Liem districts, providing approximately 144,000 sq m, accounting for 37% of the total new supply. Ba Dinh district with over 97,000 sq m, accounts for 25 percent.

### Estimated future supply, Q2/2014F - onwards



Source: Savills Research & Consultancy  
 (\*) 2014: Q2/2014 - Q4/2014

## 4. HOTEL

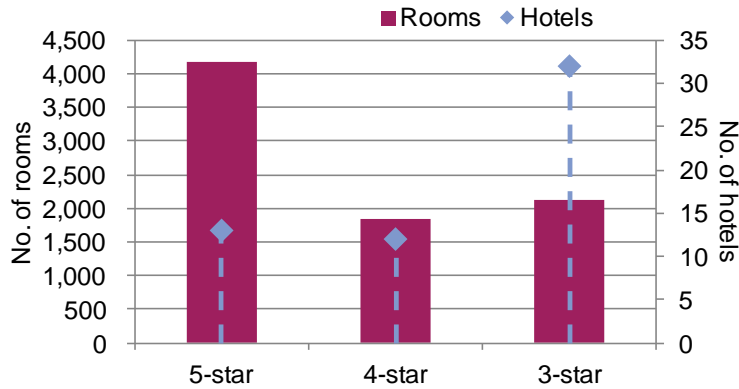
### Savills Vietnam

Savills Vietnam is the largest and most experienced real estate practice with offices in Hanoi and Ho Chi Minh City. The company provides comprehensive property services such as: Residential Sales, Commercial Leasing, Residential Leasing, Research & Consultancy, Valuation & Feasibility Study, Banking & Corporate Services, Investment Brokerage & Advisory, Retail Consultancy & Leasing, Property & Asset Management, Tenant Advisory & Representation, Industrial Consultancy & Leasing, Marketing & Creative services. Savills Vietnam has won the Asia Pacific Property Awards 2013 for “**Best Real Estate Agency Vietnam**”, “**Best Property Consultancy Vietnam**”, and “**Best Letting Agency Vietnam**” and “**Best Real Estate Agency Website**”. Moreover, in International Property Awards scope, Savills has been awarded “**Best Real Estate Agency Asia Pacific**”. The company consists of over 940 experienced and professional staff nationwide.

## Supply

The Ha Noi hotel market comprises 57, three to 5-star hotels with approximately 8,150 rooms, up 4% quarter-on-quarter (QoQ) and 5% year-on-year (YoY). The additional supply came from three, 3-star and 4-star hotels supplying approximately 200 rooms that were officially ranked this quarter. An existing 5-star hotel in the west added more rooms.

### Current stock by grade, Q1/2014

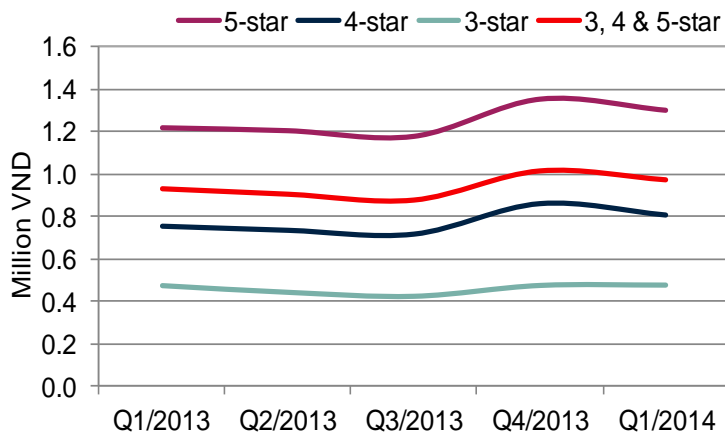


Source: Savills Research & Consultancy

## Performance

The market saw better performance YoY but poorer performance QoQ. The average RevPAR was VND 970,000/ room/ night, up 4% YoY but down -4% QoQ. Occupancy market-wide was 59%, increasing 3 pts YoY and decreasing slightly -1 ppt QoQ. The average room rate across all grades achieved VND 1.64 million/ room/ night, down -1% YoY and -2% QoQ.

### RevPAR by grade



Source: Savills Research & Consultancy

## Savills Vietnam

Savills Vietnam is the largest and most experienced real estate practice with offices in Hanoi and Ho Chi Minh City. The company provides comprehensive property services such as: Residential Sales, Commercial Leasing, Residential Leasing, Research & Consultancy, Valuation & Feasibility Study, Banking & Corporate Services, Investment Brokerage & Advisory, Retail Consultancy & Leasing, Property & Asset Management, Tenant Advisory & Representation, Industrial Consultancy & Leasing, Marketing & Creative services. Savills Vietnam has won the Asia Pacific Property Awards 2013 for “**Best Real Estate Agency Vietnam**”, “**Best Property Consultancy Vietnam**”, and “**Best Letting Agency Vietnam**” and “**Best Real Estate Agency Website**”. Moreover, in International Property Awards scope, Savills has been awarded “**Best Real Estate Agency Asia Pacific**”. The company consists of over 940 experienced and professional staff nationwide.

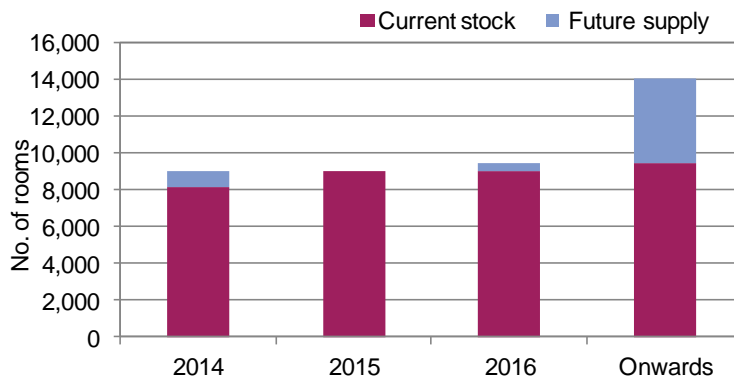
## Demand

Visitor arrivals to Ha Noi in Q1/2014 were estimated at 5.58 million; international arrivals reached 705,000, up 15% YoY and domestic arrivals were 4.87 million, up 8% YoY. The average number of occupied rooms in Q1/2014 was 4,800, increasing 5% QoQ and 10% YoY. Five-star hotels accounted the largest share at for 52 percent.

## Outlook

From Q2/2014 onward the market will receive 36 projects; 20 projects with confirmed supply will provide approximately 5,900 rooms. Between Q2/2014 and 2016, five projects supplying approximately 1,300 rooms are expected to enter the market. Three are 5-star projects with 1,100 rooms at 26% of the current 5-star stock. All five projects are either under construction or fitting-out.

## Estimated future supply, Q2/2014 – onwards



Source: Savills Research & Consultancy  
 (\*) 2014: Q2/2014 - Q4/2014

# 5. APARTMENT

## Supply

By Q1/2014, Ha Noi's total apartment supply was 95,400 units from 157 sold and 71 active projects. The total primary stock rose by 5% quarter-on-quarter (QoQ) to more than 12,100 units. Three Grade C projects launched, supplying approximately 1,150 units. The total secondary stock grew 5% QoQ.

## Primary market

In Q1/2014, the absorption rate was 10%, falling -1 ppt QoQ. Total sales were down -6% QoQ. The average primary price was approximately VND 24.5 mil/ sq m, a -8% QoQ

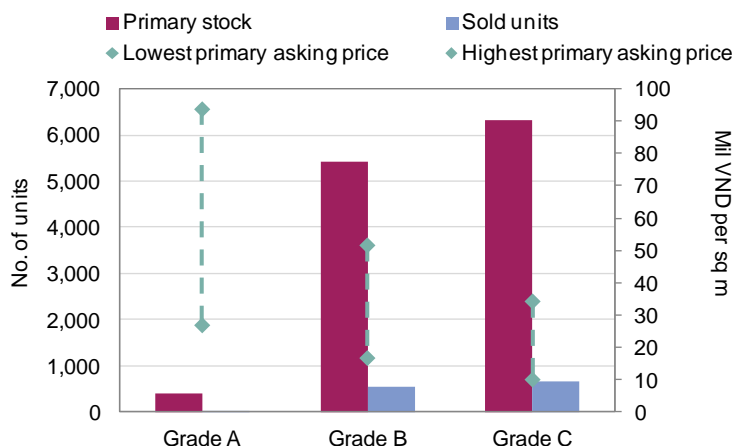
## Savills Vietnam

Savills Vietnam is the largest and most experienced real estate practice with offices in Hanoi and Ho Chi Minh City. The company provides comprehensive property services such as: Residential Sales, Commercial Leasing, Residential Leasing, Research & Consultancy, Valuation & Feasibility Study, Banking & Corporate Services, Investment Brokerage & Advisory, Retail Consultancy & Leasing, Property & Asset Management, Tenant Advisory & Representation, Industrial Consultancy & Leasing, Marketing & Creative services. Savills Vietnam has won the Asia Pacific Property Awards 2013 for "Best Real Estate Agency Vietnam", "Best Property Consultancy Vietnam", and "Best Letting Agency Vietnam" and "Best Real Estate Agency Website". Moreover, in International Property Awards scope, Savills has been awarded "Best Real Estate Agency Asia Pacific". The company consists of over 940 experienced and professional staff nationwide.



decrease. There were price reductions across all grades; Grade A fell by -4%, Grade B by -3% and Grade C by -7 percent. Grade B absorption continued to rise by 1 ppt QoQ to 10%; sales were up 3% QoQ.

### Performance, Q1/2014

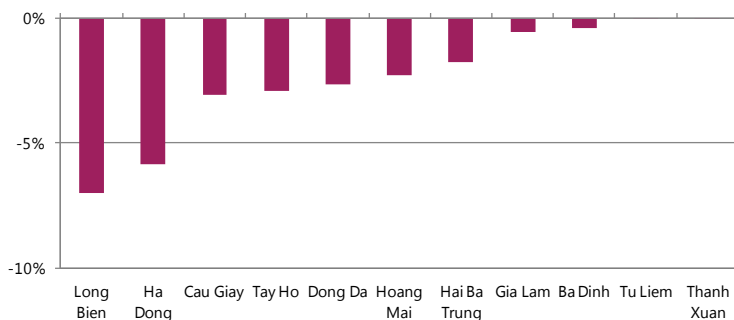


Source: Savill Research & Consultancy

### Secondary market

There was a -2% fall QoQ in the secondary market price. The sharpest decline occurred in Long Bien district at -7%, followed by Ha Dong at -6 percent. The secondary prices in Gia Lam, Ba Dinh, Tu Liem and Thanh Xuan districts were unchanged QoQ.

### QoQ change in secondary asking price, Q1/2014



Source: Savills Research & Consultancy

### Savills Vietnam

Savills Vietnam is the largest and most experienced real estate practice with offices in Hanoi and Ho Chi Minh City. The company provides comprehensive property services such as: Residential Sales, Commercial Leasing, Residential Leasing, Research & Consultancy, Valuation & Feasibility Study, Banking & Corporate Services, Investment Brokerage & Advisory, Retail Consultancy & Leasing, Property & Asset Management, Tenant Advisory & Representation, Industrial Consultancy & Leasing, Marketing & Creative services. Savills Vietnam has won the Asia Pacific Property Awards 2013 for “**Best Real Estate Agency Vietnam**”, “**Best Property Consultancy Vietnam**”, and “**Best Letting Agency Vietnam**” and “**Best Real Estate Agency Website**”. Moreover, in International Property Awards scope, Savills has been awarded “**Best Real Estate Agency Asia Pacific**”. The company consists of over 940 experienced and professional staff nationwide.

## Demand

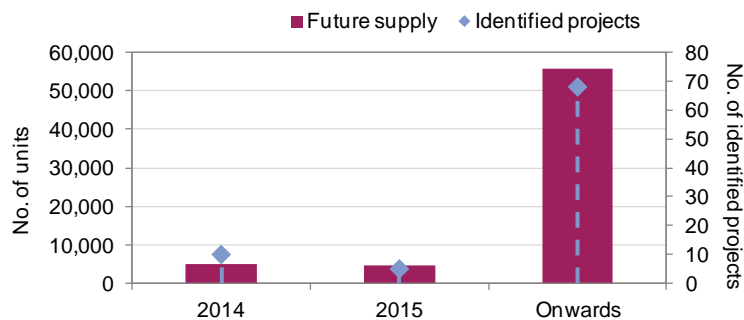
Developers of Grade A projects are trying to stimulate investment demand by offering rental pool program and reducing prices. Meanwhile, Grade B developers launched shell units to attract buyers.

Buyers are changing the way they obtain information on projects; they often search the internet before contacting agents/ developers. Buyers no longer obtain project information through cold calls and emails from agents/ developers.

## Outlook

From Q2/2014 onward, there are an estimated 83 future projects with more than 65,400 apartments. The last three quarters of 2014 will welcome approximately 5,000 units from 10 projects. In 2015, it is estimated that more than 4,600 apartments from five projects will be launched.

### Estimated future supply, Q2/2014 – onwards



Source: Savills Research & Consultancy  
 (\*) 2014: Q2/2014 - Q4/2014

## 6. VILLA/TOWNHOUSE

### Supply

Ha Noi's villa/ townhouse market is comprised of 128 projects with 42,700 dwellings. Approximately 30,600 dwellings in 103 projects have been offered or sold under sale contracts (SC) and the remainder are under capital contribution contracts (CCC). The Ha Dong, Hoai Duc and Me Linh districts are the largest providers in the market, accounting for 62% of the total stock.

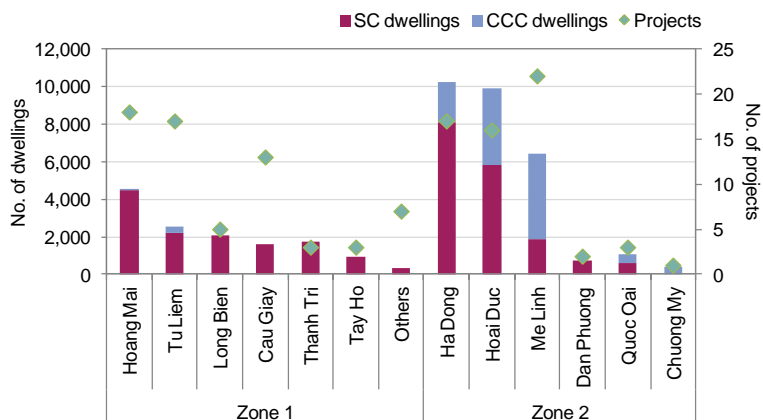
This quarter, SC stock received approximately 30 new villas from one project in Long Bien district. No new supply was added to CCC stock.

---

### Savills Vietnam

Savills Vietnam is the largest and most experienced real estate practice with offices in Hanoi and Ho Chi Minh City. The company provides comprehensive property services such as: Residential Sales, Commercial Leasing, Residential Leasing, Research & Consultancy, Valuation & Feasibility Study, Banking & Corporate Services, Investment Brokerage & Advisory, Retail Consultancy & Leasing, Property & Asset Management, Tenant Advisory & Representation, Industrial Consultancy & Leasing, Marketing & Creative services. Savills Vietnam has won the Asia Pacific Property Awards 2013 for “**Best Real Estate Agency Vietnam**”, “**Best Property Consultancy Vietnam**”, and “**Best Letting Agency Vietnam**” and “**Best Real Estate Agency Website**”. Moreover, in International Property Awards scope, Savills has been awarded “**Best Real Estate Agency Asia Pacific**”. The company consists of over 940 experienced and professional staff nationwide.

### Villas /Townhouses stock, Q1/2014



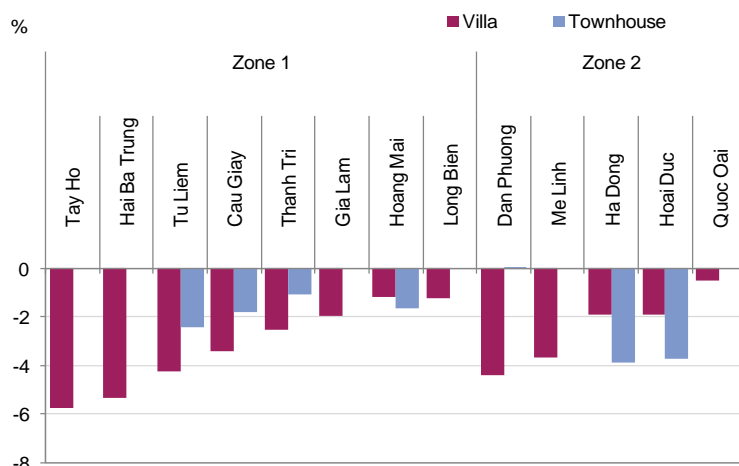
Source: Savills Research & Consultancy

### Performance

The market remained soft this quarter. The average secondary asking price decreased -3% QoQ for villas and -2% QoQ for townhouses. The most obvious price reduction for villas was in Tay Ho where prices declined by -6% QoQ and Hai Ba Trung fell by -5% QoQ. For townhouses Ha Dong and Hoai Duc district had a -4% QoQ decrease in each.

Cau Giay continued to have the highest average asking price, at approximately VND 133 million/ sq m for both villas and townhouses, followed by Tu Liem and Tay Ho with prices between VND 91 to VND 104 million/ sq m.

### Secondary price change QoQ, Q1/2014



Source: Savills Research & Consultancy

### Savills Vietnam

Savills Vietnam is the largest and most experienced real estate practice with offices in Hanoi and Ho Chi Minh City. The company provides comprehensive property services such as: Residential Sales, Commercial Leasing, Residential Leasing, Research & Consultancy, Valuation & Feasibility Study, Banking & Corporate Services, Investment Brokerage & Advisory, Retail Consultancy & Leasing, Property & Asset Management, Tenant Advisory & Representation, Industrial Consultancy & Leasing, Marketing & Creative services. Savills Vietnam has won the Asia Pacific Property Awards 2013 for “**Best Real Estate Agency Vietnam**”, “**Best Property Consultancy Vietnam**”, and “**Best Letting Agency Vietnam**” and “**Best Real Estate Agency Website**”. Moreover, in International Property Awards scope, Savills has been awarded “**Best Real Estate Agency Asia Pacific**”. The company consists of over 940 experienced and professional staff nationwide.

## Demand

According to the General Statistics Office (GSO), at the end of 2013, Ha Noi's population was approximately 7.15 million, increasing by 2.7% YoY; Ha Noi's urban population increased by 4.4% to 3.09 million. This creates an opportunity for the residential market to meet the increased housing demand.

Decree 11/2013/ND-CP and Joint Circular No. 20/2013/TTLT-BXD-BNV takes effect from 05 January 2014 allows investors to sell land plots with fully completed infrastructure and without a raw building. This may increase market liquidity in the future.

The draft of the Revised Housing Law proposes overseas Vietnamese and foreigners to relax ownership of property in Viet Nam. If this proposal is accepted, it may make increase the villa/ townhouse demand.

## Outlook

Future villa/ townhouse supply will come from 86 projects in 15 districts, covering approximately 11,500 hectares.

The Hanoi West Gate, Alaska Garden City, The Premier and Tay Mo NUA projects all have transferred a portion of or the entire holding to new investors. With these ownership changes, project development and sales progress should improve.

*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. © Savills Vietnam Co. Limited. 2009*

-ends-

**For enquiries, please contact:**

---

## Savills Vietnam

Savills Vietnam is the largest and most experienced real estate practice with offices in Hanoi and Ho Chi Minh City. The company provides comprehensive property services such as: Residential Sales, Commercial Leasing, Residential Leasing, Research & Consultancy, Valuation & Feasibility Study, Banking & Corporate Services, Investment Brokerage & Advisory, Retail Consultancy & Leasing, Property & Asset Management, Tenant Advisory & Representation, Industrial Consultancy & Leasing, Marketing & Creative services. Savills Vietnam has won the Asia Pacific Property Awards 2013 for "**Best Real Estate Agency Vietnam**", "**Best Property Consultancy Vietnam**", and "**Best Letting Agency Vietnam**" and "**Best Real Estate Agency Website**". Moreover, in International Property Awards scope, Savills has been awarded "**Best Real Estate Agency Asia Pacific**". The company consists of over 940 experienced and professional staff nationwide.

**Nguyen Pham Khanh Van (Ms.)**

PR and Marketing Director  
Savills Vietnam Co., Ltd

T:+84 8 3823 9205 Ext:153

F:+84 8 3823 4571

E:nvan@savills.com.vn

**Vo Ngoc Thao (Ms.)**

PR Executive (HCMC)  
Savills Vietnam Co., Ltd

T:+84 8 3823 9205 Ext:112

F:+84 8 3823 4571

E:vngocthao@savills.com.vn

**Dinh Huong Linh (Ms.)**

Corporate Communication Executive (HN)  
Savills Vietnam Co., Ltd

T:+84 4 3946 1300 Ext:112

F:+84 4 3946 1302

E:duonglinh@savills.com.vn

---

**Savills Vietnam**

Savills Vietnam is the largest and most experienced real estate practice with offices in Hanoi and Ho Chi Minh City. The company provides comprehensive property services such as: Residential Sales, Commercial Leasing, Residential Leasing, Research & Consultancy, Valuation & Feasibility Study, Banking & Corporate Services, Investment Brokerage & Advisory, Retail Consultancy & Leasing, Property & Asset Management, Tenant Advisory & Representation, Industrial Consultancy & Leasing, Marketing & Creative services. Savills Vietnam has won the Asia Pacific Property Awards 2013 for “**Best Real Estate Agency Vietnam**”, “**Best Property Consultancy Vietnam**”, and “**Best Letting Agency Vietnam**” and “**Best Real Estate Agency Website**”. Moreover, in International Property Awards scope, Savills has been awarded “**Best Real Estate Agency Asia Pacific**”. The company consists of over 940 experienced and professional staff nationwide.