

26th ASEAN Valuers Association Congress

Embracing Globalisation in the Region - Valuation Education, Sustainability and Standards

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Country Reports Speaker



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VIETNAM





Vietnam Country Report

AVA

Price Management Department
Vietnam Ministry of Finance

SINGAPORE
26th AVA CONGRESS

AGENDA

VIETNAM ECONOMIC OUTLOOK

VIETNAM PROPERTY MARKET

VIETNAM VALUATION INDUSTRY

A large gear icon with a white center and a thick orange ring. The number '01' is centered within the white circle.

01



Vietnam economic outlook

- Population, labor, employment
- Economic indicators

-The population of Vietnam stood at 99.19 million in January 2024.

-Vietnam's population increased by 65 5 thousand (+0.7 percent) between early 2023 and the start of 2024.

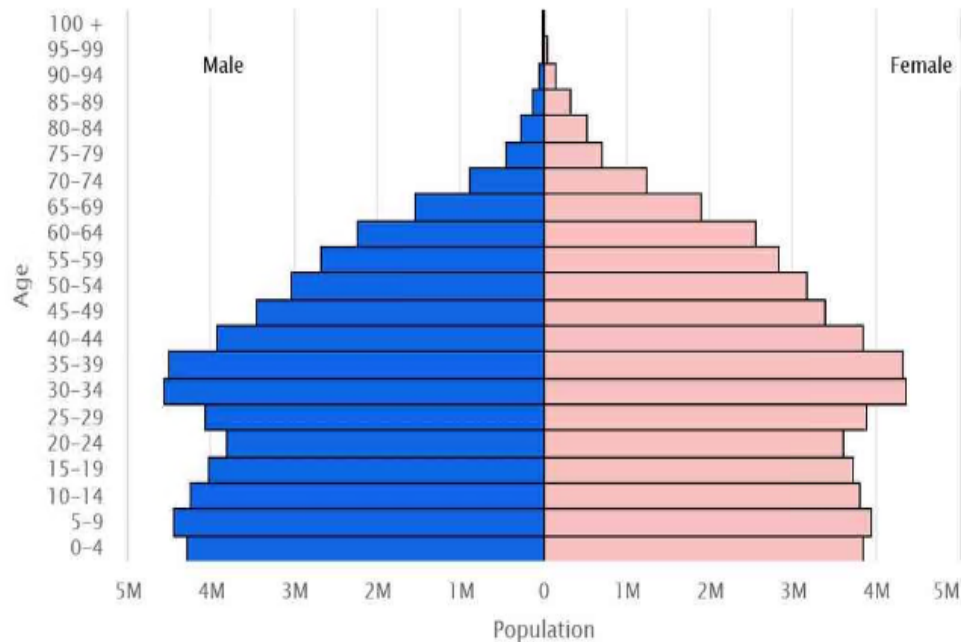


Population pyramid



50.6 percent of Vietnam's population is female, while 49.4 percent of the population is male.

2023 population pyramid:



U.S. Census Bureau, International Database




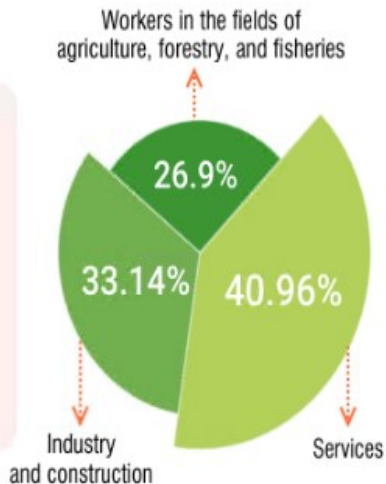
51.3 MILLION WORKERS EMPLOYED

WORKERS EMPLOYED IN Q1 2024



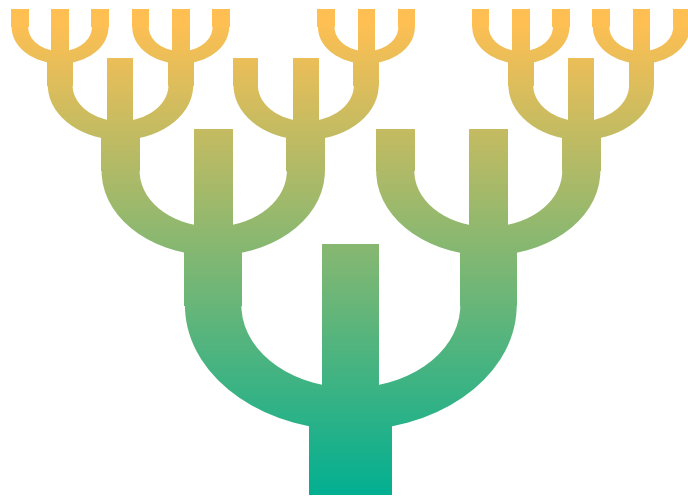
Workers employed
51.3 million

 **174,100 more people**
compared to the same period in 2023



LABOUR AND EMPLOYMENT

51.3 million people in Vietnam aged 15 and above were employed during the first quarter of 2024



IN H1 2024

CPI
increased by
4.08 percent

FDI
US\$15.2 billion

GDP
increase by 6.42%

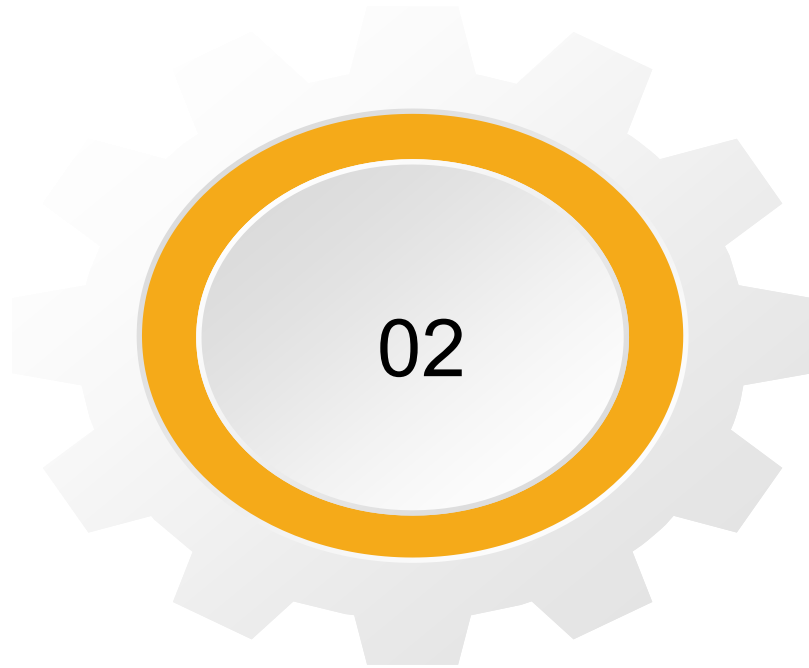


BUSINESS BREAKDOWNS
80.500 newly - established
enterprises

FOREIGN TRADE
Exports: \$US 190.08 billion
Imports: \$US 178.45 billion

FOREIGN ARRIVALS
Increase 58.4% year on year

ECONOMIC INDICATORS



Vietnam property market

- Population, labor, employment
- Economic indicators

VIETNAM PROPERTY MARKET



HANOI

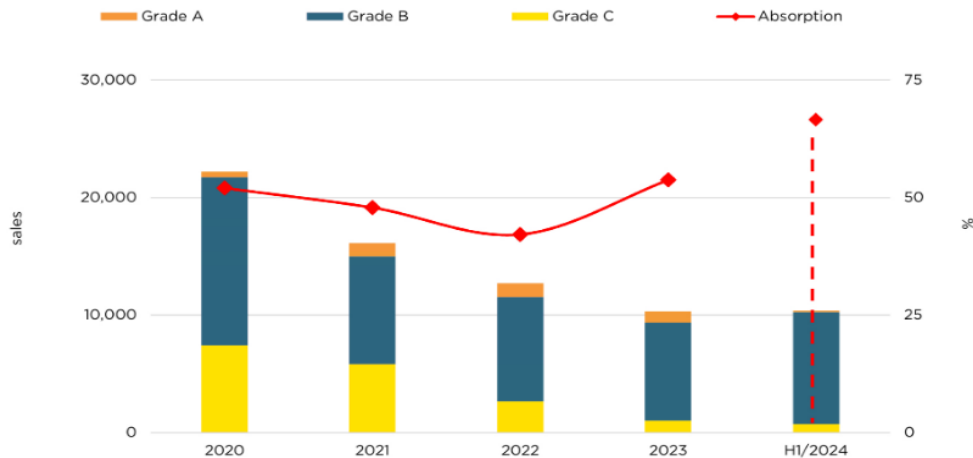


HANOI - APARTMENT



Limited New Supply
(*)

promising future growth and
affordable housing options in
suburban areas



Grade B properties
remained dominant

(*)

Figure: Ha Noi Apartment Performance Q2/2024

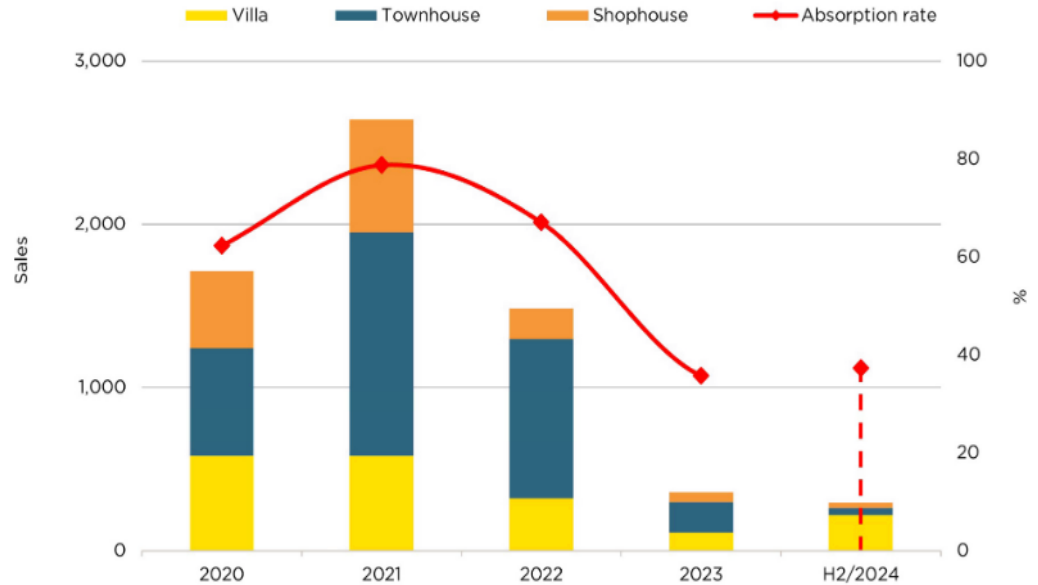
Prices
continuing to
climb
(*)



HANOI – VILLA/TOWNHOUSE



Primary stock decreased
Sales declined
Prudent Outlook



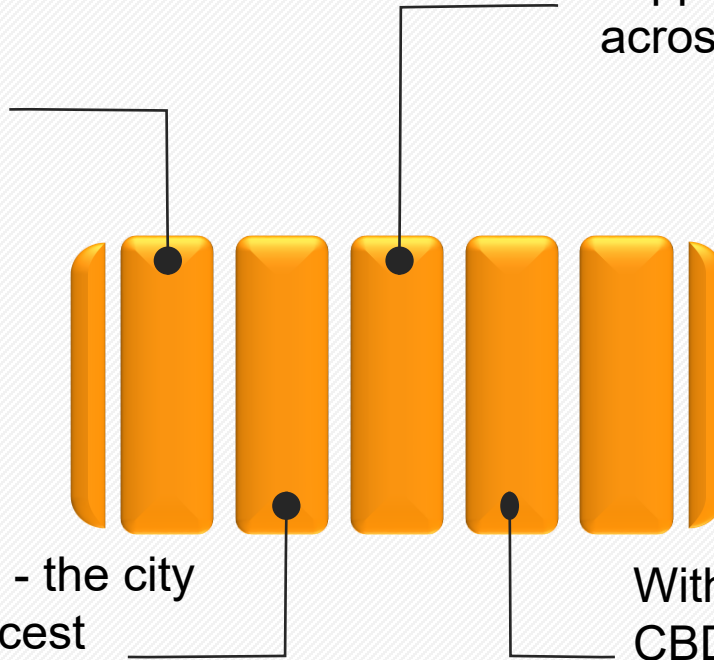
● HANOI- OFFICE



Ha Noi's office supply reached 2.13 million m2

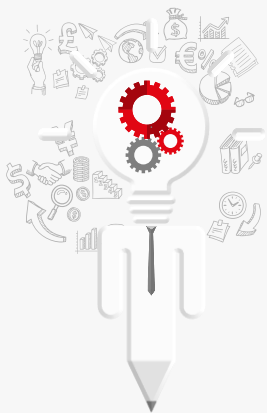


The growth rates of office supply vary significantly across different grades



The Hoan Kiem area - the city centre - had the scarcest supply (*)

With limited supply in the CBD, the relocation trend becomes inevitable



KEY FINDING

(*)

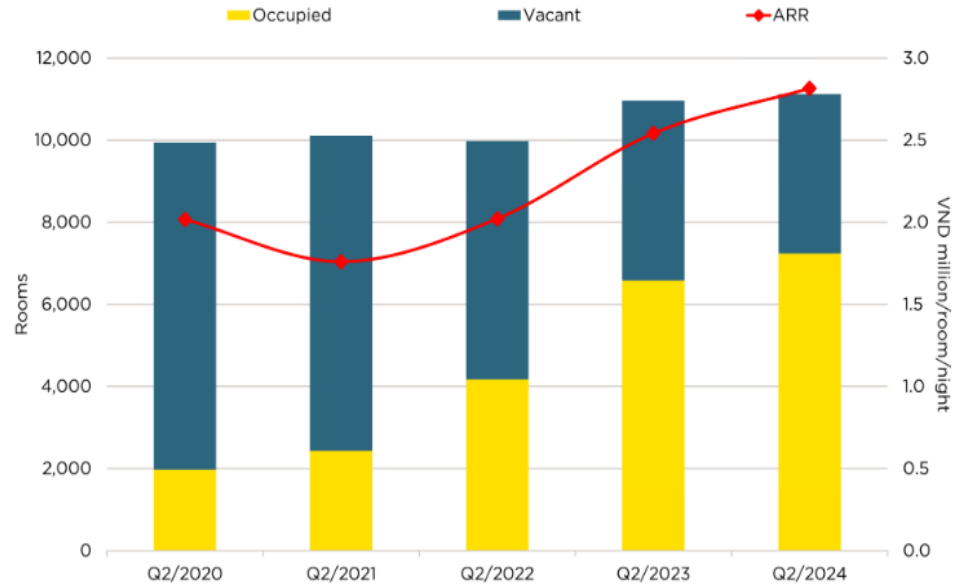
- 01 Rents rise by 5% QoQ and 15% YoY
- 02 Plans to add 288,795 m² by 2026
- 03 Major centres increased leasing space, boosting opportunities



HANOI – HOTEL



Occupancy reached 67%, rising 2 pts QoQ and 3 pts YoY, while the average room rate declined by 7% QoQ but rose by 11% YoY



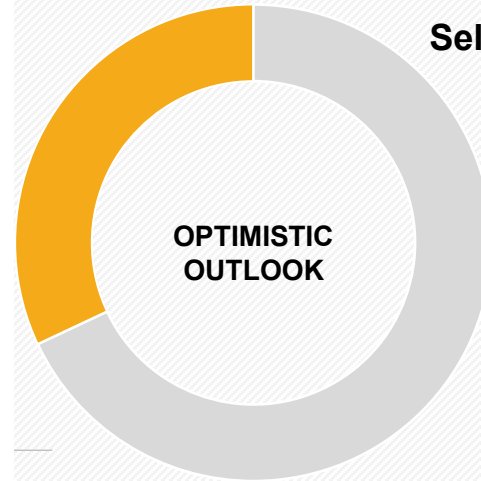
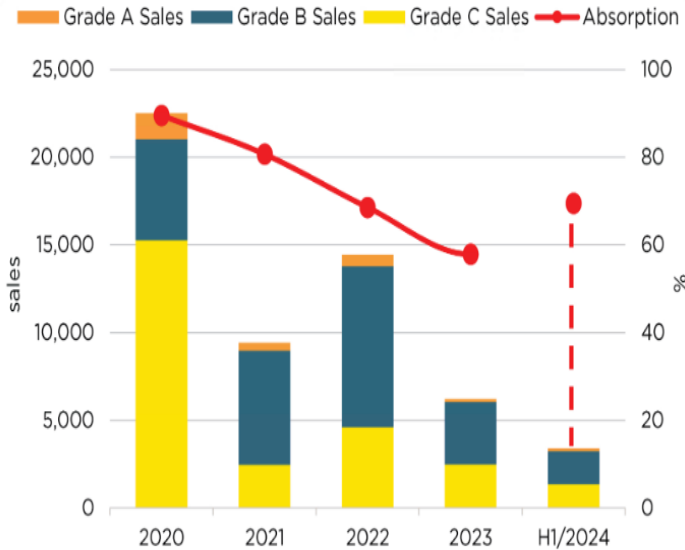
HOCHIMINH



HOCHIMINH – APARTMENT



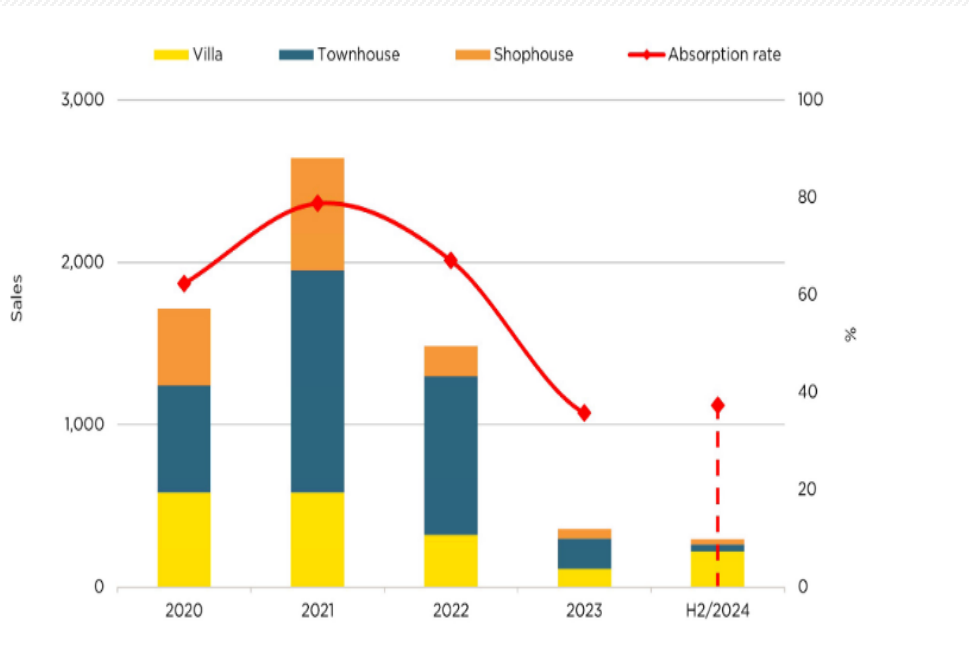
Ho Chi Minh City's real estate market saw a notable increase in new supply during the second quarter



Selling price moves resiliently



HOCHIMINH – VILLA/TOWNHOUSE



Primary stock decreased by 12% QoQ and 33% YoY to 668 dwellings

Sales slowed with 72 transactions, dropping 36% QoQ and YoY

(*)



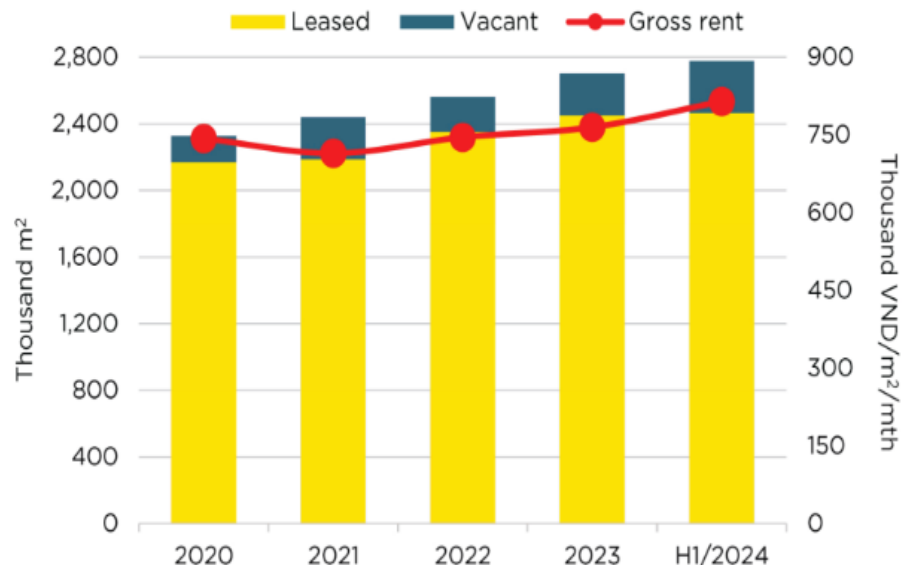
HOCHIMINH - OFFICE

Q2/2024

Rents up 2% QoQ, 8% YoY

Occupancy rising to 84%

Ho Chi Minh City anticipates
over 179,949 m² of new supply
by 2026



HOCHIMINH RETAIL



01

Future projects will add 188,000 m² by 2026, mostly outside the CBD.

Retail sales rose 10% YoY to VND 557 trillion in Q2/2024, driven by brands like Muji and Uniqlo.

02

Ho Chi Minh City aims for a 50% market share by 2025



HOCHIMINH - HOTEL

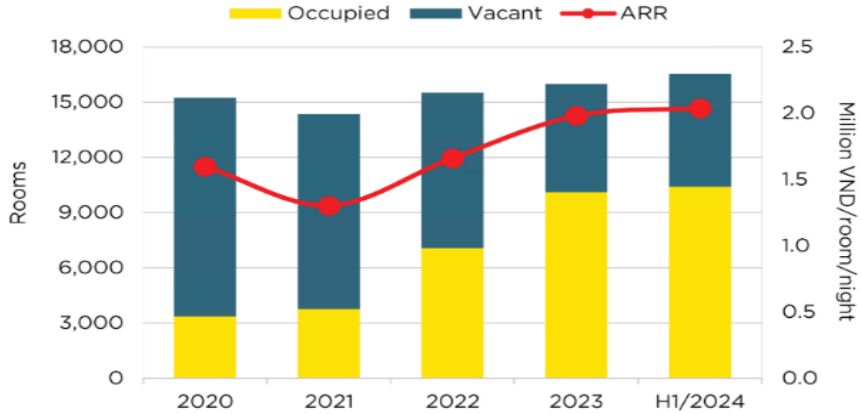


Figure: Ho Chi Minh City Hotel Performance Q2/2024



A 4% increase in leased rooms



Average room rates rose by 2% YoY



 Vietnam valuation industry

Legal document system in valuation

Vietnam is a country where valuation is firmly rooted in legislation

Ordinance
on price
2002

Law on
Price 2012

Law on
Price 2023

- Effective date
01/7/2002

- Effective date
01/01/2013

- Effective date
01/07/2024

VALUATION PROFESSIONAL



Vietnam is a country where valuation is firmly rooted in legislation which regulates the principles of valuation in great detail, ranging from the rules governing the awarding of professional qualifications to valuation methodology, the scope of professional responsibility, and even the conduct of business in this field.

Decree and Circulars

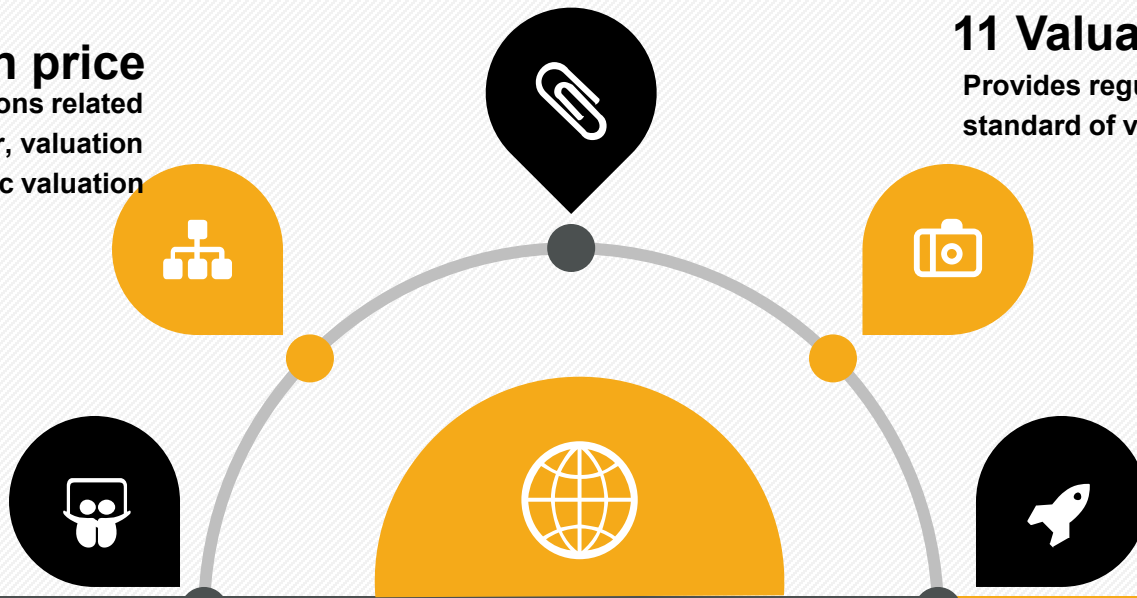
Provides regulations on valuation in detail

Law on price

Provides common regulations related to valuation, valuer, valuation enterprises, public valuation

11 Valuation Standards

Provides regulations related to standard of valuation



VIETNAM VALUATION STANDARD (Updated version)

VVS on Code of ethics

01

06

VVS on Market approach

VVS on Scope of Work

02

07

VVS on Cost approach

VVS on Bases of Value

03

08

VVS on Income approach

VVS on Valuation
document

04

09

VVS on Property valuation

VVS on data and inputs of
subject asset

05

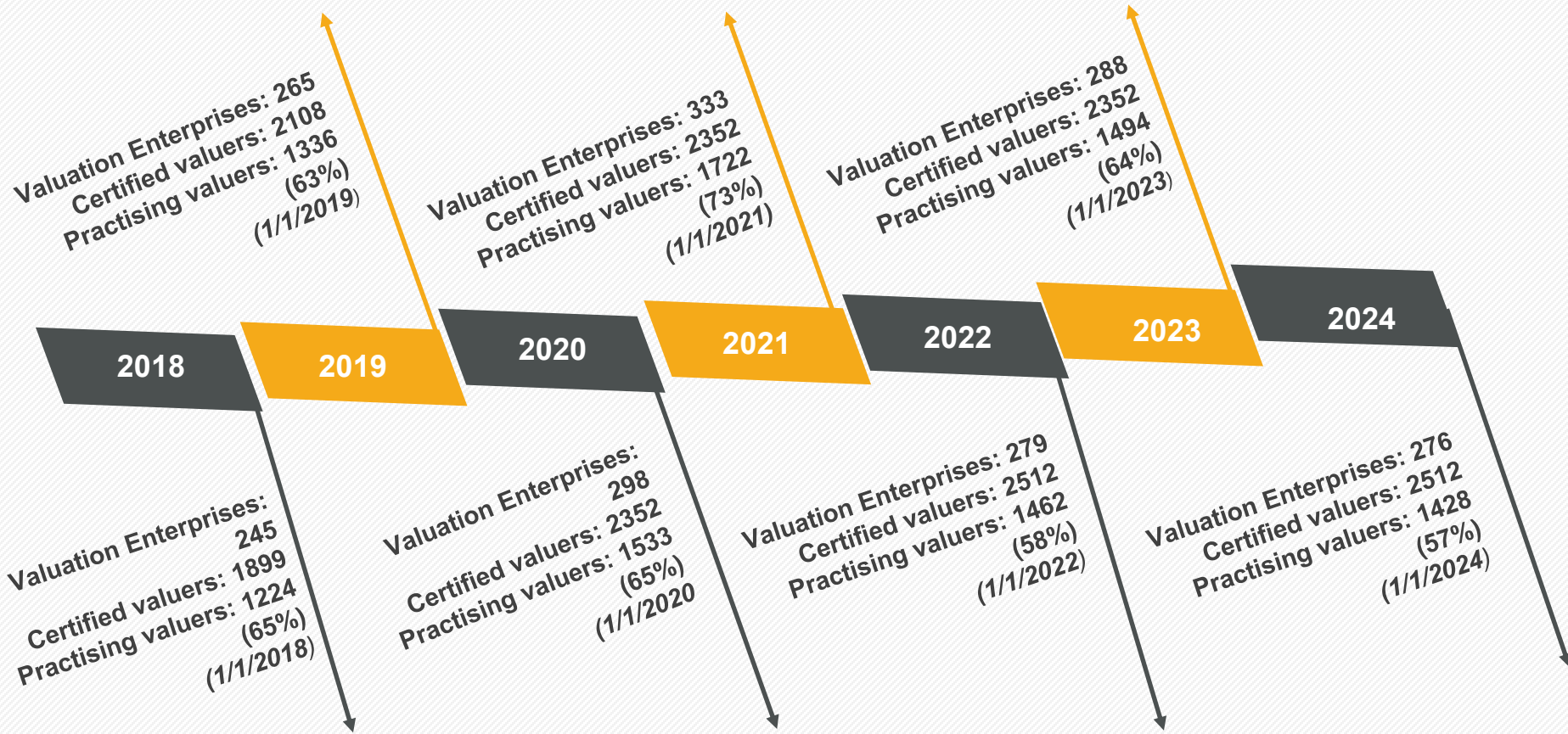
10

VVS on Intangible
Assets

11

VVS on Business
valuation

VALUATION PROFESSIONAL

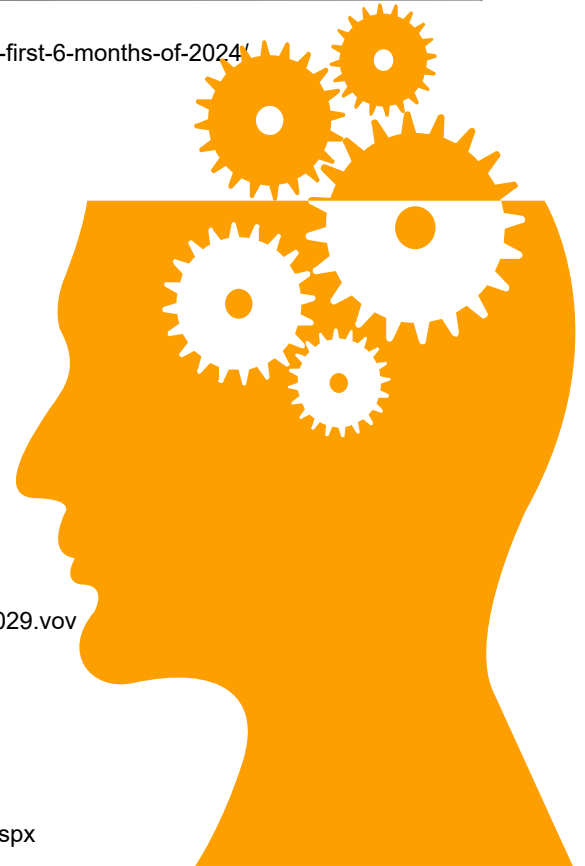




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THANK YOU

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