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UPDATE

April 27, 2026 01:34 PM GMT

China Property | Asia Pacific

Weekly Database Tracker #17

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Industry View **In-Line**

Key Takeaways

- Weekly primary unit sales decreased 11% YoY.
- Weekly secondary unit sales rose 4% YoY.
- Total sell-through rate was 60% last week.

Weekly primary unit sales in 50 cities decreased 11% YoY (vs. +10% YoY in the previous week) for the week ended April 26, bringing YTD sales to -17% YoY: Tier 1 city sales were +4% (vs. +4% YoY). Tier 2 city sales decreased 10% YoY (vs. +20% YoY). Tier 3 city sales decreased 25% YoY (vs. -15% YoY).

Weekly secondary unit sales in 10 cities increased 4% YoY (vs. +19% YoY in the previous week), bringing YTD sales to -2% YoY: Tier 1 city weekly secondary unit sales rose 6% YoY (vs. +17% YoY). Tier 2 city weekly secondary unit sales were up 2% YoY (vs. +20% YoY).

Total sell-through rate was 60% (vs. 49% in the previous week): Tier 1 cities recorded a sell-through rate of 60% (vs. nil). No new launches in Tier 2 cities this week.

Centaline six-city secondary asking price tracking index was 19.1% (vs. 18.8% in the previous week).

Please refer to our weekly database Excel file for more detailed data.

Exhibit 1: Primary weekly unit sales and four-week moving average - Total 50 cities