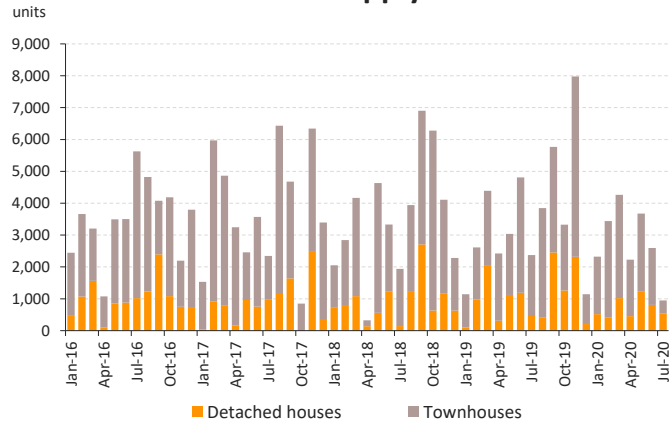
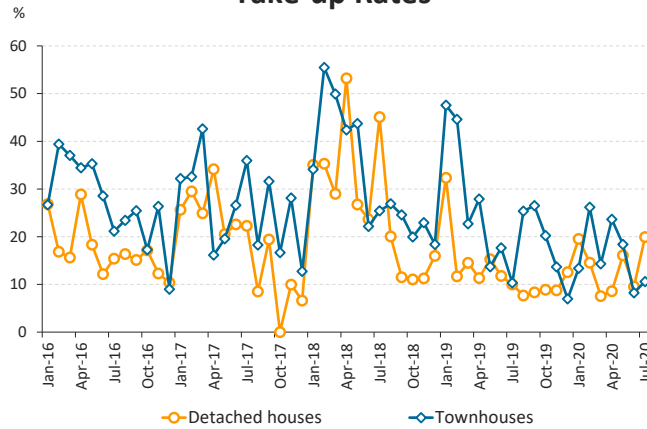


New Supply



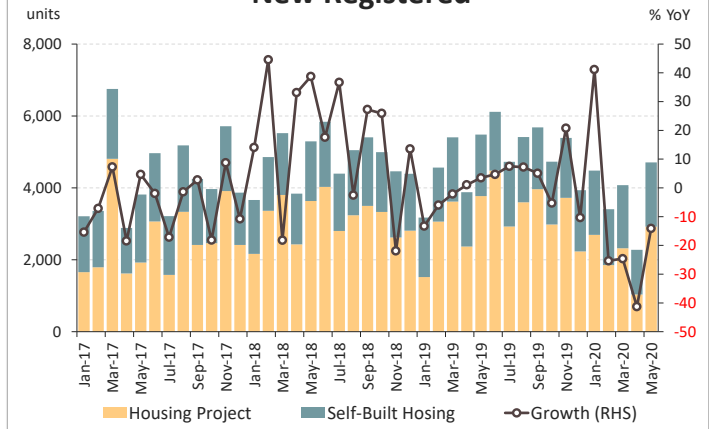
Source: AREA

Take-up Rates



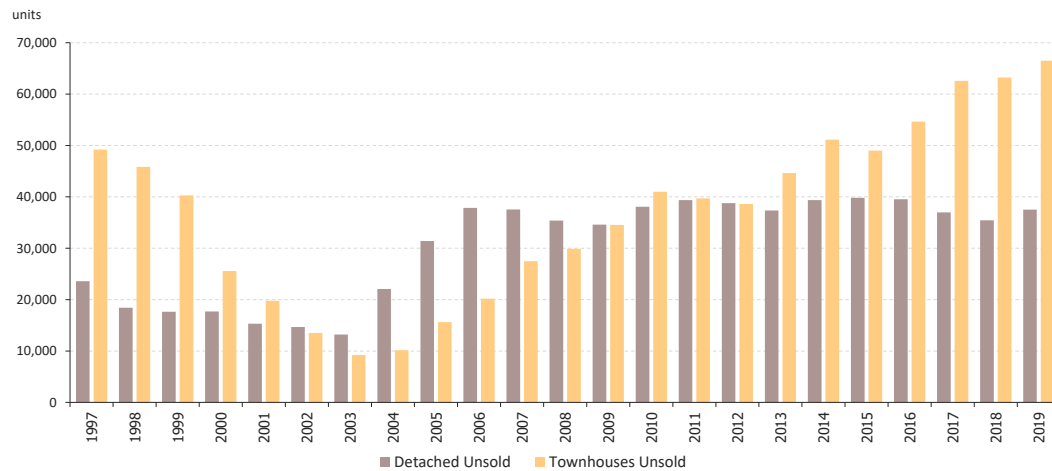
Source: AREA

New Registered



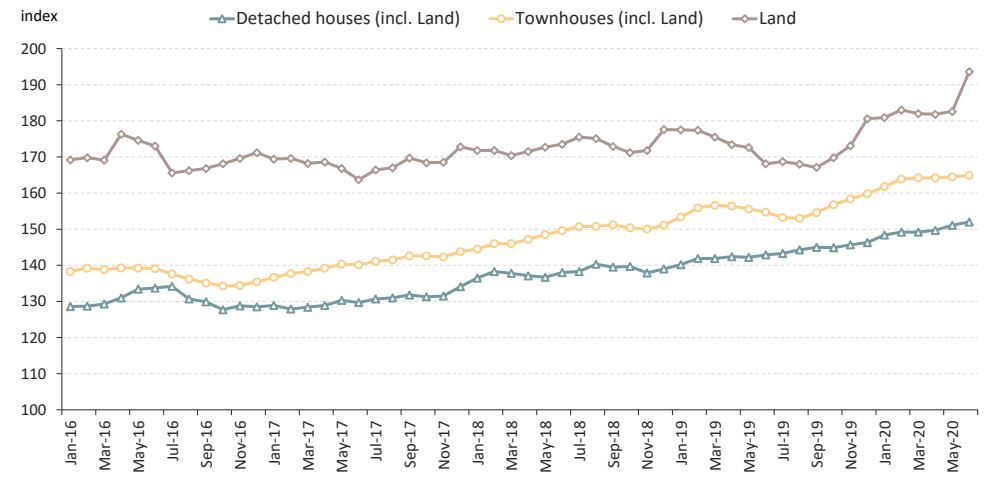
Source: BOT

Existing Supply



Source: AREA

Housing Price Index



Note: based year 2009 = 100
Source: BOT

New Supply

Yearly (units)

	Detached houses	Townhouses	Total	%YoY
2006	13,521	17,859	31,380	-19.7
2007	11,384	17,902	29,286	-6.7
2008	11,707	20,217	31,924	9.0
2009	11,157	19,079	30,236	-5.3
2010	17,344	31,365	48,709	61.1
2011	16,824	21,872	38,696	-20.6
2012	12,720	22,503	35,223	-9.0
2013	12,789	25,547	38,336	8.8
2014	13,830	27,136	40,966	6.9
2015	12,564	25,000	37,564	-8.3
2016	12,146	29,932	42,078	12.0
2017	10,217	35,462	45,679	8.6
2018	11,071	31,717	42,788	-6.3
2019	13,084	31,987	45,071	-5.1

Monthly (units)

Detached houses (units)					Townhouses (units)				
	2017	2018	2019	2020		2017	2018	2019	2020
Jan	39	719	99	517	Jan	1,492	1,331	1,043	1,804
Feb	922	802	977	419	Feb	5,048	2,039	1,637	3,021
Mar	779	1,084	2,031	1,020	Mar	4,082	3,082	2,358	3,240
Apr	167	141	309	455	Apr	3,080	184	2,112	1,773
May	964	561	1,119	1,236	May	1,494	4,073	1,918	2,437
Jun	753	1,239	1,189	808	Jun	2,819	2,090	3,619	1,785
Jul	969	142	461	532	Jul	1,377	1,795	1,911	415
Aug	1,152	1,242	404		Aug	5,281	2,697	3,441	
Sep	1,639	2,707	2,452		Sep	3,038	4,194	3,313	
Oct	0	634	1,261		Oct	847	5,642	2,066	
Nov	2,470	1,174	2,319		Nov	3,873	2,932	5,658	
Dec	363	626	207		Dec	3,031	1,658	935	
Total	10,217	11,071	12,828	4,987	Total	35,462	31,717	30,011	14,475

Source: AREA

New Supply by Price

Detached houses (units)

Price Range (THB, m)	2019											
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
<3	-	-	-	-	-	-	-	-	-	-	-	-
3-5	-	282	187	96	-	329	16	159	977	584	558	10
5-10	99	544	1,697	107	748	640	397	245	1,317	550	1,241	50
>10	-	151	147	106	371	220	48	-	158	127	520	147
Total	99	977	2,031	309	1,119	1,189	461	404	2,452	1,261	2,319	207

Price Range (THB, m)	2020											
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
<3	-	-	36	-	-	13	-					
3-5	213	125	236	80	-	153	89					
5-10	256	294	593	375	791	342	384					
>10	48	-	155	-	445	300	59					
Total	517	419	1,020	455	1,236	808	532					

Townhouses (units)

Price Range (THB, m)	2019											
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
<3	-	1,106	1,449	1,174	1,664	2,334	1,317	2,189	2,508	1,641	3,793	897
3-5	974	436	762	933	245	1,285	136	910	757	425	1,733	38
5-10	60	93	147	-	-	-	450	334	48	-	118	-
>10	9	1	-	5	9	-	8	8	-	-	14	-
Total	1,043	1,636	2,358	2,112	1,918	3,619	1,911	3,441	3,313	2,066	5,658	935

Price Range (THB, m)	2020											
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
<3	1,671	2,108	2,563	1,264	1,895	1,746	1,401					
3-5	133	444	677	349	428	39	1,091					
5-10	-	425	-	160	14	-	4					
>10	-	44	-	-	100	-	-					
Total	1,804	3,021	3,240	1,773	2,437	1,785	2,496					

Source: AREA

Take-up Rate

Detached houses (%)

	2014	2015	2016	2017	2018	2019	2020
Jan	36.5	29.7	26.8	25.6	35.0	32.3	19.5
Feb	36.0	19.0	16.8	29.5	35.3	11.7	14.6
Mar	26.9	24.4	15.6	24.9	29.0	14.5	7.5
Apr	21.8	20.1	28.8	34.1	53.2	11.3	8.6
May	24.2	31.7	18.3	20.5	26.7	15.3	16.1
Jun	21.4	30.8	12.2	22.6	23.6	11.8	9.5
Jul	17.1	16.3	15.4	22.3	45.1	10.0	19.9
Aug	13.5	13.7	16.4	8.5	20.0	7.7	
Sep	9.9	7.4	15.1	19.4	11.5	8.3	
Oct	9.7	23.5	17.1		11.0	8.9	
Nov	6.1	8.7	12.3	10.0	11.2	8.8	
Dec	4.7	5.7	10.4	6.6	16.0	12.6	

Townhouses (%)

	2014	2015	2016	2017	2018	2019	2020
Jan	28.6	39.5	26.7	32.2	34.1	47.6	13.4
Feb	36.7	37.7	39.4	32.6	55.5	44.6	26.2
Mar	31.0	26.5	37.0	42.6	49.9	22.7	14.3
Apr	44.0	26.1	34.4	16.1	42.4	27.9	23.6
May	22.5	38.4	35.3	19.5	43.7	13.7	18.4
Jun	27.9	37.5	28.5	26.6	22.2	17.7	8.2
Jul	16.9	29.8	21.1	35.9	25.4	10.3	10.6
Aug	21.7	34.8	23.4	18.3	26.9	25.4	
Sep	19.0	24.9	25.4	31.6	24.6	26.5	
Oct	13.9	32.2	17.3	16.6	19.9	20.2	
Nov	16.7	19.9	26.4	28.1	23.0	13.7	
Dec	7.3	10.7	9.0	12.7	18.4	7.0	

Source: AREA

Take-up Rate by Price

Detached houses (%)

Price Range (THB, m)	2019											
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
<3	-	-	-	-	-	-	-	-	-	-	-	-
3-5	-	19.9	14.4	-	-	16.4	37.5	3.1	5.6	3.9	5.9	20.0
5-10	32.3	6.6	13.8	18.7	9.2	11.7	8.1	10.6	10.7	13.1	9.7	16.0
>10	-	14.6	23.1	14.2	27.5	5.0	16.7	-	5.1	13.4	9.6	10.9
Total	32.3	11.7	14.5	11.3	15.3	11.8	10.0	7.7	8.3	8.9	8.8	12.6

Price Range (THB, m)	2020											
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
<3	-	-	11.1	-	-	38.5	-					
3-5	30.0	19.2	4.2	1.3	-	3.3	12.4					
5-10	11.7	12.6	8.8	10.1	15.8	9.1	24.0					
>10	14.6	-	7.1	-	16.6	12.0	5.1					
Total	19.5	14.6	7.5	8.6	16.1	9.5	19.9					

Townhouses (%)

Price Range (THB, m)	2019											
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
<3	-	28.4	15.9	16.5	14.7	19.0	8.6	17.3	27.6	21.1	11.7	6.8
3-5	47.7	78.0	32.0	42.2	6.9	15.2	9.6	44.2	23.2	16.7	17.8	10.5
5-10	48.3	80.6	40.8	-	-	-	15.8	27.8	20.8	-	15.3	-
>10	22.2	100.0	-	-	22.2	-	-	-	-	-	14.3	-
Total	47.6	44.6	22.7	27.8	13.7	17.7	10.3	25.4	26.5	20.2	13.7	7.0

Price Range (THB, m)	2020											
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
<3	13.9	30.6	14.4	5.6	17.8	8.4	14.4					
3-5	6.0	23.2	13.9	78.8	21.5	-	15.4					
5-10	-	8.9	-	45.6	21.4	-	-					
>10	-	9.1	-	-	16.0	-	-					
Total	13.4	26.2	14.3	23.6	18.4	8.2	14.8					

Source: AREA

New Registered

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	5M20
Housing Project	32,201	32,757	24,476	26,994	23,174	37,577	33,935	33,827	31,742	30,978	37,715	38,251	10,821
%YoY	-10.4	1.7	-16.0	10.3	-14.2	62.2	-9.7	-0.3	-6.2	-2.4	21.7	1.4	-24.6
Self-Built Housing	28,949	25,341	22,498	20,128	23,437	23,285	24,446	22,375	21,915	20,206	19,999	20,243	8,126
%YoY	14.7	-12.5	-5.2	-10.5	16.4	-0.6	5.0	-8.5	-2.1	-7.8	-1.0	1.2	-0.5
Total	61,150	58,098	46,974	47,122	46,611	60,862	58,381	56,202	53,657	51,184	57,714	58,494	18,947
%YoY	0.0	-5.0	-11.3	0.3	-1.1	30.6	-4.1	-3.7	-4.5	-4.6	12.8	1.4	-15.8

Source: BOT

Existing Supply

Detached houses (units)

Townhouses (units)

Year	Total supply	Unit Sold	Unsold	Total supply	Unit Sold	Unsold
2004	42,492	20,427	22,065	27,940	17,783	10,157
2005	41,004	9,613	31,391	30,286	14,669	15,617
2006	44,912	7,060	37,852	33,476	13,277	20,199
2007	49,236	11,705	37,531	38,101	10,628	27,473
2008	49,238	13,858	35,380	47,718	17,834	29,884
2009	46,537	11,948	34,589	48,963	14,425	34,538
2010	51,942	13,869	38,073	67,945	26,962	40,983
2011	54,897	15,539	39,358	62,855	23,148	39,707
2012	52,078	13,300	38,778	62,210	23,593	38,617
2013	51,567	14,206	37,361	66,664	22,025	44,639
2014	51,191	11,811	39,380	71,775	20,631	51,144
2015	51,944	12,118	39,826	76,144	27,145	48,999
2016	51,972	12,445	39,527	78,931	24,277	54,654
2017	49,744	12,773	36,971	90,116	27,545	62,571
2018	48,042	12,610	35,432	94,288	31,066	63,222
2019	48,516	11,010	37,506	95,209	28,699	66,510

Source: AREA

Housing Price Index

Detached houses (incl. land)

Townhouses (incl. land)

Land

	2018	2019	2020	2018	2019	2020	2018	2019	2020
Jan	136.5	140.2	148.4	144.5	153.4	161.8	171.8	177.5	180.9
Feb	138.3	141.9	149.2	146.0	155.9	163.9	171.8	177.4	183.0
Mar	137.8	141.9	149.2	146.0	156.6	164.2	170.4	175.5	182.0
Apr	137.1	142.4	149.7	147.2	156.4	164.2	171.5	173.4	181.8
May	136.7	142.2	151.1	148.5	155.6	164.5	172.7	172.6	182.6
Jun	138.0	142.9	152.0	149.6	154.7	164.9	173.5	168.1	193.6
Jul	138.3	143.3		150.7	153.2		175.5	168.7	
Aug	140.3	144.3		150.8	153.0		175.1	168.0	
Sep	139.5	145.0		151.2	154.6		172.9	167.1	
Oct	139.7	144.9		150.4	156.8		171.2	169.8	
Nov	137.9	145.7		150.0	158.4		171.8	173.1	
Dec	139.0	146.3		151.1	159.8		177.6	180.6	

Source: BOT