

# Real- Estate Comprehensive Report Q4/2019

<https://marketpublishers.com/r/R5C08549F5A6EN.html>

Date: May 2024

Pages: 127

Price: US\$ 1,995.00 (Single User License)

ID: R5C08549F5A6EN

## Abstracts

### VIETNAM REAL ESTATE MARKET

After a long time of bubble development with a virtual price and then falling into a recession, house prices have gradually returned to the real value. In the first 9 months of the year, the retail market in Hanoi was gloomy, no new projects were launched, the situation did not change much compared to Q4/ 2018. While the HCM.City market continued to increase the retail supply, the rental rates as well as the occupancy rates were improved.

The office supply in 2 major markets - Hanoi as well as TP. Ho Chi Minh City all received significant additions in Q4/2018. The demand for offices across the country is forecast to continue to grow thanks to the high economic growth prospects and the abundant investment flows both domestic and abroad.

With an export-oriented economy, with exports accounting for a significant proportion of xx% of GDP, Vietnam is attracting a large and growing amount of foreign investment. With the increasing demand for land and industrial plants, this segment will continue to be an attractive investment channel.

In the first 9 months of 2019, while the apartment market for sale in Hanoi was vibrant due to the plentiful new supply to the market, Ho Chi Minh City also experienced a decrease in supply as well as sales due to the limited land fund. However, the price offered by HCM. City increased strongly in Q4/ 2019 due to some projects in the high-end segment marketed.

According to the latest announcement of the Ministry of Construction, the inventory number as of the end of September 2019 is estimated at xx billion dong, continuing the downward trend thanks to the stable market development, good sales in many segment.

In 2018, the real estate market witnessed a large number of M&A deals whose scale was up to over \$x billion. Vietnam is forecasted to be a potential medium and long-term investment market for at least the next 5 years.

## Contents

Abbreviations

Executive summary

### **1. BUSINESS ENVIRONMENT**

1.1 Macroeconomic situation

1.2 Legal framework

1.3 Impact of trade agreements

### **2. VIETNAM REAL ESTATE MARKET**

3.1 Industry concepts and characteristics

3.2 The period of volatility of Vietnam Real Estate Market

3.3 Movement of the real estate market

3.3.1 Real estate for rent

3.3.2 Real estate for sale

3.4 Risks and challenges

3.4.1 Risks

3.4.2 Challenges

3.4.3 SWOT

3.5 Housing development planning

3.6 Driving forces

3.7 M&A trend

### **4. ENTERPRISE ANALYSIS**

### **5. APPENDIX**

Financial statements

## List Of Tables

### LIST OF TABLES

- Table 1: Increase or decrease in CPI of goods and services, 9M/2019
- Table 2: Typical projects are scheduled for 2019-2020
- Table 3: Typical projects are expected to be completed in 2019-2020
- Table 4: Significant office leases in Q3 / 2019
- Table 5: Typical projects under construction, 2019
- Table 6: Big office deals (>1,000m?) in Hanoi, 2018
- Table 7: Typical projects under construction
- Table 8: Big office deals in HCMC, 2018
- Table 9: Typical projects in the period 2018-2020
- Table 10: Typical projects in the period 2018-2025
- Table 11: Typical Serviced Apartments in Hanoi, 2019
- Table 12: Typical projects under construction, 2019
- Table 13: Typical projects are projected to complete
- Table 14: Typical projects are open for sale
- Table 15: Typical projects are expected to complete
- Table 16: 20 cities with the highest average income per capita in 2019 in the world
- Table 17: LPI Index rank of Vietnam, 2007- 2018
- Table 18: Outstanding M&A transactions in real estate business in 2018
- Table 19: Major shopping centers of AEON in Vietnam
- Table 20: Top Real Estate enterprises with highest revenue, 2018

## List Of Figures

### LIST OF FIGURES

- Figure 1: GDP growth by quarter, 2016 - 2019
- Figure 2: FDI in the first 9 months, 2012 - 2019
- Figure 3: Average interest rate, 2012 – 3T/2019
- Figure 4: Monthly CPI fluctuation, 1/2015 -9/2019
- Figure 5: Consumer Confidence Index, Q1/2014 – Q1/2019
- Figure 6: Number of enterprises in Vietnam real estate business, 2010-2017
- Figure 7: Number of labours in Vietnam real estate business, 2010-2017
- Figure 8: Real estate revenue, 2010-2017
- Figure 9: Vietnam real estate business's before-tax profit, 2010-2017
- Figure 10: Total supply by category, 9/2019
- Figure 11: Supply structure by region, 9/2019
- Figure 12: Vacancy rates and rental prices, 9/2019
- Figure 13: Rental supply of commercial center, 2010- 9/2019
- Figure 14: Rental price and vacancy rates of commercial center, 2010- 9/2019
- Figure 15: Total supply, 9/2019
- Figure 16: Retail supply structure by region, 9/2019
- Figure 17: Vacancy rate and rental prices, Q3/2019
- Figure 18: Supply of commercial center for lease 2013-9/2019
- Figure 19: Rental price and vacancy rate of commercial centers, 2009-2018
- Figure 20: Structure of retail area for rent by purpose, 2015
- Figure 21: Structure of retail area for rent by purpose, 2018
- Figure 22: New supply and vacancy rate of grade A offices, 9/2019
- Figure 23: Office rental price, Q1/2016- Q3/2019
- Figure 24: Average rental price by area, Q3/2019
- Figure 25: Structure of office for rent by industry, 2018
- Figure 26: Office supply and vacancy rate, Q1/2017-Q3/2019
- Figure 27: Total supply and rental price by category, 9/2019
- Figure 28: Office rental price, Q1/2016-Q3/2019
- Figure 29: Structure of office for rent by industry, 2018
- Figure 30: Structure of co-working space for rent by enterprise, 2018
- Figure 31: Total Supply by Region, 6/2019
- Figure 32: Rental price by area, Q2/2019
- Figure 33: Total supply and vacancy rate of Northern Industrial Zone, 6/2019
- Figure 34: Average rental price for the Northern Industrial Zone, Q2/2019
- Figure 35: Total supply and vacancy rate, Q2/2019

- Figure 36: Rental price by area, Q2/2019
- Figure 37: Vacancy rate, 2011- 2018
- Figure 38: Rental price for factories available, 2011 – 2018
- Figure 39: Rental price for land by area, 2011 – 2018
- Figure 40: Total Supply by Category, 2015-9/2019
- Figure 41: Apartment rental price by category, Q1/2015-Q3/2019
- Figure 42: Apartment rental price and rental capacity, Q1/2017-Q3/2019
- Figure 43: Total supply of apartments for rent, Q1/2017-Q3/2018
- Figure 44: Apartment rental prices by class, Q1/2017-Q3/2019
- Figure 45: Hotel total supply, Q1/2017 – 9/2019
- Figure 46: Rental price and capacity, Q1/2017-9/2019
- Figure 47: Hotel total supply, Q1/2017-Q3/2019
- Figure 48: Average rental price and capacity, Q1/2017-Q3/2019
- Figure 49: Housing supply in Hanoi, 2010-9/2019
- Figure 50: Price fluctuation of apartment for sale, Q1/2011 - 9/2019
- Figure 51: New supply and number of apartments sold, 2014-9/2019
- Figure 52: Offer price for apartment in Ho Chi Minh City, Q1/2015 – Q3/2019
- Figure 53: Total villa/townhouse supply, Q1/2017-Q3/2019
- Figure 54: Price fluctuation of villas and townhouses, Q1/2017-Q3/2019
- Figure 55: Total villa/townhouse supply, Q1/2016 –Q3/2019
- Figure 56: House price on income in Vietnam, 2011 – 2019
- Figure 57: Stock value of real estate, 9/2015 – 4/2019
- Figure 58: Proportion of logistics cost in Vietnam's GDP in 2016, compared to other countries
- Figure 59: Invest capital in types of transportation,2010-2015
- Figure 60: LPI Index ranks of ASEAN countries, 2010-2018
- Figure 61: Level of urbanization, 2010 - 2018
- Figure 62: Disposable income and household expenditures, 2008 – 2017f
- Figure 63: Outstanding credit of Real estate, 12/2012-12/2018
- Figure 64: Structure of real estate credit balance, 2018
- Figure 65: Structure of population by stratification (expenditure), 2013 – 2020f
- Figure 66: Number of tourists, 2014-9/2019
- Figure 67: Vietnam's revenue in real estate business, 2010-2022f
- Figure 68: Net revenue growth, 2017-2018
- Figure 69: Gross profit growth, 2018
- Figure 70: Liquidity ratio, 2018
- Figure 71: Receivable turnover, 2018

Figure 72: Solvency. 2018

Figure 73: Asset turnover ratio, 2018

Figure 74: Fixed asset turnover, 2018

Figure 75: Enterprise management expenses/ Net revenue, 2017-2018

Figure 76: Interest Expense/Net revenue, 2016 - 2017

Figure 77: Sale expenses/ Net revenue, 2017-2018

Figure 78: Profit ratio , 2018

Figure 79: Distribution of supermarkets in Vietnam, by region,  
2017

Figure 80: Retail market share in Vietnam, 2016

## I would like to order

Product name: Real- Estate Comprehensive Report Q4/2019

Product link: <https://marketpublishers.com/r/R5C08549F5A6EN.html>

Price: US\$ 1,995.00 (Single User License / Electronic Delivery)

If you want to order Corporate License or Hard Copy, please, contact our Customer Service:

[info@marketpublishers.com](mailto:info@marketpublishers.com)

## Payment

To pay by Credit Card (Visa, MasterCard, American Express, PayPal), please, click button on product page <https://marketpublishers.com/r/R5C08549F5A6EN.html>

To pay by Wire Transfer, please, fill in your contact details in the form below:

First name:  
Last name:  
Email:  
Company:  
Address:  
City:  
Zip code:  
Country:  
Tel:  
Fax:  
Your message:

**\*\*All fields are required**

Customer signature \_\_\_\_\_

Please, note that by ordering from marketpublishers.com you are agreeing to our Terms & Conditions at <https://marketpublishers.com/docs/terms.html>

To place an order via fax simply print this form, fill in the information below and fax the completed form to +44 20 7900 3970