

**41.88%**  
EXISTING  
SUPPLY DOMINATED  
BY MIDDLE SEGMENT

**47,408**  
UNITS OF NEW SUPPLY  
IN THE PIPELINE IN THE  
PERIOD OF 2020-2023

**-4.41%**  
AVERAGE PRICE  
DECREASE (YOY)  
IN THE CBD AREA

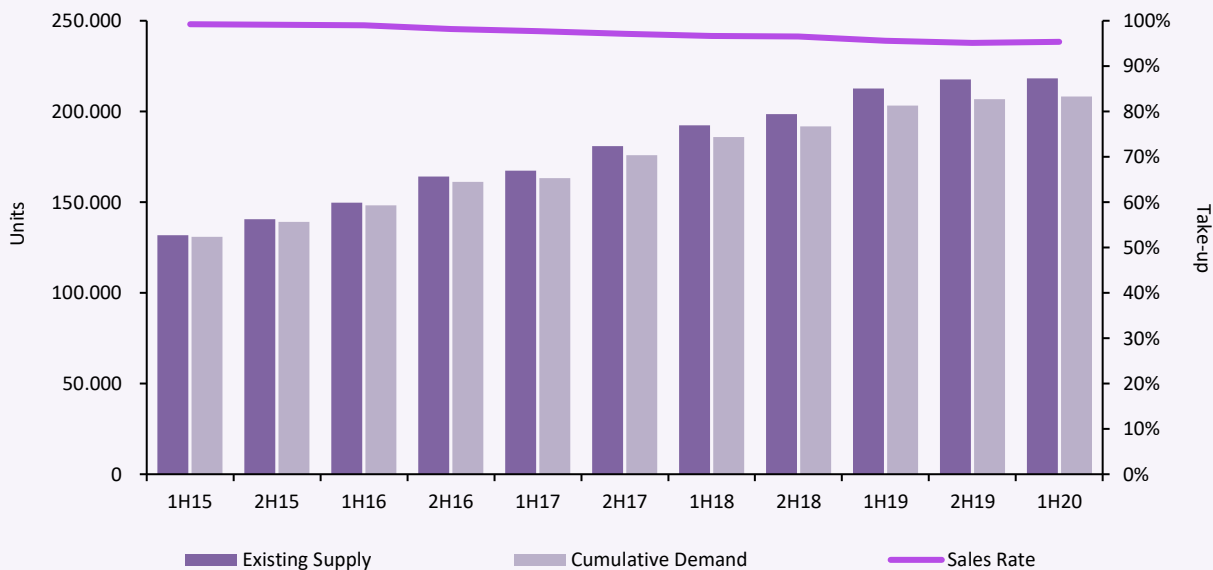
**59.75%**  
AVERAGE  
PRE-SALES RATE TO  
PROPOSED SUPPLY



# Jakarta Condominium Overview

1H 2020

Fig 1. Jakarta Condominium Market Overview



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*“With the pandemic crisis disrupting business activities and economic recession causing uncertainty, demand has diminished temporarily as buyers/investors adopted a wait-and-see approach”*

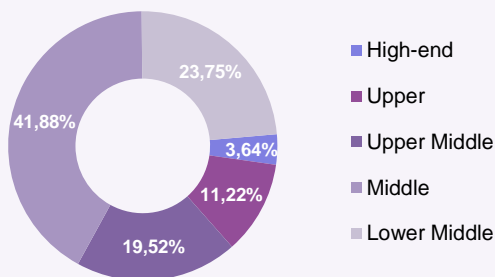
## Jakarta Condominium Update

With the unprecedented pandemic causing delays on project completions and handover schedules during the March-June 2020 period, the cumulative total supply only increased negligibly by 0.1% from the previous period to 217,845 units, representing an additional supply of 315 units in the first half of 2020. Existing supply remained dominated by the middle segment at 41.9% and the bulk of existing condominium stock was located in South Jakarta (29.4%) and a limited number in East Jakarta (10.9%).

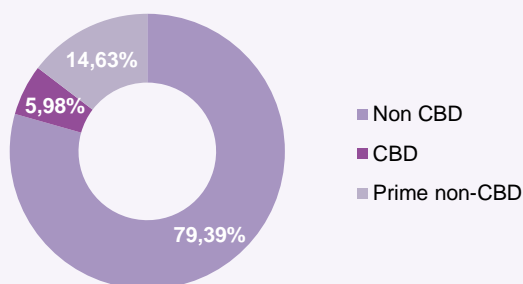
The market experienced a slow pre-sales rate, particularly during the lockdown period, recording at 59.8% and a significant drop in the number of newly launched projects of only three projects in the first half of 2020. Many developers had announced that they would not be launching any new condominium projects and merely focus on selling existing unsold units with additional discounts, longer payment terms and other incentives to lure potential buyers.

New supply in the pipeline during 2020 to 2024 was recorded at 47,408 units, representing 22% of the existing stock. 95% of the total new supply located in the Non-CBD area while West and South Jakarta contributed to the highest share with 22% and 37%, respectively.

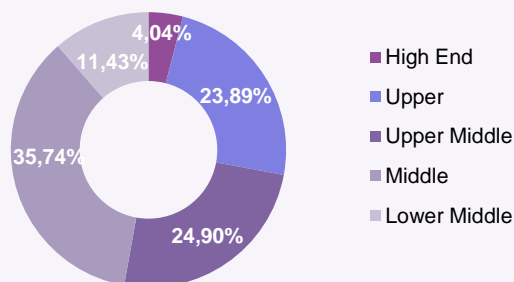
**Fig 2. Existing Supply by Segmentation**  
Contribution percentage



**Fig 3. Future Supply by Segmentation**  
Contribution percentage



**Fig 4. Future Supply by Segmentation**  
Contribution percentage



Average sales prices in Rupiah terms decreased by 2.04% (YoY) to Rp36.4 million per square meter and decreased by 2.59% (YoY) in U.S. Dollar terms to \$2,547 per square meter due to the Rupiah depreciation against U.S. Dollar.

Despite the unfavorable Jakarta condominium market condition, several key factors of the upcoming Omnibus Law related to property regulation reforms are expected to contribute cautious optimism in the near future, including the relaxing environment impact analysis (Amdal) and building permit (IMB) regulations as well as the relaxation on foreign property ownership rules.

*“New projects with strong developers’ track records and compliance on health and safety measures are expected to fare better than peers in terms of their sales activities”*

**Fig 5. Market Highlight**

Jakarta Condominium Market Highlights 1H 2020	
Total Existing Supply (units)	217,845
Sales Rate of Existing Supply	95.40%
Existing Unsold Units	10,020
Proposed Supply 2020-2024	47,408
Pre-sales Rate of Proposed Supply	59.75%

Note: pledges made after publication of manifestos are included where possible

**We like questions, if you've got one about our research, or would like some property advice, we would love to hear from you.**



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