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Weekly Database Tracker #22

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Key Takeaways

- Weekly primary registered unit sales increased 10% YoY.
- Weekly secondary registered unit sales rose 9% YoY.
- Total sell-through rate was 53% last week.

Weekly primary registered unit sales in 50 cities increased 10% YoY (vs. -7% YoY in the previous week) for the week ended May 31, bringing YTD sales to -14% YoY: Tier 1 city sales increased 4% (vs. +8% YoY). Tier 2 city sales increased 6% YoY (vs. -10% YoY). Tier 3 city sales increased 34% YoY (vs. -12% YoY).

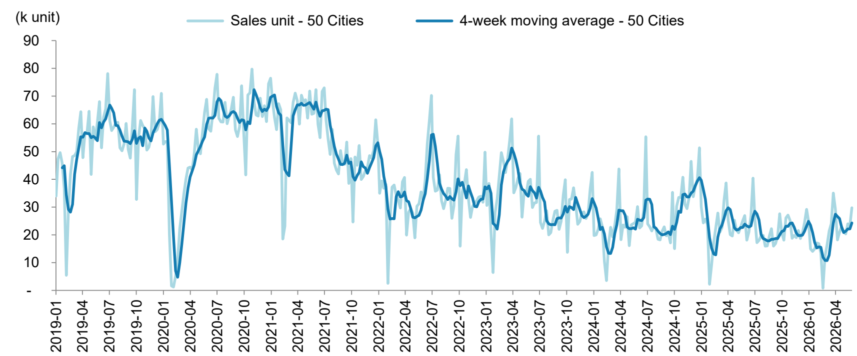
Weekly secondary registered unit sales in 10 cities increased 9% YoY (vs. +45% YoY in the previous week), bringing YTD sales to +5% YoY: Tier 1 city weekly secondary unit sales rose 12% YoY (vs. +63% YoY). Tier 2 city weekly secondary unit sales were up 6% YoY (vs. +36% YoY).

Total sell-through rate was 53% (vs. 66% in the previous week): Tier 1 cities recorded a sell-through rate of 63% (vs.66%). Tier 2 cities recorded a sell-through rate of 42% (vs.nil%).

Centaline six-city secondary asking price tracking index was 17.5% (vs. 18.2% in the previous week), and the property agent index in Tier 1 cities was 53.8 (vs. 55.5 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



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Industry View In-Line