

China Property Weekly Wrap Week 21 Wrap - Transaction and sentiment stable; export-focused cities extended outperformance

C O N N E C T I O N S 🛢

Key highlights for the week:

Our tariff impact assessment (Exhibit 1 to Exhibit 4, more details on methodology) shows export-reliant cities outperformed broadly over the latest week: **1) transaction**: the most export-reliant cities outperformed in both primary/secondary (+9%/+3% wow in aggregated volume vs. +4%/+2% for remaining cities); **2) secondary visitor traffic** moderated 4% wow in export-reliant cities (vs. -6% for other cities) while their **secondary listing supply** tightened 7% wow (vs. -5% for other cities). **Sentiment** was largely stable in both primary/secondary markets with price expectation from both agents (CSI) and homesellers (CAI) largely flattish, while new home search activities slightly improved (+0.5% wow, 1% below the level before the tariff announcements).

Central policies: Policymakers from multiple agencies outlined their plan to advance urban renewal programs, with1) MOHURD emphasizing plans to accelerate the renovation of aging urban neighborhoods, prioritizing upgrades to outdated pipelines, improvements to supporting facilities, energy-saving retro-fits, and elevator installations where feasible; **2)** MOF pledging increased fiscal support and extended tax incentives, including exemptions in corporate income tax and urban land use tax, etc., to the participating entities; **3)** NDRC announcing a dedicated 2025 central budget for urban renewals, with project reviews currently underway and funding allocations expected by late-June; **4)** NFRA drafting dedicated loan management rules for urban renewal projects to streamline financing procedures and ensure adequate funding.

Key data points

- New homes sales volume on average was -1% wow and +3% yoy, with tier-1 and Central & Western outperforming.
- Secondary transactions on average were +3% wow and +4% yoy, with largely flattish price appreciation expectations from both agents and homeowners.
- **MTD May:** Primary GFA sold on median was +3%

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mom and was -6% yoy, where tier-1/2/3 was +5%/+3%/+3% mom and +21%/-8%/-4% yoy, respectively. Secondary GFA sold on median was -17% mom and flattish yoy, where tier-1/2/3 was -19%/-20%/-17% mom and +14%/+1%/-4% yoy, respectively.

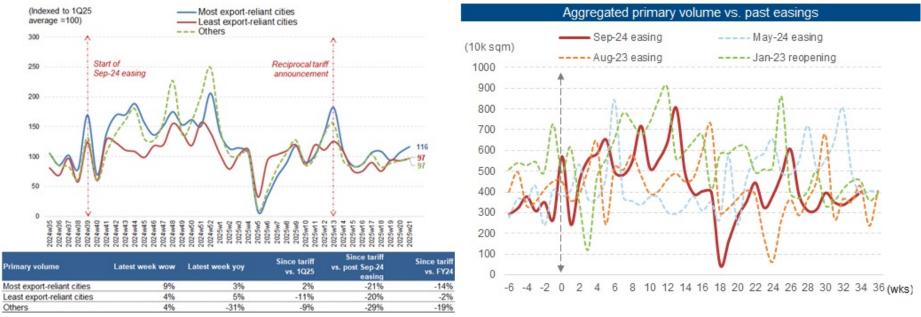
- YTD: Primary GFA sold was +1% yoy on city-average basis and +5% yoy on aggregated volume basis; secondary GFA sold was +9% yoy on city-average basis and +25% yoy on an aggregated volume basis.
- Inventory balance was -0.1% wow and -2.6% from end-24 level, with inventory months at 26.1 (vs. average 25.9 in Apr-25).
- Valuation: Offshore coverage developers on average saw share price decline -3% wow (vs. +1% for MSCI China), with CR Land (1109.HK, Buy, on CL) outperforming at +1% wow; Onshore coverage developers averaged -4% wow (vs. flattish for CSI 300) with no significant outperformer. Our offshore/onshore coverage now trades at an average 41%/23% discount to end-2025E NAV and 0.5X/0.5X 2025E P/B.

Implications:

- Property sales in c.75 cities suggest top-100 developers' presales likely to decline 11% yoy in May, vs. -7% in Apr.
- Completions: MTD <u>GSPC tracker</u> indicates high-teens level yoy decline in May-25 (vs. -28%/HSD to teens level yoy decline in Apr-25 by NBS/GSe and -17% yoy in 4M25) and -10% yoy in FY25E per GSe.
- New starts: We expect new starts to record c.20% level yoy decline in MTD May (vs. -22%/high-teens level yoy decline in Apr-25 by NBS/GSe), based on the land sales trends in 300 cities and nationwide cement shipment ratio (-3pp wow to 46%).
- Home appliance sales overall are likely to record yoy decline in MTD May, based on secondary sales trends in c.20 cities.
- **GTV for BEKE** (new and existing) likely improved 4% yoy (-3%/+8% for new/existing) in Apr-MTD May.

Exhibit 1: Over week 21, cities with the highest exports reliance saw primary volume +9% wow and +3% yoy (vs. +4% wow/+5% yoy for cities with the least exposure, and +4% wow/-31% yoy for other cities). Since the reciprocal tariff was announced, weekly average primary volume in the most export-reliant cities now stands at +2%/-21% vs. average level seen in 1025/post-Sep-24 easing (vs. -11%/-20% for the least export-reliant cities and -9%/-29% for other cities).

Comparison of tariff impact on primary sales volume by degree of exports exposure

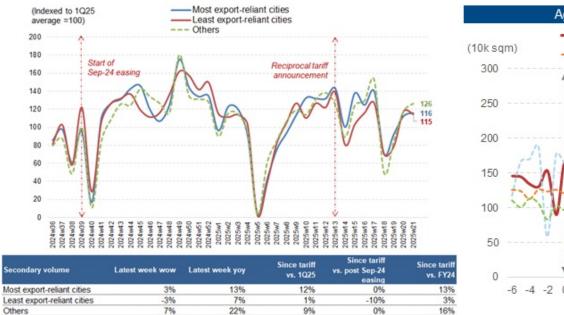


c.75 cities reported by CREIS are included for primary sales volume comparison analysis

Source: NBS, Government announcements, CREIS, Goldman Sachs Global Investment Research

Exhibit 2: Meanwhile, cities with the highest exports reliance saw secondary volume +3% wow and +13% yoy (vs. -3% wow/+7% yoy for cities with the least exposure, and +7% wow/+22% yoy for other cities). Since the reciprocal tariff was announced, weekly average secondary volume in the most export-reliant cities now stands at +12%/flat vs. average level seen in 1025/post-Sep-24 easing (vs. +1%/-10% for the least export-reliant cities and +9%/flat for other cities).

Comparison of tariff impact on secondary sales volume by degree of exports exposure



c.20 cities reported by Wind are included for secondary sales volume comparison analysis

Source: NBS, Government announcements, Wind, Goldman Sachs Global Investment Research

Exhibit 3: Latest new home search demand heat index improved 0.5% wow, recording 1%/3% below 1025/post-Sep-24 easing level on a weekly average basis since the tariff was introduced

Comparison of tariff impact on new home search activities



Latest new home search demand heat index as of week 20.

Source: Anjuke, Goldman Sachs Global Investment Research

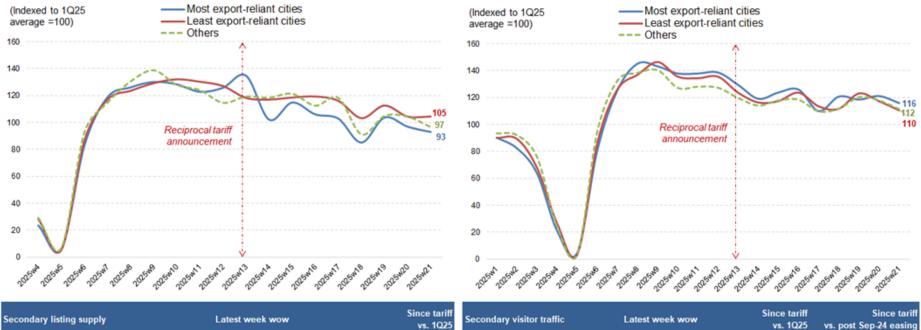
19%

17%

15%

Exhibit 4: Cities with the highest exports reliance saw secondary listing supply fall 7% wow and up +1% vs. 1025 since reciprocal tariff was announced (vs. -7%/+12% for cities with the least exposure and -1%/+9% for other cities), while their visitor traffic down 4% wow and was +19% vs. 1025 since tariff announcements (vs. -6%/+17% for cities with the least exposure and -5%/+15% for other cities)

Comparison of tariff impact on secondary visitor traffic and listing volume by degree of exports exposure



Secor	ndary listing supply	Latest week wow	vs. 1Q25	Secondary visitor traffic	Latest week wow
Most	export-reliant cities	-7%	1%	Most export-reliant cities	-4%
Least	export-reliant cities	-7%	12%	Least export-reliant cities	-6%
Other	'S	-1%	9%	Others	-5%

c.15 cities reported by Beike are included for secondary visitor traffic and listing volume comparison analysis

Source: NBS, Government announcements, Beike, Goldman Sachs Global Investment Research

-41%

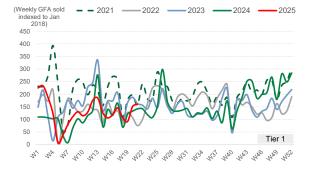
-41%

-41%

Primary market Week 21: GFA -1% wow, with tier-1 and Central & Western outperforming

Exhibit 5: Tier-1 cities' volume on average was +6% wow and +13% yoy

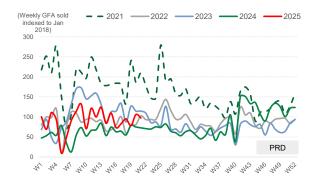
Summary of weekly transaction volume change in tier-1 cities



Source: CREIS, Goldman Sachs Global Investment Research

Exhibit 8: PRD cities' volume on average was -8% wow and +33% yoy

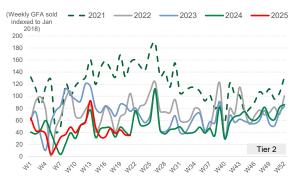
Summary of weekly transaction volume change in PRD cities



Source: CREIS, Goldman Sachs Global Investment Research

Exhibit 6: Tier-2 cities' volume on average was -3% wow and -5% yoy

Summary of weekly transaction volume change in tier-2 cities



Source: CREIS, Goldman Sachs Global Investment Research

Source: CREIS, Goldman Sachs Global Investment Research

Exhibit 9: YRD cities' volume on average was +2% wow and +1% yoy

Summary of weekly transaction volume change in YRD cities

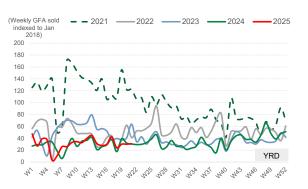
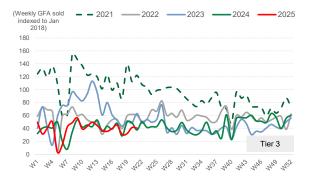


Exhibit 7: Tier-3 cities' volume on average was -2% wow and +8% yoy

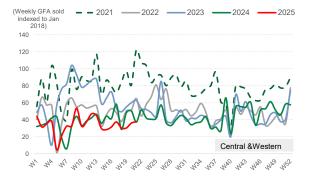
Summary of weekly transaction volume change in tier-3 cities



Source: CREIS, Goldman Sachs Global Investment Research

Exhibit 10: Central & Western cities' volume on average was +4% wow and +1% yoy

Summary of weekly transaction volume change in Central & Western cities





Primary market YTD: GFA +1% yoy, with tier-1 and Central & Western outperforming

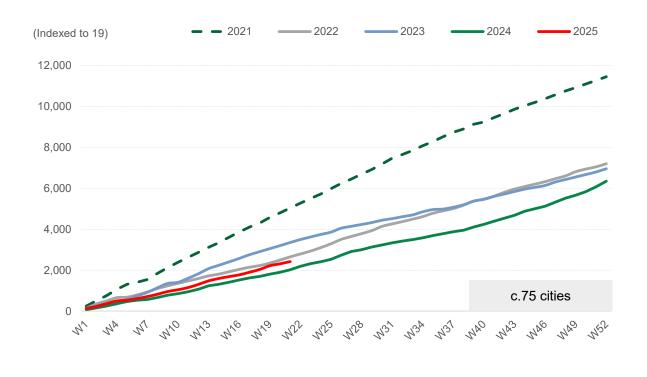
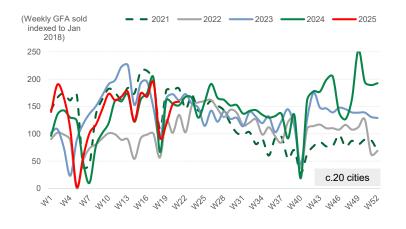


Exhibit 11: Primary GFA sold YTD on average was +1% yoy in c.75 cities, and -28%/-9% vs. 2023/2022 level

Source: CREIS, Goldman Sachs Global Investment Research

Secondary market: Week 21/YTD volumes were +3%/+9% yoy, with flattish price appreciation expectations from both agents and homeowners

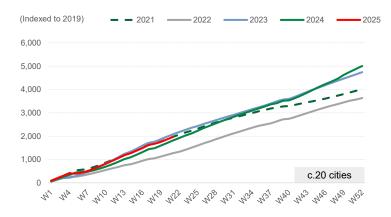
Exhibit 12: Secondary GFA sold last week was +3% wow and +4% yoy in c.20 cities Average weekly volume of secondary property sales



Source: Wind, Goldman Sachs Global Investment Research

Exhibit 13: Secondary GFA sold YTD was +9% yoy in c.20 cities, while -5%/+55% vs. 2023/2022

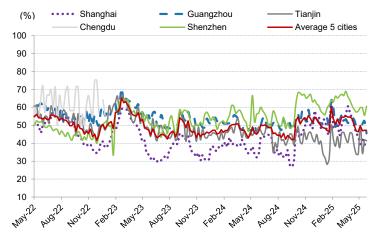
YTD 2025 secondary volume sold vs. 2021-24



Source: Wind, Goldman Sachs Global Investment Research

Exhibit 14: Average CSI was flat wow and +0.6pp yoy

Weekly Centaline Salesman Index (CSI) tracker in 5 cities

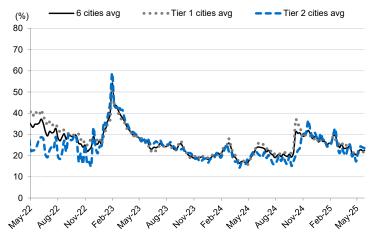


CSI refers to agents' view on property price, >50 means positive views on price increases, and vice versa.

Source: Centaline

Exhibit 15: Average CAI was +0.2pp wow and -0.9pp yoy

Weekly Centaline Seller Asking Index (CAI) tracker in 6 cities



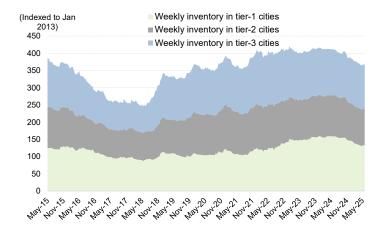


Source: Centaline

Inventory Week 21: Inventory -0.1% wow and -2.6% from end-24 level, with inventory months at 26.1 (vs. average 25.9 in Apr-25)

Exhibit 16: Tier 1/2/3 cities' inventory balance was -0.1%/+0.1%/-0.2% wow, -8.2%/-2.4%/-1.5% from end-24 levels

c.20 cities' total inventory breakdown by city tier



Source: CREIS, Goldman Sachs Global Investment Research

Exhibit 17: Tier 1/2/3 cities' inventory month was -0.1%/+0.5%/-0.8% wow, representing -1.7%/-9.0%/+0.7% from end-24 levels

c.20 cities' inventory months (12mth rolling) breakdown by city tier

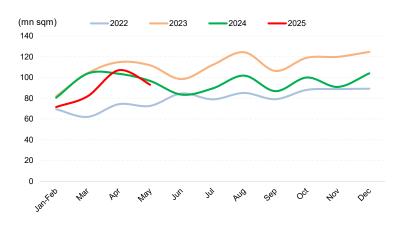


Source: CREIS, Goldman Sachs Global Investment Research

MTD GSPC implies high-teens level yoy decline/-10% yoy in completions for May-25/FY25E per GSe

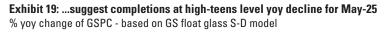
MTD <u>GS Property Completion (GSPC) tracker</u> indicates **high-teens level yoy decline in May-25** (vs. -28%/HSD to teens level yoy decline in Apr-25 by NBS/GSe and -17% yoy in 4M25) and **-10% yoy for FY25E per GSe**, based on downstream supply/demand implied from our <u>China float glass industry outlook</u> and <u>proprietary weekly float glass demand model</u>.

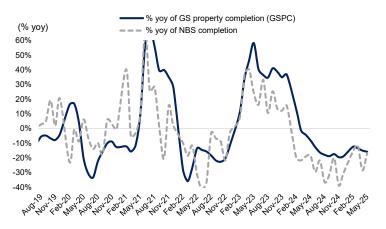
Exhibit 18: MTD GSPC tracker implied monthly completions... GSPC tracker implied monthly GFA completion - based on GS float glass S-D model



Jan-Feb refers to average level in Jan and Feb.

Source: Sublime China Information, Wind, NBS, Goldman Sachs Global Investment Research





Source: Sublime China Information, Wind, NBS, Goldman Sachs Global Investment Research

Valuations: P/B valuation at downturn trough

- Over week 21, our offshore coverage developers on average saw share price decline of -3% wow (vs. +1% for MSCI China), with CR Land (1109.HK, Buy, on the CL) outperforming at +1% wow; our onshore coverage developers averaged -4% wow (vs. flattish for CSI 300), with no significant outperformer.
- Our offshore coverage now trades at an average 41% discount to end-2025E NAV and 0.5X 2025E P/B vs. 2H2008, 2H2011 and 1H2014 troughs of 39%, 0.7X; 73%, 0.9X; 58%, 0.9X.
- Our onshore coverage trades at an average 23% discount to end-2025E NAV and 0.5X 2025E P/B vs. 2H2008, 2H2011 and 1H2014 troughs of 67%, 1.6X; 64%, 1.5X; 61%, 1.2X.

Exhibit 20: Over week 21, our offshore coverage developers on average saw share price decline of -3% wow (vs. +1% for MSCI China), with CR Land (1109.HK, Buy, on the CL) outperforming at +1% wow; our onshore coverage developers averaged -4% wow (vs. flattish for CSI 300), with no significant outperformer

Company	Ticker	Туре	Price as of	Share	price performance	
Company	HEREI	Type	5/26/2025	Past week	MTD	YTD
H-share listed			(HK\$)			
China Vanke (H)	2202.HK	Mixed ownership	5.0	-5%	-6%	-5%
COLI	0688.HK	Central SOE	13.0	<mark>-2</mark> %	-6%	5%
CR Land	1109.HK	Central SOE	25.2	1 %	-4%	12%
Seazen	1030.HK	POE	1.9	<mark>-1</mark> %	-4%	4%
Jinmao	0817.HK	Central SOE	1.0	<mark>-4</mark> %	-10%	6%
Greentown	3900.HK	Mixed ownership	9.2	-5 <mark>%</mark>	-8%	-1%
Longfor	0960.HK	POE	9.9	<mark>-2</mark> %	-6%	-1%
H-share average				<mark>3</mark> %	-6%	3%
Central SOE				-2%	-7%	8%
Mixed ownership				<mark>-</mark> %	-7%	-3%
POE				-2%	-5%	1%
MSCI China Index				1%	6%	16%
A-share listed			(Rmb)			
CMSK	001979.SZ	Central SOE	8.7	- <mark>-3</mark> %	-5%	-15%
Gemdale	600383.SS	Mixed ownership	3.9	-6%	-9%	-11%
OCT	000069.SZ	Central SOE	2.3	- <u>3</u> %	-1%	-13%
Poly	600048.SS	Central SOE	8.1	- <u>3</u> %	-4%	-9%
Vanke (A)	000002.SZ	Mixed ownership	6.6	- <mark>3</mark> %	-3%	-9%
A-share average				<mark>-4</mark> %	-4%	-11%
Central SOE				-3%	-3%	-12%
Mixed ownership				-4%	-6%	-10%
CSI 300 Index				0 %	2%	-2%
Value chain Index						
Construction mater	rials			-2%	1%	-1%
Construction comp	anies			<u>-1</u> %	2%	-5%
Building products				-2%	2%	-1%
Home appliances				0%	4%	2%
Home furnishing				<u>-1</u> %	5%	1%

Construction materials index (801710.SI), construction companies index (801720.SI), building products index (801713.SI), decoration companies index (801722.SI), home appliances index (801110.SI) and home furnishing index (801142.SI) as compiled by Wind

Source: Datastream, Wind, Data compiled by Goldman Sachs Global Investment Research

Exhibit 21: China Developers' valuation comparisons

Company	Ticker	Mkt Cap (US\$ bn)	Daily liquidity (US\$ mn) 1 mth trailing	Туре	Rating	Price as of 26/May/25	12 mth Price target	Potential upside/ downside (%)	Target price disc. to NAV	End-25E NAV	Shr price (disc)/ prem to NAV		ore P/E (x) 26E	27E		P/B (x) valuation 26E	gain) 27E	Divide 25E	end yield (9 26E	%) 27E
Developers																				
H-share listed																				
China Vanke (H)	2202.HK	1.4	22	Mixed ownership	Sell	5.0 (HK\$)	5.20	4	-35%	7.96	(37)	n.m	n.m	n.m	0.3	0.3	0.3	-	-	-
COLI	0688.HK	18.2	32	Central SOE	Buy	13.0 (HK\$)	17.30	33	-10%	19.21	(32)	8.6	7.8	7.1	0.4	0.4	0.4	4.4	4.9	5.4
CR Land	1109.HK	22.9	56	Central SOE	Buy	25.2 (HK\$)	35.80	42	-10%	39.73	(37)	6.5	5.7	5.1	0.8	0.7	0.6	5.6	6.4	7.3
Seazen	1030.HK	1.7	5	POE	Neutral	1.9 (HK\$)	2.20	16	-50%	4.47	(58)	12.2	8.9	6.8	0.3	0.3	0.3	-	-	-
Jinmao	0817.HK	1.8	6	Central SOE	Buy	1.0 (HK\$)	1.48	42	-10%	1.65	(37)	8.8	7.9	5.4	0.4	0.4	0.4	4.4	5.1	7.4
Greentown	3900.HK	3.0	17	Mixed ownership	Buy	9.2 (HK\$)	12.40	35	-15%	14.86	(38)	4.8	5.2	4.5	0.6	0.5	0.5	6.9	8.7	10.1
Longfor	0960.HK	8.8	29	POE	Buy	9.9 (HK\$)	13.50	37	-25%	18.09	(46)	10.2	9.3	8.0	0.5	0.4	0.4	3.1	3.4	4.0
H-share average								30	-20%		(41)	8.7	7.8	6.1	0.5	0.4	0.4	3.5	4.1	4.9
A-share listed																				
CMSK	001979.SZ	11.0	81	Central SOE	Neutral	8.7 (Rmb)	11.00	27	-15%	12.89	(33)	17.4	14.9	14.0	0.8	0.8	0.7	2.6	3.0	3.2
Gemdale	600383.SS	2.4	67	Mixed ownership	Sell	3.9 (Rmb)	4.00	3	-20%	5.00	(22)	n.m	n.m	n.m	0.4	0.4	0.4	-	-	-
OCT	000069.SZ	2.6	13	Central SOE	Sell	2.3 (Rmb)	2.10	(10)	-20%	n.m.	n.m.	n.m	n.m	n.m	0.4	0.4	0.4	-	-	-
Poly	600048.SS	13.4	108	Central SOE	Neutral	8.1 (Rmb)	9.90	23	-10%	10.98	(27)	19.0	19.1	16.1	0.5	0.5	0.5	2.1	2.1	2.5
Vanke (A)	000002.SZ	9.0	74	Mixed ownership	Sell	6.6 (Rmb)	6.60	(0)	-10%	7.30	(9)	n.m	n.m	n.m	0.4	0.4	0.4	-	-	-
A-share average								8	-20%		(23)	18.2	17.0	15.0	0.5	0.5	0.5	0.9	1.0	1.1
Coverage average							L	21		I	(34)	9.5	8.4	6.9	0.5	0.5	0.4	2.4	2.8	3.3
-Central SOE								26			(33)	12.1	11.1	9.5	0.5	0.5	0.5	3.2	3.6	4.3
-Mixed ownership								10			(27)	4.8	5.2	4.5	0.4	0.4	0.4	1.7	2.2	2.5
-POE								27			(52)	11.2	9.1	7.4	0.4	0.4	0.4	1.5	1.7	2.0

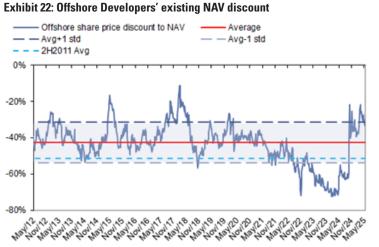
Note:

Our 12-month target prices are based on end-2025E NAV for our coverage universe except for OCT.

Our OCT TP is based on SOTP of its property development (valued by NAV) and its tourism business (valued by P/E).

CR Land is on the Asia Pacific Conviction List

Source: Datastream, Goldman Sachs Global Investment Research



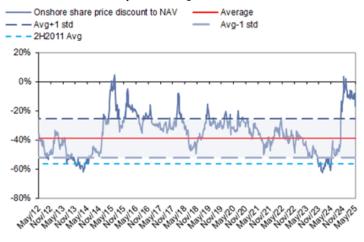
Source: Datastream, Goldman Sachs Global Investment Research

Exhibit 24: Offshore Developers' P/B



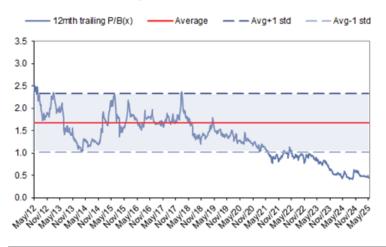
Source: Datastream, Goldman Sachs Global Investment Research

Exhibit 23: Onshore Developers' existing NAV discount



Source: Datastream, Goldman Sachs Global Investment Research

Exhibit 25: Onshore Developers' P/B



Source: Datastream, Goldman Sachs Global Investment Research

Disclosure Appendix

Reg AC

We, Yi Wang, CFA, Shi Xu and Kaiyan Jing, hereby certify that all of the views expressed in this report accurately reflect our personal views about the subject company or companies and its or their securities. We also certify that no part of our compensation was, is or will be, directly or indirectly, related to the specific recommendations or views expressed in this report.

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Growth is based on a stock's forward-looking sales growth, EBITDA growth and EPS growth (for financial stocks, only EPS and sales growth), with a higher percentile indicating a higher growth company. **Financial Returns** is based on a stock's forward-looking ROE, ROCE and CROCI (for financial stocks, only ROE), with a higher percentile indicating a company with higher financial returns. **Multiple** is based on a stock's forward-looking P/E, P/B, price/dividend (P/D), EV/EBITDA, EV/FCF and EV/Debt Adjusted Cash Flow (DACF) (for financial stocks, only P/E, P/B and P/D), with a higher percentile indicating a stock trading at a higher multiple. The **Integrated** percentile is calculated as the average of the Growth percentile, Financial Returns percentile and (100% - Multiple percentile).

Financial Returns and Multiple use the Goldman Sachs analyst forecasts at the fiscal year-end at least three quarters in the future. Growth uses inputs for the fiscal year at least seven quarters in the future compared with the year at least three quarters in the future (on a per-share basis for all metrics).

For a more detailed description of how we calculate the GS Factor Profile, please contact your GS representative.

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Quantum

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