

## China Property

## Quality developers' monthly land acquisition tracker – Feb

Industry Overview

## Quality names' land acquisition in Feb.

In Feb. 2024, the largest quality developers that we track (the largest SOEs, along with Vanke and Longfor) spent RMB22.8bn on land acquisitions (on a gross basis), representing 28% YoY decrease and 117% MoM increase – we believe the large YoY decline in land acquisitions was probably due to quality developers' more cautious stance towards land investments amid weak new home sales volume and prices.

During 2M24, the largest quality developers' land acquisition spending was down 47% YoY. During 2M24, only CRL spent a significant amount (RMB18.7bn on a gross basis). Longfor resumed land acquisitions in Feb., with a small land parcel in Xi'an worth RMB330mn for Longfor's 60% stake. Meanwhile, Vanke did not make any acquisitions in Feb.

The largest quality developers seem taking less market share in the land market: among 302 cities tracked by China Index Academy, the total land sales revenue was up by 10% YoY during 2M24. Local players and cross-industry competitors eg, construction firms were more proactive per our observations.

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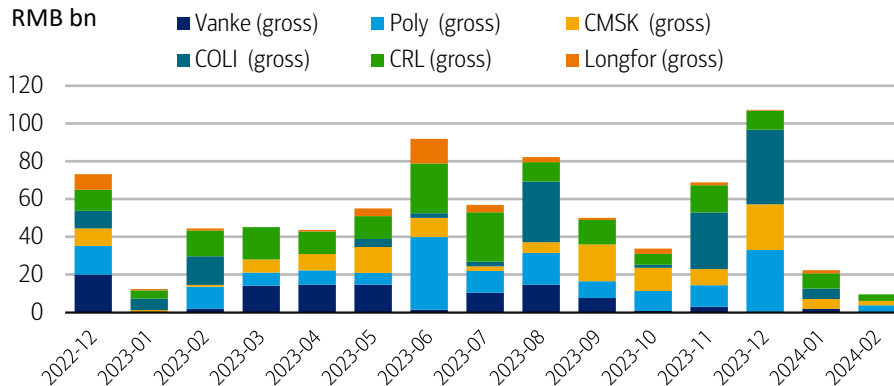
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**Exhibit 1: Quality developers' land acquisition by month**

The largest quality developers slowed down land acquisition significantly in 2024



Source: Companies; BofA Global Research

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SOEs: state-owned entities

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