

02 July 2014

SAVILLS REPORT ON RESIDENTIAL MARKET IN NHA TRANG

Supply

Nha Trang's residential market has more than 6,900 dwellings from 37 land plot, villa/ townhouse and apartment projects. Land plots dominate the city's residential market at 51% market share, followed by apartments (44%) and villas/ townhouses (5%).

To benefit from the ocean aspect and proximity to tourism infrastructure, most projects are located in wards along the coast, 1 km to 2 km from the beach, with many on Tran Phu street. Projects developed as holiday homes are spreading to the west.

Performance

The land plot segment includes seven primary projects offering prices from VND3,600,000/ sq m to VND12,300,000/ sq m.

The villa/ townhouse segment has only two active projects, Bac Vinh Hai Residence and Ocean Front. Ocean Front is a holiday home project with prices from VND9.5 billion to VND17 billion. Bac Vinh Hai Residence has bare shell townhouses with prices ranging from VND1.8 billion to VND3 billion.

There are four active apartment projects on Tran Phu street offering a wide range in prices from VND32,800,000/ sq m to VND70,700,000/ sq m.

Demand

With the exception of Vinh Diem Trung Residence and Bac Vinh Hai Residence, most residential projects are developed with a second home concept that targets buyers from other provinces, particularly from Ha Noi and HCMC.

Outlook

There are 33 future residential projects with a total area of more than 860 ha. The majority are landed properties.

Nha Trang will face fierce competition with Cam Ranh/ Bai Dai, where many future projects will be four to 5-star resort villas and hotels. However, their construction progress is slow. There are currently 14 clearly marked sites and six are vacant; the others are under construction

FIGURE 1

Stock in primary market

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 2014 for "**Best Real Estate Agency in Vietnam**", "**Best Lettings Agency in Vietnam**" and "**Best Property Consultancy in Vietnam**". Moreover, in International Property Awards scope, Savills has been awarded "**Best Lettings Agency in Asia Pacific**" and "**Best Real Estate Agency in Asia Pacific**". The company consists of over 940 experienced and professional staff nationwide.

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Press Release

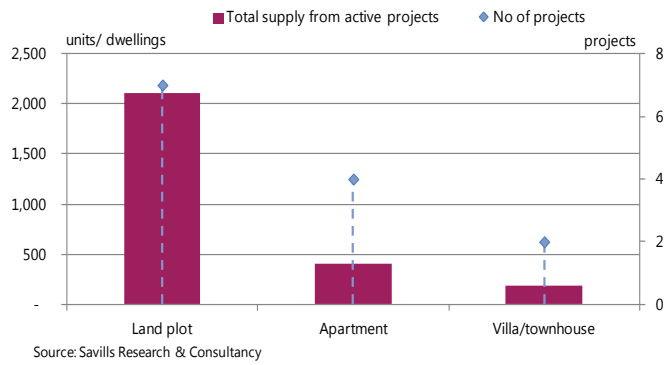
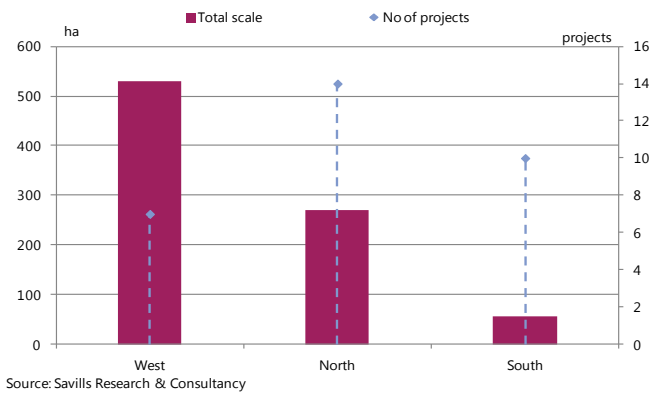


FIGURE 2

Estimated future supply



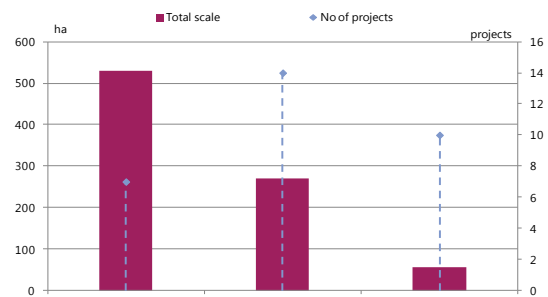
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