China Property

NBS: 2M24 national sales value declined by 33% YoY on revised-down comps

Industry Overview

NBS: 2M24 national sales value declined by 33% YoY

According to NBS, national new home sales volume/value decreased by 24.8%/32.7% YoY in 2M24. This beat the performance of 33 major cities/top 100 developers, which recorded YoY decline of 44% (volume)/51% (value), respectively. Again, NBS restated 2M23 sales volume/value downward by 5%/3%, respectively.

Performance by tiers: According to CRIC, tier 1/2/3 cities saw -34%/-47%/-17% sales value drop YoY, respectively in 2M24. The large ASP drop was mainly driven by both city mix and apples-to-apples home price drop among tier 1&2 cities. In our view, project mix's boost to blended ASP would be much less in 2024, as projects in prime locations already took higher market share during 2023.

Completion & new starts began year with large drops

Residential completion area decreased by 20.2% YoY in 2M24 vs. 17% increase in 2023. The weak completion was in line with our cautious view of 5-10% completion decline in 2024 based on shrinking pipeline of completion despite potential 10% boost from completion aid to stalled projects. The weak beginning to the year for completions also suggested property projects' "white-list" may take some time to aid completions.

Residential new starts was down by 30.6% YoY in 2M24 vs. 20.9% decline in 2023. In our view, weak new starts should be conducive to property market's destocking.

Total Real Estate Investment was down by 9% YoY – slightly narrowed from 2023's 9.6%.

Home price correction continued

According to NBS, only 8 of 70 cities saw new home prices growth MoM in Feb, vs. 11 in Jan. **MoM split (vs. Jan):** 1) tier 1: primary -0.3% (vs. -0.3%), secondary -0.8% (vs. -1.0%); 2) tier 2: primary -0.3% (vs. -0.4%), secondary -0.6% (vs. -0.6%); 3) tier 3: primary -0.4% (vs. -0.4%), secondary -0.6% (vs. -0.7%). YoY split (vs. Jan): 1) tier 1: primary -1.0% (vs. -0.5%), secondary -6.3% (vs. -4.9%); 2) tier 2: primary -1.1% (vs. -0.4%), secondary -5.1 (vs. -4.4%); 3) tier 3: primary -2.7% (vs. -2.1%), secondary -5.1% (vs. -4.5%).

According to Centline's secondary home price index released earlier: tier 1 cities' secondary home price correction continued in Beijing, Guangzhou and Shenzhen at 1-2% MoM on average. The silver-lining is Shanghai's secondary home price index saw stabilization in Feb.

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Equity China Real Estate/Property

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NBS: National Bureau of Statistics

CRIC: China Real Estate Information Center

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NBS property data summary

Exhibit 1: NBS property data summary

Home sales value decreased by 33% YoY in 2M24

	2M24
Sales volume	-24.8%
Sales value	-32.7%
New Starts	-30.6%
Total REI	-9.0%
Residential REI	-9.7%
Completion	-20.2%
Under Construction	-11.4%

Source: NBS, BofA Global Research

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Exhibit 2: 2M23 data restatement

NBS seems to have restated the 2M23 sales volume/ value lower by 5.0%/3.0%

	2M23 revised	2M23 historical	Var.	
Sales volume (mn sqm)	127.1	133.9		-5.0%
Sales value (Rmb bn)	1,371.0	1,413.4		-3.0%
New Starts (mn sqm)	97.9	98.9		-1.0%
Total REI (Rmb bn)	1,301.3	1,366.9		-4.8%
Resi REI (Rmb bn)	977.1	1,027.3		-4.9%
Completion (mn sqm)	96.4	97.8		-1.4%

Source: NBS, BofA Global Research

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Exhibit 3: Table 1: China YTD property market statiscitcs

Tier 1 &2 cities outperformed during 2M24

Sales value (Rmb bn)	2022	2023	2M23	2M24	YoY
National	10,900	10,299	1,371	923	-33%
First tier cities	1,612	1,596	224	135	-40%
Tier 2 cities	3,317	3,369	513	261	-49%
Lower tier cities	5,972	5,335	634	527	-17%
Sales volume (Million sqm)					
National	1,030	948	127	96	-25%
First tier cities	30	29	4	3	-34%
Tier 2 cities	192	194	32	17	-47%
Lower tier cities	809	725	92	76	-17%
ASP (Rmb/sqm)					
National	10,185	10,864	10,786	9,653	-11%
First tier cities	54,396	55,528	55,957	50,634	-10%
Tier 2 cities	17,287	17,385	16,224	15,627	-4%
Lower tier cities	7,386	7,353	6,930	6,913	0%

Source: NBS, local city land transaction center, BofA Global Research



Exhibit 4: Developers' contracted sales performance in 2M24

Quality developers' contracted sales decreased 62% YoY in Febraury

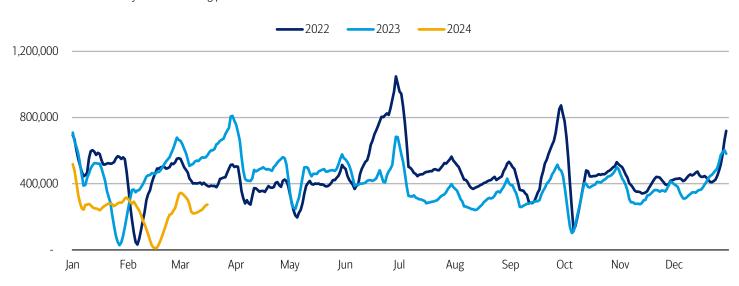
Rmb bn							
Company	Ticker	Jan-24	Feb-24	MoM	YoY	2M24	2M24 YoY
China Vanke	2202 HK	19.5	14.0	-28%	-53%	33.5	-43%
Evergrande	3333 HK	2.0	2.8	45%	-38%	4.8	-28%
COLI	688 HK	10.5	8.5	-19%	-69%	19.0	-53%
Country Garden	2007 HK	5.5	3.7	-32%	-85%	9.2	-80%
CR Land	1109 HK	11.4	9.2	-20%	-62%	20.6	-49%
Sunac	1918 HK	3.8	2.7	-27%	-75%	6.5	-64%
Shimao	813 HK	2.1	2.2	6%	-46%	4.3	-50%
Longfor	960 HK	7.0	5.8	-18%	-67%	12.8	-55%
R&F	2777 HK	0.5	0.7	44%	-67%	1.2	-66%
Agile	3383 HK	2.4	1.5	-36%	-75%	3.9	-69%
Sino-Ocean	3377 HK	1.2	0.8	-32%	-84%	2.0	-76%
Seazen	1030 HK	3.7	4.0	9%	-49%	7.7	-43%
CIFI	884 HK	3.7	2.2	-40%	-71%	6.0	-54%
Jinmao	817 HK	6.4	4.2	-35%	-71%	10.6	-56%
KWG	1813 HK	0.8	0.6	-25%	-86%	1.5	-82%
Times	1233 HK	0.5	0.3	-42%	-84%	0.8	-70%
Poly Real Estate	600048 CH	20.3	15.6	-23%	-54%	35.9	-44%
CMSK	001979 CH	12.0	9.0	-25%	-60%	21.1	-45%
Gemdale	600383 CH	5.5	5.1	-7%	-66%	10.6	-56%
Total/Average		119	93	-22%	-65%	212	-54%
Ex. Evergrande		117	90	-23%	-65%	207	-54%
SOE+Longfor		94	72	-23%	-62%	166	-49%

Source: Company fillings, BofA Global Research

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Exhibit 5: 33 cities sales volume (7 days rolling average)

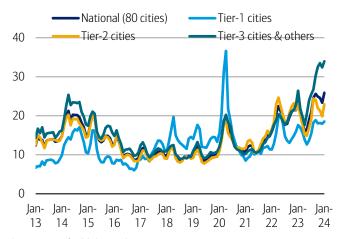
New home sales decreased by 54% YoY during past week



Source: Wind; BofA Global Research

Exhibit 7: 80 cities Inventory times (months)

Tier 3 cities saw inventory turnover months increase in January



Source: CRIC, BofA Global Research

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Exhibit 8: Total inventory in Tier-1 cities (th sqm)

Tier 1 cities' inventories decreased in January



Source: CRIC, BofA Global Research

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Exhibit 9: Total inventory in Tier-2 cities (th sqm)

Tier 2 cities' inventories kept flattish in January



Source: CRIC, BofA Global Research

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Exhibit 10: Total inventory in Tier-3 cities (th sqm)

Tier 3 cities' inventories decreased slightly in January

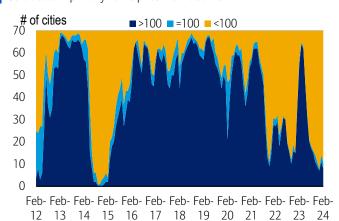


Source: CRIC, BofA Global Research

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Exhibit 10: New home price change in 70 cities

59 cities saw primary home price MoM decline

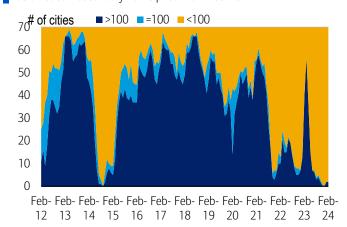


Source: NBS, BofA Global Research

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Exhibit 11: Secondary home price change in 70 cities

68 cities saw secondary home price MoM decline



Source: NBS, BofA Global Research



Exhibit 12: New home price change in 70 cities

70 cities new home price decreased by 0.4 % MoM in February

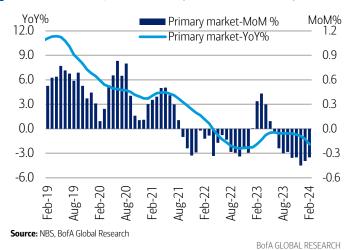
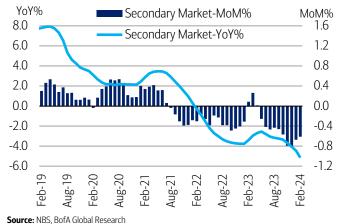


Exhibit 13: Secondary home price change in 70 cities

70 cities secondary home price decreased by 0.6 % MoM in February



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Exhibit 15: 70 cities price index

Primary home price index was down by 0.4% MoM in Feb

MoM		Primary m	Secondary Market								
	70 cities	Tier-1	Tier-2	Tier-3	70 cities	Tier-1	Tier-2	Tier-3			
Feb-23	0.3	0.2	0.4	0.3	0.1	0.7	0.1	0.0			
Mar-23	0.4	0.3	0.6	0.3	0.3	0.5	0.3	0.2			
Apr-23	0.3	0.4	0.4	0.2	0.0	0.2	0.0	0.0			
May-23	0.1	0.1	0.2	0.0	-0.3	-0.4	-0.3	-0.2			
Jun-23	-0.1	0.0	0.0	-0.1	-0.4	-0.7	-0.4	-0.4			
Jul-23	-0.2	0.0	-0.2	-0.3	-0.5	-0.8	-0.5	-0.4			
Aug-23	-0.3	-0.2	-0.2	-0.4	-0.4	-0.2	-0.5	-0.4			
Sep-23	-0.3	0.0	-0.3	-0.3	-0.5	0.2	-0.5	-0.5			
Oct-23	-0.4	-0.3	-0.2	-0.5	-0.6	-0.8	-0.5	-0.6			
Nov-23	-0.4	-0.3	-0.3	-0.4	-0.8	-1.4	-0.7	-0.8			
Dec-23	-0.5	-0.4	-0.4	-0.5	-0.8	-1.1	-0.8	-0.8			
Jan-24	-0.4	-0.3	-0.4	-0.4	-0.7	-1.0	-0.6	-0.7			
Feb-24	-0.4	-0.3	-0.3	-0.4	-0.6	-0.8	-0.6	-0.6			

Source: NBS, BofA Global Research

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Exhibit 16: China Property Valuation Summary

The sector is trading at 5.3x 24 E P/E on average

Company	BBG	BofA	Price	Mkt Cap	NAV	Disc/		P/E (x	:)	P/E	3 (x)		Div.	yield		
	tickers	Rating	(LC)	(US\$ mn)	LC/shr	Premium	23E	24E	25E	23E	24E	23E	24E	25E	26E	QRQ
C&D																
International	1908 HK	Buy	11.42	2,768	16.5	-31%	5.0	4.4	5.6	1.0	0.9	8.2%	9.1%	7.2%	6.6%	C-1-8
China Vanke	2202 HK	Buy	5.87	14,452	8.3	-29%	4.0	4.3	4.8	0.2	0.2	2.5%	2.3%	2.1%	1.6%	B-1-8
COLI	688 HK	Buy	10.98	15,363	16.5	-34%	5.0	5.3	6.3	0.3	0.3	6.0%	5.7%	4.4%	3.8%	B-1-7
CR Land	1109 HK	Buy	25.20	22,973	40.2	-37%	5.9	6.0	6.4	0.6	0.6	6.3%	6.2%	5.8%	5.5%	B-1-7
Longfor	960 HK	Buy	10.54	9,119	13.0	-19%	5.5	5.9	6.5	0.4	0.4	4.6%	3.4%	3.1%	2.8%	C-1-8



Exhibit 16: China Property Valuation SummaryThe sector is trading at 5.3x 24 E P/E on average

Company	BBG	BofA	Price	Mkt Cap	NAV	Disc/		Р/Е (х	x)	P/E	3 (x)		Div.	yield		
Seazen	1030 HK	Underperform	1.07	967	1.2	-12%	6.7	4.7	n.m	0.2	0.1	0.0%	0.0%	0.0%	0.0%	C-3-9
Average						-27%	5.2	5.3	5.9	0.44	0.41	4.6%	4.5%	3.8%	3.4%	

Source: Bloomberg, BofA Global Research



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