



# MARKETBEAT

HO CHI MINH CITY, Q3 2022

OCTOBER 2022

# OFFICE



# OFFICE – CURRENT SUPPLY



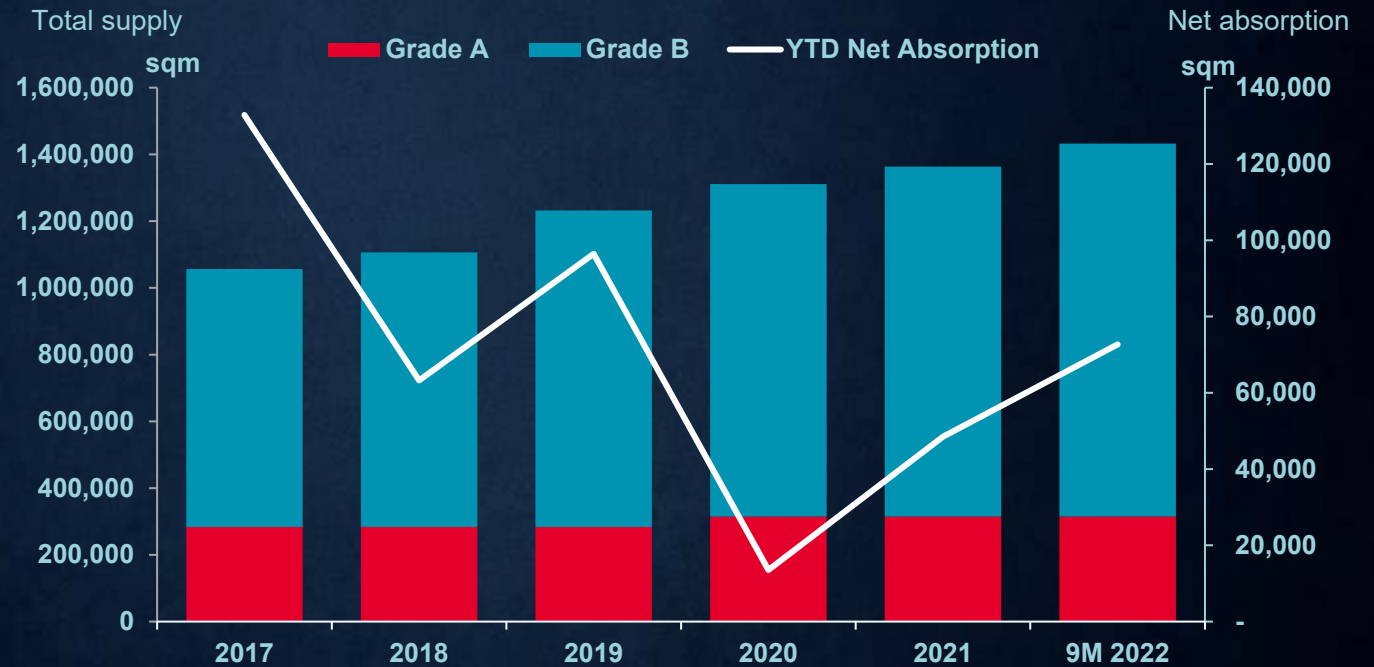
No new supply  
in Q3 2022

QoQ net absorption Q3 2022  
**21,354**sq.m

Total supply Grade A & B  
**1.43 mil** sq.m

Following the overall economic recovery, net absorption of the office market in the first 9 months of 2022 has gradually caught up with the whole-year absorption of 2019.

58% of absorption in Q3 2022 recorded in the South.



Source: C&W Vietnam

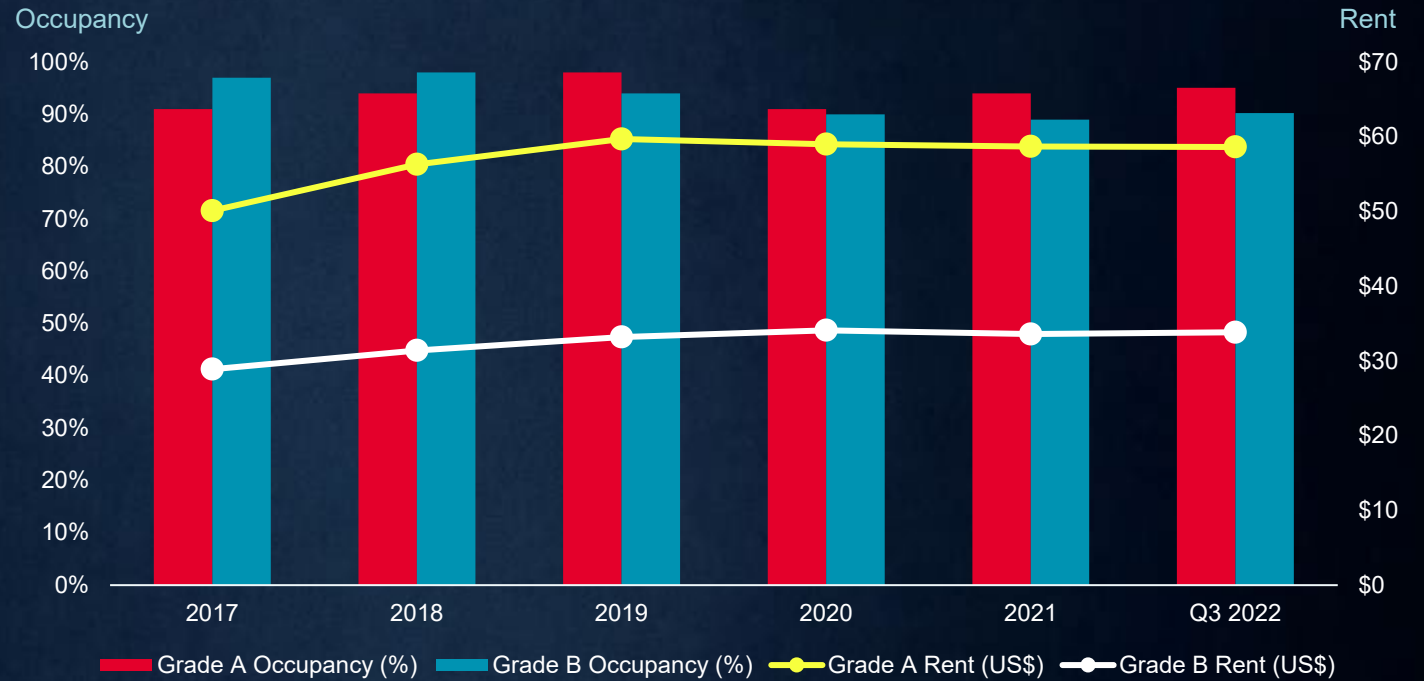
# OFFICE - PERFORMANCE



Occupancy	<b>Grade A</b> <b>95%</b>	<b>Grade B</b> <b>90%</b>
Average Rent	<b>\$59</b> /sqm/mo.	<b>\$34</b> /sqm/mo.

All rents are inclusive of SC but exclusive of VAT  
 US\$/VND = 23,570 as of September 2022

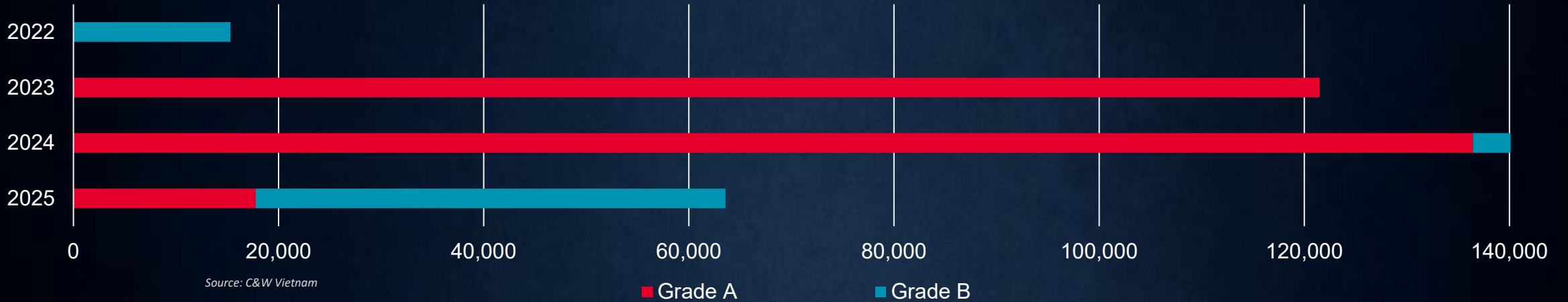
## Stable rent and occupancy throughout 9M 2022



Source: C&W Vietnam

# OFFICE - FUTURE SUPPLY

No new Grade A project in 2022



## Notable Projects



The Hallmark  
2023 – 54,500 sqm



The Mett  
2023 – 30,000 sqm



The Nexus  
2024 – 34,000 sqm



The Sun Tower  
2024 – 67,573 sqm



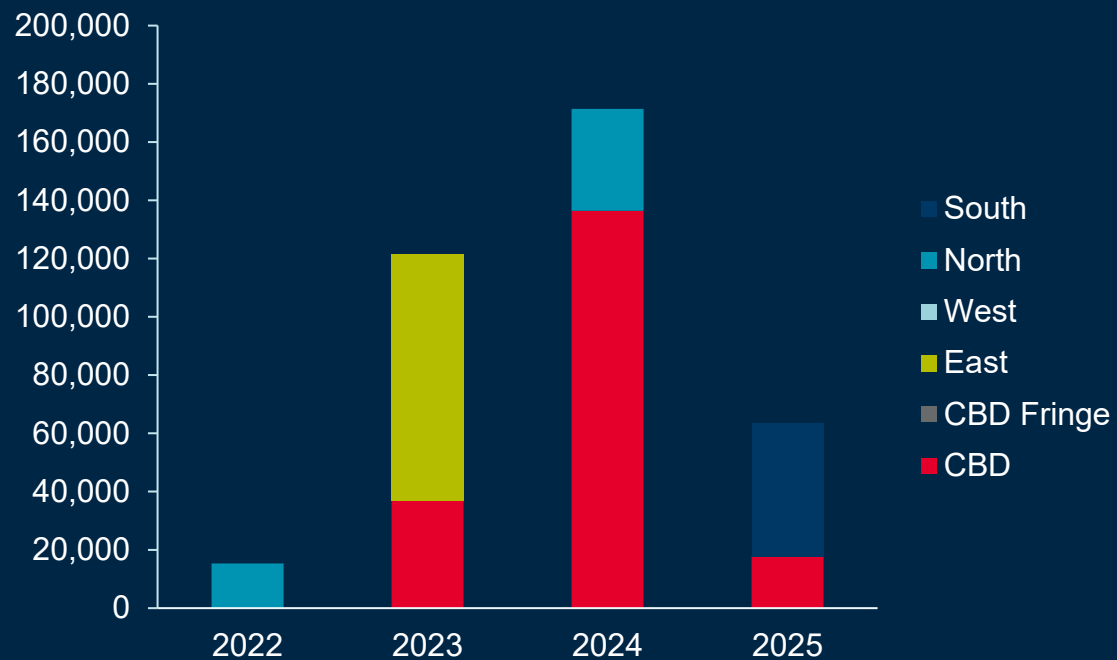
The Pearl  
2024 – 17,764 sqm



IFC One Saigon  
2024 – 34,865 sqm

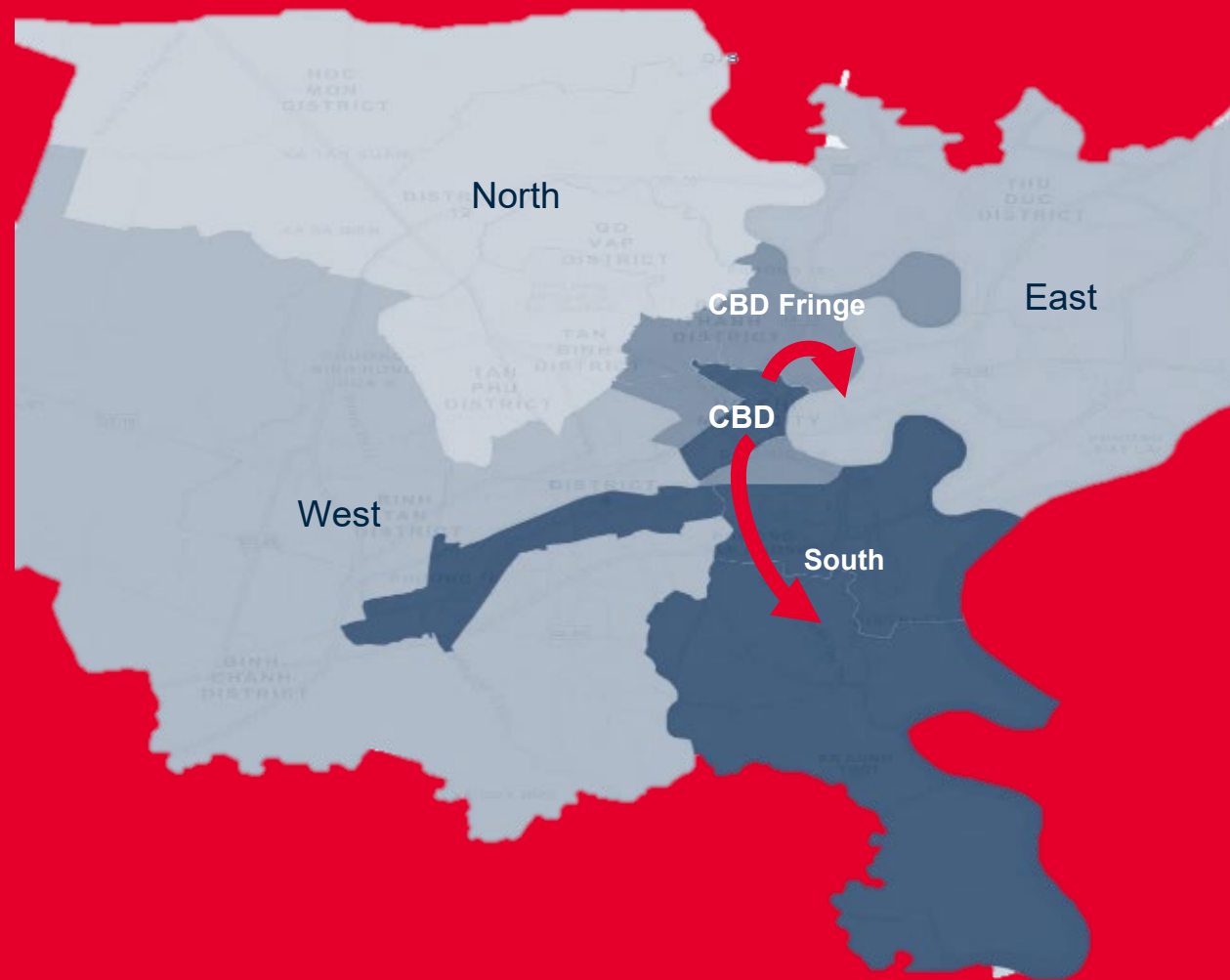
# SUPPLY VS DEMAND

The East and CBD play a major role in Grade A and B future supply



Source: C&W Vietnam

## Decentralization



# OFFICE - TRENDS



## RENOVATION & UPGRADE

Old buildings in the prime location have been starting refurbishment/renovation processes to improve the building quality and retain their tenants



## HYBRID WORK TO STAY

The desire to work more flexibly post-pandemic will continue to shape office design



## INCREASING SUSTAINABILITY STANDARDS

As values orientate to emphasize wellness and sustainability becomes a corporate priority, more developers are considering green buildings and ESG performance

# SUPPLY VS DEMAND

## Nature of Recent Office Supply

- Larger floor plate of 700 – 1,000 sqm
- Higher specifications: high-speed lifts, better efficient layout with fewer/no column(s), savings on utility costs
- More amenities: F&B outlets, banking, convenience store, shared meeting facility, etc.
- More greeneries and hangout/community spaces
- Better property management
- Hand-free technology

## Nature of Recent Demand: Most Active Industries



Technology  
(19%)  
600 – 2,500 sqm



E-Commerce / Fintech  
(16%)  
600 – 7,000 sqm



Retail  
(16%)  
150 – 3,000 sqm



Logistics  
(16%)  
1,000 – 4,800 sqm



Banking  
(10%)  
1,000 – 2,000 sqm



AT THE  
CENTER OF  
**WHAT'S**  
**NEXT**



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**THANK YOU**

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