

# Enticing home buyers

Projects with indirect discounts since May 25

| PROJECT               | PROJECT LAUNCH DATE | TOTAL UNITS SOLD SINCE MAY 25 | NO OF UNITS SOLD WITH INDIRECT DISCOUNTS SINCE MAY 25 | AVERAGE SIZE (SQM) | MAXIMUM % DISCOUNT | MINIMUM % DISCOUNT | DEVELOPER             |
|-----------------------|---------------------|-------------------------------|-------------------------------------------------------|--------------------|--------------------|--------------------|-----------------------|
| The Glades            | Sep 2013            | 76                            | 29                                                    | 72                 | 6.8                | 0.3                | Keppel Land, Vanke    |
| Lakeville             | Apr 2014            | 97                            | 20                                                    | 105                | 1.6                | 0.2                | MCL Land              |
| Riverbank @ Fernvale  | Feb 2014            | 55                            | 11                                                    | 104                | 0.6                | 0.1                | UOL Group             |
| Alex Residences       | Nov 2013            | 17                            | 8                                                     | 86                 | 2.1                | 1.0                | Singapore Land        |
| North Park Residences | Apr 2015            | 118                           | 6                                                     | 77                 | 0.3                | 0.2                | Frasers Centrepoint   |
| Coco Palms            | May 2014            | 37                            | 5                                                     | 133                | 2.4                | 0.3                | CDL                   |
| Jewel @ Buangkok      | Jun 2013            | 40                            | 5                                                     | 95                 | 1.5                | 0.3                | CDL                   |
| Pollen & Bleu         | Apr 2015            | 10                            | 5                                                     | 70                 | 5.0                | 2.0                | Singapore Land        |
| The Tembusu           | Aug 2013            | 10                            | 4                                                     | 120                | 0.1                | 0.1                | Wing Tai              |
| Corals at Keppel Bay  | May 2013            | 12                            | 3                                                     | 108                | 4.1                | 2.2                | Keppel Land           |
| Hillion Residences    | Mar 2013            | 13                            | 3                                                     | 43                 | 6.0                | 5.0                | Sim Lian              |
| Ardmore Three         | Oct 2012            | 2                             | 2                                                     | 164                | 1.0                | 1.0                | Wheelock Properties   |
| Sunnyvale Residences  | May 2014            | 5                             | 2                                                     | 97                 | 4.1                | 3.4                | Roxy-Pacific          |
| The Venue Residences  | Oct 2013            | 7                             | 2                                                     | 78                 | 18.0               | 4.0                | CDL                   |
| V on Shenton          | Aug 2012            | 13                            | 2                                                     | 77                 | 2.3                | 1.5                | UIC                   |
| D'Nest                | Mar 2013            | 6                             | 1                                                     | 118                | 0.3                | 0.3                | CDL                   |
| M5                    | Oct 2014            | 1                             | 1                                                     | 41                 | 0.7                | 0.7                | Amara Holdings        |
| The Seawind           | Nov 2011            | 3                             | 1                                                     | 63                 | 7.0                | 7.0                | Far East Organization |

Based on data downloaded on Nov 9