

Accepted Manuscript

Dynamic pricing in the Singapore condominium market

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PII: S0165-1765(14)00150-5

DOI: <http://dx.doi.org/10.1016/j.econlet.2014.04.022>

Reference: ECOLET 6322

To appear in: *Economics Letters*

Received date: 22 November 2013

Revised date: 23 April 2014

Accepted date: 23 April 2014

Please cite this article as: Fesselmeyer, E., Liu, H., Dynamic pricing in the Singapore condominium market. *Economics Letters* (2014), <http://dx.doi.org/10.1016/j.econlet.2014.04.022>

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Highlights

1. We find dynamic pricing strategies are used by Singapore condo developers.
2. There is no systematic relationship between new sales prices and time of purchase.
3. Quality-adjusted price increases and unit quality decreases over the sales period.
4. This suggests early buyers purchase high quality units at discounted prices.
5. But developers do not extend the price discount to later buyers of low quality units.

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