

DUNA HOUSE BAROMETER

The latest property market info
from Duna House network

Issue 132
Q2 2022
and June 2022



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MARKET**

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FORTHCOMING ISSUES

DATE OF ISSUE	CONTENT
12.08.2022	July 2022 data
12.09.2022	August 2022 data
12.10.2022	Q3 2022 data (including price indices and housing loan data)

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GENERAL INFORMATION CONCERNING THE CONTENT OF THE PRESENT PUBLICATION

Attention! The present publication must not serve as grounds for estimating, or making conclusions in relation of Duna House business profitability.

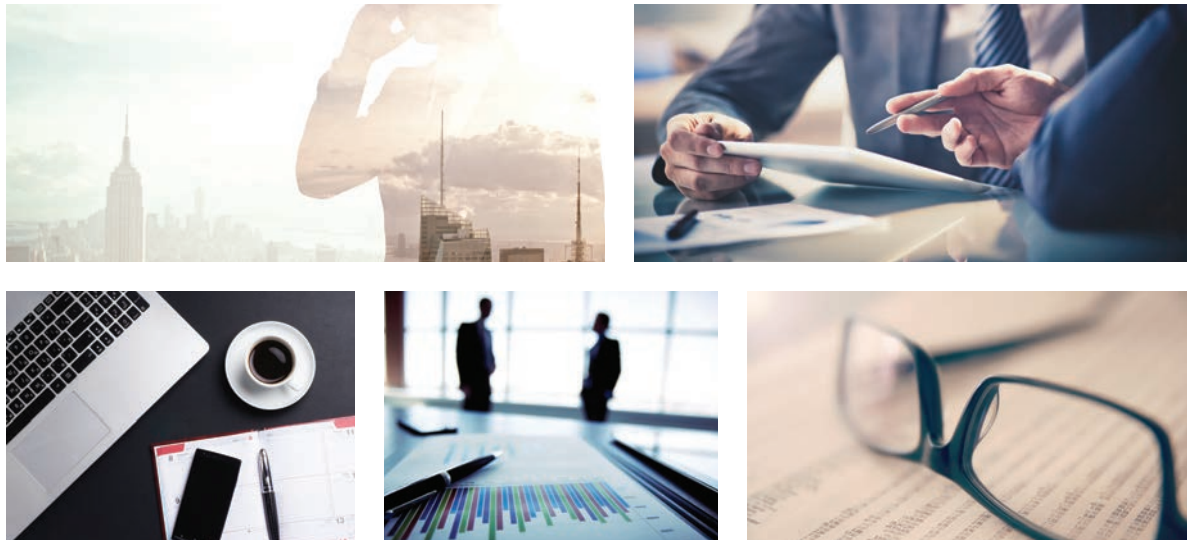
All data, information, estimates and professional statements presented in the publication are developed based on data gained from the activities of Duna House Holding members, or in some cases are based on subjective experience. Application of those for the entire Hungarian property market may require additional corrections.

Data sources – unless indicated differently at the given section – derive from the database operated by Duna House Holding, the content of which is compiled by members of the network upon their individual judgement and information gained from clients. The operator does not take responsibility for the comprehensiveness of the data. Data presented in the present publication is mainly based on parameters of property transactions in major Hungarian cities given by Duna House branch offices and agents.

For newly built apartment market data our cooperating partner is ELTINGA Property Market Research Centre and ECRS Hungary Kft, the compilers of the Budapest Property Market Report.

www.eltinga.hu





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EXECUTIVE SUMMARY

DECLINING SALES AND DEMAND, EXPLODING PRICES IN Q2 2022

The changing economic situation is also affecting the real estate market. The Duna House Demand Index showed a steady decline in the second quarter of the year, with the number of transactions also lagging compared to the same period last year. However, price growth did not stop, and all price indices increased in nominal terms compared to the first quarter of the year. Again, the strongest increase was recorded in concrete block indices, interestingly with brick and mortar apartments in Budapest showing a minimal decline in real terms.

The 10,859 sales estimated by Duna House for June 2022 show a weaker turnover compared to May and the same period of the previous year. This is confirmed by the Demand Index, which stood at 62 points in the last month of the quarter. In recent years, the epidemic situation and the related restrictions have reduced the demand for travel, so that even during the pandemic years, with the end of the school year, buyers were more active. This year, however, we are already seeing the arrival of a real summer in the property market. The first half of the market closed with nearly 75,000 transactions, a 10% decline compared to 2021 and a 25% increase compared to the pandemic year of 2020. Experts expect a more subdued real estate market in the second half of the year due to the rising interest rate environment, which could mean more help will be needed by both sellers and buyers.

There was a downward trend also in the mortgage market in June, thanks, among others, to the phased out volumes of Green Home Loans. Duna House estimates that June's 120 billion housing loans contracted are less than in the the previous month and the same period last year, but on a half-yearly basis the factual figures published by the National Bank of Hungary (MNB) for the first four months and Duna House's May and June estimates indicate a 26% increase compared to H1 2021. In the changing interest rate environment, it is no longer common for customers to choose mortgages with a term shorter than 5 years. The proportion of loans with a 10-year fixed rate or more is the highest, at 85-90% nationally. In Budapest, the average loan size is mostly north of HUF 20 million, while in rural areas less is enough to buy a home. 25.2% of borrowers also applied for the Family Home Allowance (CSOK), which is a 7 percentage point drop in popularity compared to the previous quarter.

Along with an increasing turnover speed the market is still characterised by rising prices, with transaction data showing that the more expensive properties above HUF 40, 50 and 70 million dominate the market at a national level. In Buda, 56% of properties sold were priced above HUF 900,000 per sq. m., while in Pest one-third of transactions fell into this price range. Unit prices in County Pest were also in the top group, with 32% of sales transactions concluded at prices reaching or even exceeding HUF 600,000. The trend varies by property type, with brick and mortar home prices falling in the East and West of the country, and showing a 22% rise in Buda, but concrete block homes rising by a record 25-36% across the country and in the capital, too, compared to the previous quarter. New-build properties have not become cheaper in the last quarter either, with the price per sq. m. of new homes exceeding HUF 1 million in 13 districts of the capital. Most of the apartments are on offer in districts 9, 11 and 13, with 73% of the apartments in development projects coming on the market sold almost immediately in the second quarter of 2022. According to current data, 4300 properties are still waiting for a new owner.

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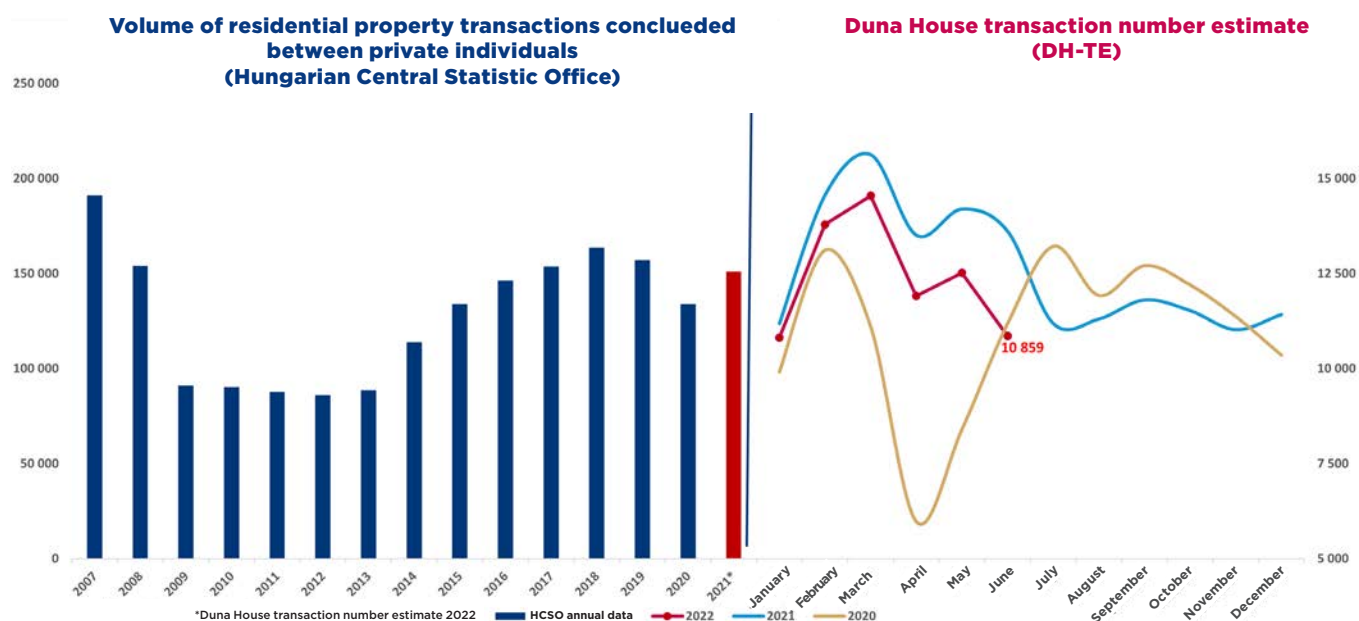
3 INTERESTING FACTS:

- **More than half of the properties sold in Buda fetched prices north of HUF 900,000 per sq. m.**
- **The regional Concrete Block Price Indices exceeded 300 points in the entire country.**
- **Concrete block units are selling fast, within 2 months in the countryside and 2.5 months in the capital.**

TRANSACTION DATA

DUNA HOUSE TRANSACTION NUMBER ESTIMATE (DH-TE) AND MORTGAGE FORECAST

Duna House presents its monthly Transaction Number Estimate (DH-TE) and Mortgage Forecast below, showing that in June 2022 10,859 property transactions were concluded and residential mortgage contracts worth HUF 120 billion were signed in the whole of Hungary.



Summer has kicked off in the real estate market. In June 2022, the 10,859 sales transactions appearing in the estimate of Duna House show a weaker turnover compared to both the previous month and the same period last year. This represents a drop of 13% and 20% compared to May and June 2021, respectively. This means that according to Duna House the first half of the year saw nearly 75,000 transactions, 10% less than in 2021 and 25% more than in the epidemic-ridden year of 2020. Experts forecast a more subdued real estate market in the second half of the year due to the rising interest rate environment, so both sellers and buyers may need more help.

The mortgage market, too, saw a downward trend in June, due in part to the volume of phased out Green Home Loans. Duna House estimates that housing loans worth HUF 120 billion were disbursed in the first month of the summer. This represents a decrease of 13-15% compared to June last year and May this year. On a half-yearly basis, based on the factual figures of MNB, the National Bank of Hungary and on the May and June estimates of Duna House, a total of HUF 753 billion of residential loans were contracted for, which represents an increase of 26% compared to the first half of 2021.

THE TABLE BELOW SHOWS MONTHLY TRANSACTION VOLUME ESTIMATES OF DUNA HOUSE.

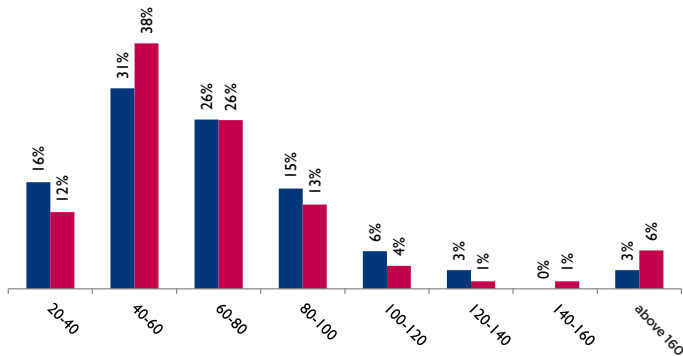
	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER
2020	9917	13,117	11,100	5971	8400	11,186	13,125	11,923	12,708	12,200	11,369	10,354
2021	11,185	14,569	15,630	13,511	14,198	13,615	11,185	11,304	11,807	11,526	11,022	11,422
2022	10,815	13,793	14,548	11,911	12,519	10,859						

Methodology behind DH-TE: Regardless of the time of year, the most important indicator of the real estate market is the annual number of sale transactions. The DH-TE figure is an estimate published by Duna House and it reflects interim approximate data. The estimate is based on the number of monthly property transactions brokered by Duna House and the estimated market share of Duna House. The estimate of the current monthly market share of Duna House is based on the following indicators: 1. Data published by the Hungarian Central Statistical Office on transactions among private individuals. Since the Statistical Office publishes data with several months' delay, market share can be adjusted retroactively which also results in a more accurate estimate as well. Please note: After 2016 and as a consequence of the boom in newly-built apartments, pre-contracted purchase transactions appear in the statistics of the Statistical Office with a delay of several months or even one or two years, after the capital transfer tax has been levied, which results in anomalies in the statistics. 2. The number of Energy Certificates issued; 3. Subjective assessment based on other management information from Duna House Holding. Please also note that DH-TE data cannot be used for defining the volume of transactions brokered by Duna House, or for estimating the business profit of Duna House Holding or for the drawing of any related conclusions.

TRANSACTION PARAMETERS IN BUDAPEST

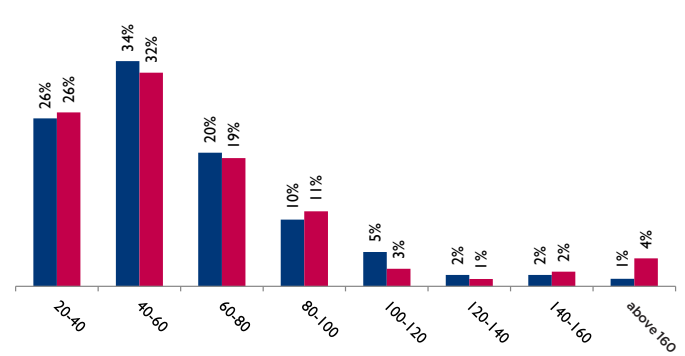
In the second quarter of 2022 properties between 40-60 sq. m. were the most popular among property buyers in both Buda and Pest. In Buda, more than half (56%) of the properties sold fetched for over HUF 900,000 per sq. m. Their share increased by 33 percentage points compared to the same period last year. In terms of house prices, the popularity of homes worth more than HUF 70 million increased significantly, with 34% of all transactions taking place in this price bracket. In Pest, the share of more expensive homes above HUF 70 million surged, increasing by 11 percentage points compared to the same period in 2021. In terms of price per sq. m., properties worth more than HUF 900,000 dominated the market on the Pest side, too.

BUDA

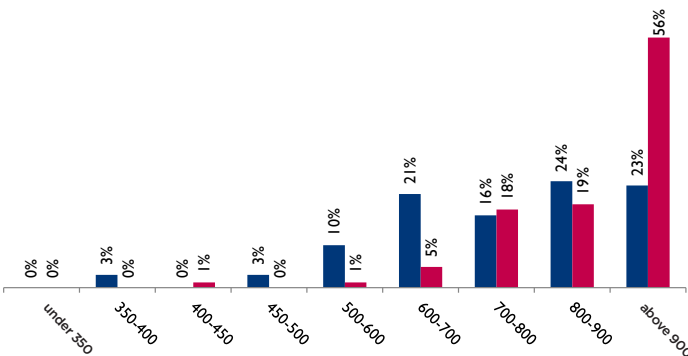


apartment size (m²)

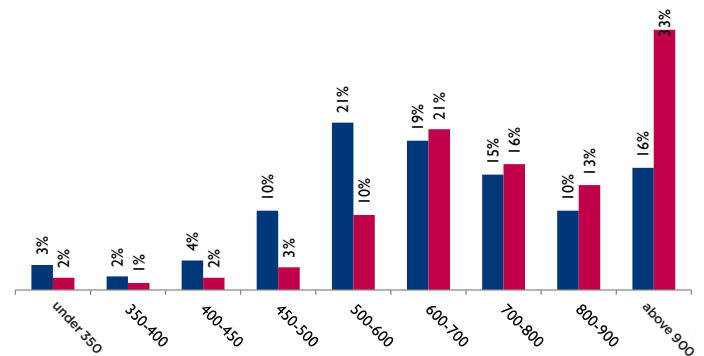
PEST



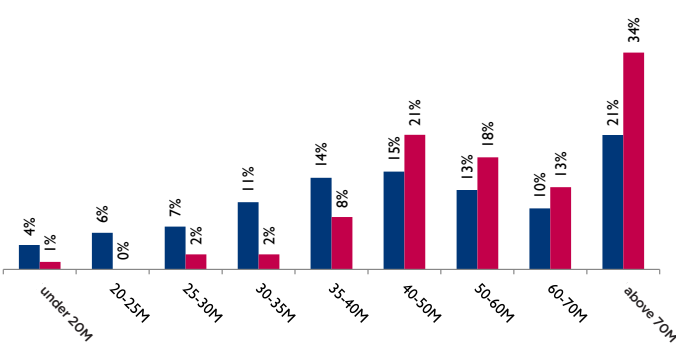
apartment size (m²)



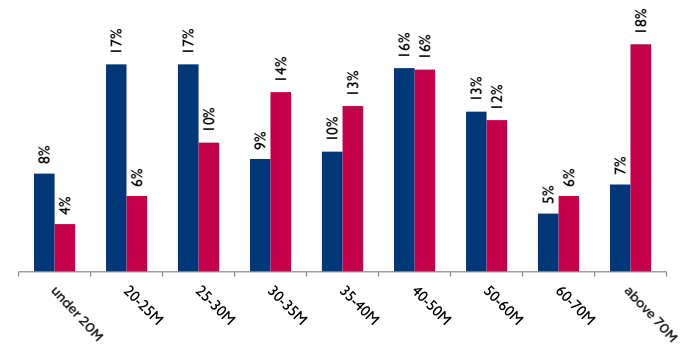
sq. m. price (in thousand HUF)



sq. m. price (in thousand HUF)



apartment price (in million HUF)

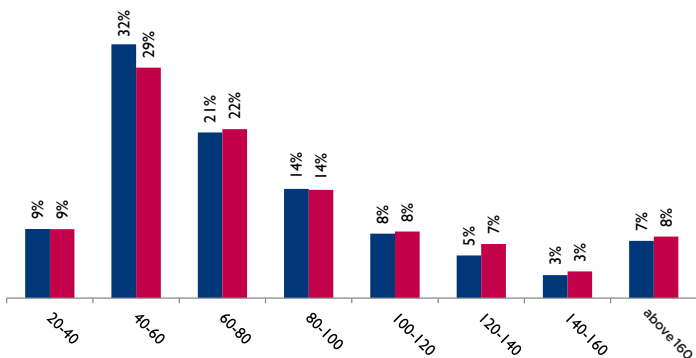


apartment price (in million HUF)

TRANSACTION PARAMETERS IN THE COUNTRY

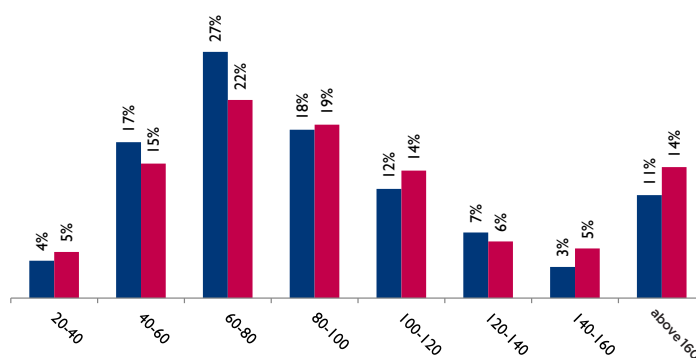
In the country, there was no major change in property sizes compared to the same period in 2021, but in Central Hungary the share of homes in the HUF 600,000+ category increased by 7 percentage points. While in 2021 the best-selling properties cost HUF 15-20 million, this year the largest group of buyers opted for homes above HUF 40 million. In County Pest, apartments and houses of 60-80 and 80-100 sq. m. were the most popular in Q2 2022, according to Duna House sales data. Nearly one-third (32%) of sales in this region were concluded at prices of HUF 600,000 per sq. m. or more. Compared to the same period of the previous year, the dominance of the price category above HUF 50 million in County Pest increased by 17 percentage points.

COUNTRYWIDE (EXCLUDING CENTRAL HUNGARY)

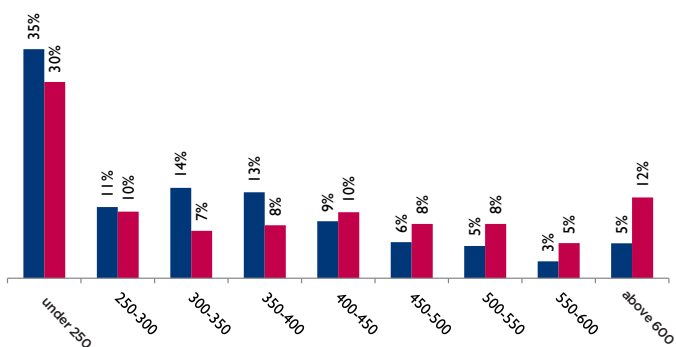


apartment size (m²)

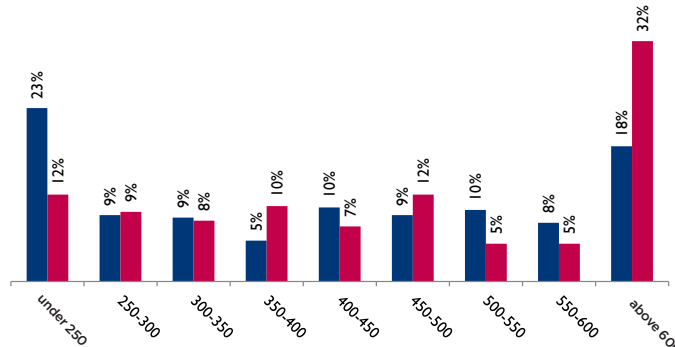
COUNTY PEST



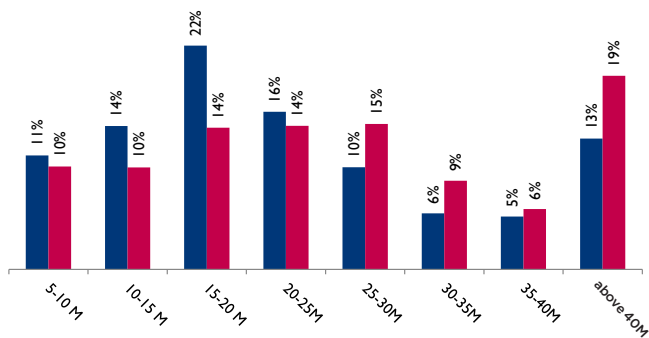
apartment size (m²)



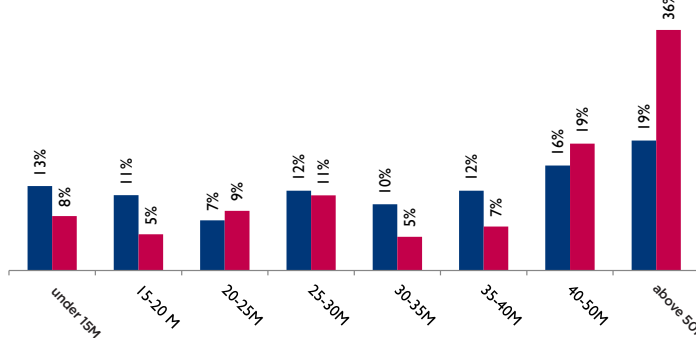
price per m² (in thousand HUF)



price per m² (in thousand HUF)



apartment price (in million HUF)



apartment price (in million HUF)

■ Q2 2021 ■ Q2 2022

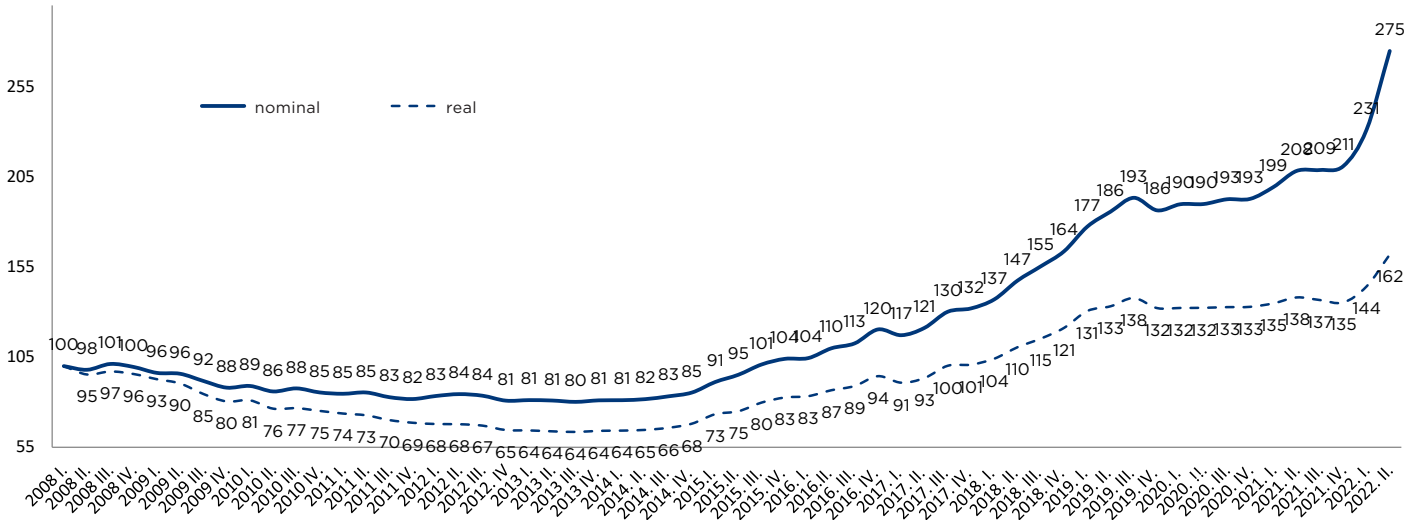
Based on properties sold by Duna House Franchise Network.

PRICES - PROPERTY PRICE INDICES

DUNA HOUSE NATIONAL RESIDENTIAL PROPERTY PRICE INDEX

The National Residential Property Price Index rose even further from the previous quarter, closing at a record 275 points in nominal terms, while it currently stands at 162 points, with a more moderate increase in real terms.

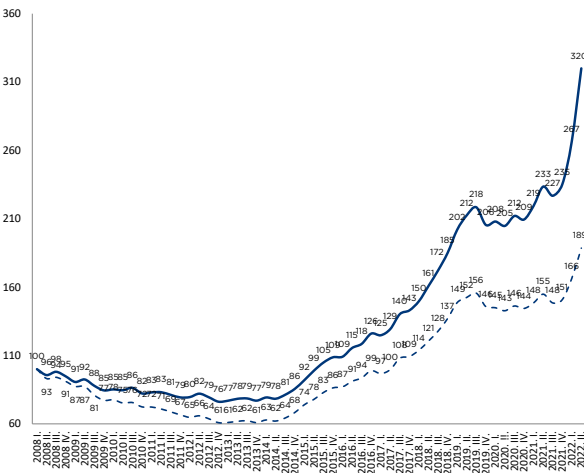
NATIONAL RESIDENTIAL PROPERTY PRICE INDEX



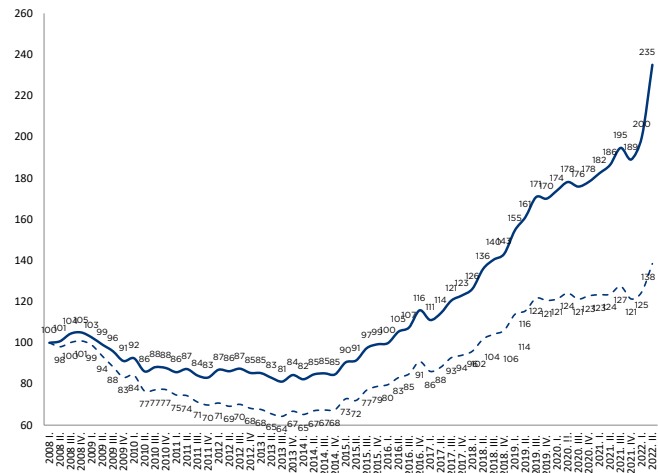
About our residential property indices: We apply a system which attempts to fully eliminate all kinds of type-related differences. Similar indicators generally use normal averaging which does not take into consideration the variable elements of transactions. When developing DH residential property indexes we use the so called hedonic method, taking into account structure, state (scale 1-5), size, year of construction as well as parameters such as floor and location. Formed customer baskets are weighted unchanged on the time scale. For the weighing of national indexes we use the regional rate of transactions published by the Hungarian Central Statistical Office.

The national concrete block price index rose sharply, from 267 to 320 points in nominal terms in a quarter. The brick and mortar index also showed an upward trend, closing at 235 points in nominal terms.

NATIONAL CONCRETE BLOCK INDEX



NATIONAL BRICK INDEX

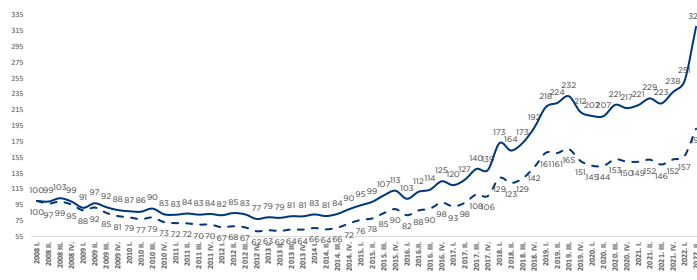


PRICES - PROPERTY PRICE INDICES

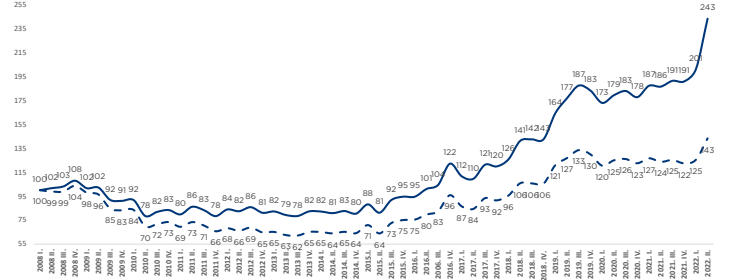
DUNA HOUSE REGIONAL RESIDENTIAL PROPERTY PRICE INDICES

In the country, both in the East and the West, the price index for concrete block and brick and mortar homes rose in nominal terms. The brick and mortar price index in Eastern Hungary edged modestly higher to 243 points compared to the previous quarter, while in the West the nominal value was 272 points. The concrete block price index set a record in both regions, closing at 320 points in the East and 310 points in the West.

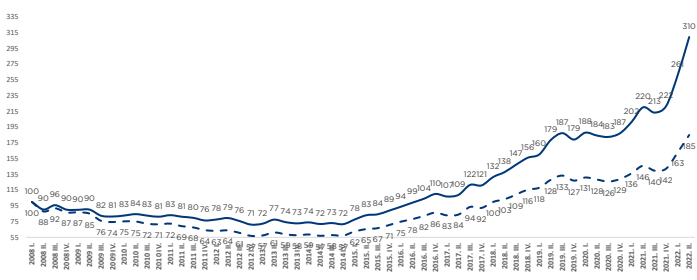
CONCRETE BLOCK PRICE INDEX, EASTERN HUNGARY



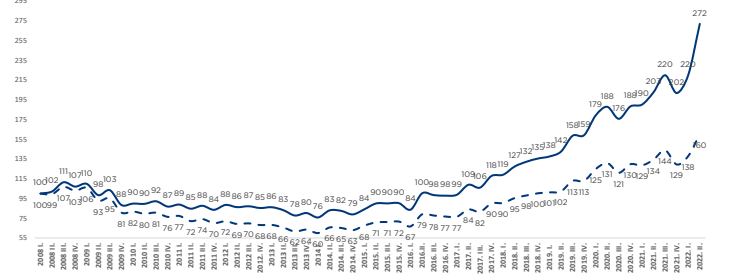
BRICK AND MORTAR PRICE INDEX, EASTERN HUNGARY



CONCRETE BLOCK PRICE INDEX, WESTERN HUNGARY



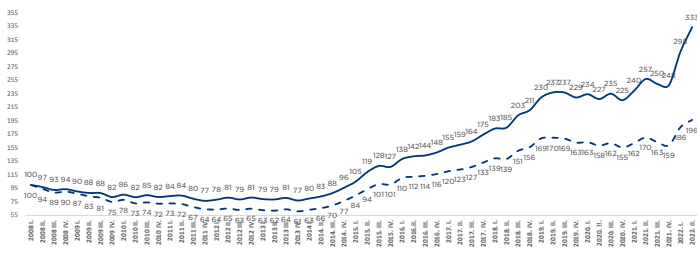
BRICK AND MORTAR PRICE INDEX, WESTERN HUNGARY



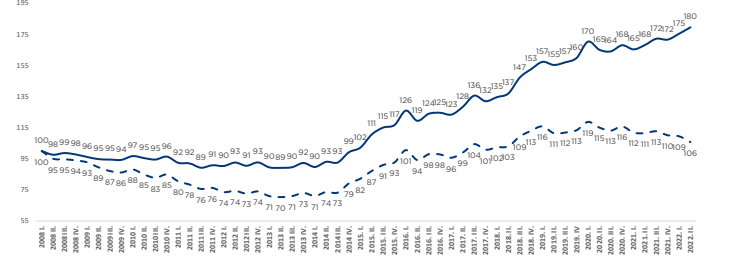
DUNA HOUSE BUDAPEST RESIDENTIAL PROPERTY PRICE INDICES

The Budapest concrete block price index set a record, rising from 298 to 333 points in nominal terms in a quarter, while the brick and mortar price index closed at 180 points in nominal terms and fell to 106 points in real terms.

BUDAPEST CONCRETE BLOCK PRICE INDEX

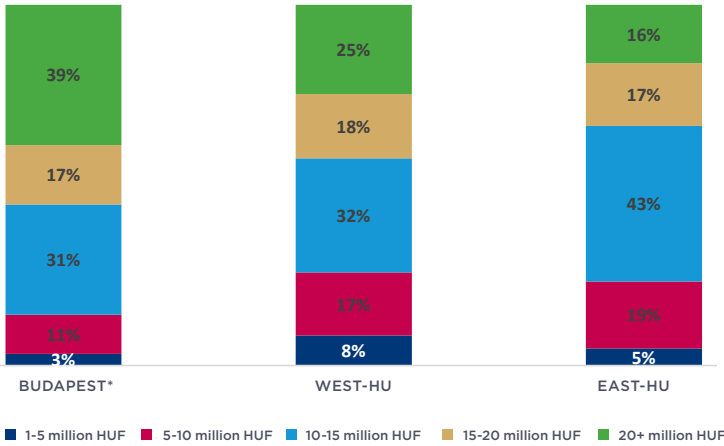


BUDAPEST BRICK AND MORTAR PRICE INDEX



MORTGAGE DATA - Q2 2022

MORTGAGES BY TRANSACTION VALUE



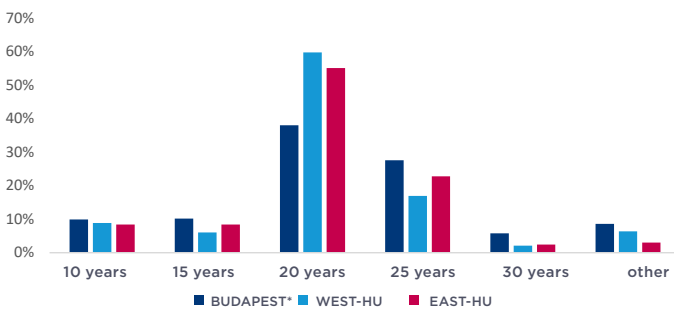
In the second quarter of this year, loan transactions above HUF 20 million were the most popular in the capital (39%), followed closely by those between HUF 10-15 million at 31%. In the country, however, the latter category took the first place, with 43% of customers in the East and 32% in the West applying for a loan of this magnitude.

AVERAGE LOAN VOLUME

AVERAGE LOAN VOLUME				
	2021. Q3	2021. Q4	2022. Q1	2022. Q2
BUDAPEST*	18 728 066	20 528 627	21 140 700	20 457 042
WEST-HU	12 340 427	13 748 033	15 459 348	15 016 412
EAST-HU	11 376 983	12 537 164	13 417 030	13 784 436

The average loan size decreased in Budapest and Western Hungary compared to the previous quarter, and increased slightly in the East. While the average loan size in the capital was HUF 20.4 million in Q2 2022, in the country it was HUF 13.7-15 million, which indicates an increase compared to the same period of the previous year.

MORTGAGES BY DURATION



The largest proportion of borrowers opted for a 20-year term for their mortgage, similarly to previous quarters. In Budapest, this figure was 38%, compared to 60% in the West and 55% in the East.

	BUDAPEST*				WESTERN HUNGARY				EASTERN HUNGARY			
	2021. Q2	2021. Q3	2021. Q4	2022. Q1	2021. Q2	2021. Q3	2021. Q4	2022. Q1	2021. Q2	2021. Q3	2021. Q4	2022. Q1
10-YEAR	11%	11%	10%	10%	13%	13%	9%	9%	16%	9%	6%	8%
15-YEAR	12%	10%	7%	10%	5%	7%	6%	6%	12%	8%	13%	8%
20-YEAR	37%	35%	35%	38%	59%	52%	60%	60%	55%	54%	51%	55%
25-YEAR	27%	30%	36%	28%	16%	16%	17%	17%	8%	25%	25%	23%
30-YEAR	7%	7%	5%	6%	2%	2%	2%	2%	2%	2%	1%	2%
OTHER	7%	8%	7%	9%	6%	10%	6%	6%	7%	2%	5%	3%

Mortgage data methodology: When analysing data we used applications mediated by Duna House Loan Center and submitted during the given quarter, based on loan volume, interest period and the term of the loan, in regional breakdown. The analysis of the family home allowance scheme "CSOK" only considered the ratio of CSOK applications submitted in combination with a loan application, so the figure does not indicate the overall penetration ratio of the allowance on the entire property market.

*Budapest and the suburbs combined.

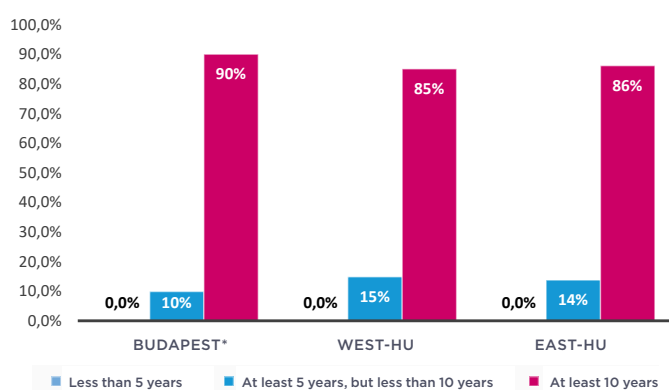
MORTGAGE DATA - Q2 2022

AVERAGE LOAN VOLUME

AVERAGE LTV				
	2021. Q3	2021. Q4	2022. Q1	2022. Q2
BUDAPEST*	40%	38%	36%	35%
WEST-HU	42%	38%	42%	40%
EAST-HU	40%	38%	41%	34%
TOTAL	40%	38%	37%	36%

In the second quarter of 2022, the loan-to-value (LTV) ratio declined nationally compared to the previous year and also to the previous quarter. The largest decline was observed in the Eastern part of the country, where LTV was 7 percentage points lower than in the previous quarter.

MORTGAGES BY INTEREST PERIOD



In the current, variable interest rate environment, it is no longer common for customers to choose a mortgage with an interest period of less than 5 years. Loans with a fixed interest period of at least 10 years had the highest share, with 90% in Budapest, 86% in the East and 85% in the West.

	BUDAPEST*				WESTERN HUNGARY				EASTERN HUNGARY			
	2021. Q2	2021. Q3	2021. Q4	2022. Q1	2021. Q2	2021. Q3	2021. Q4	2022. Q1	2021. Q2	2021. Q3	2021. Q4	2022. Q1
LESS THAN 5 YEARS	0,2%	0,0%	0,1%	0,0%	0%	0,0%	0,0%	0,0%	0%	0%	0,0%	0,0%
5 YEARS OR MORE, BUT LESS THAN 10 YEARS	13%	13%	10%	10%	21%	20%	13%	15%	12%	9%	7%	14%
AT LEAST 10 YEARS	87%	87%	90%	90%	79%	80%	87%	85%	88%	91%	93%	86%

SUBMITTED CSOK APPLICATIONS IN THE RATIO OF ALL QUARTERLY LOAN TRANSACTIONS

SUBMITTED CSOK APPLICATIONS IN THE RATIO OF ALL QUARTERLY LOAN TRANSACTIONS	
BUDAPEST*	18,5%
WEST-HU	37,7%
EAST-HU	32,9%
TOTAL	25,2%

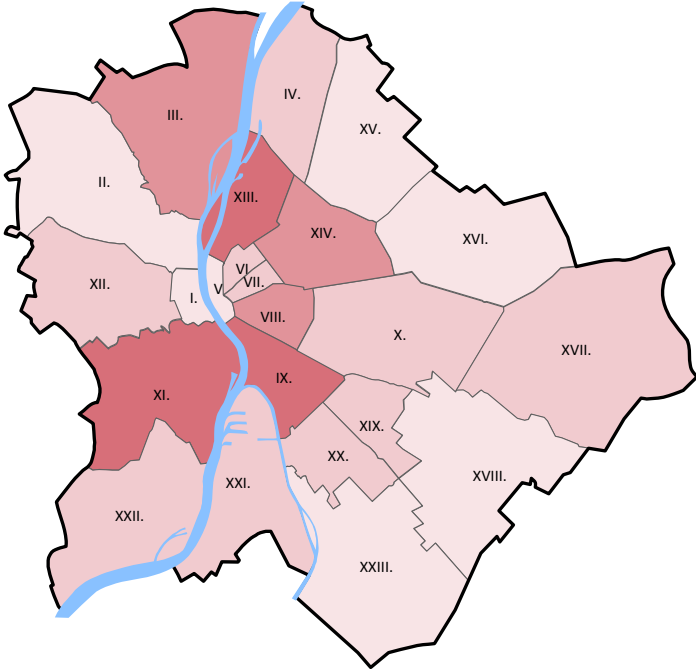
Nationally, the share of CSOK applications submitted alongside loan transactions increased compared to the previous quarter. In Western and Eastern Hungary, 32-37% of loan transactions were accompanied by a Family Home Allowance (CSOK) application, while in Budapest this figure was 18.5%. The national rate is 25.2%, up by almost 7 percentage points compared to the previous quarter.

Mortgage data methodology: When analysing data we used applications mediated by Duna House Loan Center and submitted during the given quarter, based on loan volume, interest period and the term of the loan, in regional breakdown. The analysis of the family home allowance scheme "CSOK" only considered the ratio of CSOK applications submitted in combination with a loan application, so the figure does not indicate the overall penetration ratio of the allowance on the entire property market.

*Budapest and the suburbs combined.

NEWLY BUILT DATA

NUMBER OF NEW BUILD APARTMENTS IN DEVELOPMENT PROJECTS CURRENTLY ON SALE



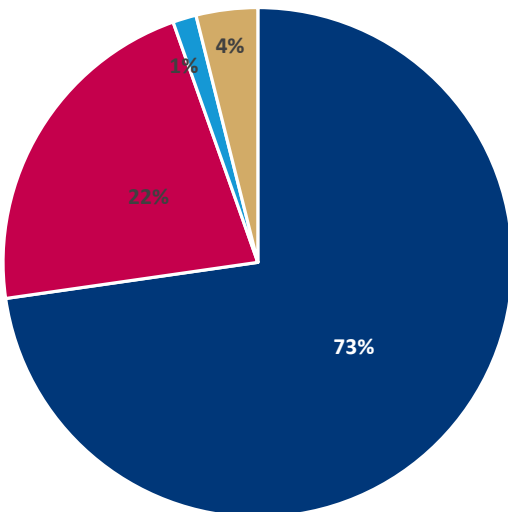
QUANTITY	DISTRICTS
ABOVE 7000	
2000-6999	IX., XI., XIII.
900-1999	III., VIII., XIV.
200-899	IV., VI., VII., X., XII., XIX.
100-199	I., II., V., XV., XVI., XVII., XVIII., XXIII.
UNDER 100	XX., XXI., XXII.



As in the first quarter of 2022, District 13 (Zugló) is the leader in new homes, shared this ranking with Districts 9 (Ferencváros) and 11 (Újbuda). All three districts have between 2000 and 7000 new homes in the pipeline. A number of projects are also on the market in Districts 3 (Óbuda), 8 (Józsefváros) and 14 (Zugló), but construction remains unpopular in the suburban areas, particularly in Districts 20 (Pesterzsébet), 21 (Csepel) and 22 (Budafok-Tétény), where there are fewer than 100 new homes on offer.

Distribution of newly built apartments based on their sales phase is similar to that seen in the previous quarter. 73% of all new build units offered in Budapest in Q2 2022 were sold almost immediately. A mere 1% of the apartments have a 'reserved' status and another 4% was marked as 'planned', with 22% still available.

DISTRIBUTION OF NEWLY BUILT APARTMENTS BASED ON SALES PHASE IN Q2 2022



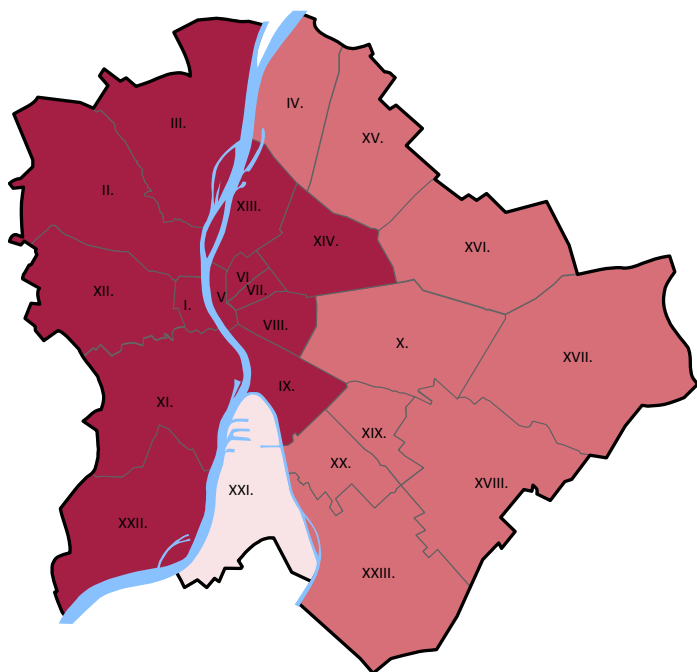
Figures are based on the number of apartments offered in projects listed in the ELTINGA Budapest Residential Property Report database.

- **AVAILABLE:**
Units free for purchase at the time of data collection.
- **RESERVED:**
Negotiations pending or a deposit has been paid.
- **SOLD:**
Apartments marked as "sold" or removed from the database of available units.
- **PLANNED:**
Apartments where the sales process has not yet started or has been suspended

NEWLY BUILT DATA

AVERAGE SQ. M. PRICES OF NEWLY BUILT APARTMENTS

The average sq. m. price of newly built apartments strongly depends on the location of the development project.



AVERAGE M2 PRICE	DISTRICTS
ABOVE 1 MILLION	I., II., III., V., VI., VII., VIII., IX., XI., XII., XIII., XIV., XXII.
BETWEEN 700 THOUSAND - 1 MILLION	IV., X., XV., XVI., XVII., XVIII., XIX., XX., XXI.



In the second quarter of 2022, there were only sq. m. prices above HUF 700,000 for new-build homes in the capital. While in the same period of 2021 most districts were in the range of HUF 700,000 - HUF 1 million, currently, in most districts (13 in all), the price per square metre of new housing exceeded HUF 1 million.

Average sq. m. prices are based on projects listed in the ELTINGA Budapest Residential Property Report database. Prices are based on properties listed as sold in the Q1 database. Floor space includes half the surface area of balconies and walk-out terraces with a maximum area of 20 sq. m. and one third of the area above 20 sq. m.



SALES DATA, PRICES, BARGAINING

Based on the data of properties sold in Q2 2022, the average price per sq. m. of brick and mortar homes decreased in Eastern Hungary, while the average price per sq. m. of concrete block units increased, with an average price of HUF 451,000 in the East and HUF 470,000 in the West. In the western region, average prices have changed similarly to the same period last year. Buyers' bargaining power has declined in both regions of the country as far as concrete block homes are concerned, but in Eastern Hungary the bargaining power has doubled for brick and mortar homes. Typically, there was no change in the asking price of concrete block properties advertised.

BLOCK COUNTRYWIDE								
	EAST				WEST			
	price	m ² price	change in listing price	bargain	price	m ² price	change in listing price	bargain
2021. Q2	17 899 000	335 000	6%	5%	18 319 000	351 000	2%	4%
2022. Q2	24 109 000	451 000	0%	4%	25 801 000	470 000	0%	3%

BRICK COUNTRYWIDE								
	EAST				WEST			
	price	m ² price	change in listing price	bargain	price	m ² price	change in listing price	bargain
2021. Q2	20 794 000	350 000	2%	4%	21 884 000	382 000	2%	4%
2022. Q2	24 308 000	253 000	1%	8%	30 174 000	334 000	2%	5%

Based on concrete block properties sold in the period under review, average prices per square metre in Budapest increased by 25-34% in both Buda and Pest compared to Q2 2021. For brick and mortar properties, prices per sq. m. increased at almost the same rate (22%) in Buda and by 3% and 8% in Pest and in the city centre, respectively, compared to this time last year. The bargaining power also decreased in the capital, giving buyers a headroom of 2-4%. Changes compared to the original asking price were minimal in the capital, too.

BLOCK BUDAPEST								
	BUDA				PEST			
	price	m ² price	change in listing price	bargain	price	m ² price	change in listing price	bargain
2021. Q2	36 464 000	642 000	1%	5%	27 648 000	544 000	1%	3%
2022. Q2	45 954 000	803 000	1%	2%	35 932 000	727 000	3%	2%

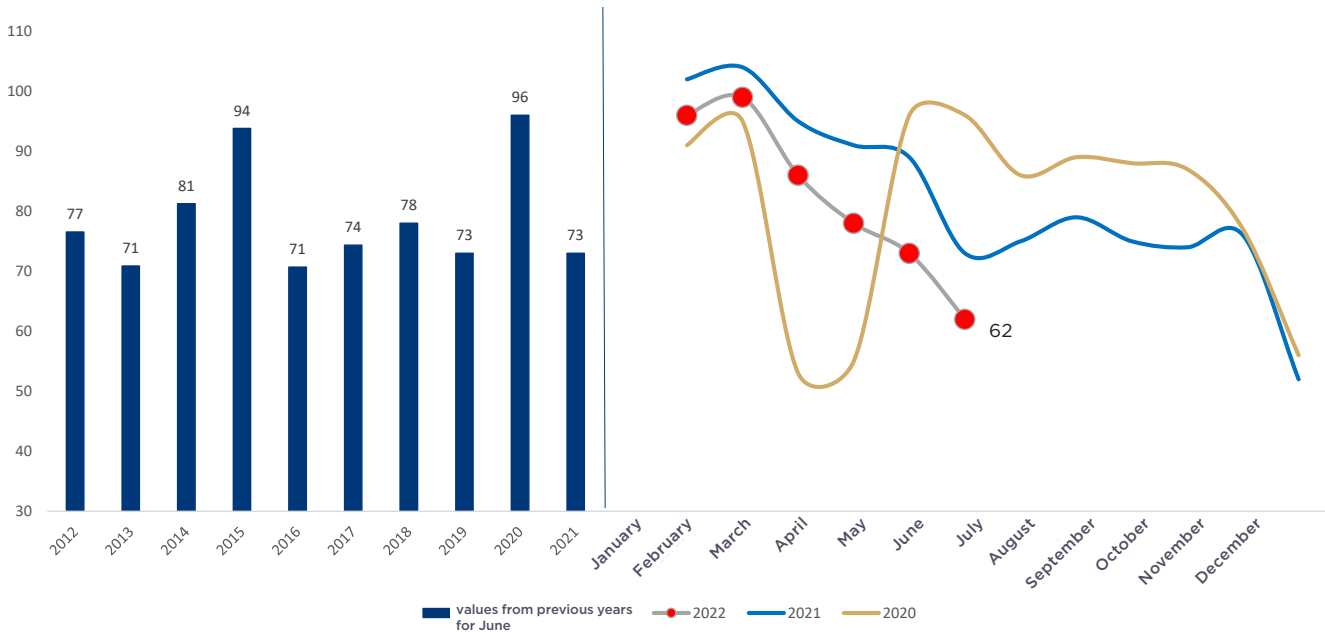
BRICK BUDAPEST												
	BUDA				PEST				INNER CITY			
	price	m ² price	change in listing price	bargain	price	m ² price	change in listing price	bargain	price	m ² price	change in listing price	bargain
2021. Q2	49 327 000	815 000	3%	5%	35 019 000	674 000	2%	4%	50 606 000	848 000	3%	5%
2022. Q2	78 147 000	991 000	1%	2%	45 327 000	691 000	1%	4%	58 116 000	912 000	2%	3%

Based on purchase prices of the given period of properties brokered by Duna House.

Methodology: Change in the listing price is the difference between the first price indicated by the seller in the Duna House assignment and the last registered price at the time of the appearance of the buyer. Bargain shows additional changes in the price agreed upon by the seller and buyer. The two indicators together give a good picture of the difference in price between the original idea of the seller and the actual final price

BUYERS - DEMAND INDEX

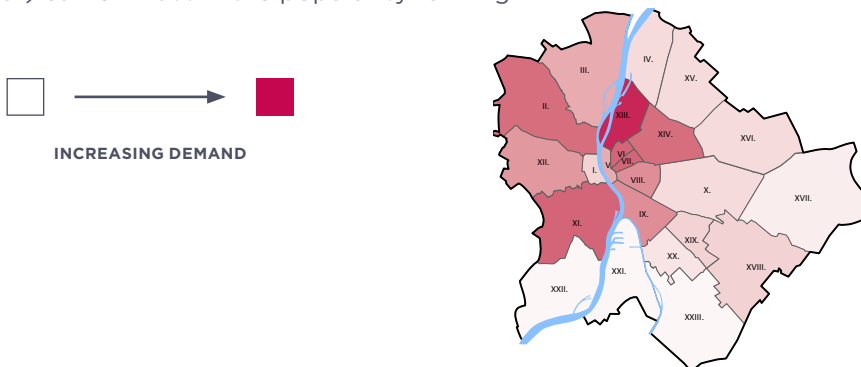
The Duna House Demand Index currently stands at 62 points. In recent years, the epidemic situation and the restrictions have reduced the demand for travel and holidays, so even in the pandemic years, potential buyers were more active even in June, but this year it is noticeable that people have disappeared from the cities by the end of the school year, and summer has arrived on the real estate market.



Methodology behind Demand Index: The basis of the estimate is the activity registered by our agents in various, mainly major cities and Duna House offices. Corrections are made depending on the number of active agents and working days. The Demand Index is an important indication of buyer side's reactions to political decision or solutions offered by the financial sector. Demand Index is a quantitative indicator which has no direct connection with the realized or future transaction numbers. The latter is a qualitative issue highly affected by market environment and available financial product.

DEMAND FOR INDIVIDUAL DISTRICTS

In June this year District 13 (Angyalföld, Újlipótváros and Vizafogó) continued to lead the way, with a fifth (20.9%) of respondents indicating it as the most sought-after district. District 11 (Újbuda) came in a close second, followed by District 4 (Újpest), a favourite choice of investors, with 17.1%. District 23 (Soroksár) came in last in the popularity ranking.



DISTRICT	JUNE 2021	JUNE 2022
District 1	6,9%	7,7%
District 2	13,2%	16,5%
District 3	11,1%	11,5%
District 4	6,1%	7,2%
District 5	8,9%	11,1%
District 6	11,5%	17,1%
District 7	10,9%	16,7%
District 8	8,3%	13,9%
District 9	10,1%	13,5%
District 10	5,9%	6,5%
District 11	15,4%	17,2%
District 12	12,6%	12,5%
District 13	18,9%	20,9%
District 14	14,4%	16,1%
District 15	6,3%	6,8%
District 16	6,5%	7,1%
District 17	5,7%	4,9%
District 18	9,2%	7,4%
District 19	7,1%	7,3%
District 20	5,6%	6,1%
District 21	3,6%	4,4%
District 22	5,6%	4,2%
District 23	2,1%	3,0%

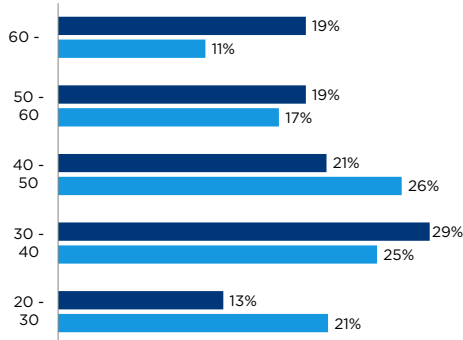
Methodology: Our clients with purchasing aims indicate their preferences of districts (more at the same time) when meeting with our agents. The above preference map is put together based on this information.

Data is analysed based on real estate transactions brokered by Duna House. The territorial distribution of DH transactions may differ from the territorial distribution of the market as a whole. Duna House Holding pursues its real estate agency activities mainly in Budapest and in major cities. Duna House Holding does not make corrections in view of the differences in territorial distribution between its own transactions and of the market in general.

BUYER PROFILE IN BUDAPEST

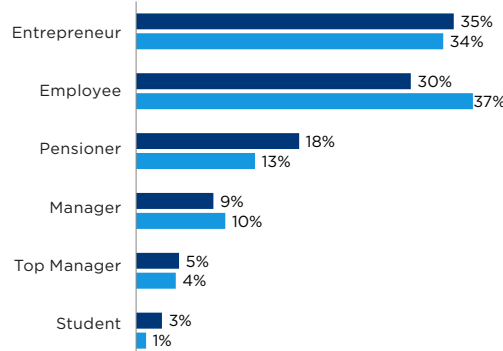
In terms of buyer profiles, the figures are slightly different this year compared to the same period last year. The majority of customers in Budapest were aged between 30-40 and 40-50. In terms of occupation, 65% of buyers were either self-employed or employees, down 7 percentage points on last year. Self-employed buyers chose properties at an average price of HUF 70 million, while investors mainly opted for properties with an average size of 51 sq. m. Similarly to last year, the main motivation to buy was making an investment. The share of first-time homebuyers decreased by 6 percentage points, but they were looking for a home with an average size of 58 sq. m., which is an increase of 8 sq. m. compared to 2021.

BUYERS' AGE IN BUDAPEST



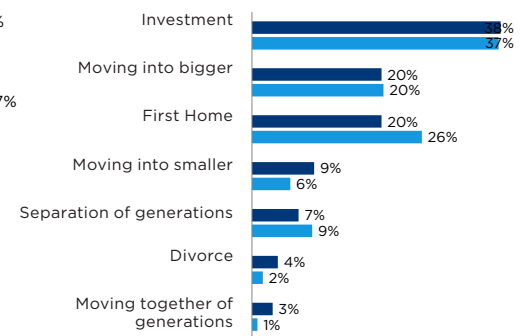
AGE	AVERAGE PRICE	m ²
20-30	43 427 000	54
30-40	47 972 000	68
40-50	57 947 000	78
50-60	34 630 000	43
60-	34 938 000	62

BUYERS' STATUS IN BUDAPEST



STATUS	AVERAGE PRICE	m ²
Employee	44 717 000	57
Top Manager	69 780 000	73
Manager	58 156 000	71
Pensioner	34 192 000	55
Student	51 700 000	65
Entrepreneur	70 325 000	83

MOTIVATION IN BUDAPEST

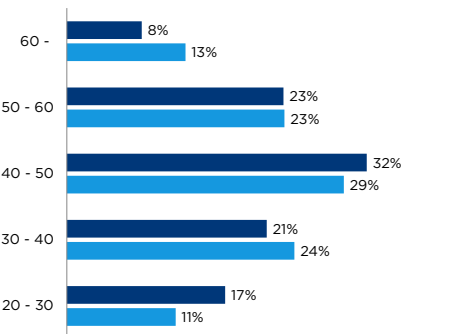


SITUATION	AVERAGE PRICE	m ²
Investment	44 503 000	51
First Home	45 197 000	58
Separation of generations	40 534 000	53
Moving together of generations	98 750 000	155
Moving into smaller	40 538 000	52
Moving into bigger	85 612 000	108
Divorce	56 520 000	57

BUYER PROFILE IN THE COUNTRY

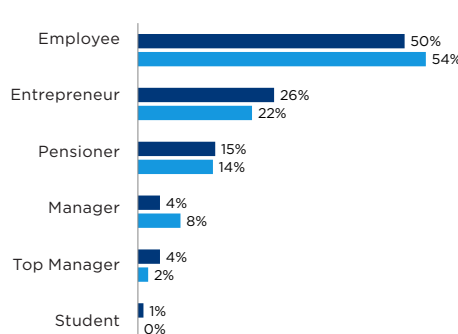
In the country, we could see similar figures to last year. Looking at the age distribution of buyers, the 40-50 and 50-60 age groups continued to dominate. Half of all buyers were employees and spent an average of HUF 26.8 million on their new homes. In June this year, the key motivation for the purchase moving into a larger home averaging 115 sq. m. First-time home buyers spent an average of HUF 27 million on a home with an average floor space of almost 80 sq. m.

BUYERS' AGE IN THE COUNTRY



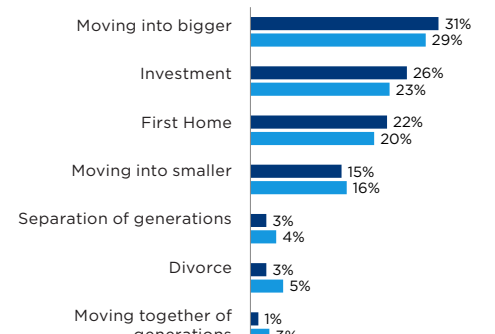
AGE	AVERAGE PRICE	m ²
20-30	23 479 000	81
30-40	28 188 000	78
40-50	35 994 000	96
50-60	25 693 000	77
60-	18 845 000	78

BUYERS' STATUS IN THE COUNTRY



STATUS	AVERAGE PRICE	m ²
Employee	26 802 000	79
Top Manager	62 092 000	103
Manager	51 225 000	87
Pensioner	25 619 000	74
Student	26 500 000	71
Entrepreneur	42 436 000	106

MOTIVATION IN THE COUNTRY



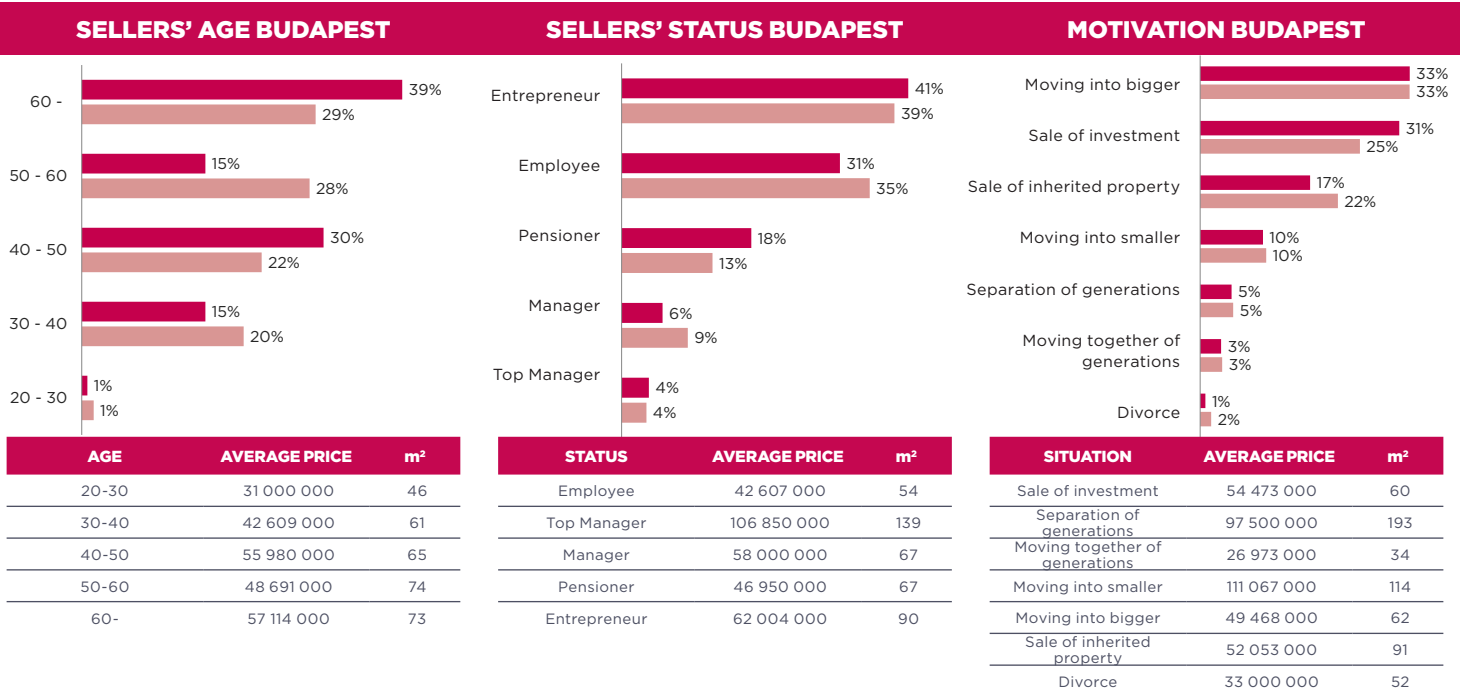
SITUATION	AVERAGE PRICE	m ²
Investment	26 712 000	71
First Home	27 149 000	78
Separation of generations	30 075 000	72
Moving together of generations	25 550 000	93
Moving into smaller	27 896 000	72
Moving into bigger	45 739 000	115
Divorce	25 838 000	68

■ June 2021 ■ June 2022

Investment as a motivation includes all business and private deals listed under those categories based on the client's declaration. In certain cases a property purchased for a child who will use it sometime in the future will fall into the investment category, based on the present transaction questionnaire, although it will eventually serve the separation of generations. When doing the calculations, we also have to keep in mind that the Duna House network is primarily present in Budapest and major cities, therefore investment as a motivation may be over-represented compared to the rest of the country.

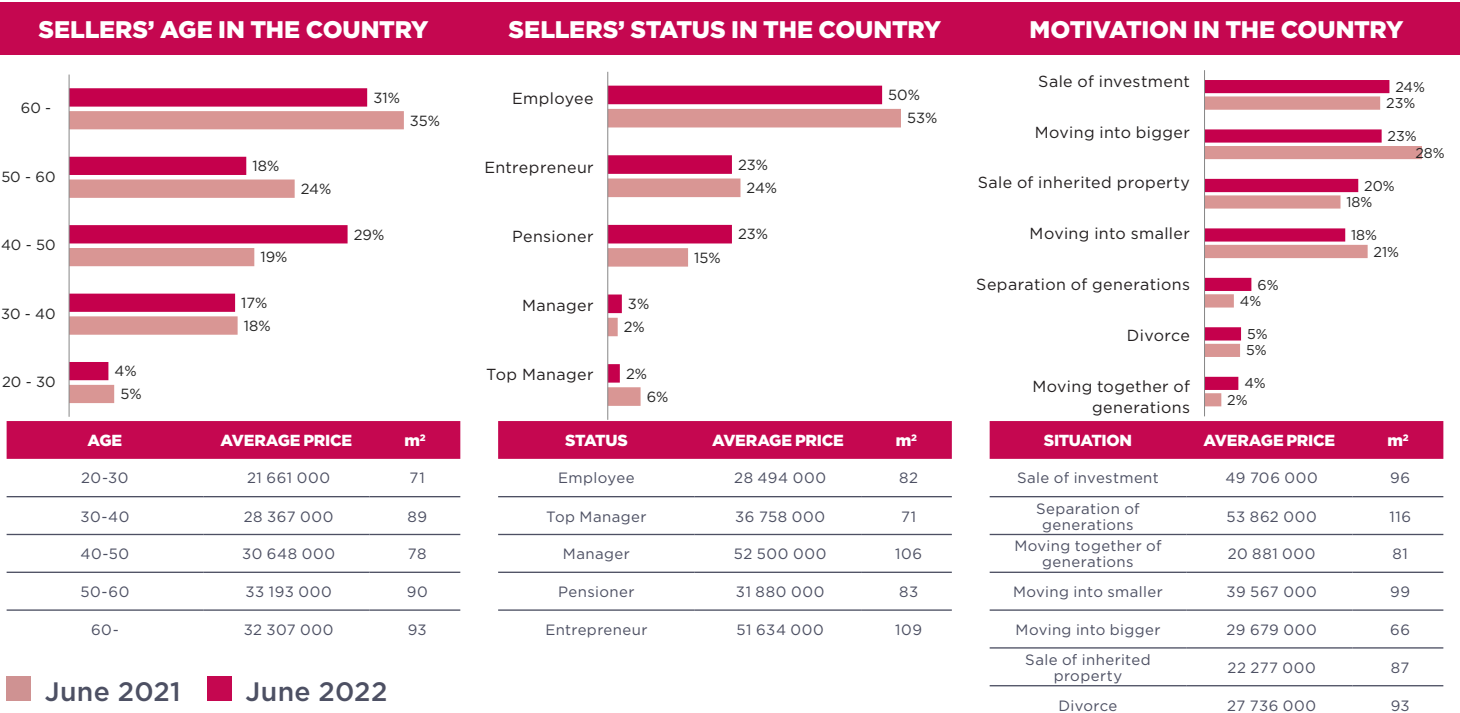
SELLER PROFILE IN BUDAPEST

In June 2022, people aged 60 and over accounted for more than one-third of all sellers in Budapest. The largest group of sellers were entrepreneurs at 41%, who sold their homes for an average of HUF 62 million. As last year, 33% of sellers in Budapest cited moving to a bigger apartment as their main reason for selling. 31% and 17% of sellers sold their real estate investments and their inherited properties, respectively.



SELLER PROFILE IN THE COUNTRY

The age composition of sellers in the country was rather varied this June; those over 60 had the highest share and sold their properties for an average of HUF 32.3 million. In the country, employees comprised the largest sellers' group, but their share fell by 3 percentage points compared to last year. The main reason for selling, apart from cashing in on an inherited property, was moving to a larger home, while the share of people selling their property investment rose by 2 percentage points on a year-on-year basis. Those moving to a larger home received an average of 29.6 million HUF for their old home, which had an average floor space of 66 sq. m.

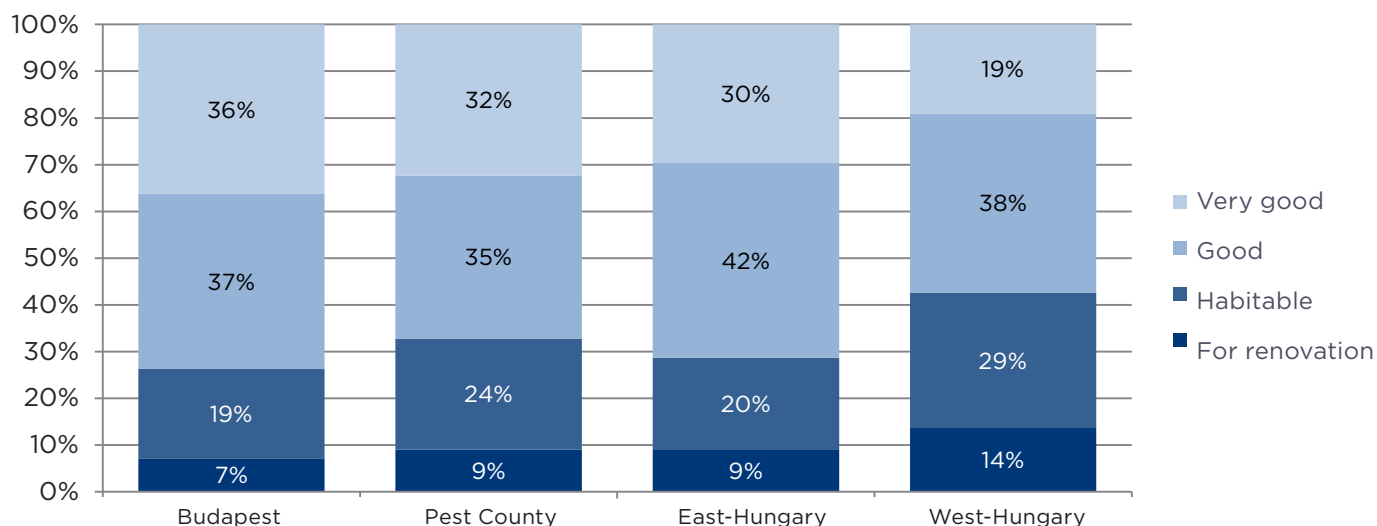


■ June 2021 ■ June 2022

Data presented above relating to age, status and reason of purchase have been acquired through voluntary declarations of our clients. Therefore, they qualify as a sample and are regarded as estimates.

QUALITY PREFERENCES

Nationwide, the highest interest was in good and very good homes, ranging from 57% to 73%. In Western Hungary, the share of properties to be renovated was 14%, while interest in the 'habitable' category was also the highest in this region (29%).



TURNOVER SPEED (TIME NEEDED TO SELL)

In June this year, the sale transactions of concrete block apartments in the country closed at a record pace – properties found new owners both in the East and in the West in just 2 months. Concrete block units in Budapest took an average of 2.5 months to sell, while brick and mortar homes sold in an average of 3.5 months in both Buda and Pest, with the exception of the city centre. Brick and mortar properties in the country took an average of 4 months to sell.

BLOCK

TIME NEEDED OF SALE/DAY

	EAST	WEST	BUDA	PEST
June 2021	89	101	152	108
June 2022	68	68	79	71

BRICK

TIME NEEDED OF SALE/DAY

	EAST	WEST	BUDA	PEST	INNER CITY
June 2021	126	122	148	126	168
June 2022	132	127	107	106	170

Data is assessed based on real estate sold by Duna House. Territorial distribution of transactions brokered by Duna House may differ from the territorial distribution of the market in whole. Duna House Holding carries out its real estate agency activities mainly in Budapest and major cities. Duna House Holding does not make corrections in relation of the territorial distribution of own and market transactions.

An overhead photograph of a meeting table. On the left, a person in a grey suit is seated. In the middle, a woman in a white blazer is looking at a laptop. On the right, another person in a white blazer is looking at a smartphone. The table is cluttered with papers, a laptop, a tablet, and a ruler. The background is a light-colored wall.

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