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## China Property | Asia Pacific

## Database Tracker #3

Primary and secondary unit sales surrounding the 2023 CNY holiday period fell by 40% and 8.3%, respectively, compared with sales in the CNY period in 2022. Weekly sell-through rate dropped to 37%.

**Primary unit sales surrounding the 2023 CNY period (January 16-January 29) in 28 cities declined 40% vs. the CNY period of 2022 (January 24-February 6),**

based on sales registration according to CREIS. Specifically, the property market displayed diverse performance among cities in CNY 2023, as primary unit sales were -61%, -32% and -43% compared with those in the CNY period in 2022 in Tier 1, 2 and 3 cities, respectively.

**Secondary unit sales surrounding the 2023 CNY period in 10 cities dropped by 8.3% vs. 2022 CNY period:** Secondary units sold were -35% and +7.8% compared to the CNY period in 2022 in Tier 1 and Tier 2 cities, respectively.

**Total sell-through rates dropped slightly over last two weeks to 37% due to holiday (vs. 44% in CNY 2022).** The two-week average sell-through rate in Tier 1 cities dropped to 28% (vs. 93% in CNY 2022). The two-week average sell-through rate in Tier 2 cities increased to 45% (vs. 37% in CNY 2022).

**Monthly primary unit sales were -27% YoY in December (vs. -35% YoY in November) in 56 cities we track,** according to CREIS. Among these, Tier 1, 2 and 3 cities' sales were -23% YoY, -34% YoY and -1.2% YoY, respectively. Monthly secondary unit sales were -19.4% YoY in December (vs. +1.2% YoY in November) in 12 cities we track. Among these, Tier 1 and 2 cities' sales were -31% YoY and -1.7% YoY, respectively.

**Inventory months increased to 15.7x in December (vs. 15.6x in November) in 22 cities we track,** according to CREIS. Among these, inventory months were 14.1x (vs. 13.8x in November) in Tier 1 cities, 16.3x (vs. 16.3x in November) in Tier 2 cities, and 13.5x (vs. 13.2x in November) in Tier 3 cities.

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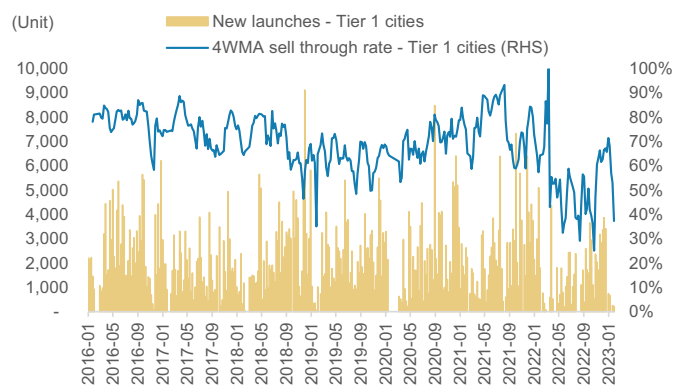
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## Section 1: Weekly Primary Market Data

### New launches and sell-through rate

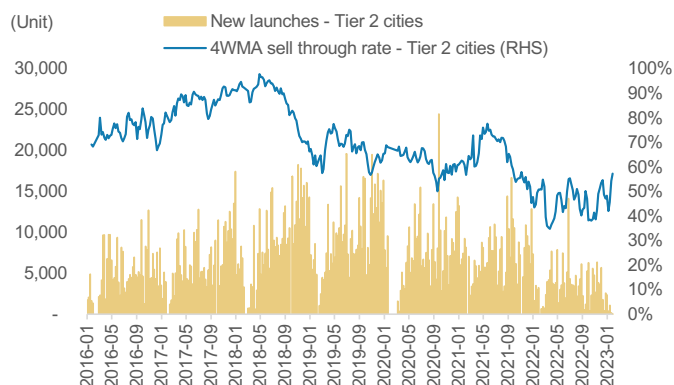
- Tier 1 (four cities): Beijing, Shanghai, Shenzhen, Guangzhou
- Tier 2 (six cities): Chengdu, Chongqing, Hangzhou, Nanjing, Tianjin, Wuhan

**Exhibit 1: Weekly new launches and sell-through rate – Tier 1 cities**



Source: CREIS, Morgan Stanley Research.

**Exhibit 2: Weekly new launches and sell-through rate – Tier 2 cities**



Source: CREIS, Morgan Stanley Research.

Exhibit 3: Weekly new launches and sell-through rate

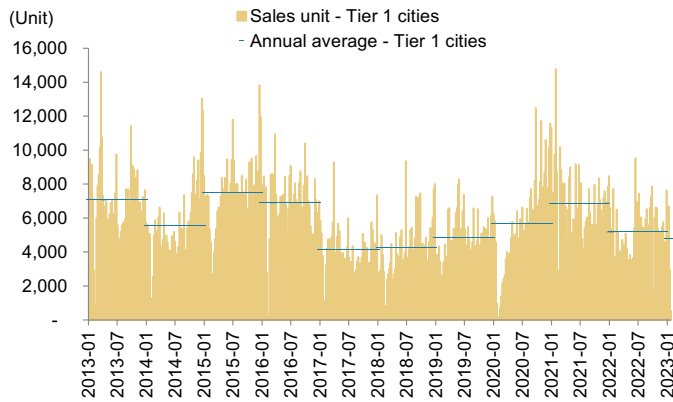
Period Ending	Weekly New Launch Unit			Weekly Sell Through Rate			4WMA Sell Through Rate		
	Tier 1	Tier 2	Total	Tier 1	Tier 2	Total	Tier 1	Tier 2	Total
2022-03-20	597	4,196	4,793	36%	38%	38%	43%	35%	36%
2022-03-27	4,364	5,363	9,727	58%	36%	44%	55%	35%	39%
2022-04-03	522	7,690	8,212	26%	37%	35%	53%	37%	39%
2022-04-10	-	3,756	3,756	/	40%	40%	53%	38%	39%
2022-04-17	-	3,597	3,597	/	46%	46%	55%	39%	41%
2022-04-24	1,812	3,851	5,663	53%	49%	50%	47%	42%	42%
2022-05-01	344	7,871	8,215	32%	53%	50%	50%	48%	48%
2022-05-08	704	1,376	2,080	69%	37%	42%	54%	49%	49%
2022-05-15	1,791	3,025	4,816	25%	46%	40%	43%	49%	47%
2022-05-22	797	3,571	4,368	18%	37%	34%	32%	47%	43%
2022-05-29	187	7,474	7,661	99%	43%	52%	36%	42%	44%
2022-06-05	1,038	3,821	4,859	68%	52%	54%	39%	44%	46%
2022-06-12	1,434	1,978	3,412	46%	40%	42%	49%	43%	47%
2022-06-19	2,428	5,138	7,566	59%	63%	63%	59%	50%	54%
2022-06-26	2,436	14,155	16,591	52%	55%	54%	56%	55%	55%
2022-07-03	295	4,314	4,609	50%	54%	53%	53%	55%	55%
2022-07-10	1,033	3,610	4,643	32%	31%	31%	51%	53%	53%
2022-07-17	1,541	3,545	5,086	56%	49%	51%	49%	51%	50%
2022-07-24	2,388	3,423	5,811	29%	52%	48%	39%	47%	46%
2022-07-31	-	4,742	4,742	/	58%	58%	38%	48%	47%
2022-08-07	-	2,187	2,187	/	39%	39%	40%	51%	50%
2022-08-14	-	3,442	3,442	/	40%	40%	29%	49%	48%
2022-08-21	1,106	4,294	5,400	44%	32%	35%	44%	43%	43%
2022-08-28	1,709	6,123	7,832	65%	47%	50%	56%	40%	42%
2022-09-04	396	2,238	2,634	50%	56%	55%	56%	43%	45%
2022-09-11	2,601	512	3,113	21%	39%	32%	40%	43%	43%
2022-09-18	1,727	1,204	2,931	50%	59%	55%	42%	50%	48%
2022-09-25	1,588	5,262	6,850	100%	41%	65%	51%	47%	55%
2022-10-02	3,660	6,302	9,962	28%	32%	31%	42%	38%	44%
2022-10-09	2,946	388	3,334	15%	51%	39%	39%	39%	45%
2022-10-16	1,100	2,321	3,421	31%	46%	42%	36%	38%	44%
2022-10-23	519	5,584	6,103	52%	43%	46%	25%	39%	38%
2022-10-30	2,352	4,760	7,112	94%	37%	53%	47%	41%	47%
2022-11-06	2,032	2,653	4,685	41%	27%	30%	61%	39%	44%
2022-11-13	1,703	6,341	8,044	50%	53%	52%	63%	42%	47%
2022-11-20	3,180	3,831	7,011	71%	73%	73%	66%	49%	54%
2022-11-27	2,826	3,642	6,468	73%	44%	49%	62%	51%	53%
2022-12-04	3,376	5,688	9,064	53%	48%	49%	63%	54%	55%
2022-12-11	3,858	1,781	5,639	71%	61%	63%	67%	55%	57%
2022-12-18	3,410	398	3,808	73%	60%	65%	67%	49%	54%
2022-12-25	-	2,583	2,583	/	35%	35%	66%	47%	54%
2023-01-01	747	2,352	3,099	69%	52%	56%	71%	48%	57%
2023-01-08	667	386	1,053	44%	14%	29%	68%	42%	51%
2023-01-15	-	1,088	1,088	/	70%	70%	57%	46%	47%
2023-01-22	250	164	414	32%	87%	59%	53%	54%	54%
2023-01-29	209	28	237	24%	4%	14%	37%	57%	48%

Source: CREIS, Morgan Stanley Research

## Unit sales and YoY change

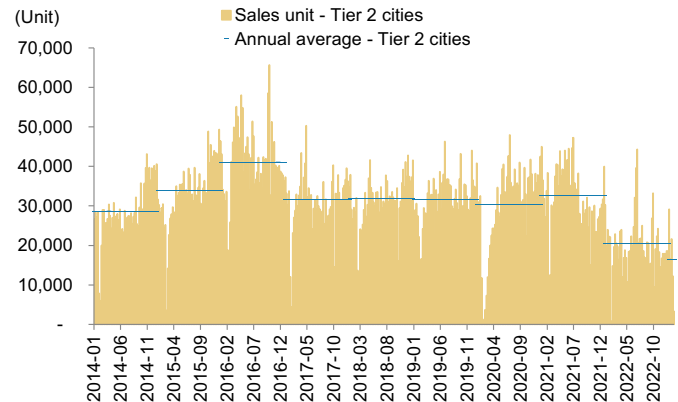
- Tier 1 (four cities): Beijing, Shanghai, Shenzhen, Guangzhou
- Tier 2 (18 cities): Changchun, Changsha, Chengdu, Chongqing, Dalian, Dongguan, Fuzhou, Hangzhou, Hefei, Jinan, Nanjing, Qingdao, Shenyang, Suzhou, Wenzhou, Wuhan, Wuxi, Xi'an
- Tier 3 (six cities): Huai'an, Jiangyin, Shaoguan, Suzhou, Tai'an, Wuhu

**Exhibit 4: Weekly unit sales – Tier 1 cities**



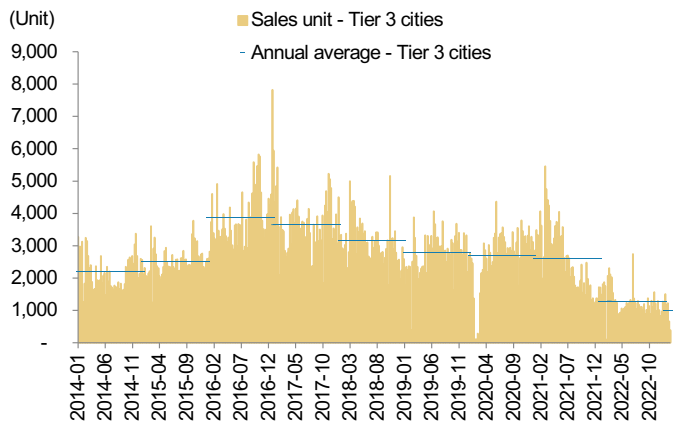
Source: CREIS, Morgan Stanley Research.

**Exhibit 5: Weekly unit sales – Tier 2 cities**



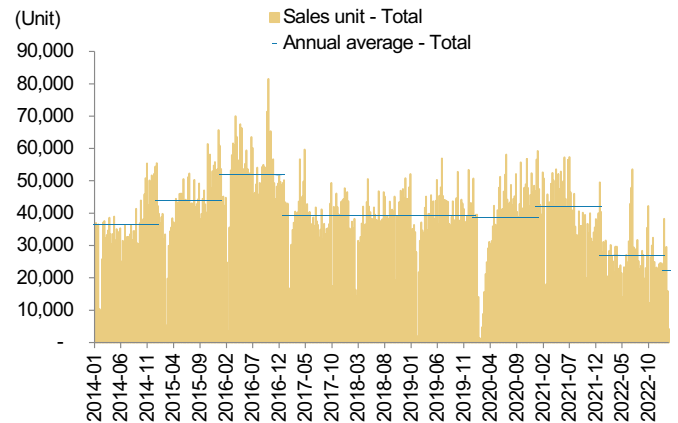
Source: CREIS, Morgan Stanley Research.

**Exhibit 6: Weekly unit sales – Tier 3 cities**



Source: CREIS, Morgan Stanley Research.

**Exhibit 7: Weekly unit sales – Total 28 cities**



Source: CREIS, Morgan Stanley Research.

Exhibit 8: Weekly unit sales and YoY change

Week Ending	Weekly Sales Unit				Y-Y			
	Tier 1	Tier 2	Tier 3	28 Cities	Tier 1	Tier 2	Tier 3	28 Cities
2022-01-30	7,720	22,113	1,751	31,584	-48%	-35%	-57%	-40%
2022-02-06	1,115	752	99	1,966	-87%	-98%	-97%	-96%
2022-02-13	3,732	14,784	2,064	20,580	137%	42%	4%	48%
2022-02-20	6,501	19,604	2,308	28,413	123%	57%	-13%	57%
2022-02-27	5,189	22,864	2,113	30,166	-49%	-24%	-61%	-34%
2022-03-06	4,098	20,502	2,027	26,627	-54%	-31%	-57%	-38%
2022-03-13	3,769	19,759	1,550	25,078	-53%	-36%	-65%	-42%
2022-03-20	4,032	16,395	1,226	21,653	-45%	-56%	-71%	-56%
2022-03-27	4,737	23,574	1,327	29,638	-41%	-42%	-65%	-43%
2022-04-03	4,427	23,971	1,251	29,649	-33%	-41%	-59%	-41%
2022-04-10	2,516	12,051	865	15,432	-48%	-66%	-68%	-64%
2022-04-17	5,080	16,886	901	22,867	-22%	-62%	-72%	-57%
2022-04-24	4,238	18,769	934	23,941	-50%	-50%	-74%	-52%
2022-05-01	3,554	16,844	1,061	21,459	-60%	-57%	-72%	-59%
2022-05-08	2,484	10,671	790	13,945	-51%	-73%	-76%	-71%
2022-05-15	3,834	18,388	1,063	23,285	-20%	-58%	-74%	-56%
2022-05-22	3,052	18,580	1,100	22,732	-48%	-52%	-66%	-52%
2022-05-29	3,564	22,288	1,235	27,087	-28%	-46%	-63%	-46%
2022-06-05	3,656	19,976	1,152	24,784	-60%	-55%	-68%	-57%
2022-06-12	5,420	24,644	1,228	31,292	-18%	-30%	-53%	-30%
2022-06-19	9,536	32,070	1,327	42,933	83%	-7%	-39%	3%
2022-06-26	6,986	39,622	1,248	47,856	-23%	-11%	-53%	-15%
2022-07-03	6,583	44,275	2,742	53,600	-11%	-6%	1%	-7%
2022-07-10	7,446	20,591	1,371	29,408	-8%	-42%	-48%	-37%
2022-07-17	5,513	21,665	1,232	28,410	16%	-37%	-39%	-31%
2022-07-24	6,044	21,854	1,033	28,931	46%	-26%	-55%	-20%
2022-07-31	5,441	25,008	1,290	31,739	1%	-35%	-45%	-31%
2022-08-07	5,427	18,578	1,172	25,177	-6%	-34%	-43%	-30%
2022-08-14	4,645	16,914	1,098	22,657	-23%	-33%	-38%	-32%
2022-08-21	5,927	16,698	1,109	23,734	0%	-34%	-35%	-28%
2022-08-28	6,538	20,782	1,019	28,339	-15%	-33%	-41%	-30%
2022-09-04	5,310	20,558	1,195	27,063	-16%	-27%	-27%	-25%
2022-09-11	5,575	13,341	885	19,801	10%	-54%	-54%	-45%
2022-09-18	6,631	15,420	1,017	23,068	18%	-52%	-58%	-42%
2022-09-25	7,323	26,830	1,374	35,527	57%	9%	-11%	15%
2022-10-02	7,875	33,195	1,138	42,208	-1%	12%	-38%	7%
2022-10-09	1,734	9,488	887	12,109	-48%	-37%	-40%	-39%
2022-10-16	6,032	19,043	1,300	26,375	8%	-33%	-47%	-28%
2022-10-23	6,622	22,295	1,099	30,016	-3%	-11%	-44%	-11%
2022-10-30	6,575	24,269	1,567	32,411	-21%	-19%	1%	-19%
2022-11-06	5,408	18,343	1,217	24,968	-24%	-21%	-32%	-22%
2022-11-13	3,445	14,517	988	18,950	-47%	-38%	-25%	-39%
2022-11-20	5,161	16,731	1,290	23,182	-14%	-37%	-6%	-32%
2022-11-27	3,563	17,908	1,011	22,482	-50%	-34%	-6%	-37%
2022-12-04	5,497	17,910	833	24,240	-28%	-39%	-34%	-37%
2022-12-11	5,765	17,891	971	24,627	-1%	-41%	-29%	-34%
2022-12-18	4,593	18,612	1,272	24,477	-34%	-41%	-7%	-39%
2022-12-25	3,920	18,521	1,063	23,504	-50%	-54%	-38%	-53%
2023-01-01	7,630	29,138	1,507	38,275	-10%	-4%	-12%	-5%
2023-01-08	6,118	16,418	1,166	23,702	-7%	-18%	-22%	-15%
2023-01-15	6,686	21,653	1,225	29,564	25%	-10%	-32%	-5%
2023-01-22	2,937	12,266	661	15,864	-43%	-45%	-65%	-46%
2023-01-29	527	3,288	390	4,205	-93%	-85%	-78%	-87%

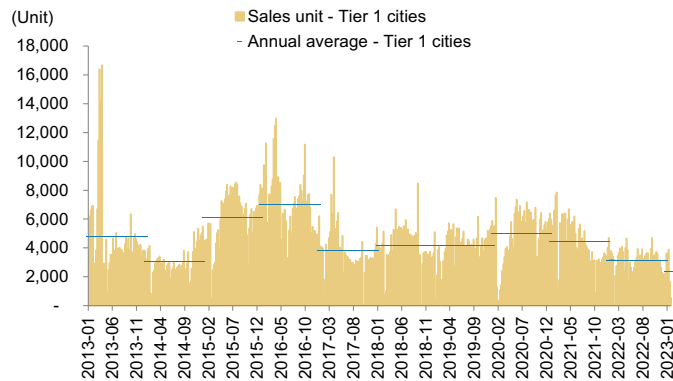
Source: CREIS, Morgan Stanley Research

## Section 2: Weekly Secondary Market Data

### Unit sales and YoY change

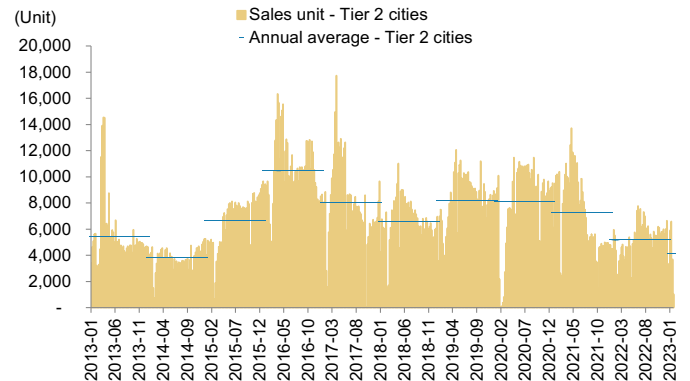
- Tier 1 (two cities): Beijing, Shenzhen
- Tier 2 (seven cities): Hangzhou, Nanjing, Nanning, Qingdao, Suzhou, Wuxi, Xiamen
- Tier 3 (one city): Yangzhou

**Exhibit 9: Weekly unit sales – Tier 1 cities**



Source: Wind, Morgan Stanley Research.

**Exhibit 10: Weekly unit sales – Tier 2 cities**



Source: Wind, Morgan Stanley Research.

Exhibit 11: Weekly unit sales and YoY change

Week Ending	Weekly Sales Unit			Y-Y		
	Tier 1	Tier 2	10 Cities	Tier 1	Tier 2	10 Cities
2022-02-06	1	2	3	-100.0%	-100.0%	-100.0%
2022-02-13	2,078	2,537	4,687	63.8%	-3.4%	17.8%
2022-02-20	2,764	3,564	6,448	55.5%	45.7%	49.3%
2022-02-27	3,432	4,027	7,592	-40.2%	-49.3%	-45.3%
2022-03-06	3,642	4,619	8,396	-33.4%	-48.4%	-42.9%
2022-03-13	3,978	4,828	8,923	-37.6%	-52.5%	-47.2%
2022-03-20	3,562	3,924	7,586	-41.3%	-64.4%	-56.6%
2022-03-27	4,099	3,603	7,796	-35.3%	-64.0%	-53.5%
2022-04-03	3,716	4,646	8,469	-41.9%	-53.1%	-49.1%
2022-04-10	2,353	2,465	4,859	-47.5%	-74.0%	-65.8%
2022-04-17	4,020	4,659	8,793	-32.7%	-62.5%	-53.1%
2022-04-24	4,670	5,384	10,326	-30.3%	-60.7%	-50.3%
2022-05-01	3,859	4,697	8,823	-31.0%	-60.4%	-50.4%
2022-05-08	1,781	2,262	4,154	-34.9%	-71.1%	-61.4%
2022-05-15	3,014	4,874	8,098	-47.9%	-58.0%	-54.4%
2022-05-22	2,645	5,176	8,080	-54.4%	-50.0%	-50.9%
2022-05-29	2,346	5,761	8,423	-62.1%	-47.8%	-52.1%
2022-06-05	2,096	5,042	7,382	-58.0%	-47.3%	-50.2%
2022-06-12	2,654	7,420	10,289	-33.4%	-5.2%	-14.6%
2022-06-19	3,033	7,773	11,155	-21.6%	-5.0%	-9.3%
2022-06-26	3,289	7,228	10,843	-38.2%	-26.6%	-30.0%
2022-07-03	3,927	7,547	11,782	-30.3%	-14.7%	-20.2%
2022-07-10	2,991	6,172	9,507	-33.3%	-23.8%	-26.2%
2022-07-17	3,485	6,335	10,149	-25.2%	-15.5%	-18.0%
2022-07-24	2,979	7,311	10,607	-32.9%	6.1%	-7.6%
2022-07-31	3,917	6,997	11,247	-24.5%	25.9%	3.6%
2022-08-07	3,252	6,085	9,610	-23.4%	29.4%	7.4%
2022-08-14	3,233	5,971	9,486	-21.5%	16.4%	2.6%
2022-08-21	3,453	6,236	10,002	-12.0%	15.0%	7.0%
2022-08-28	3,624	5,250	9,199	-5.3%	-6.4%	-2.5%
2022-09-04	3,647	5,607	9,534	26.3%	37.0%	36.6%
2022-09-11	3,114	5,296	8,700	1.5%	-1.9%	2.7%
2022-09-18	3,124	4,553	7,960	-15.5%	-18.7%	-14.9%
2022-09-25	3,945	5,813	9,995	60.0%	63.9%	63.3%
2022-10-02	4,696	5,544	10,611	49.5%	59.4%	57.7%
2022-10-09	1,207	1,801	3,141	36.5%	21.7%	30.3%
2022-10-16	3,463	5,504	9,258	11.2%	19.2%	18.3%
2022-10-23	3,557	6,183	9,981	21.4%	33.0%	29.7%
2022-10-30	3,694	6,113	10,147	14.8%	25.2%	23.6%
2022-11-06	3,599	5,623	9,470	35.6%	19.9%	27.1%
2022-11-13	3,066	5,786	9,167	3.4%	23.1%	17.9%
2022-11-20	3,154	5,811	9,219	-0.8%	16.6%	12.0%
2022-11-27	2,657	5,996	8,947	-21.0%	22.2%	7.1%
2022-12-04	2,286	5,643	8,203	-37.2%	13.9%	-5.7%
2022-12-11	2,190	6,021	8,408	-37.8%	21.6%	-2.1%
2022-12-18	2,009	6,645	9,001	-40.3%	38.6%	8.7%
2022-12-25	2,245	3,233	5,692	-44.0%	-32.6%	-36.1%
2023-01-01	3,628	3,369	7,093	-22.8%	-25.0%	-23.6%
2023-01-08	2,217	5,908	8,303	-11.2%	31.3%	16.4%
2023-01-15	3,884	6,575	10,759	2.5%	10.6%	9.3%
2023-01-22	1,663	3,694	5,558	-53.9%	-33.1%	-39.8%
2023-01-29	536	1,020	1,651	-84.3%	-76.7%	-79.0%

Source: Wind, Morgan Stanley Research.

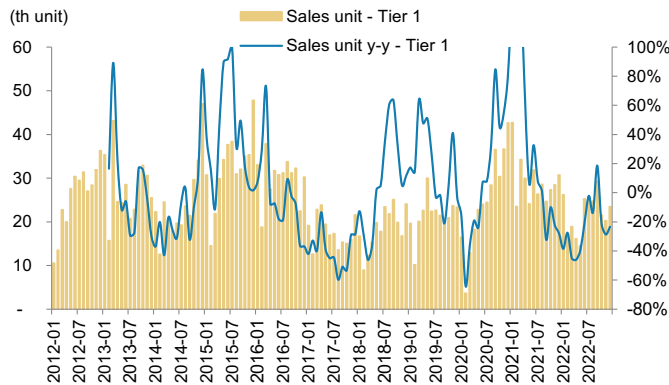


## Section 3: Monthly Primary Market Data

### Unit sales and YoY change

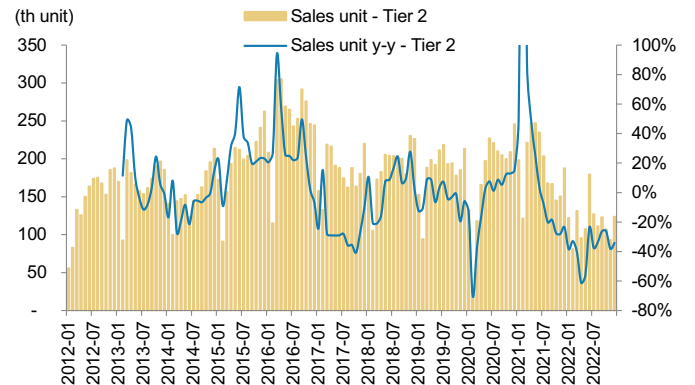
- Tier 1 (four cities): Beijing, Shanghai, Shenzhen, Guangzhou
- Tier 2 (24 cities): Changchun, Changsha, Chengdu, Chongqing, Dalian, Dongguan, Foshan, Fuzhou, Haikou, Hangzhou, Hefei, Jinan, Nanchang, Nanjing, Ningbo, Qingdao, Shenyang, Suzhou, Tianjin, Wenzhou, Wuhan, Wuxi, Xi'an, Zhengzhou
- Tier 3 (28 cities): Baotou, Beihai, Bengbu, Dongying, Gu'an, Hohhot, Huangshi, Jiangyin, Jiujiang, Langfang, Luzhou, Nantong, Quanzhou, Shantou, Shaoguan, Shaoxing, Suzhou, Tai'an, Wuhu, Xianghe, Xiangyang, Xuzhou, Yantai, Yichang, Yueyang, Zhaoqing, Zhongshan, Zhoushan

**Exhibit 12: Monthly unit sales – Tier 1 cities**



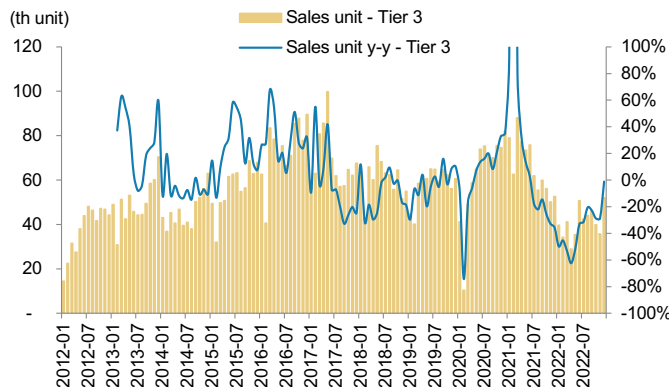
Source: CREIS, Morgan Stanley Research.

**Exhibit 13: Monthly unit sales – Tier 2 cities**



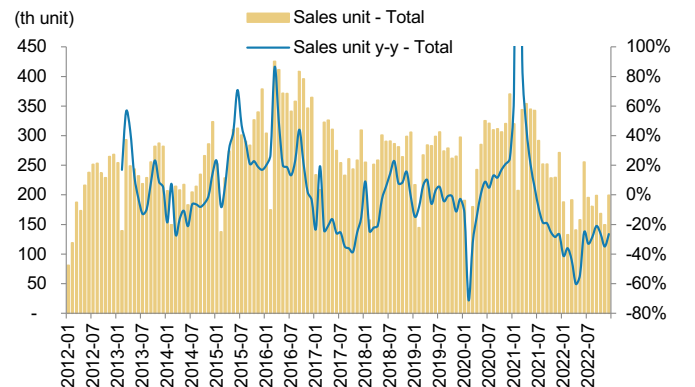
Source: CREIS, Morgan Stanley Research.

**Exhibit 14: Monthly unit sales – Tier 3 cities**



Source: CREIS, Morgan Stanley Research.

**Exhibit 15: Monthly unit sales – Total 56 cities**



Source: CREIS, Morgan Stanley Research.

Exhibit 16: Monthly unit sales and YoY change

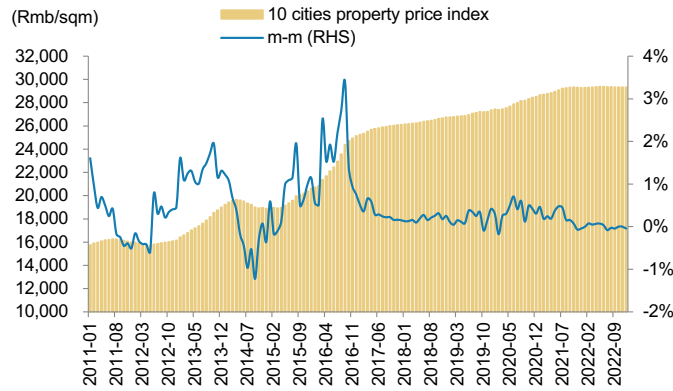
Date	Monthly Sales Unit				Y-Y			
	Tier 1	Tier 2	Tier 3	56 Cities	Tier 1	Tier 2	Tier 3	56 Cities
2019-01	19,602	152,755	44,667	217,024	17%	-13%	-30%	-15%
2019-02	10,169	94,257	40,095	144,521	14%	-11%	-7%	-8%
2019-03	20,104	188,527	58,447	267,078	64%	9%	-11%	6%
2019-04	22,593	198,866	62,517	283,976	48%	9%	4%	10%
2019-05	29,921	192,330	60,559	282,810	51%	-7%	-20%	-6%
2019-06	22,395	211,324	64,985	298,704	26%	4%	-5%	3%
2019-07	22,659	218,488	64,865	306,012	-3%	7%	3%	5%
2019-08	21,441	193,226	59,299	273,966	-2%	-4%	-5%	-4%
2019-09	19,775	194,373	64,725	278,873	-21%	-3%	16%	-1%
2019-10	20,924	178,159	62,349	261,432	5%	-1%	-3%	-1%
2019-11	23,642	185,168	56,080	264,890	41%	-20%	8%	-11%
2019-12	23,373	213,430	60,539	297,342	-3%	-6%	10%	-3%
2020-01	16,495	132,662	41,128	190,285	-16%	-13%	-8%	-12%
2020-02	3,630	27,816	10,266	41,712	-64%	-70%	-74%	-71%
2020-03	12,891	118,100	48,914	179,905	-36%	-37%	-16%	-33%
2020-04	18,276	165,799	58,659	242,734	-19%	-17%	-6%	-15%
2020-05	22,779	197,288	64,802	284,869	-24%	3%	7%	1%
2020-06	23,995	227,317	73,878	325,190	7%	8%	14%	9%
2020-07	24,449	221,110	75,309	320,868	8%	1%	16%	5%
2020-08	28,387	210,028	71,115	309,530	32%	9%	20%	13%
2020-09	36,515	204,758	70,051	311,324	85%	5%	8%	12%
2020-10	30,370	200,243	75,391	306,004	45%	12%	21%	17%
2020-11	36,683	209,151	74,632	320,466	55%	13%	33%	21%
2020-12	42,646	245,619	81,862	370,127	82%	15%	35%	24%
2021-01	42,697	198,246	78,949	319,892	159%	49%	92%	68%
2021-02	23,544	121,246	62,625	207,415	549%	336%	510%	397%
2021-03	34,272	221,346	88,058	343,676	166%	87%	80%	91%
2021-04	29,926	246,660	77,166	353,752	64%	49%	32%	46%
2021-05	24,114	246,996	73,483	344,593	6%	25%	13%	21%
2021-06	31,835	234,671	75,811	342,317	33%	3%	3%	5%
2021-07	26,343	203,591	61,831	291,765	8%	-8%	-18%	-9%
2021-08	28,606	167,629	55,435	251,670	1%	-20%	-22%	-19%
2021-09	24,693	167,059	59,865	251,617	-32%	-18%	-15%	-19%
2021-10	27,312	144,976	56,093	228,381	-10%	-28%	-26%	-25%
2021-11	28,475	150,566	50,134	229,175	-22%	-28%	-33%	-28%
2021-12	30,695	187,863	52,595	271,153	-28%	-24%	-36%	-27%
2022-01	26,226	122,126	39,596	187,948	-39%	-38%	-50%	-41%
2022-02	17,062	81,336	34,261	132,659	-28%	-33%	-45%	-36%
2022-03	18,886	131,469	41,149	191,504	-45%	-41%	-53%	-44%
2022-04	16,130	95,583	28,955	140,668	-46%	-61%	-62%	-60%
2022-05	14,545	107,834	35,366	157,745	-40%	-56%	-52%	-54%
2022-06	25,264	179,582	50,732	255,578	-21%	-23%	-33%	-25%
2022-07	25,767	127,327	42,307	195,401	-2%	-37%	-32%	-33%
2022-08	24,744	111,361	44,019	180,124	-14%	-34%	-21%	-28%
2022-09	29,290	123,246	46,191	198,727	19%	-26%	-23%	-21%
2022-10	21,518	106,924	39,912	168,354	-21%	-26%	-29%	-26%
2022-11	20,302	93,209	35,676	149,187	-29%	-38%	-29%	-35%
2022-12	23,508	123,769	51,988	199,265	-23%	-34%	-1%	-27%

Source: CREIS, Morgan Stanley Research.

Price index

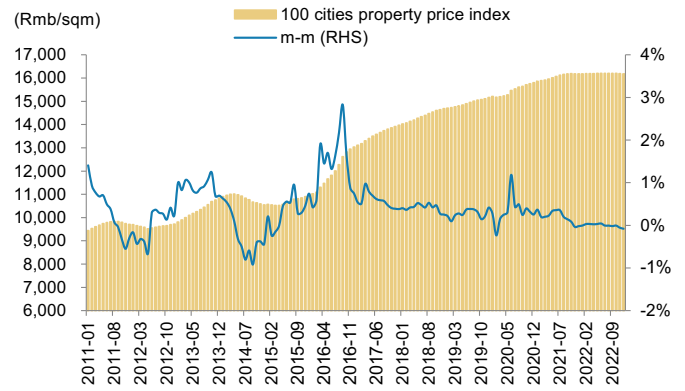
- 10 cities: Beijing, Shanghai, Shenzhen, Guangzhou, Chengdu, Chongqing, Hangzhou, Nanjing, Tianjin, Wuhan

**Exhibit 17: Primary property price index – 10 cities**



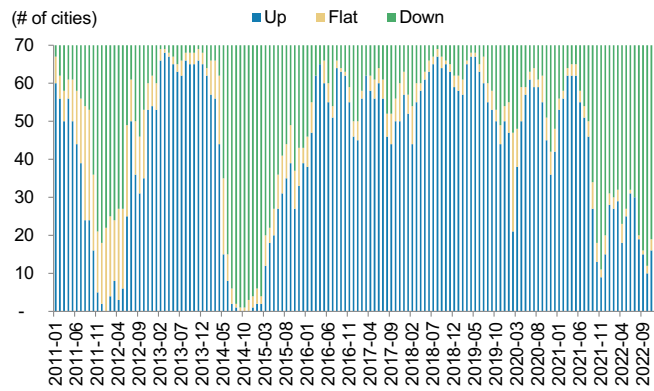
Source: CREIS, Morgan Stanley Research.

**Exhibit 18: Primary property price index – 100 cities**



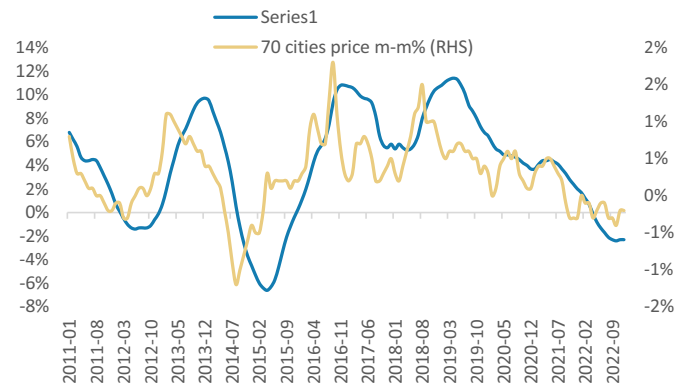
Source: CREIS, Morgan Stanley Research.

**Exhibit 19: NBS monthly property price movement – 70 cities**



Source: NBS, Wind, Morgan Stanley Research.

**Exhibit 20: NBS m-m and y-y property price index – 70 cities**

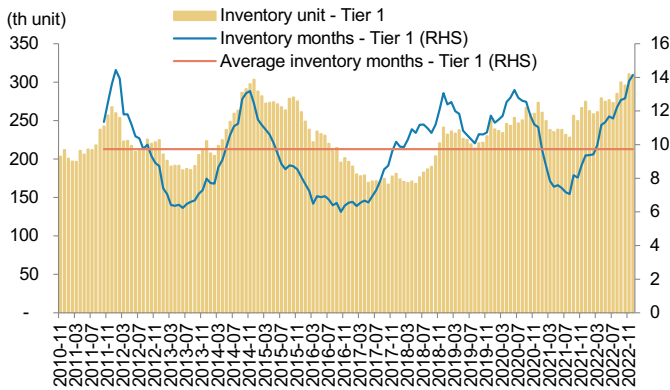


Source: NBS, Wind, Morgan Stanley Research.

## Inventory

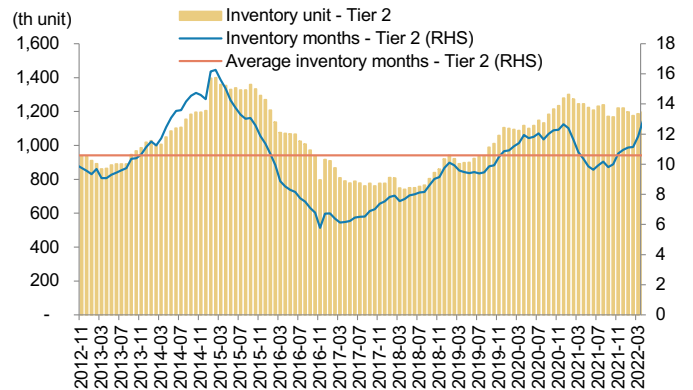
- Tier 1 (four cities): Beijing, Shanghai, Shenzhen, Guangzhou
- Tier 2 (13 cities): Changchun, Chengdu, Chongqing, Dongguan, Fuzhou, Hangzhou, Jinan, Nanjing, Ningbo, Qingdao, Suzhou, Wuhan, Xiamen
- Tier 3 (five cities): Dongying, Nanping, Putian, Sanming, Zhoushan

**Exhibit 21: Inventory – Tier 1 cities**



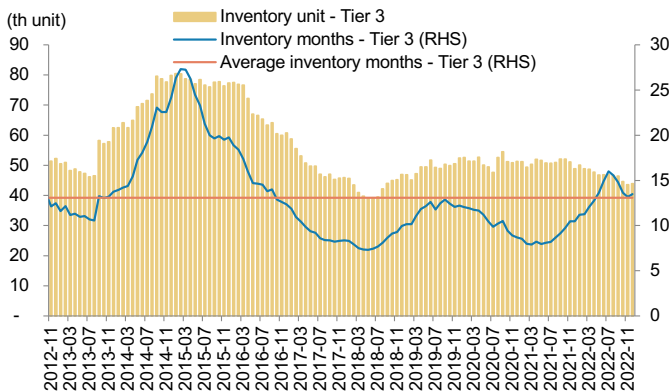
Source: CREIS, Morgan Stanley Research.

**Exhibit 22: Inventory – Tier 2 cities**



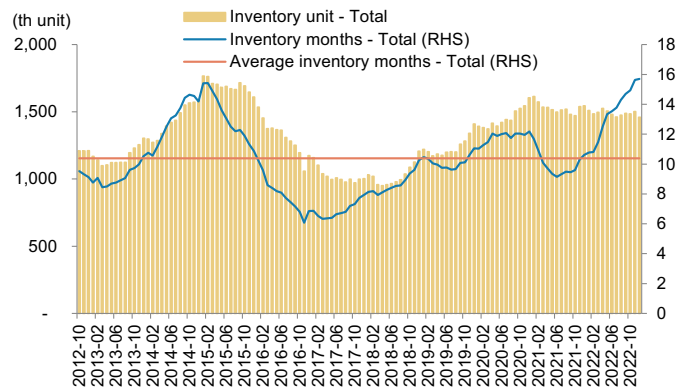
Source: CREIS, Morgan Stanley Research.

**Exhibit 23: Inventory – Tier 3 cities**



Source: CREIS, Morgan Stanley Research.

**Exhibit 24: Inventory – Total 22 cities**



Source: CREIS, Morgan Stanley Research.

## Section 4: Monthly Secondary Market Data

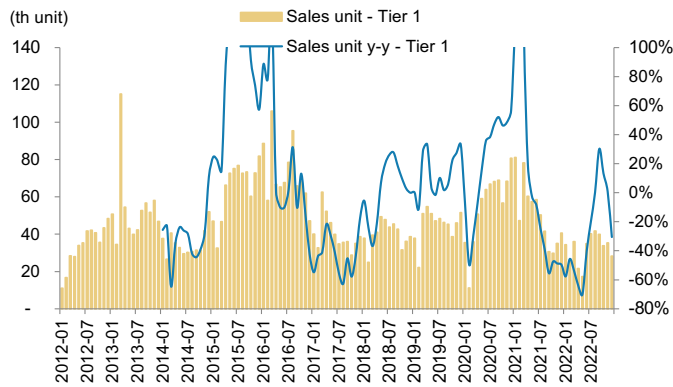
### Unit sales and YoY change

- Tier 1 (four cities): Beijing, Shanghai, Shenzhen, Guangzhou
- Tier 2 (seven cities): Dalian, Foshan, Hangzhou, Nanjing, Nanning, Suzhou, Zhengzhou
- Tier 3 (one city): Beihai

### Price index

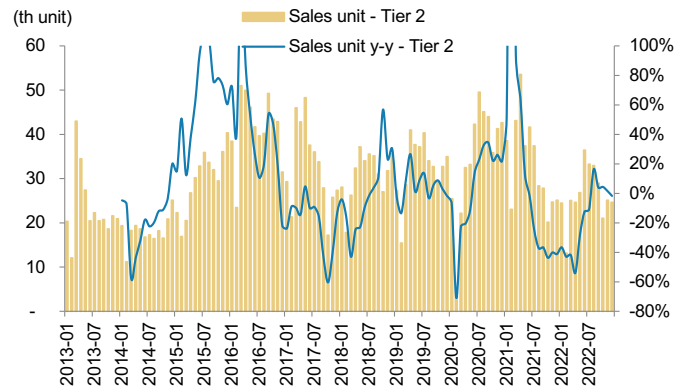
- Tier 1 (four cities) : Beijing, Shanghai, Shenzhen, Guangzhou
- Tier 2 (two cities): Chengdu, Tianjin

**Exhibit 25: Monthly unit sales – Tier 1 cities**



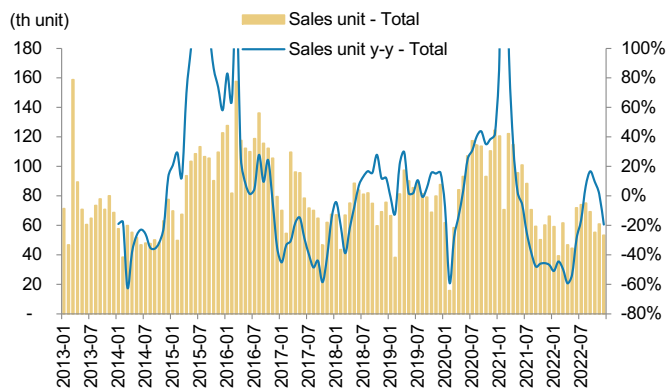
Source: CREIS, Morgan Stanley Research.

**Exhibit 26: Monthly unit sales – Tier 2 cities**



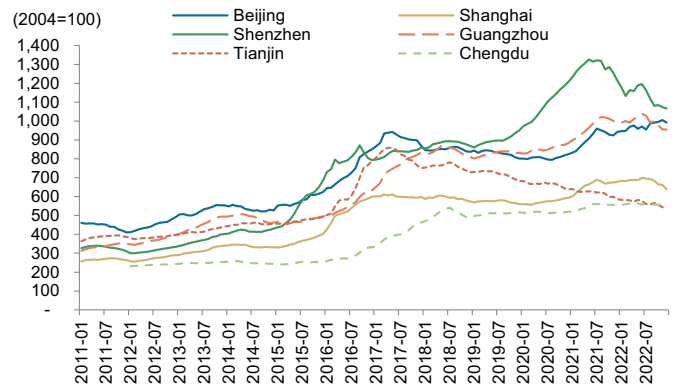
Source: CREIS, Morgan Stanley Research.

**Exhibit 27: Monthly unit sales – Total 12 cities**



Source: CREIS, Morgan Stanley Research.

**Exhibit 28: Secondary property price index**



Source: Centaline, Morgan Stanley Research.

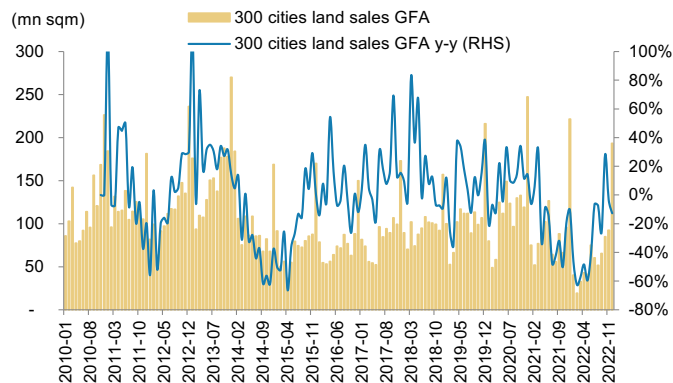
Exhibit 29: Monthly unit sales and YoY change

Date	Monthly Sales Unit			Y-Y		
	Tier 1	Tier 2	12 Cities	Tier 1	Tier 2	12 Cities
2019-01	37,907	27,362	66,616	0%	-3%	-1%
2019-02	22,228	15,432	38,361	-11%	-13%	-12%
2019-03	50,959	28,620	81,349	29%	9%	21%
2019-04	54,781	40,954	97,358	33%	27%	30%
2019-05	51,053	37,652	90,164	4%	1%	2%
2019-06	47,098	37,137	85,612	-2%	9%	2%
2019-07	48,324	40,353	89,770	10%	13%	11%
2019-08	46,270	34,004	81,464	2%	-3%	-1%
2019-09	45,282	32,739	79,119	6%	5%	5%
2019-10	38,715	29,352	68,979	22%	9%	16%
2019-11	46,029	32,701	79,828	27%	3%	15%
2019-12	51,605	34,973	87,676	33%	-2%	16%
2020-01	35,412	25,479	61,770	-7%	-7%	-7%
2020-02	11,205	4,492	15,728	-50%	-71%	-59%
2020-03	35,900	22,156	58,490	-30%	-23%	-28%
2020-04	50,690	32,506	84,069	-7%	-21%	-14%
2020-05	59,085	33,214	93,200	16%	-12%	3%
2020-06	63,937	42,269	107,119	36%	14%	25%
2020-07	66,883	49,566	117,404	38%	23%	31%
2020-08	68,178	45,131	114,375	47%	33%	40%
2020-09	68,891	43,983	113,766	52%	34%	44%
2020-10	56,668	35,841	93,229	46%	22%	35%
2020-11	68,373	41,254	110,595	49%	26%	39%
2020-12	80,787	42,658	124,450	57%	22%	42%
2021-01	81,089	38,582	120,594	129%	51%	95%
2021-02	47,224	23,072	70,734	321%	414%	350%
2021-03	78,247	43,089	122,144	118%	94%	109%
2021-04	60,254	53,565	114,694	19%	65%	36%
2021-05	57,390	37,407	95,649	-3%	13%	3%
2021-06	58,586	41,647	101,028	-8%	-1%	-6%
2021-07	50,360	37,372	88,440	-25%	-25%	-25%
2021-08	41,647	28,329	70,636	-39%	-37%	-38%
2021-09	30,686	27,839	59,417	-55%	-37%	-48%
2021-10	29,786	20,165	50,375	-47%	-44%	-46%
2021-11	35,029	24,712	60,165	-49%	-40%	-46%
2021-12	40,684	25,087	66,195	-50%	-41%	-47%
2022-01	34,331	24,466	59,221	-58%	-37%	-51%
2022-02	25,696	13,155	39,275	-46%	-43%	-44%
2022-03	36,102	25,050	61,576	-54%	-42%	-50%
2022-04	21,655	24,643	46,722	-64%	-54%	-59%
2022-05	17,248	26,845	44,517	-70%	-28%	-53%
2022-06	34,974	36,467	71,865	-40%	-12%	-29%
2022-07	40,265	33,276	73,965	-20%	-11%	-16%
2022-08	41,749	32,959	75,132	0%	16%	6%
2022-09	39,944	28,965	69,333	30%	4%	17%
2022-10	33,764	21,053	55,241	13%	4%	10%
2022-11	35,342	25,113	60,879	1%	2%	1%
2022-12	28,270	24,652	53,346	-31%	-2%	-19%

Source: CREIS, Morgan Stanley Research.

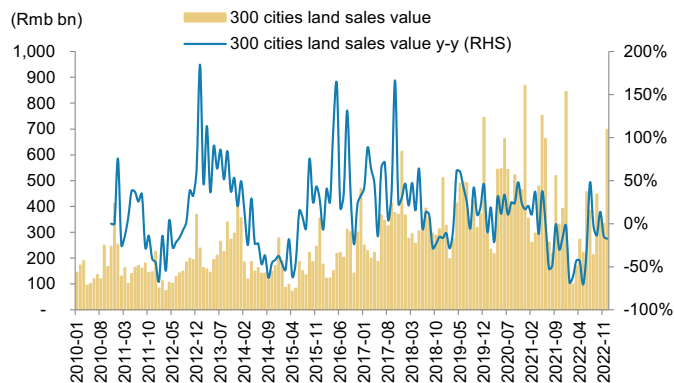
## Section 5: Land Market Data

**Exhibit 30:** 300 cities' land sales volume and YoY



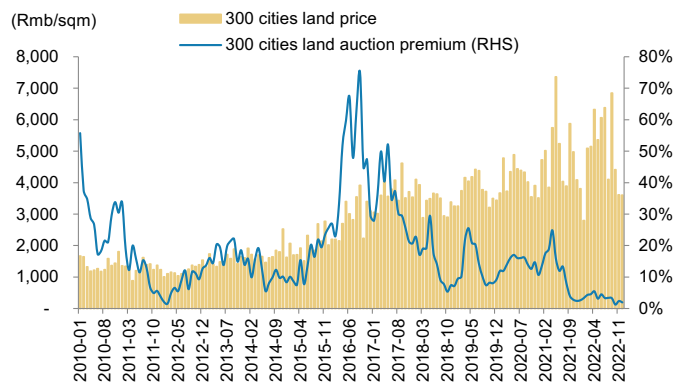
Source: CREIS, Morgan Stanley Research.

**Exhibit 31:** 300 cities' land sales value and YoY



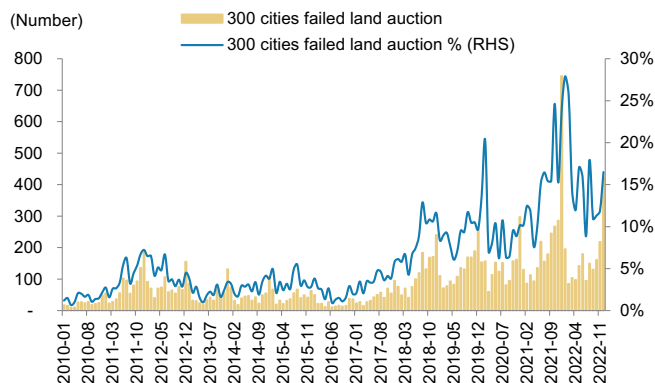
Source: CREIS, Morgan Stanley Research.

**Exhibit 32:** 300 cities' land price and land auction premium



Source: CREIS, Morgan Stanley Research.

**Exhibit 33:** 300 cities' failed land auctions



Source: CREIS, Morgan Stanley Research.

Exhibit 34: Monthly land sales data, by tier

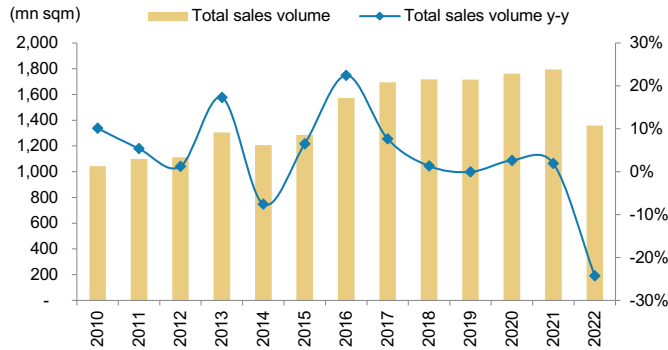
	Monthly land sales GFA Y-Y				YTD land sales GFA Y-Y				Monthly land sales value Y-Y				YTD land sales value Y-Y				Monthly land auction premium				Monthly failed land auction %			
	Tier 1	Tier 2	Tier 3-5	300 cities	Tier 1	Tier 2	Tier 3-5	300 cities	Tier 1	Tier 2	Tier 3-5	300 cities	Tier 1	Tier 2	Tier 3-5	300 cities	Tier 1	Tier 2	Tier 3-5	300 cities	Tier 1	Tier 2	Tier 3-5	300 cities
2019-01	-16.6%	22.0%	7.1%	12.0%	-16.6%	22.0%	7.1%	12.0%	-19.3%	-10.8%	-6.6%	-11.1%	-19.3%	-10.8%	-6.6%	-11.1%	9.4%	9.5%	9.7%	9.6%	0.0%	5.5%	10.8%	8.4%
2019-02	-8.5%	-37.0%	-11.1%	-25.2%	-12.9%	-8.5%	0.5%	-4.4%	23.5%	-44.1%	-19.6%	-28.7%	-2.9%	-26.5%	-11.4%	-18.6%	8.1%	11.3%	10.1%	10.2%	0.0%	8.0%	9.7%	9.0%
2019-03	-48.8%	-11.0%	-46.8%	-35.1%	-20.0%	-9.3%	-21.4%	-16.4%	-10.9%	36.2%	-43.2%	-6.3%	-3.6%	-9.9%	-26.4%	-14.8%	0.3%	24.4%	19.0%	21.7%	0.0%	7.8%	10.6%	9.3%
2019-04	-26.8%	39.6%	-38.5%	37.5%	-21.0%	2.2%	-8.6%	-4.5%	-18.5%	86.7%	43.7%	61.5%	-6.1%	11.2%	-10.7%	1.6%	15.4%	25.3%	27.7%	25.6%	0.0%	4.6%	9.5%	7.6%
2019-05	405.3%	49.2%	23.0%	33.8%	-2.4%	10.1%	-0.9%	3.5%	537.9%	83.4%	27.6%	60.6%	12.6%	23.7%	0.3%	13.6%	7.2%	20.9%	23.1%	20.8%	0.0%	3.5%	7.6%	6.1%
2019-06	52.3%	33.6%	4.1%	17.9%	6.6%	14.6%	0.0%	6.1%	138.4%	49.2%	12.2%	42.4%	34.4%	28.5%	2.6%	19.0%	24.8%	18.4%	21.6%	20.3%	0.0%	5.9%	8.2%	7.1%
2019-07	57.5%	49.8%	-22.0%	3.7%	13.4%	19.8%	-4.2%	5.7%	-17.5%	53.9%	1.9%	24.8%	23.0%	32.8%	2.4%	20.1%	4.5%	13.1%	19.6%	14.2%	5.4%	5.5%	12.3%	9.5%
2019-08	1.4%	-8.5%	-15.6%	-12.4%	11.9%	15.8%	-5.8%	3.2%	-45.4%	0.4%	-1.3%	-5.7%	12.2%	28.5%	1.9%	16.5%	0.7%	6.9%	17.1%	10.3%	0.0%	6.9%	10.7%	9.3%
2019-09	97.6%	13.5%	8.7%	12.4%	20.4%	15.5%	-4.0%	4.3%	163.8%	33.7%	28.1%	42.0%	24.7%	29.0%	4.6%	19.1%	2.6%	6.5%	11.1%	7.4%	6.5%	7.8%	14.4%	11.7%
2019-10	-24.7%	-2.9%	3.2%	-0.2%	13.5%	13.5%	-3.2%	3.8%	-30.6%	21.4%	19.9%	10.4%	15.5%	28.4%	5.9%	18.3%	4.1%	7.8%	10.1%	8.2%	6.8%	4.9%	13.0%	10.5%
2019-11	-28.9%	19.7%	18.4%	15.6%	5.3%	14.0%	-1.2%	4.9%	-44.9%	42.0%	51.5%	19.5%	2.9%	23.4%	9.2%	18.4%	4.6%	8.8%	8.4%	8.1%	1.7%	9.8%	11.3%	10.5%
2019-12	2.2%	15.3%	55.3%	37.7%	4.7%	14.2%	6.2%	9.3%	16.9%	33.8%	77.7%	45.7%	5.4%	30.0%	17.2%	21.9%	1.7%	10.6%	10.2%	9.2%	3.4%	8.2%	10.5%	9.7%
2020-01	-13.3%	-38.2%	-5.6%	-20.2%	-13.3%	-38.2%	-5.6%	-20.2%	-11.9%	-21.3%	11.0%	-10.0%	-11.9%	-21.3%	11.0%	-10.0%	9.7%	10.6%	14.7%	11.9%	0.0%	11.2%	15.0%	13.6%
2020-02	43.8%	-27.2%	6.4%	-6.8%	14.5%	-34.3%	-1.7%	-15.6%	90.3%	-21.8%	26.8%	18.9%	37.9%	-21.5%	16.3%	0.9%	10.8%	13.5%	11.8%	12.0%	2.9%	8.1%	28.5%	20.3%
2020-03	118.6%	-0.4%	-25.9%	-12.3%	27.8%	-24.0%	-9.3%	-14.6%	98.8%	-29.7%	-16.8%	-21.5%	42.8%	-24.8%	4.2%	-6.8%	4.1%	13.2%	18.5%	14.0%	17.4%	3.0%	8.8%	7.0%
2020-04	291.7%	32.1%	7.8%	22.3%	64.3%	-6.0%	-3.8%	-2.9%	233.7%	19.7%	25.3%	31.4%	70.8%	-8.5%	11.8%	6.2%	5.0%	14.8%	23.8%	16.1%	0.0%	3.9%	11.7%	8.0%
2020-05	109.0%	2.0%	-12.6%	-4.5%	74.4%	-4.1%	-6.4%	-3.3%	203.6%	8.5%	-13.9%	11.4%	96.6%	-4.1%	2.5%	7.7%	15.3%	15.1%	21.0%	17.0%	1.7%	2.6%	14.7%	10.4%
2020-06	54.1%	26.5%	38.6%	33.2%	69.6%	2.7%	1.9%	4.1%	-15.6%	30.4%	62.7%	33.7%	62.1%	3.4%	15.1%	13.6%	7.9%	15.1%	19.7%	16.0%	8.0%	3.1%	8.2%	6.2%
2020-07	31.1%	-12.2%	31.8%	10.4%	62.5%	0.0%	6.5%	5.2%	95.9%	-9.5%	26.5%	10.6%	67.1%	0.9%	17.1%	13.0%	16.9%	12.7%	20.8%	16.1%	1.7%	4.9%	14.3%	10.8%
2020-08	63.3%	11.5%	3.8%	8.6%	62.6%	1.3%	6.2%	5.6%	228.7%	20.7%	-4.0%	24.7%	79.5%	3.0%	14.2%	14.3%	14.2%	13.7%	21.6%	16.2%	0.0%	5.2%	7.3%	6.4%
2020-09	11.9%	18.3%	11.7%	14.6%	54.3%	3.3%	7.0%	6.8%	-15.1%	25.5%	38.3%	23.9%	62.9%	5.4%	17.3%	15.5%	4.3%	13.4%	17.8%	13.9%	6.4%	3.9%	7.3%	6.4%
2020-10	19.6%	34.9%	34.6%	34.3%	50.8%	6.2%	10.1%	9.6%	18.2%	42.7%	65.0%	48.2%	58.5%	8.3%	21.8%	18.3%	9.9%	10.8%	15.4%	12.6%	0.0%	7.7%	10.9%	9.5%
2020-11	40.7%	-18.3%	26.8%	11.5%	49.4%	4.2%	11.9%	9.8%	67.7%	-19.1%	64.3%	24.7%	59.5%	6.1%	26.0%	18.8%	12.0%	12.7%	17.0%	14.7%	5.7%	5.8%	10.2%	8.9%
2020-12	-10.4%	23.9%	11.2%	14.4%	37.5%	6.8%	11.8%	10.6%	-9.7%	15.1%	27.7%	16.8%	46.2%	7.2%	26.3%	18.5%	6.4%	8.3%	14.1%	10.7%	0.0%	9.0%	11.0%	10.2%
2021-01	84.1%	1.8%	-16.0%	-6.1%	84.1%	1.8%	-16.0%	-6.1%	80.1%	24.5%	3.4%	20.6%	50.1%	24.5%	3.4%	20.6%	3.7%	15.3%	17.8%	13.6%	0.0%	3.3%	14.2%	10.1%
2021-02	-24.6%	2.2%	13.4%	5.7%	17.6%	2.0%	-5.7%	-1.6%	-26.8%	38.6%	34.1%	10.9%	-1.7%	29.6%	14.6%	16.3%	11.3%	18.7%	21.9%	17.5%	0.0%	3.3%	17.8%	12.5%
2021-03	-71.1%	0.9%	76.5%	32.3%	-1.7%	1.6%	15.3%	8.9%	-68.8%	14.0%	101.3%	38.3%	-8.1%	23.8%	40.0%	22.3%	0.0%	14.8%	24.8%	18.9%	0.0%	6.5%	14.1%	11.9%
2021-04	77.3%	-44.7%	-30.7%	-33.4%	24.4%	-19.3%	-1.5%	-8.0%	50.1%	-35.0%	7.3%	-12.0%	8.6%	-4.3%	26.7%	7.8%	11.1%	24.3%	34.5%	24.9%	6.8%	2.0%	12.2%	7.6%
2021-05	-9.8%	26.8%	-33.1%	-16.7%	15.1%	-8.1%	-10.3%	-8.2%	42.3%	74.1%	-18.3%	37.8%	18.7%	18.5%	13.0%	16.7%	7.8%	17.5%	18.8%	15.9%	0.0%	6.5%	13.4%	10.1%
2021-06	9.5%	0.0%	-30.6%	-15.0%	13.9%	-5.9%	-15.4%	-9.9%	42.2%	8.1%	-21.2%	0.2%	22.5%	15.6%	2.8%	12.4%	4.9%	11.9%	15.5%	12.0%	0.0%	13.3%	17.2%	15.1%
2021-07	-84.1%	-71.0%	-30.2%	-47.9%	-0.6%	-16.4%	-18.2%	-16.7%	-82.1%	-78.3%	1.3%	-52.1%	2.6%	-0.8%	2.6%	0.9%	1.5%	15.0%	13.3%	13.3%	2.9%	12.5%	18.4%	16.5%
2021-08	-67.4%	-69.2%	-18.6%	-42.2%	-8.2%	-22.8%	-18.3%	-19.8%	-87.0%	-65.2%	1.1%	-48.1%	-10.0%	-8.6%	2.4%	-5.1%	0.7%	5.6%	10.1%	8.1%	10.0%	7.5%	20.7%	15.4%
2021-09	47.1%	-10.3%	-52.1%	-32.0%	-1.6%	-21.2%	-23.3%	-21.5%	98.0%	10.4%	-40.4%	-0.6%	-0.2%	-8.1%	-4.0%	-4.5%	5.3%	2.6%	6.4%	4.0%	22.2%	7.8%	22.7%	15.4%
2021-10	85.2%	-54.7%	-53.1%	-50.2%	5.4%	-25.1%	-27.4%	-25.1%	147.3%	-45.9%	-54.4%	-30.1%	10.8%	-10.1%	-10.4%	-7.2%	3.3%	1.5%	3.9%	2.8%	1.7%	21.5%	27.6%	24.6%
2021-11	10.4%	-18.5%	-22.2%	-19.6%	6.0%	-24.7%	-26.7%	-24.6%	-8.4%	15.5%	-37.8%	-15.9%	8.6%	-8.5%	-14.0%	-8.0%	2.7%	1.4%	3.5%	2.4%	0.0%	11.7%	18.1%	15.2%
2021-12	-2.8%	-14.4%	-8.6%	-10.4%	4.8%	-23.1%	-23.2%	-22.1%	9.0%	10.3%	-18.2%	-2.8%	8.6%	-5.9%	-14.7%	-7.2%	1.4%	2.4%	3.4%	2.6%	21.2%	19.6%	25.8%	23.9%
2022-01	-85.8%	-62.1%	-30.4%	-46.2%	-85.8%	-62.1%	-30.4%	-46.2%	-91.7%	-75.1%	-43.1%	-68.1%	-91.7%	-75.1%	-43.1%	-68.1%	0.0%	5.8%	2.1%	3.3%	0.0%	14.4%	36.1%	27.9%
2022-02	-50.0%	-72.6%	-58.0%	-62.5%	-71.8%	-62.2%	-42.0%	-52.9%	-29.3%	-61.1%	-84.9%	-61.9%	-80.4%	-77.4%	-52.4%	-65.5%	4.5%	3.6%	4.4%	4.3%	88.7%	6.5%	29.7%	25.7%
2022-03	14.0%	-55.4%	-59.5%	-57.3%	-68.3%	-61.9%	-48.9%	-54.6%	144.1%	-30.2%	-66.8%	-43.0%	-48.6%	-61.2%	-58.5%	-58.1%	0.0%	6.8%	4.1%	4.6%	0.0%	7.7%	18.4%	14.2%
2022-04	-83.4%	-39.0%	-48.7%	-48.3%	-74.3%	-54.8%	-48.8%	-52.8%	-76.1%	-7.2%	-66.3%	-43.1%	-59.5%	-43.6%	-61.2%	-53.0%	12.3%	5.2%	4.0%	5.5%	0.0%	10.8%	13.8%	12.0%
2022-05	-30.8%	-74.2%	-43.7%	-58.6%	-65.1%	-61.3%	-47.7%	-54.5%	-59.0%	-78.9%	-55.2%	-70.6%	-59.3%	-57.7%	-59.8%	-59.2%	0.7%	2.1%	6.9%	3.1%	7.5%	14.0%	19.3%	17.1%
2022-06	-10.6%	-50.5%	-31.1%	-40.6%	-53.8%	-58.2%	-44.3%	-51.1%	36.7%	-38.6%	-47.1%	-31.3%	-41.4%	-53.5%	-56.9%	-52.6%	4.7%	4.7%	3.8%	4.5%	0.0%	7.2%	21.8%	15.9%
2022-07	570.1%	79.8%	-38.6%	-6.4%	-39.0%	-50.4%	-43.4%	-46.2%	1593.1%	245.0%	-56.4%	48.0%	-19.7%	-42.6%	-56.8%	-44.0%	4.6%	2.9%	2.9%	3.3%	4.0%	7.8%	9.9%	8.9%
2022-08	55.3%	35.2%	-22.5%	-7.4%	-35.2%	-40.9%	-46.2%	-42.8%	259.8%	16.6%	-34.4%	-2.4%	-13.3%	-39.9%	-54.3%	-41.3%	8.1%	0.8%	4.0%	3.4%	22.4%	9.5%	49.8%	19.9%
2022-09	-7.4%	-37.4%	-14.5%	-25.9%	-30.3%	-44.9%	-38.4%	-40.7%	57.5%	-28.8%	-38.4%	-13.6%	-0.5%	-38.2%	-32.3%	-37.5%	3.5%	2.8%	4.3%	3.3%	1.1%	5.1%	15.9%	10.9%
2022-10	-27.1%	19.3%	43.6%	28.3%	-29.8%	-40.3%	-31.2%	-34.9%	-47.7%	43.6%	53.0%	13.8%	-8.4%	-33.3%	-46.0%	-33.4%	0.5%	0.9%	2.1%	1.3%	18.8%	8.0%	12.6%	11.3%
2022-11	-67.9%	-8.9%	5.5%	-3.3%	-34.7%	-38.1%	-26.3%	-31.5%	-64.2%	-26.5%	25.1%	-14.6%	-13.9%	-32.8%	-39.4%	-31.8%	6.0%	1.1%	2.7%	2.4%	2.9%	9.5%	12.8%	11.9%
2022-12	-61.6%	-28.0%	-2.7%	-1.7%	-38.0%	-36.4%	-20.9%	-27.8%	-59.5%	-39.1%	24.1%	-17.4%	-19.3%	-33.8%	-28.5%	-29.5%	1.3%	1.6%	2.2%	1.9%	5.3%	4.7%	21.1%	16.5%

Source: CREIS, Morgan Stanley Research



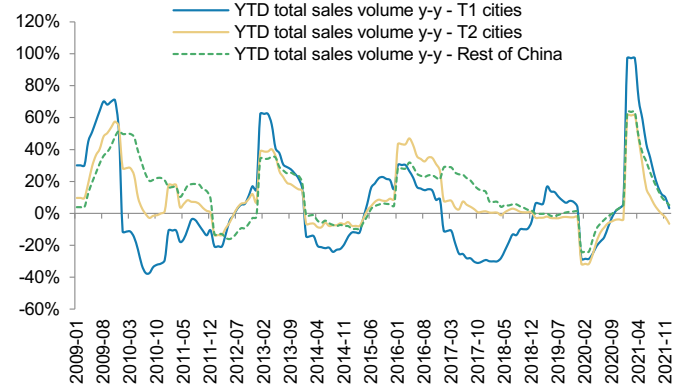
## Section 6: NBS Data

**Exhibit 35: National sales volume and growth**



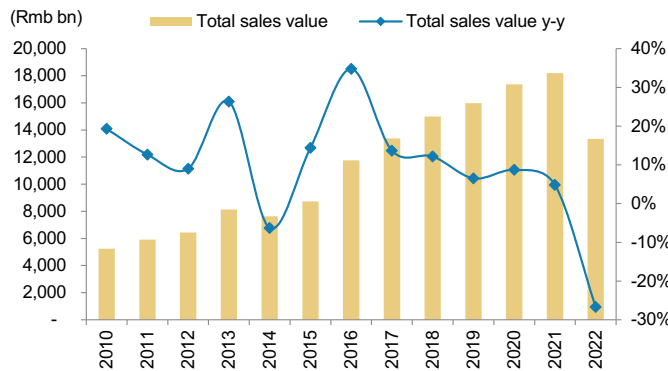
Source: NBS, CEIC, CREIS, Morgan Stanley Research.

**Exhibit 36: YTD sales volume y-y, by city tier**



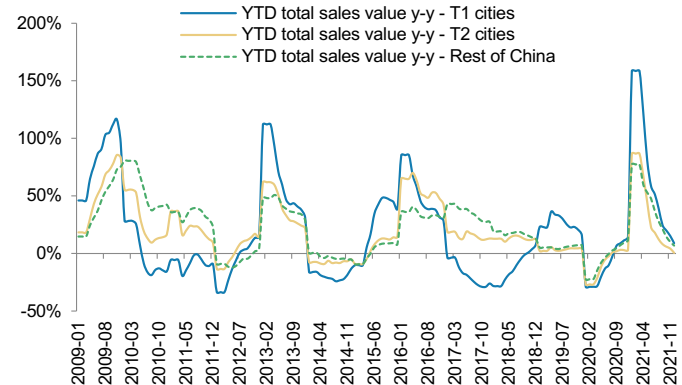
Source: NBS, CEIC, CREIS, Morgan Stanley Research.

**Exhibit 37: National sales value and growth**



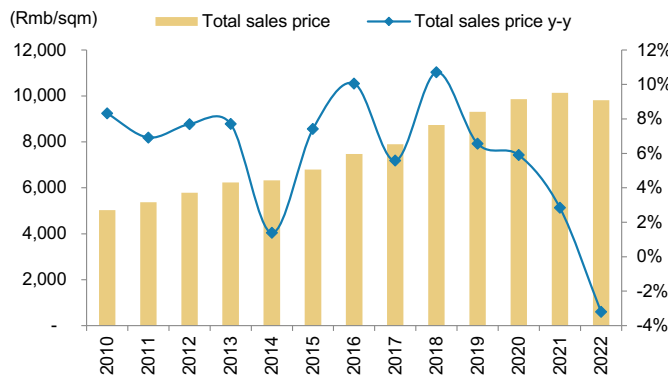
Source: NBS, CEIC, CREIS, Morgan Stanley Research.

**Exhibit 38: YTD sales value y-y, by city tier**



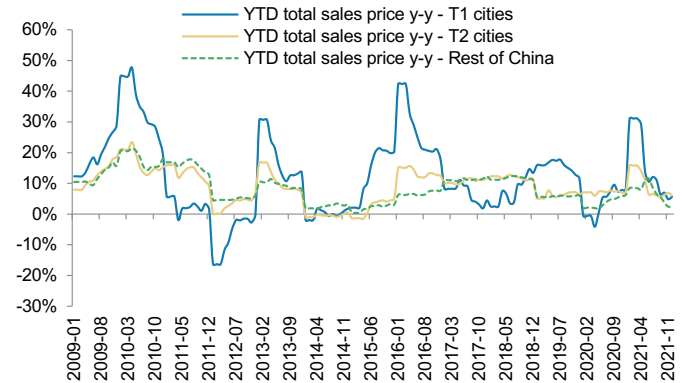
Source: NBS, CEIC, CREIS, Morgan Stanley Research.

**Exhibit 39: National ASP and growth**



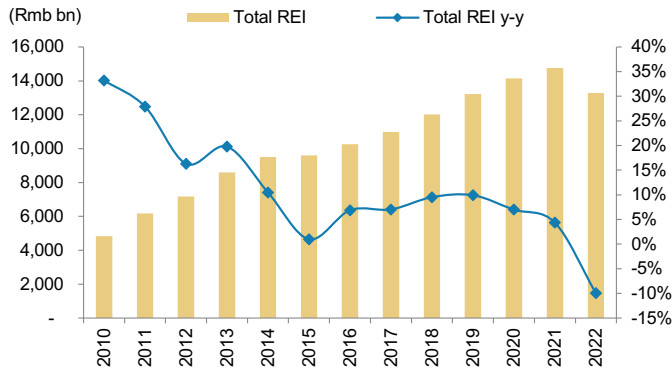
Source: NBS, CEIC, CREIS, Morgan Stanley Research.

**Exhibit 40: YTD ASP y-y, by city tier**



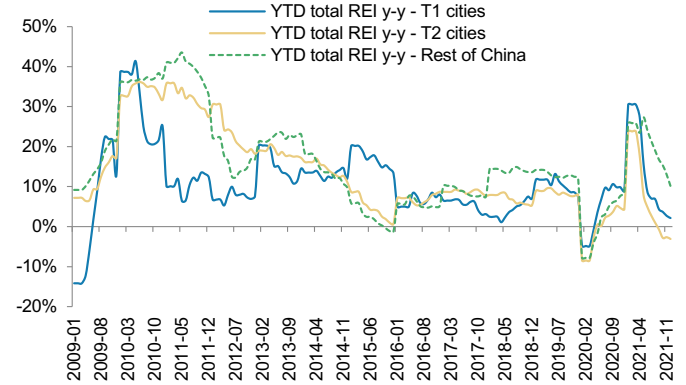
Source: NBS, CEIC, CREIS, Morgan Stanley Research.

**Exhibit 41: National REI and growth**



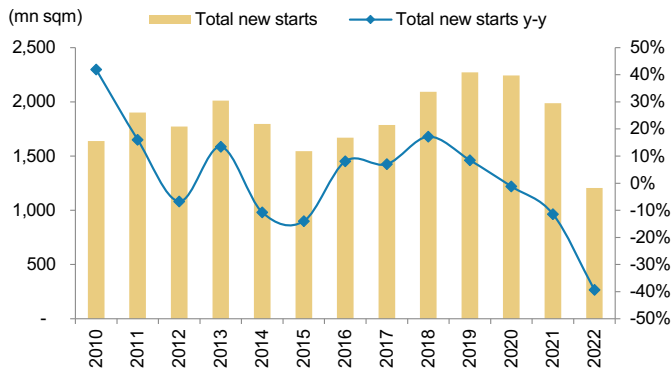
Source: NBS, CEIC, CREIS, Morgan Stanley Research.

**Exhibit 42: YTD REI y-y, by city tier**



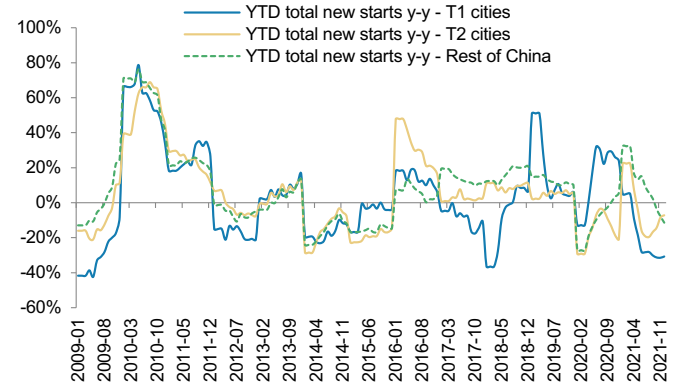
Source: NBS, CEIC, CREIS, Morgan Stanley Research.

**Exhibit 43: National new starts and growth**



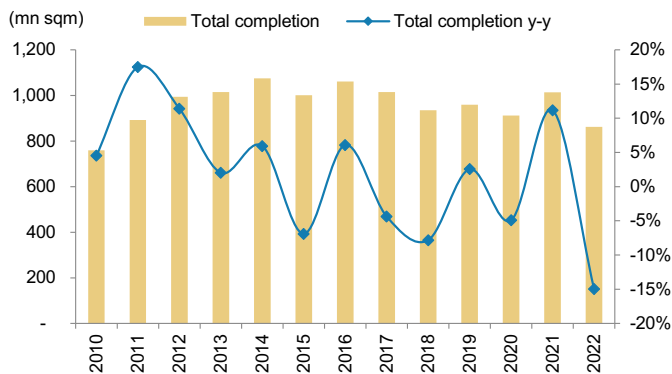
Source: NBS, CEIC, CREIS, Morgan Stanley Research.

**Exhibit 44: YTD new starts y-y, by city tier**



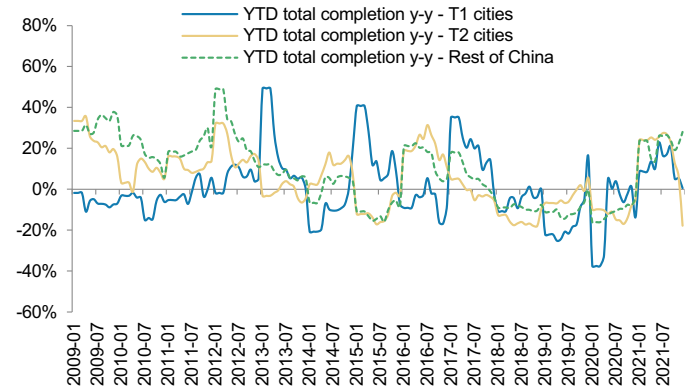
Source: NBS, CEIC, CREIS, Morgan Stanley Research.

**Exhibit 45: National completion and growth**



Source: NBS, CEIC, CREIS, Morgan Stanley Research.

**Exhibit 46: YTD completion y-y, by city tier**



Source: NBS, CEIC, CREIS, Morgan Stanley Research.



Property cycle vs. share price

Exhibit 48: China – property cycle vs. share prices



Source: Datastream, CREIS, Morgan Stanley Research. Note: Black line is MSCI China Real Estate Index, Grey line is MSCI China Index. Green background is policy loosening cycle, red background is policy tightening cycle.

## Section 8: Property Policy

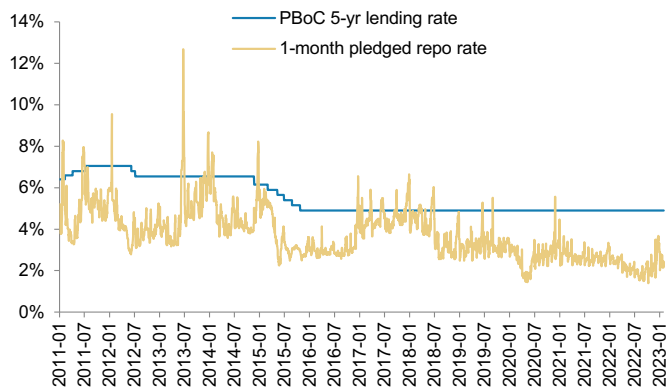
**Exhibit 49:** China Property policy details

Announcement	Direction	Property related policy	MSCI China Real Estate	MSCI China	Relative
Dec 2022			-4.1%	4.8%	-8.9%
2022-12-01	Positive	Anqing: raised HPPF loan cap for first-time home buying families with multiple children	-2.0%	0.4%	-2.4%
2022-12-02	Positive	Qingdao: raised HPPF loan cap for first-time home buying families with multiple children	-0.7%	0.2%	-1.0%
2022-12-05	Positive	Wuhu: raised HPPF loan cap for first-time home buying families with multiple children	2.2%	4.5%	-2.3%
2022-12-08	Positive	Tongren: raised HPPF loan cap, relaxed HPPF regulations; Nanjing: relaxed HPR	2.8%	3.7%	-0.9%
2022-12-09	Positive	Shenzhen: several banks now allow borrowers to delay payments on their mortgage, usually for 3 to 6 months; Xuancheng: raised HPPF loan cap for talents and families with multiple children; Huanggang: raised HPPF loan cap, provide housing subsidy to families with multiple children, relaxed mortgage policy; Foshan: relaxed HPR	7.3%	1.9%	5.4%
2022-12-11	Positive	Zhengzhou: optimized HPR, relaxed mortgage policy, encourage home buyers to purchase in groups	-5.8%	-2.6%	-3.2%
2022-12-12	Positive	Maanshan: raised HPPF loan cap for first-time home buying families with multiple children	-5.8%	-2.6%	-3.2%
2022-12-13	Positive	Guangzhou: raised HPPF loan cap for first-time home buying families with multiple children; Hangzhou: cut minimum downpayment ratio to 30% for first-time home buyers, and 40% for second-time home buyers; Lanzhou: cancel re-sale restrictions, personal mortgages no longer count towards bank's real estate loan concentration	-0.6%	0.1%	-0.8%
2022-12-15	Positive	Vice Premier Liu He: real estate industry is the cornerstone of our national economy, have introduced policies targeting the current downside risk, while planning on new approaches; aim to improve the industry's balance sheet situation, leading to a recovery in market expectation and consumer confidence. In the foreseeable future, China's urbanization rate should keep rising, generating enough demand to support real estate industry's stable growth	-0.1%	-1.6%	1.5%
2022-12-17	Positive	Dongying: raised HPPF loan cap for talents and families with multiple children	0.0%	-0.7%	0.7%
2022-12-20	Positive	PBoC's Yigang: insist on the principle of "No Speculation in Housing", follow "One city, One policy" to differentiate credit policies, satisfy reasonable financing demands, support both essential and upgrading housing needs. Guide financial institutions to support real estate industry's M&A activities, emphasis risk prevention for high quality developers and improve their balance sheet situations	-4.4%	-2.0%	-2.4%
2022-12-21	Positive	CSRC: raise the level of support and speed of execution on real estate policies, assist the industry transition; work on improving high quality developers' balance sheets, continue to implement special loan support for private developers' debt issuances. Implement approved equity financing policies, allow back door listing by eligible developers, as well as allow real estate related public companies to restructure, speed up the progress of affordable rental housing REITs; Tianjin: cut minimum downpayment ratio of HPPF from 60% to 40% for second-time home buyers, raised HPPF loan cap for first-time home buying families with multiple children; Nanjing: partially relaxed HPR	0.1%	0.6%	-0.5%
2022-12-26	Positive	Dongguan: relaxed HPR; Weifang: raised HPPF loan cap, cut minimum downpayment ratio to 20% for first-time home buyers, and 30% for second-time home buyers	-0.2%	0.1%	-0.3%
2022-12-27	Positive	CBIRC: normalize the healthy cycle of finance and real estate, ensure "Timely Delivery" and satisfy reasonable real estate financing demands, improve high quality developers' balance sheets. Insist on the principle of "No Speculation in Housing", follow "One city, One policy" to differentiate credit policies, support both essential and upgrading housing needs, support the expansion of long term rental housing market, stabilize the transition of real estate industry toward a new model of development; Changzhi: cut minimum downpayment ratio of HPPF to 20% for first-time home buyers, relaxed mortgage policy	0.7%	0.3%	0.4%
2022-12-28	Positive	Chongqing: relaxed mortgage policy for non-residents, encourage monetary settlement	-1.0%	1.1%	-2.1%

Source: CREIS, Datastream, Morgan Stanley Research.

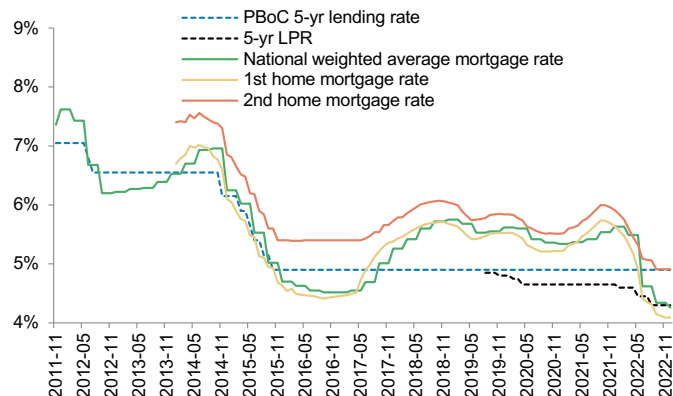
## Section 9: Credit Environment

**Exhibit 50: One-month pledged repo rate**



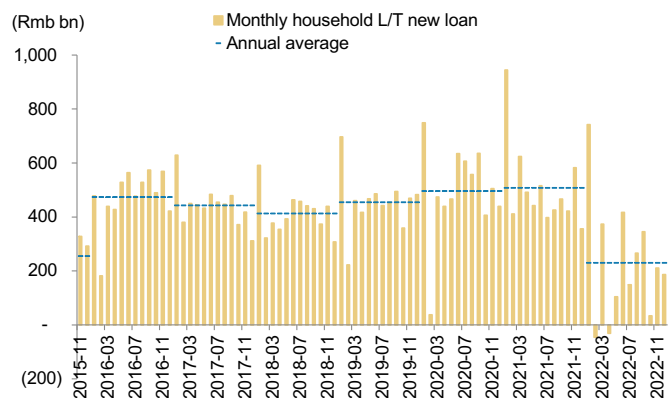
Source: CEIC, Morgan Stanley Research.

**Exhibit 51: Mortgage rate**



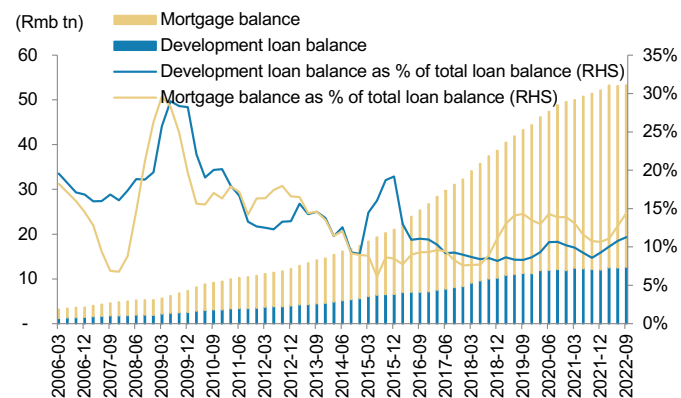
Source: CEIC, Morgan Stanley Research.

**Exhibit 52: Mortgage lending**



Source: CEIC, Morgan Stanley Research.

**Exhibit 53: Mortgage balance**



Source: CEIC, Morgan Stanley Research.

# Section 10: Developers' Monthly Sales

Exhibit 54: Developers' monthly sales

Company	Ticker	Monthly (Rmb bn)												YoY	McM	YTD (Rmb bn)		YoY	
		2021-12	2022-01	2022-02	2022-03	2022-04	2022-05	2022-06	2022-07	2022-08	2022-09	2022-10	2022-11			2022-12	2021-12		2022-12
Agile	3883 HK	13.9	7.4	6.7	7.0	3.9	6.1	8.3	5.0	5.1	3.5	4.8	3.6	3.9	-72%	7%	139	65	-53%
Aoyuan	3883 HK	5.3	1.9	1.6	4.5	1.6	2.4	3.0	1.1	1.3	1.0	0.9	0.7	0.3	-94%	-50%	121	20	-83%
China SCE	1966 HK	6.8	5.0	4.2	8.0	4.5	4.8	6.1	5.0	3.5	4.5	4.6	4.2	4.6	-32%	9%	105	59	-44%
CIFI	884 HK	21.5	8.4	8.3	12.0	10.1	10.8	13.5	16.1	15.1	10.0	9.1	4.2	6.4	-70%	55%	247	124	-50%
CIVSK	001979 CH	44.0	15.1	10.1	22.1	14.1	16.1	41.3	23.9	23.8	35.0	24.9	23.5	42.6	-3%	82%	327	293	-10%
COLI	688 HK	39.8	14.8	10.8	22.7	20.4	26.4	43.5	17.5	22.5	22.8	31.3	24.1	38.1	-4%	58%	369	295	-20%
Country Garden*	2007 HK	22.6	36.4	32.8	30.1	22.6	28.7	34.5	30.1	28.9	32.0	33.3	26.0	22.0	-2%	-15%	554	357	-36%
CR Land	1109 HK	45.2	15.3	9.8	20.9	15.1	20.3	39.7	28.1	22.3	30.7	27.5	22.2	49.6	10%	123%	316	301	-5%
Gemdale	600383 CH	24.1	15.0	9.6	20.9	12.5	14.2	28.4	18.6	21.2	22.7	20.3	18.0	20.4	-15%	13%	287	222	-23%
Greentown	3900 HK	24.2	11.0	10.1	16.4	10.5	10.8	26.1	20.3	21.5	15.6	20.1	23.2	27.2	12%	17%	267	213	-20%
GZ R&F	2777 HK	8.0	4.6	4.5	4.4	4.3	4.1	4.7	1.9	2.5	2.3	2.1	1.2	2.0	-75%	74%	120	38	-68%
Jinmao	817 HK	22.0	10.0	7.0	14.7	10.2	9.0	19.0	10.5	16.5	13.1	13.2	14.3	17.5	-20%	23%	236	155	-34%
KWVG	1813 HK	10.1	4.2	4.4	4.5	4.4	4.1	4.7	4.8	3.9	4.2	4.2	3.9	3.8	-63%	-2%	104	51	-51%
Logan*	3380 HK	13.1	9.0	4.2	3.9	3.2	3.5	3.7	2.7	3.0	2.8	2.8	1.2	1.8	-86%	46%	140	45	-68%
Longfor*	960 HK	27.8	7.0	6.1	11.0	7.4	9.1	16.0	11.9	14.5	11.5	11.7	10.1	11.2	-60%	12%	203	127	-37%
Midea RE	3990 HK	9.7	7.5	6.7	5.8	4.6	7.3	8.1	7.5	6.0	6.0	8.2	5.5	6.0	-38%	9%	137	79	-42%
Poly	600048 CH	36.7	28.3	24.0	38.4	30.5	38.0	51.0	33.0	38.5	38.4	43.0	37.0	57.2	56%	54%	535	457	-15%
Powerlong	1238 HK	8.1	4.7	3.1	4.3	3.1	3.8	4.2	3.2	2.7	2.4	3.1	3.2	3.0	-63%	-7%	101	41	-60%
Ronshine	3301 HK	10.2	6.5	8.3	5.4	4.3	5.1	9.1	7.6	2.7	4.1	2.5	1.2	1.1	-89%	-10%	156	58	-63%
Seazen H	1030 HK	20.8	7.9	11.2	12.0	9.0	11.1	14.0	10.9	9.5	8.3	9.1	6.5	6.6	-68%	1%	234	116	-50%
Shimao	813 HK	11.2	7.5	7.3	7.3	6.0	6.1	9.5	6.8	6.2	8.0	8.2	6.5	7.0	-37%	8%	269	87	-68%
Sino-Ocean	3377 HK	15.5	4.5	3.7	6.9	6.8	7.4	13.7	9.0	9.1	8.1	9.5	10.9	10.8	-30%	-1%	136	100	-26%
Sunac	1918 HK	47.8	27.9	22.4	22.1	13.6	12.9	14.0	11.0	10.8	8.7	9.8	8.0	8.2	-60%	2%	597	169	-72%
Times	1233 HK	9.1	7.1	2.5	4.6	3.6	4.5	5.2	2.8	2.3	2.1	2.1	1.6	1.6	-83%	2%	96	40	-58%
Vanke A	000002 CH	63.6	35.6	29.4	41.5	30.8	30.8	47.2	33.7	31.0	34.7	32.1	30.4	39.8	-37%	31%	628	417	-34%
Yuxiu	123 HK	20.1	5.0	2.8	6.0	12.5	8.3	14.3	6.0	8.1	16.7	11.1	11.8	22.1	10%	87%	115	125	9%
Yuzhou	1628 HK	7.4	4.5	3.4	3.5	2.6	2.9	4.0	3.0	2.6	2.3	2.8	2.2	1.8	-76%	-19%	105	36	-66%
Zhenro	6158 HK	10.0	7.9	3.5	2.6	2.3	2.3	2.7	2.1	1.7	1.9	2.2	1.7	2.6	-75%	48%	146	33	-77%
Zhongliang	2772 HK	16.3	8.4	6.4	6.8	4.1	6.0	7.0	4.7	4.2	4.5	5.5	4.4	4.0	-75%	-9%	172	66	-62%
Zhongnan	000961 CH	14.5	4.6	5.6	6.1	4.9	5.0	6.8	4.9	5.0	4.8	5.1	4.4	7.7	-47%	74%	197	65	-67%
Aggregate		629.3	333.0	270.5	376.2	283.5	321.9	503.3	343.4	345.8	362.7	364.9	315.7	430.9	-32%	36%	7,158	4,255	-41%
Median															-53%	10%			-50%
SOE Median															3%	70%			-12%
POE Median															-66%	8%			-56%
Top 30 (attributable)		494	274	206	278	232	259	408	281	300	295	303	302	396	-20%	31%	5,948	3,535	-41%
Top 50 (attributable)		625	343	258	325	289	311	486	337	357	342	362	355	455	-27%	28%	7,391	4,220	-43%
Top 100 (attributable)		768	411	322	398	348	368	587	420	434	425	428	435	538	-30%	24%	8,872	5,112	-42%

Source: Company data, CRIC, Morgan Stanley Research

\* Country Garden, Logan and Longfor report attributable sales; the rest report gross sales.

## Section 11: Valuation and Share Price Performance

### Valuation summary

Exhibit 55: Industry valuation summary

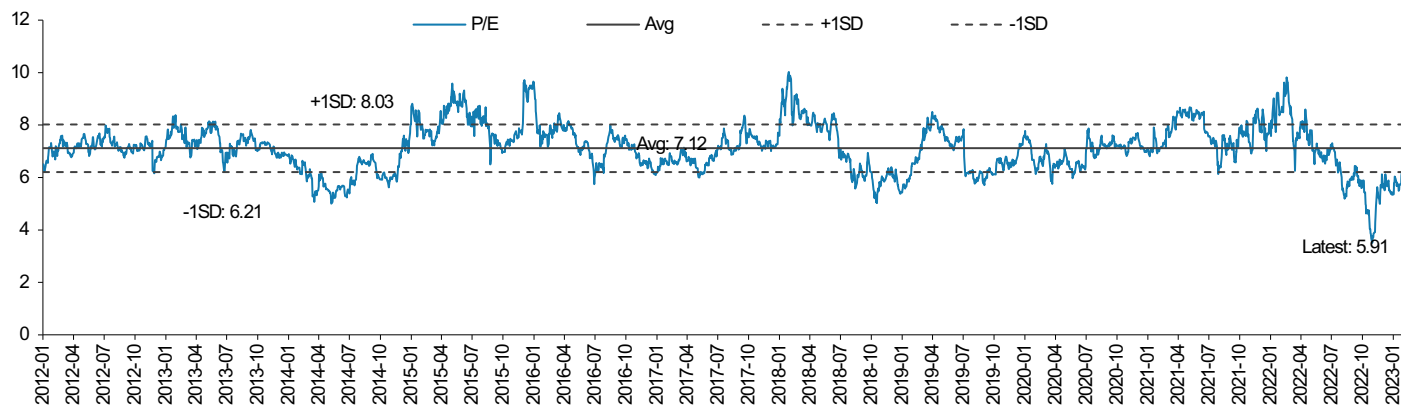
H Share	Ticker	Mkt Cap (USD mn)	Last Price (LoC)	TP	Upside	Rating	NAV (LoC)	NAV Discount	P/E			P/B		Gearing		Yield	
									2022E	2023E	2024E	2021A	2022E	2021A	1H22	2022E	2023E
Agile	3383.HK	1,605	2.52	2.20	-13%	UW	4.41	-43%	2.2	2.4	2.6	0.2	0.2	77%	73%	0.0%	0.0%
Country Garden	2007.HK	11,453	2.97	2.64	-11%	EW	3.78	-21%	6.0	5.9	5.9	0.3	0.3	45%	48%	0.0%	2.5%
CIFI	0884.HK	1,705	1.17	1.07	-9%	UW	2.13	-45%	1.9	1.7	1.7	0.2	0.2	66%	80%	0.0%	0.0%
COLI	0688.HK	31,986	21.90	26.70	22%	OW	35.58	-38%	6.4	6.0	5.9	0.6	0.6	31%	39%	4.7%	5.0%
CR Land	1109.HK	36,207	39.30	47.60	21%	OW	68.07	-42%	9.0	8.4	8.2	1.1	1.0	28%	34%	4.1%	4.4%
Jinmao	0817.HK	3,321	1.85	2.40	30%	OW	4.37	-58%	4.9	4.4	4.4	0.4	0.4	101%	94%	6.1%	8.0%
KWG	1813.HK	984	2.09	2.02	-3%	EW	3.68	-43%	2.9	2.5	2.4	0.1	0.1	79%	93%	0.0%	4.0%
Longfor	0960.HK	22,873	26.60	31.00	17%	OW	47.68	-44%	6.4	6.6	6.8	1.1	1.0	47%	55%	4.8%	4.5%
Seazen H	1030.HK	3,027	3.13	5.24	67%	OW	9.53	-67%	3.8	3.1	3.2	0.4	0.4	50%	48%	0.0%	3.3%
Vanke H	2202.HK	30,180	16.08	14.86	-8%	UW	21.23	-24%	7.1	7.7	9.1	0.7	0.6	30%	36%	4.2%	3.9%
<b>Median</b>								<b>-43%</b>	<b>5.5</b>	<b>5.2</b>	<b>5.2</b>	<b>0.4</b>	<b>0.4</b>	<b>48%</b>	<b>52%</b>	<b>2.0%</b>	<b>3.9%</b>
<b>A Share</b>																	
CMSK	001979.SZ	16,674	14.40	17.62	22%	EW	23.50	-39%	18.4	12.6	12.0	1.3	1.2	46%	53%	2.3%	4.0%
Gemdale	600383.SS	6,532	9.67	15.10	56%	OW	20.14	-52%	5.3	4.9	5.3	0.7	0.6	55%	58%	4.8%	7.0%
Poly	600048.SS	27,796	15.52	20.58	33%	OW	24.22	-36%	7.0	6.7	7.0	1.1	0.9	65%	74%	3.6%	3.7%
Seazen A	601155.SS	7,003	20.75	27.20	31%	EW	49.51	-58%	6.1	5.4	5.7	0.8	0.7	37%	39%	0.0%	1.8%
Vanke A	000002.SZ	30,590	18.09	16.12	-11%	UW	18.96	-5%	9.3	10.2	11.9	0.9	0.8	30%	36%	3.2%	2.9%
<b>Median</b>								<b>-39%</b>	<b>7.0</b>	<b>6.7</b>	<b>7.0</b>	<b>0.9</b>	<b>0.8</b>	<b>46%</b>	<b>53%</b>	<b>3.2%</b>	<b>3.7%</b>
<b>Median (A+H)</b>								<b>-43%</b>	<b>6.1</b>	<b>5.9</b>	<b>5.9</b>	<b>0.7</b>	<b>0.6</b>	<b>47%</b>	<b>53%</b>	<b>3.2%</b>	<b>3.9%</b>

Past performance is no guarantee of future results. Results shown do not include transaction costs. E = Morgan Stanley Research estimates. Source: Bloomberg, company data, Morgan Stanley Research; prices as of the close on January 30, 2023



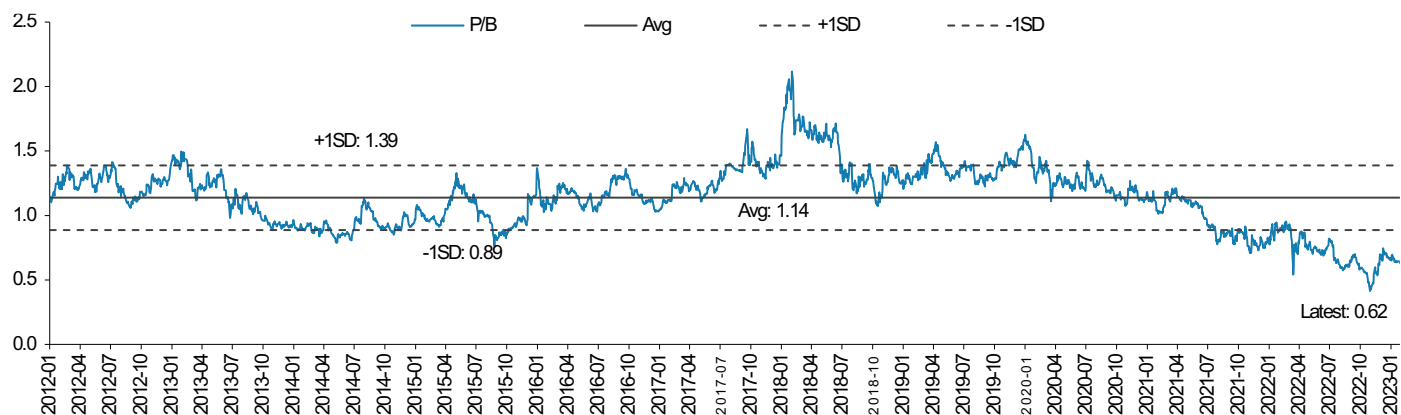
P/E and P/B charts

**Exhibit 56:** Industry 12-month forward P/E



Source: Bloomberg, company data, Morgan Stanley Research

**Exhibit 57:** Industry P/B



Source: Bloomberg, company data, Morgan Stanley Research

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STOCK RATING CATEGORY	COVERAGE UNIVERSE		INVESTMENT BANKING CLIENTS (IBC)			OTHER MATERIAL INVESTMENT SERVICES CLIENTS (MISC)	
	COUNT	% OF TOTAL	COUNT	% OF TOTAL IBC	% OF RATING CATEGORY	COUNT	% OF OTHER MISC
<b>Overweight/Buy</b>	<b>1352</b>	<b>37%</b>	<b>278</b>	<b>42%</b>	<b>21%</b>	<b>593</b>	<b>38%</b>
<b>Equal-weight/Hold</b>	<b>1659</b>	<b>45%</b>	<b>309</b>	<b>46%</b>	<b>19%</b>	<b>735</b>	<b>47%</b>
<b>Not-Rated/Hold</b>	<b>3</b>	<b>0%</b>	<b>0</b>	<b>0%</b>	<b>0%</b>	<b>0</b>	<b>0%</b>
<b>Underweight/Sell</b>	<b>651</b>	<b>18%</b>	<b>82</b>	<b>12%</b>	<b>13%</b>	<b>224</b>	<b>14%</b>
<b>TOTAL</b>	<b>3,665</b>		<b>669</b>			<b>1552</b>	

Data include common stock and ADRs currently assigned ratings. Investment Banking Clients are companies from whom Morgan Stanley received investment banking compensation in the last 12 months. Due to rounding off of decimals, the percentages provided in the "% of total" column may not add up to exactly 100 percent.

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#### INDUSTRY COVERAGE: China Property

COMPANY (TICKER)	RATING (AS OF)	PRICE* (01/30/2023)
<b>Patrick Jiang</b>		
China Jinmao Holdings Group Ltd (0817.HK)	O (12/18/2019)	HK\$1.85
KWG Group Holdings Ltd (1813.HK)	E (12/21/2022)	HK\$2.09
<b>Stephen Cheung, CFA</b>		
Agile Group Holdings Ltd (3383.HK)	U (12/07/2021)	HK\$2.52
China Merchants Shekou Industrial Zone (001979.SZ)	E (05/06/2021)	Rmb14.40
China Overseas Land & Investment Ltd. (0688.HK)	O (01/02/2019)	HK\$21.90
China Resources Land Ltd. (1109.HK)	O (01/02/2019)	HK\$39.30
China Vanke Company Ltd. (2202.HK)	U (11/30/2022)	HK\$16.08
China Vanke Company Ltd. (000002.SZ)	U (11/30/2022)	Rmb18.09
CIFI Holdings Group Company Ltd. (0884.HK)	U (11/30/2022)	HK\$1.17
Country Garden Holdings Company Limited (2007.HK)	E (10/10/2022)	HK\$2.97
Gemdale Corporation (600383.SS)	O (11/30/2022)	Rmb9.67
Longfor Group Holdings Ltd. (0960.HK)	O (01/02/2019)	HK\$26.60
Poly Developments and Holdings Group (600048.SS)	O (09/15/2021)	Rmb15.52
Seazen Group Ltd (1030.HK)	O (12/13/2022)	HK\$3.13
Seazen Holdings Company Ltd. (601155.SS)	E (10/10/2022)	Rmb20.75

Stock Ratings are subject to change. Please see latest research for each company.

\* Historical prices are not split adjusted.

## INDUSTRY COVERAGE: China Property Management &amp; Services

COMPANY (TICKER)	RATING (AS OF)	PRICE* (01/30/2023)
<b>Cara Zhu</b>		
China Overseas Property Holdings Ltd (2669.HK)	O (12/08/2021)	HK\$10.62
Greentown Service Group Co Ltd (2869.HK)	E (09/15/2022)	HK\$5.80
Jinke Smart Services Group Co. (9666.HK)	E (09/15/2022)	HK\$14.00
KWG Living Group Holdings Ltd. (3913.HK)	U (12/08/2021)	HK\$1.88
Poly Property Services Co Ltd (6049.HK)	O (09/15/2021)	HK\$56.90
Powerlong Commercial Management Hlgs Ltd (9909.HK)	O (08/20/2021)	HK\$6.69
<b>Chloe Liu</b>		
A-Living Services Co Ltd (3319.HK)	U (04/19/2021)	HK\$10.04
Central China New Life Ltd (9983.HK)	U (04/19/2021)	HK\$3.45
China Resources Mxc Lifestyle Services (1209.HK)	O (06/30/2021)	HK\$45.25
Country Garden Services Holdings Co Ltd (6098.HK)	O (08/27/2020)	HK\$21.45
Ever Sunshine Lifestyle Services Grp Ltd (1995.HK)	E (12/05/2022)	HK\$4.43
Shimao Services Holdings Ltd (0873.HK)	U (04/20/2022)	HK\$2.97
Sunac Services Holdings Ltd (1516.HK)	E (04/20/2022)	HK\$3.98

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\* Historical prices are not split adjusted.