HANOI OFFICE MARKET

Q2 2026 MarketBeat

Better never settles

MARKETBEAT
HANOI
OFFICE MARKET Q2 2026

MARKET FUNDAMENTAL

	QoQ Chg	YoY Chg
USD 32.2 Avg. Grade A Gross Rent(USD/sqm/month)	▲	▲
9,296 Net absorption (sqm) *(Grade A&B)*	▼	▼
20,440 New supply (sqm) *(Grade A&B)*	▼	▲

ECONOMIC INDICATOR H1 2026

	YoY Chg	Outlook
8.2% GDP Growth	▲	▲
4.4% Inflation (CPI)	▲	▲
34.6 FDI (Billion USD)	▲	▲

Source: Cushman & Wakefield Research, Vietnam Moody's Analytics
**Outlook is based on our Forecast from Moody's and our CW's perspective*

SUPPLY: Q2 2026 RECORDED NEW COMPLETIONS IN THE NON-CBD AREA

In Q2 2026, the market delivered approximately 20,440 sqm NLA of new supply from one Grade A project located in non-CBD areas. On a cumulative basis, total supply in H1 2026 reached over 50,300 sqm NLA across three projects (two Grade A and one Grade B), with the majority of new completions concentrated in the West. This reflects a continued development shift toward areas offering greater land availability and infrastructure advantages. Notably, all newly completed projects achieved LEED certification, indicating that ESG standards are becoming widely adopted market requirements, in line with the ongoing focus on asset quality enhancement and evolving tenant expectations. In H2 2026, approximately 60,000 sqm NLA is expected to enter the market in the West, further reinforcing its role in the office supply structure while intensifying competition within the high-quality segment.

DEMAND: DIVERGING PERFORMANCE ACROSS GRADES

The market continued to exhibit diverging performance between Grade A and Grade B segments in Q2 2026. Grade A occupancy reached approximately 77%, (-1.4 ppts QoQ; +0.4 ppts YoY). The quarterly decline was primarily driven by the addition of newly completed projects, namely Oriental Square, Rox Tower Goldmark City, and The Office , which entered the market in H1 2026 and typically require a ramp-up period for absorption, rather than reflecting any weakening in occupier demand. Leasing demand for this grade remained stable, driven mainly by coworking, electronics, banking & finance and technology companies, with a preference for high-quality buildings meeting international operational standards.

In contrast, Grade B occupancy reached approximately 83%, (+0.4 ppts QoQ; -5.3 ppts YoY). Despite the YoY adjustment, occupancy remained at a relatively stable level, reflecting resilient demand for cost-efficient options. Grade B buildings located in well-connected areas continued to attract occupiers seeking to optimize occupancy costs amid an increasingly competitive environment. Overall, these dynamics suggest the market is forming two distinct demand trajectories: one centered on quality and ESG compliance within Grade A, and another prioritizing cost efficiency within Grade B.

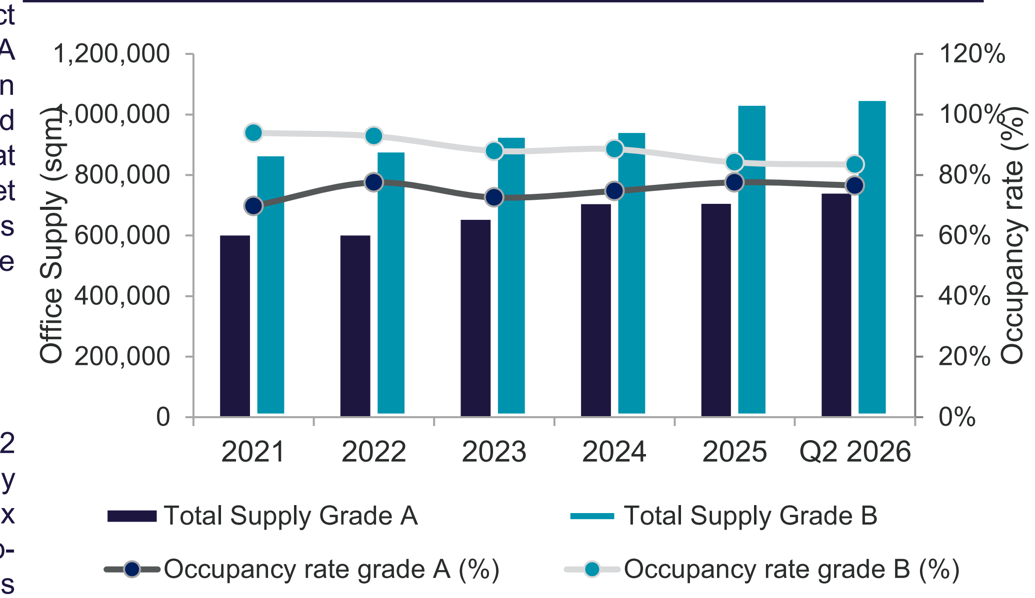
RENT: MODERATE INCREASE RECORDED BOTH QOQ AND YOY

In Q2 2026, average asking rents for both Grade A and Grade B increased slightly, reaching approximately 32.2 USD/sqm/month (+0.1% QoQ; +0.5% YoY) and approximately 21.4 USD/sqm/month (+0.2% QoQ; +0.5% YoY), respectively.

OUTLOOK: RISING COMPETITION AMID HIGH-QUALITY FUTURE SUPPLY

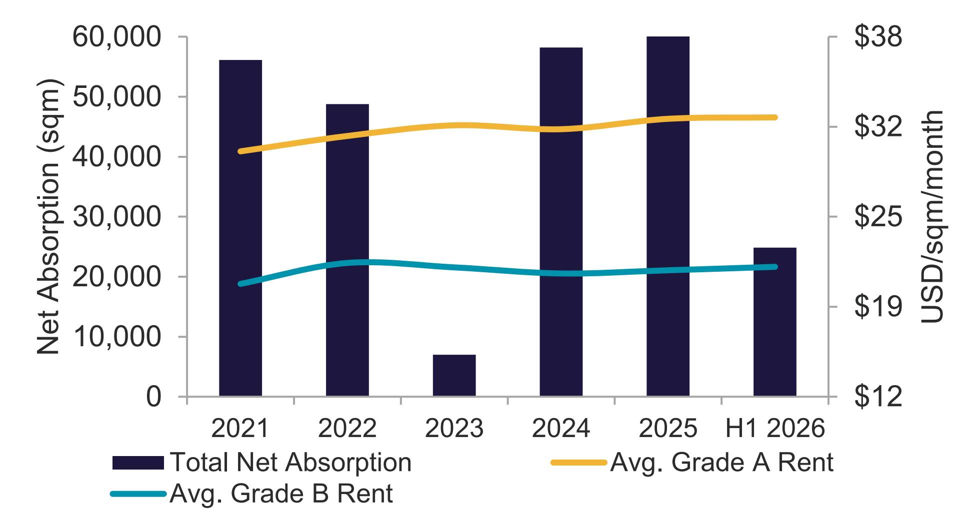
During 2026–2028 period, the Hanoi office market is projected to add approximately 400,000 sqm of new supply. The West is expected to remain the dominant contributor, accounting for around 83% of the future pipeline and reinforcing its role as the market's primary development hub. As new projects are increasingly delivered with higher technical specifications and green building certifications, competitive pressure on existing stock is expected to intensify, particularly for older assets. This trend is likely to encourage landlords to reposition their properties through refurbishment, upgrades, and operational improvements to maintain competitiveness and align with evolving tenant requirements.

CURRENT CUMMULATIVE SUPPLY Q2 2026



Source: Cushman & Wakefield Research, Vietnam

MARKET PERFORMANCE Q2 2026



Source: Cushman & Wakefield Research, Vietnam

Note: Gross Rent is calculated based on Net Leasable Area (NLA), inclusive of Service Charges.

USD/VND exchange rate in Q2 2026 = 26,350.

Rents quoted in VND may vary depending on the prevailing exchange rate at the time of lease execution.

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MARKET STATISTICS

	NEW SUPPLY (SQM)	NET ABSORPTION (SQM)	TOTAL SUPPLY (SQM)	OCCUPANCY RATE (%)		AVG. ASKING GROSS RENT (USD/SQM/MONTH)	
				Grade A	Grade B	Grade A	Grade B
YTD 2026	50,392	26,843	1,798,669				
Q2 2026	20,440	9,296	1,798,669	76.81%	83.4%	$32.2	$21.4
QoQ	▼32%	▼47%	▲1.1%	▼1.4 ppts	▲0.4 ppts	▲0.1%	▲0.2%
YoY	-	◀▶	▲7.7%	▲0.4 ppts	▼5.3 ppts	▲0.5%	▲0.5%

Source: Cushman & Wakefield Research, Vietnam
All rents are inclusive of service charges and exclusive of VAT
USD/VND = 26,350 as of Q2 2026
Rents quoted in VND may vary depending on the prevailing exchange rate at the time of lease execution.

FUTURE SUPPLY BY SUBMARKET 2026 – 2028F

SUBMARKET	NFA (sqm)
Secondary	38,159
West	308,974
Suburban areas	52,500
TOTAL	**399,633**

NOTABLE PROJECTS LAUNCHED Q2 2026

PROJECT	GRADE	SUBMARKET	DEVELOPER	NFA(SQM)
The Office	A	Ba Dinh	TID Group	20,440

NOTABLE UPCOMING PROJECTS

PROJECT	GRADE	SUBMARRKET	DEVELOPER	NFA(SQM)	EXPECTED LAUNCHING TIME
IFC Hanoi	A	Bac Tu Liem	JR22 Viet Co., Ltd	59,724	2026

Note: Provided information is subject to change/updated depending on the developer's plan in the future

SUBMARKET	
CBD	Hoan Kiem
Secondary	Ba Dinh, Dong Da, Hai Ba Trung, Tay Ho, Thanh Xuan
West	Cau Giay, Bac Tu Liem, Nam Tu Liem
Suburban areas	Ha Dong, Hoang Mai, Long Bien, Dong Anh, Me Linh and other districts

MINH HOANG
COUNTRY HEAD, VIETNAM
Nguyetminh.Hoang@cushwake.com

MAI LE
ASSOCIATE DIRECTOR, RESEARCH & CONSULTANCY, VIETNAM
Mai.Le1@cushwake.com