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Weekly Database Tracker #19

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Industry View **In-Line**

Key Takeaways

- Weekly primary unit sales decreased 5% YoY.
- Weekly secondary unit sales increased 17% YoY.
- Total sell-through rate was 96% last week.

Weekly primary unit sales in 50 cities decreased 5% YoY (vs. -2% YoY in the previous week) for the week ended May 10, bringing YTD sales to -16% YoY: Tier 1 city sales decreased 9% (vs. +7% YoY). Tier 2 city sales decreased 2% YoY (vs. +6% YoY). Tier 3 city sales decreased 8% YoY (vs. -32% YoY).

Weekly secondary unit sales in 10 cities increased 17% YoY (vs. +59% YoY in the previous week), bringing YTD sales to +1% YoY: Tier 1 city weekly secondary unit sales rose 25% YoY (vs. +57% YoY). Tier 2 city weekly secondary unit sales were up 12% YoY (vs. +57% YoY).

Total sell-through rate was 96% (vs. 52% in the previous week): Tier 1 cities recorded a sell-through rate of 96% from a single newly launched project (vs. 52%). No new launches in Tier 2 cities this week (vs. nil).

Centaline six-city secondary asking price tracking index was 19.4% (vs. 19.1% 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