

DUNA HOUSE BAROMETER

The latest property market info
from Duna House network

ISSUE 111
Q3 2020
AND SEPTEMBER 2020



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MARKET**

Listed on the Prime Market of
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FORTHCOMING ISSUES

Date of issue

Content

12.11.2020	October 2020 data
14.12.2020	November 2020 data
12.01.2021	Q4 2020 data (including price indices and housing loan data)

Duna House Barometer is available from the 12th day of each month (or on the next weekday if the 12th falls on a weekend) at the following link: www.dh.hu/en/barometer

If you wish to receive the Duna House Real Estate Barometer or download previous issues please visit our webpage: www.dh.hu

GENERAL INFORMATION CONCERNING THE CONTENTS OF THE PRESENT PUBLICATION

Attention - The present publication must not serve as the basis of estimations or conclusions regarding the business profitability of Duna House.

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

Data sources – unless stated otherwise at the specific section – are derived from the database operated by Duna House Holding, the content of which is compiled by members of the network based on their individual judgement and information gained from clients. The publisher does not take responsibility for the comprehensiveness of the data. Data presented in this publication is mainly based on parameters of property transactions in major Hungarian cities supplied by Duna House branch offices and agents.

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





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EXECUTIVE SUMMARY

CONCRETE BLOCK PRICES STARTED MARCHING UPWARDS, DOWNTOWN BUDAPEST IS STILL STRUGGLING

Of all the property and financial market players Duna House is again the first to publish a report of Q3 2020 price indices. Figures still support the image of a mature market phase. The National Residential Property Price Index is on a slight increase nominally, while in real terms we see signs of stagnation. Concrete block apartments closed the quarter with a more spectacular increase of 7 index points, while their brick and mortar counterparts saw some decrease overall. As far as regions go, the Eastern part of the country was stronger in Q3 2020: both concrete block and brick and mortar price indices were on the rise. In Western Hungary concrete block property prices stagnated, while there was some readjustment for brick and mortar homes. In the capital, the concrete block index returned to its higher value seen earlier this year and the brick and mortar index showed no significant change at all.

In Budapest, the downtown residential property market is in a 'wait and see' state. Based on Q3 sales data it was predominantly lower priced, smaller properties that changed their owners, therefore average sq. m. prices decreased by 12% compared to the same period of 2019, while both the time needed to sell a property and the bargaining margin have increased significantly. Properties sold in September were on the market at the start of the year already – average time needed to sell increased to 200 days. This is supported by the fact that the popularity of downtown Budapest among potential buyers has seen a further decrease compared to previous months.

Speaking of newly built apartments, the market is eagerly expecting to hear the detailed rules of the preferential VAT levied on residential properties. The available supply strongly depends on these: in Q3 there were no districts in Budapest with more than 7000 new-built apartments under construction, while there were five districts with average sq. m. prices exceeding HUF 1 million.

On the residential mortgage market, post-Covid market trends have normalized. Based on the September estimates of Duna House Finances and on the factual figures of the National Bank of Hungary for the previous two months, Hungarians spent almost HUF 225 billion of loans on residential properties in Q3 2020. 36% of mortgage applications were for loans exceeding HUF 20 million in Budapest, which resulted in an average loan of HUF 19 million in the capital. In Western and Eastern Hungary the Q3 average loan was almost HUF 12 million and a little under HUF 11 million, respectively.

Further information

Károly Benedikt • Head of PR and analysis • +36 30 811 0690 • benedikt.karoly@dh.hu

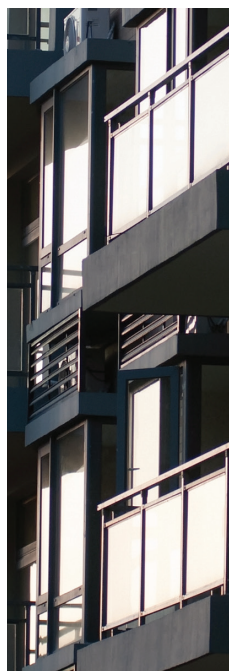
3 INTERESTING FACTS:



Average time to sell grew to 198 days for brick and mortar apartments in downtown Budapest.

Compared to last year, the percentage of investment-motivated buyers decreased by 20 percentage points in Budapest.

Following the stagnation of the previous quarter the national apartment price index started to rise.

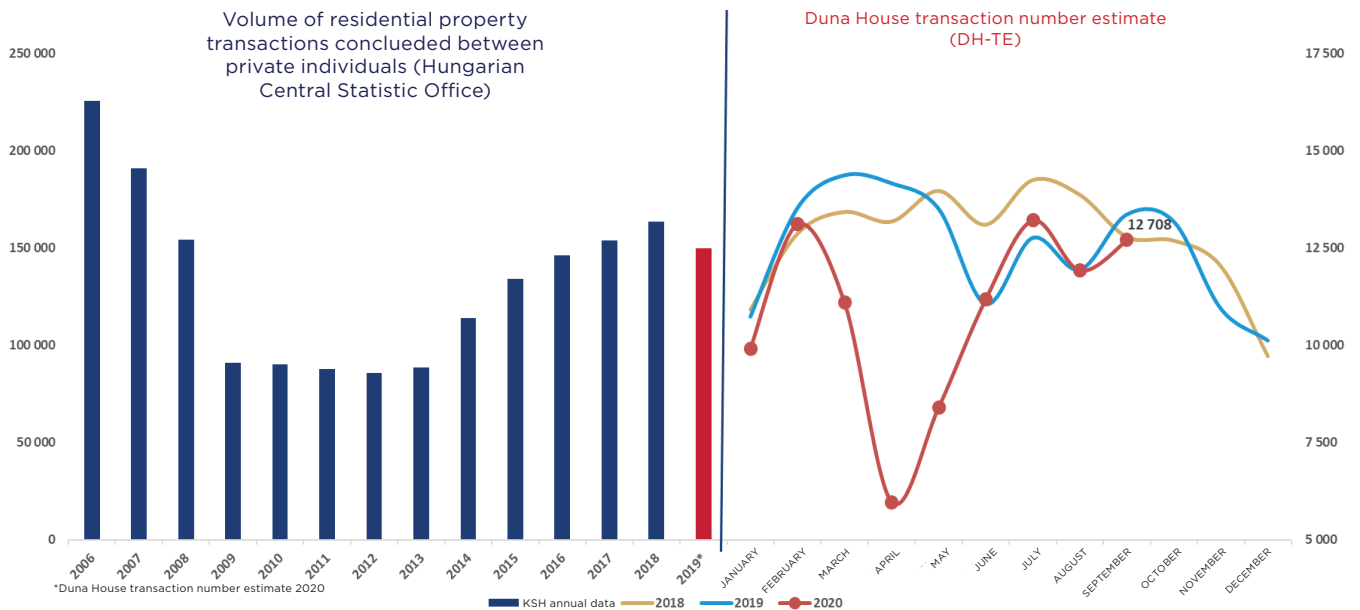


TRANSACTION DATA

Duna House Transaction Number Estimate (DH-TE)

Residential property transaction volume estimate and mortgage forecast for September 2020

Duna House presents its monthly Transaction Number Estimate (DH-TE) and Mortgage Forecast below, showing that in September 2020 12,708 property transactions were concluded and residential mortgage contracts worth HUF 75 billion were signed in the whole of Hungary.



The table below shows monthly transaction volume estimates by Duna House in a monthly breakdown.

	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER
2018	10 918	12 869	13 426	13 180	13 967	13 098	14 246	13 869	12 787	12 689	12 033	9 721
2019	10 741	13 532	14 373	14 166	13 512	11 069	12 764	11 945	13 364	13 182	10 945	10 127
2020	9 917	13 117	11 100	5 971	8 400	11 186	13 215	11 923	12 708			

The end-of-quarter sprint in September brought rising transaction numbers. Based on the estimate of Duna House a total of 12,708 properties changed owner on the Hungarian residential property market in September, a volume similar to the same period of 2018 and 5% lower than a year ago. The Q3 property market transaction numbers showed no signs of the Covid-effect anymore. In the period between July-September there were almost 38,000 sales transactions in total, which is equivalent to the same period of 2019.

Based on market data, Duna House Finances expect similarly improving figures for the property mortgage market. The mortgage volume of HUF 75 billion estimated by the financing agency equals the factual figures published by the National Bank of Hungary for the same period last year and reflects a good market performance on a quarter-by-quarter basis, too. According to the September estimate and the factual figures published by the National Bank of Hungary for the previous two months, in Q3 2020 there were almost HUF 225 billion of loans spent by Hungarians on residential properties.

Methodology behind DH-TE: Regardless of the time, the most important indicator of the real estate market is the yearly sale-purchase transaction number. DH-TE is an estimate published by Duna House showing interim approximate data. The estimate is based on the monthly number of property transactions brokered by Duna House and the estimated market ratio of Duna House. The estimate of the actual monthly market ratio 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 a one-month delay, the correction of market ratio can be carried out retroactively, together with an adjustment of the estimate. Attention: After 2016 and as a consequence of the boom in newly built flats, pre-contracted purchase transactions appear in the statistics of the Statistical Office with a delay of several months or even one or two years, following the levying of the capital transfer tax, which results in anomalies in the statistics. 2. Number of Energy certificates issued. 3. Subjective assessment based on other management information from Duna House Holding.

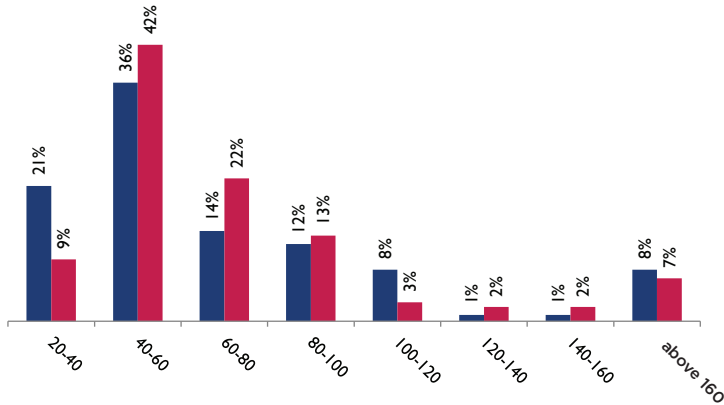
Please note that DH-TE data is not suitable for determining the number of transactions brokered by Duna House

TRANSACTION PARAMETERS IN BUDAPEST

In Q3 2020 apartments between 40-60 sq. m. were the most popular again, both in Buda and Pest. In 2019 and 2020 the asking price of apartments offered in Buda was mostly HUF 70 million and more, however, there were less sales contracts concluded in this category this year, with properties in the HUF 60-70 million range being more popular. In Pest, two-thirds (67%) of transactions fell into the categories below HUF 35 million.

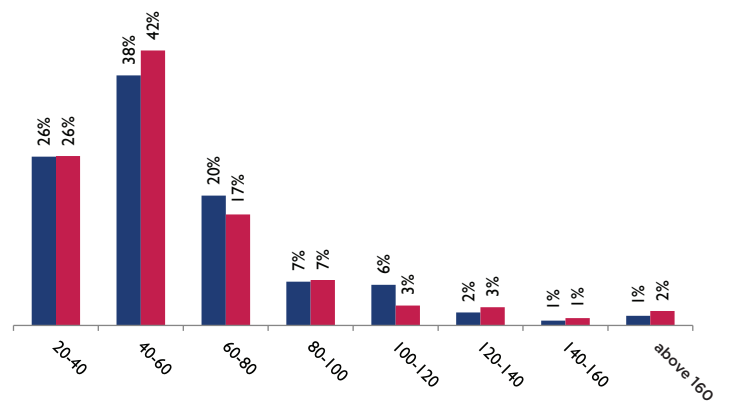
BUDA

Apartment size (in m²)

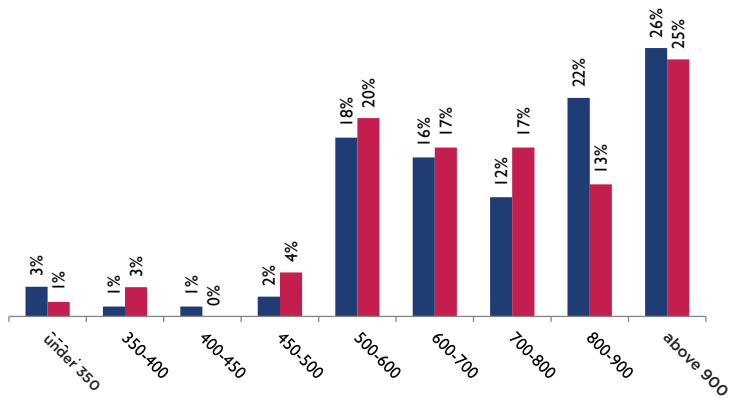


PEST

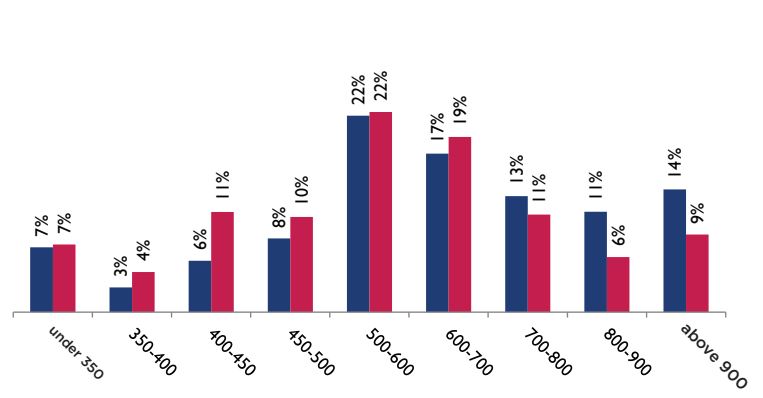
Apartment size (in m²)



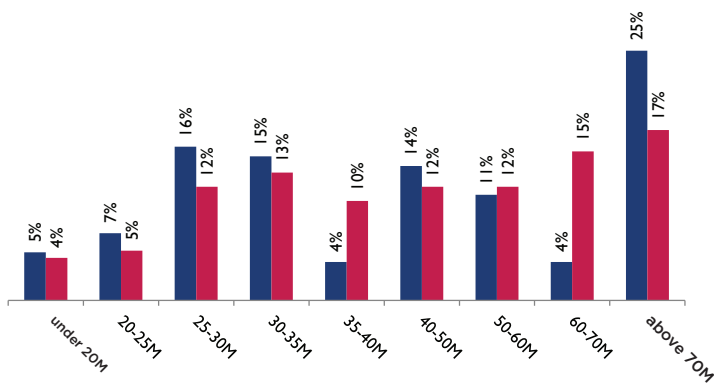
Price per m² (in thousand HUF)



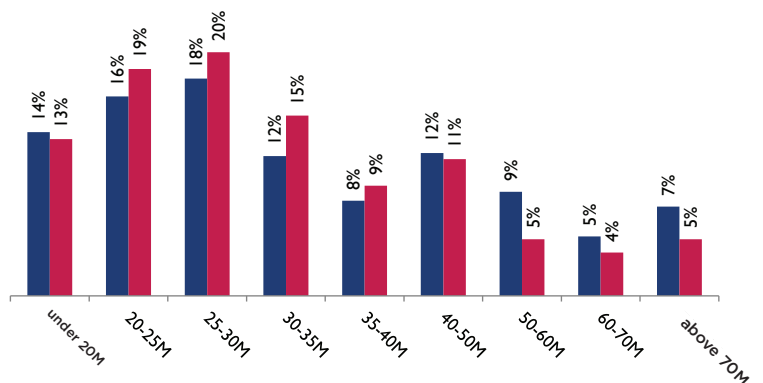
Price per m² (in thousand HUF)



Apartment price (in million HUF)



Apartment price (in million HUF)



■ Q3 2019
■ Q3 2020

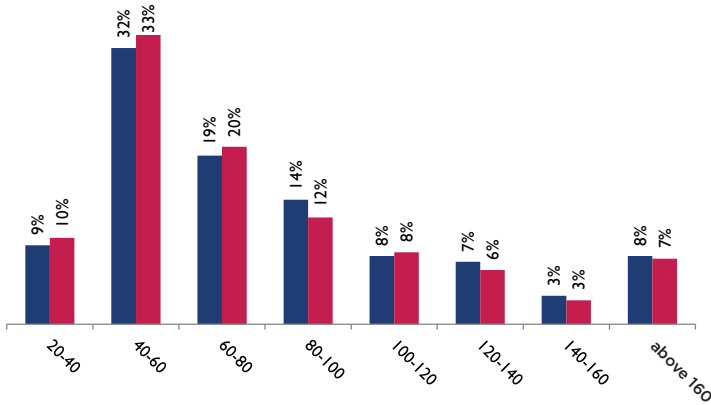
Based on residential properties sold by members of the Duna House franchise network.

TRANSACTION PARAMETERS REGIONALLY

In county Pest, all categories from the smallest apartments to the largest homes were present on the market, with those between 60-80 sq. m. being the most popular. Overall, the 'HUF 250,000 or less' per sq. m. category was the most popular again. In the country, most properties changed their owners at prices between HUF 10-20 million, while in County Pest the ratio of homes sold for more than HUF 35 million was 39%.

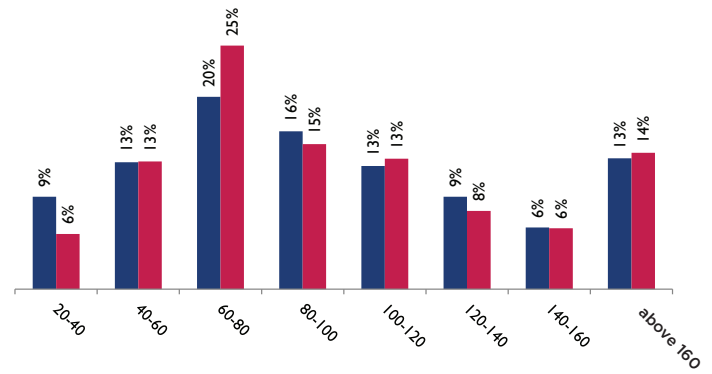
COUNTRYWIDE (WITHOUT CENTRAL-HUNGARY)

Apartment size (in m²)

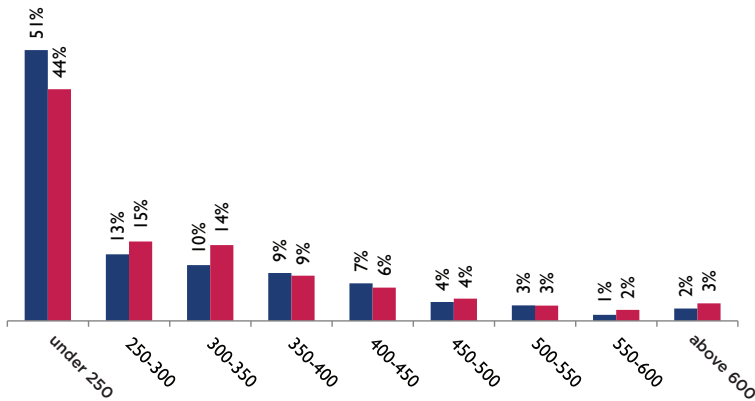


COUNTY PEST

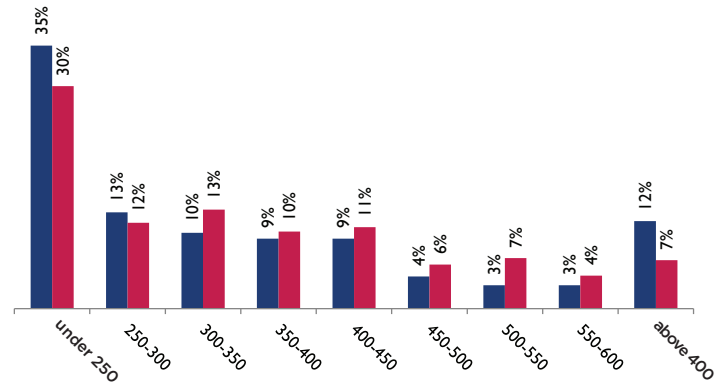
Apartment size (in m²)



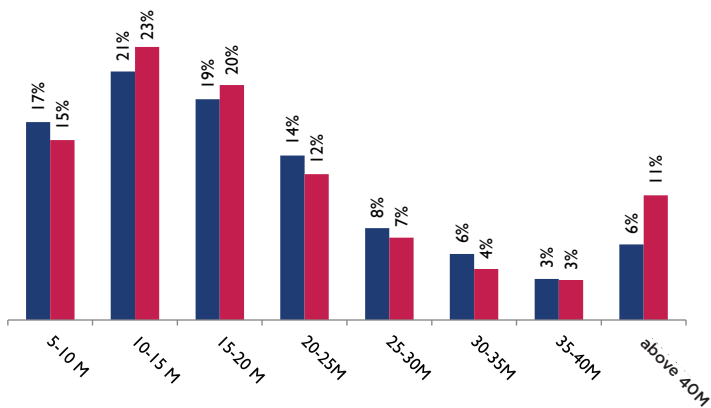
Price per m² (in thousand HUF)



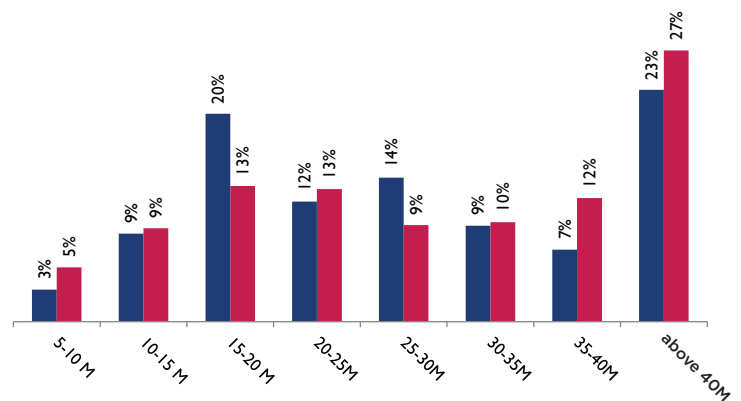
Price per m² (in thousand HUF)



price (HUF Million)



price (HUF Million)



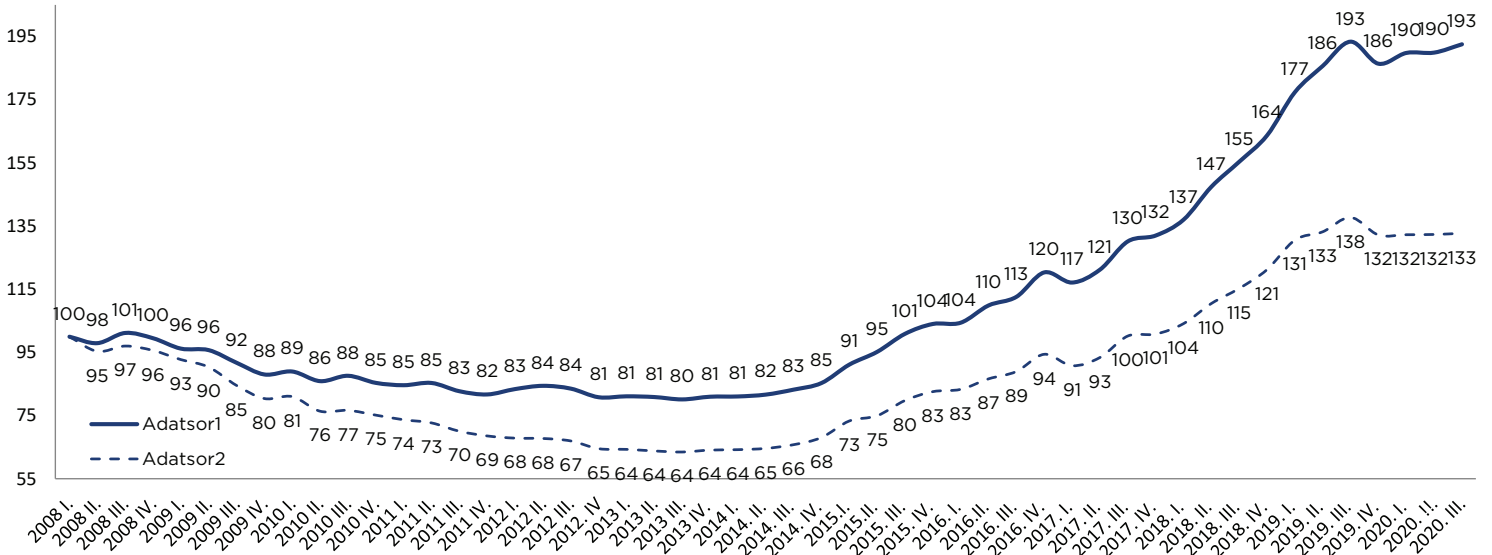
■ Q3 2019
■ Q3 2020

Based on residential properties sold by members of the Duna House franchise network.

PRICES – PROPERTY PRICE INDICES

Duna House National Residential Property Price Index

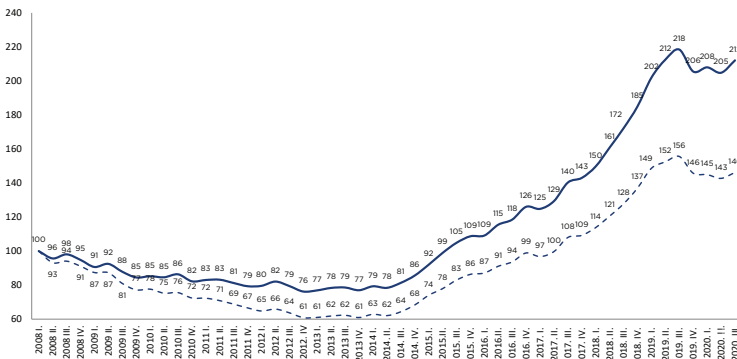
Following the stagnation of the previous quarter the national residential property price index started to climb with a nominal and real-term value of 193 and 133 points, respectively.



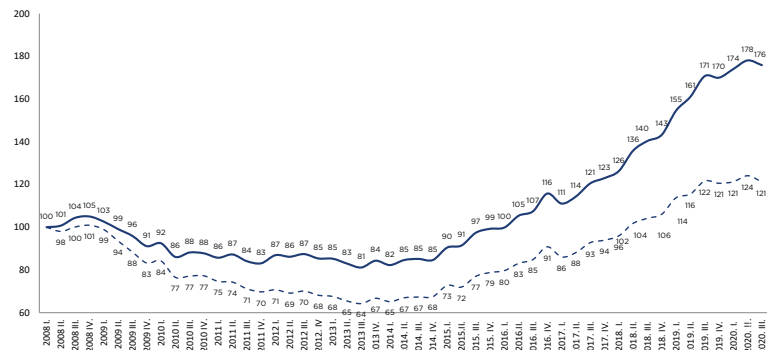
About our residential property indices: We apply a system that attempts to eliminate all kinds of type-related differences. Similar indicators generally use normal averaging which does not take into consideration the variable elements of transactions. When developing DH residential property indices we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

Following the decrease seen in the previous quarter the national concrete block price index increased again in Q3 2020. In contrast, the brick and mortar index are decreasing after a period of increase. In Q3 2020 the concrete block and brick and mortar indices closed at 212 and 176 points, respectively.

NATIONAL CONCRETE BLOCK INDEX



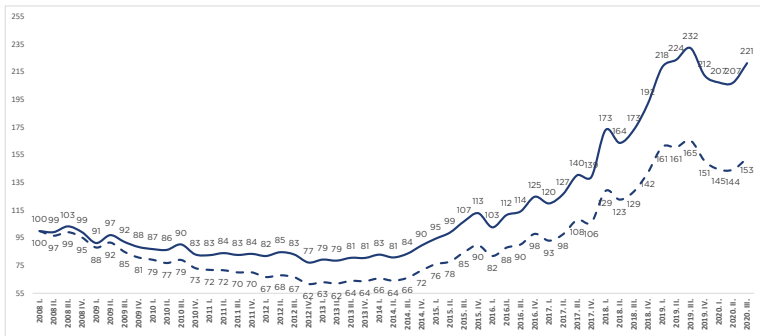
NATIONAL BRICK INDEX



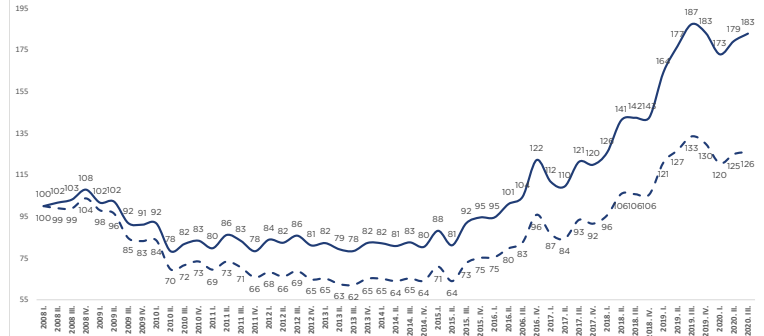
Duna House Regional Residential Property Price Indices

In the country, both concrete block and brick and mortar indices were on the increase in the East of the country. After a significant jump the former closed at 221 points while the latter reached 183 points. In the West, the concrete block index was unchanged and closed Q3 2020 at 183 points, while the brick and mortar index slid back to 176 points.

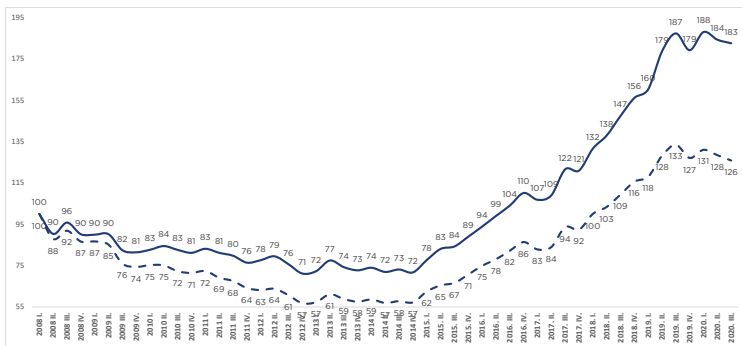
CONCRETE BLOCK PRICE INDEX, EASTERN HUNGARY



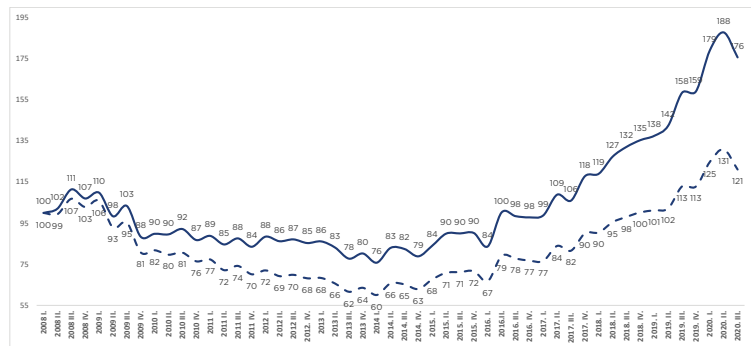
BRICK AND MORTAR PRICE INDEX, EASTERN HUNGARY



CONCRETE BLOCK PRICE INDEX, WESTERN HUNGARY



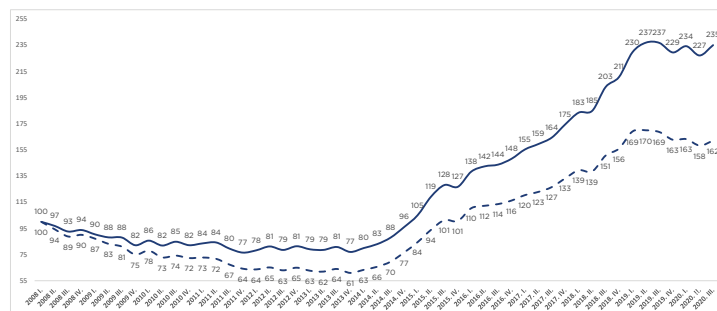
BRICK AND MORTAR PRICE INDEX, WESTERN HUNGARY



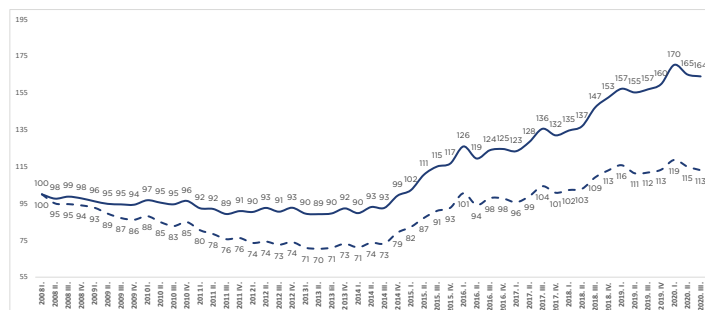
Duna House Budapest Residential Property Indices

In Q3 2020 the Budapest concrete block price index went from 227 points to 235 points while the brick and mortar index stagnated.

BUDAPEST CONCRETE BLOCK PRICE INDEX



BUDAPEST BRICK AND MORTAR PRICE INDEX



APARTMENT PRICE DATA

Based on the Q3 sales figures in the country the average selling price decreased for concrete block apartments in both Eastern and Western Hungary while for brick and mortar homes it showed a decrease in the East and an increase in the West, compared to the same period of 2019. Buyers in the East and in the West could acquire a new home 10% and 7% cheaper than the asking price, respectively.

CONCRETE BLOCK COUNTRYWIDE								
	EAST				WEST			
	price (HUF)	m ² price (HUF)	Change in listing price	Bargain	price (HUF)	m ² price (HUF)	Change in listing price	Bargain
2019. Q3.	18 605 000	344 000	2%	3%	15 737 000	326 000	2%	3%
2020. Q3.	17 192 000	325 000	4%	6%	16 100 000	298 000	2%	5%

BRICK COUNTRYWIDE								
	EAST				WEST			
	price (HUF)	m ² price (HUF)	Change in listing price	Bargain	price (HUF)	m ² price (HUF)	Change in listing price	Bargain
2019. Q3.	22 362 000	379 000	2%	4%	17 617 000	311 000	3%	4%
2020. Q3.	20 797 000	362 000	4%	6%	18 379 000	330 000	2%	5%

Based on properties sold in the period, concrete block apartment prices saw a 2% increase and a 2% decrease in Buda and Pest, respectively, compared to Q3 2019. Square metre prices of brick and mortar properties stagnated in Buda and slightly decreased in Pest, while they saw a 12% decrease in downtown Budapest compared to the same period of 2019. For brick and mortar and concrete block properties buyers should expect average sq. m. prices of HUF 621,000 and HUF 504,000-599,000, respectively. Bargaining margins have increased in all regions compared to last year, especially for brick and mortar apartments in downtown Budapest, which could be acquired for 12% less than the asking price.

CONCRETE BLOCK BUDAPEST												
	BUDA				PEST							
	price (HUF)	m ² price (HUF)	Change in listing price	Bargain	price (HUF)	m ² price (HUF)	Change in listing price	Bargain	price (HUF)	m ² price (HUF)	Change in listing price	Bargain
2019. Q3.	30 250 000	590 000	1%	3%	26 187 000	512 000	2%	3%				
2020. Q3.	31 652 000	599 000	2%	4%	25 582 000	504 000	4%	5%				

BRICK BUDAPEST												
	BUDA				PEST				DOWNTOWN			
	price (HUF)	m ² price (HUF)	Change in listing price	Bargain	price (HUF)	m ² price (HUF)	Change in listing price	Bargain	price (HUF)	m ² price (HUF)	Change in listing price	Bargain
2019. Q3.	58 410 000	847 715	1%	4%	32 564 000	636 326	2%	3%	52 079 000	859 160	3%	5%
2020. Q3.	57 208 000	850 000	4%	5%	32 657 000	621 000	6%	4%	39 477 000	754 000	7%	5%

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. The bargain % represents the additional reduction of the price agreed upon by the seller and the buyer. The two indicators together give a fairly accurate picture of the difference between the original idea of the seller and the actual final price.



PERSONALIZED AND CUSTOMIZED REAL ESTATE MARKET STUDIES FROM DUNA HOUSE'S RESEARCH DEPARTMENT

DECISION SUPPORTIVE BUSINESS ANALYSIS FOR ALL.

Duna House research department's experienced team offers the preparation of personalized and customized market studies, reports, as well as answers to project specific needs.

The greatest advantage of Duna House studies is the provision of the most up-to-date information to our clients, based on our own database of a wide scale and inputs both on the demand and supply side of the market.

Duna House's database is the largest collection of up-to-date real sale and purchase data in the country, containing information in addition to prices about demand, bargain potential, quality preferences and client profiles. Our analytical portfolio also includes the latest mortgage data for the support of a comprehensive research.

WHO IS IT INTENDED FOR?

Our analytical studies can support all those who believe in the power of data and facts, and who wish to make their business decisions based on them.

We recommend our studies to:

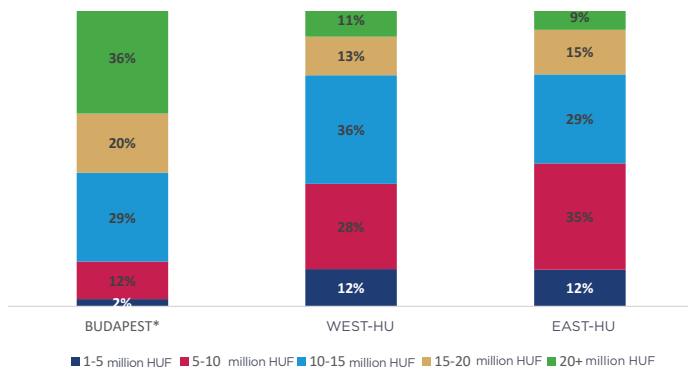
- ✓ Constructors and developers
- ✓ Project owners and investors
- ✓ Community managers
- ✓ Municipalities

**REQUEST AN OFFER AND GET THE MOST OUT
OF DUNA HOUSE MARKET DATA!**

elemzes@dh.hu

MORTGAGE DATA Q2 2020

MORTGAGES BY TRANSACTION VALUE

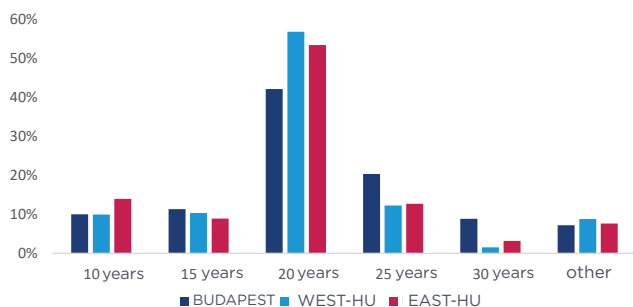


Transaction values exceeding HUF 20 million were mostly prevalent in Budapest (36%). In the country, mortgages of this magnitude were applied for by a mere 9% of clients in the East and 11% in the West. In Eastern Hungary most clients applied for HUF 5-10 million while in the West mortgages of HUF 10-15 million were the most popular.

Compared to the previous quarter the average mortgage amount decreased in the West and increased in Budapest. The Q3 2020 average was HUF 18,8 million and HUF 10,8-11,7 million in Budapest and in the country, respectively.

AVERAGE LOAN VOLUME				
	2019. Q4	2020. Q1	2020. Q2	2020. Q3
BUDAPEST*	16 749 984	18 541 109	18 429 742	18 848 810
WEST-HU	11 141 891	11 062 361	11 821 145	11 702 692
EAST-HU	10 295 461	10 170 464	9 574 947	10 832 115

MORTGAGES BY DURATION



Similarly to previous quarters the majority of mortgage applicants went for a 20-year term. Their share in Budapest, in the Western and in the Eastern part of the country was 42%, 57% and 54%, respectively.

	BUDAPEST*				WESTERN HUNGARY				EASTERN HUNGARY			
	2019. Q4	2020. Q1	2020. Q2	2020. Q3	2019. Q4	2020. Q1	2020. Q2	2020. Q3	2019. Q4	2020. Q1	2020. Q2	2020. Q3
10-YEAR	11%	10%	11%	10%	14%	14%	17%	10%	16%	14%	19%	14%
15-YEAR	9%	13%	13%	11%	11%	12%	10%	10%	13%	10%	18%	9%
20-YEAR	39%	37%	38%	42%	52%	55%	55%	57%	50%	47%	43%	54%
25-YEAR	23%	20%	21%	20%	13%	10%	11%	12%	13%	21%	7%	13%
30-YEAR	10%	10%	9%	9%	5%	2%	1%	2%	3%	3%	4%	3%
OTHER	8%	10%	8%	7%	4%	7%	8%	9%	6%	5%	9%	8%

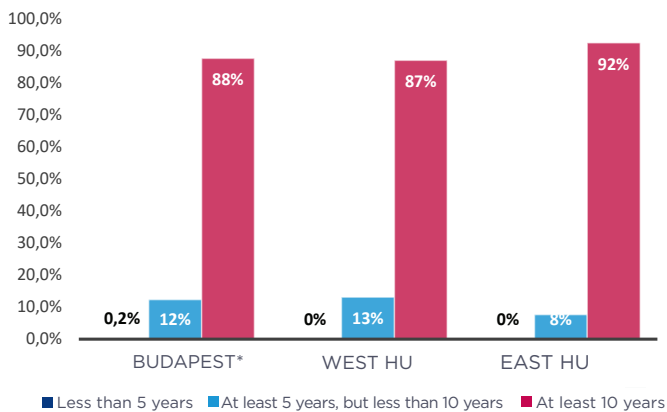
Mortgage data methodology: When analysing data we used applications mediated by Duna House Loan Center and submitted during the given quarter, based on loan volume, interest period and the term of the loan, in regional breakdown. The analysis of the family home allowance scheme "CSOK" only considered 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.



In Q3 2020 Loan to Value (LTV) slightly decreased. In the West it was 44% and in the rest of the country it was 45%.

AVERAGE LTV				
	2019. Q4	2020. Q1	2020. Q2	2020. Q3
BUDAPEST*	40%	46%	45%	45%
WEST HU	46%	46%	46%	44%
EAST HU	40%	45%	46%	45%
TOTAL	41%	46%	46%	45%

MORTGAGES BY INTEREST PERIOD



Mortgages with a term of less than five years have almost disappeared from the market: in the third quarter of 2020 their share was a mere 0.2% in Budapest. Loans with a fixed interest rate for 10 years or more still have the highest share with 92%, 88% and 87% in the East, in Budapest and in the West, respectively.

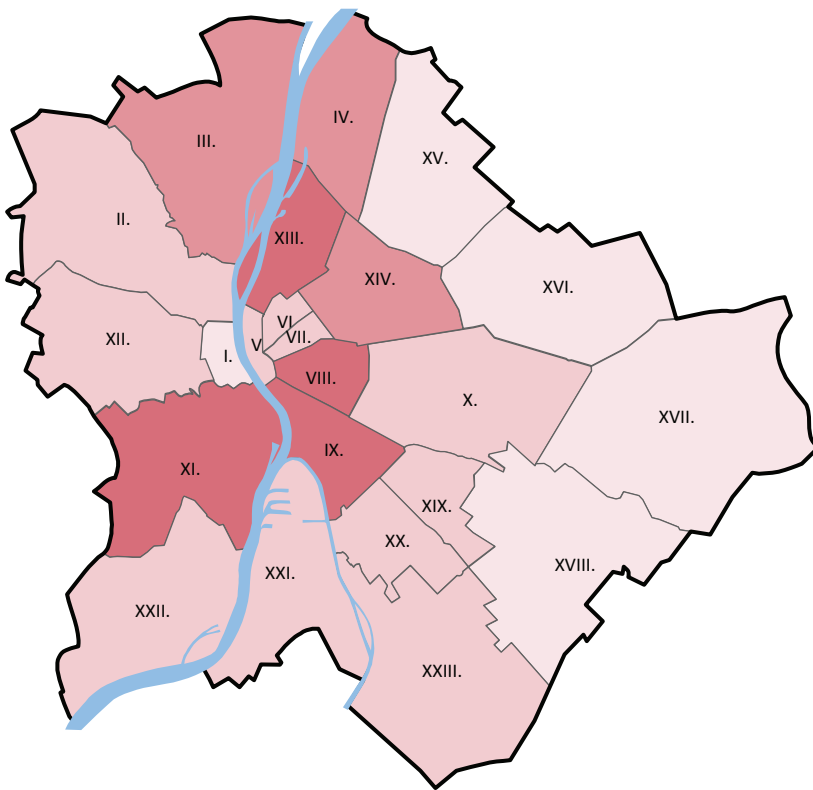
	BUDAPEST*				WESTERN HUNGARY				EASTERN HUNGARY			
	2019. Q4	2020. Q1	2020. Q2	2020. Q3	2019. Q4	2020. Q1	2020. Q2	2020. Q3	2019. Q4	2020. Q1	2020. Q2	2020. Q3
LESS THAN 5 YEARS	0%	0,2%	0,8%	0,2%	0%	1%	0%	0%	0%	0%	0%	0%
5 YEARS OR MORE, BUT LESS THAN 10 YEARS	19%	16%	16%	12%	22%	13%	22%	13%	15%	19%	8%	8%
AT LEAST 10 YEARS	81%	84%	84%	88%	78%	86%	78%	87%	85%	81%	92%	92%

In Western Hungary more than one-third of all loan applications were accompanied by an application for CSOK, the family home allowance, while in Budapest and in the East this figure was 14.4% and 27.4%, respectively. The national average (20.7%) was lower than in the previous quarter.

SUBMITTED CSOK APPLICATIONS IN THE RATIO OF ALL QUARTERLY LOAN TRANSACTIONS

BUDAPEST*	14,4%
WEST-HU	31,2%
EAST-HU	27,4%
TOTAL	20,7%

NEWLY BUILT DATA



Number of new build apartments in development projects currently on sale

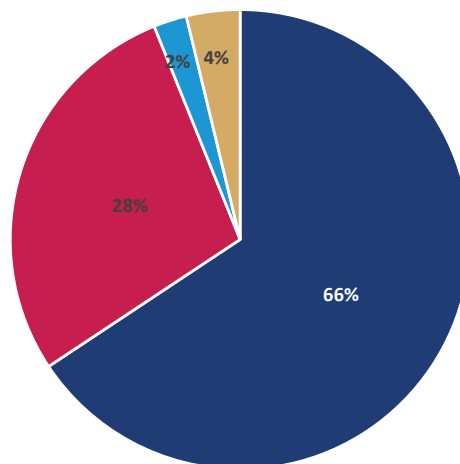

 Higher number of units

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

In Q3 2020 there were no districts in Budapest where the number of newly built apartments exceeded 7000. The highest numbers (between 2000-7000) were recorded in Districts 8, 9, 11, and 13. The outer districts are still not favoured by developers, especially Districts 21 and 23, where there were less than 100 new units under construction.

Distribution of newly built apartments based on their sales phase is similar to that seen in the previous quarter. More than two-thirds of all new build apartments offered in Budapest in Q3 2020 were sold almost immediately. 2% of the apartments have been reserved and 4% are marked as “planned”. 28% of newly built apartments are still available.

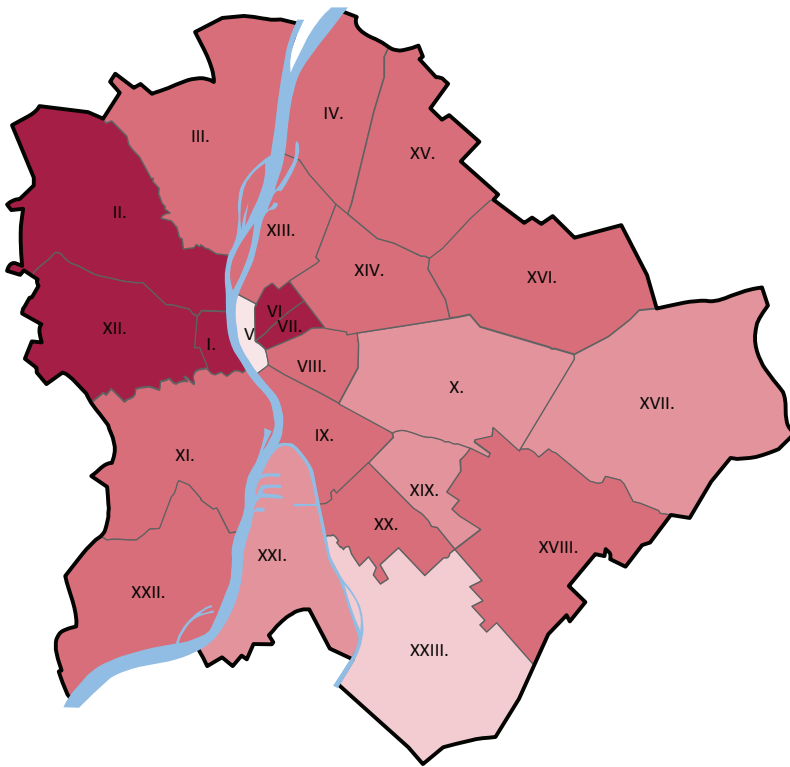
DISTRIBUTION OF NEWLY BUILT APARTMENTS BASED ON SALES PHASE IN Q3 2020



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





Average square metre prices of new build residential properties

Higher price per sq. m.

AVERAGE M2 PRICE	DISTRICTS
above 1 million	I., II., VI., VII., XII.
between 700 thousand - 1 million	III., IV., VIII., IX., XI., XIII., XIV., XV., XVI., XVIII., XX., XXII.
between 600-700 thousand	X., XVII., XIX., XXI.
between 500-600 thousand	XXIII.
under 500 thousand	

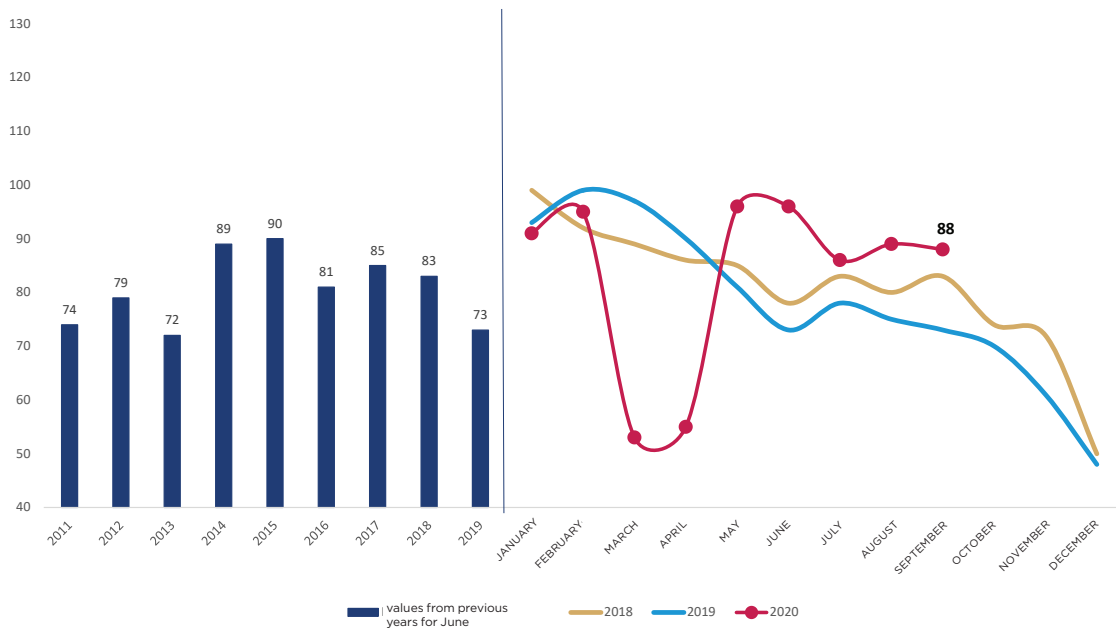
Apart from the downtown districts of Budapest (District 6 and 7) the average price per sq. m. of newly built apartments exceeded HUF 1 million in Districts 1, 2 and 12. There were no districts with an average sq. m. price below HUF 500,000. The average sq. m. price of new build apartments in Budapest was HUF 917,000.

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 Q3 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.



BUYERS - DEMAND INDEX

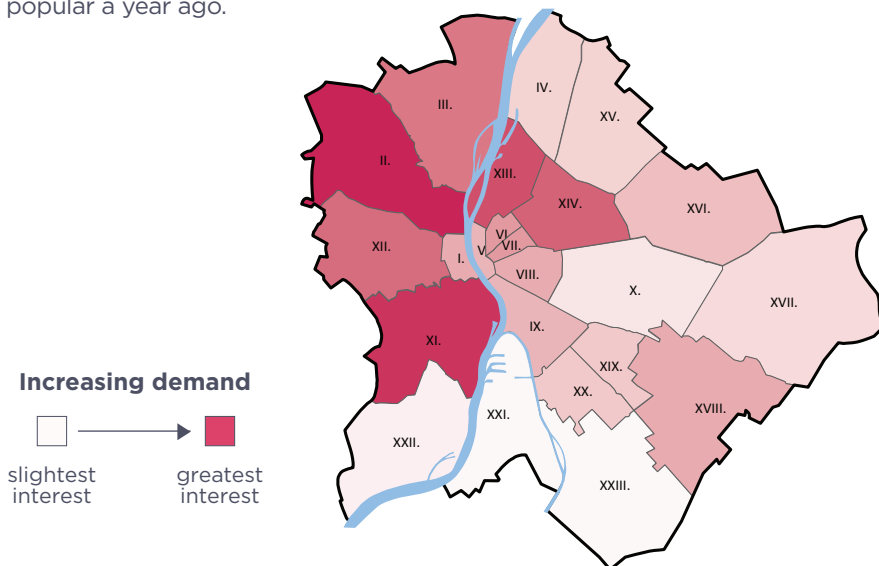
At present, the Duna House Demand Index is at 88 points, the highest September value of the past several years.



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 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 products.

DEMAND FOR INDIVIDUAL DISTRICTS

This September District 2 was the most popular in Budapest, closely followed by Újbuda (District 11) and Angyalföld (District 13), the latter being the most popular a year ago.



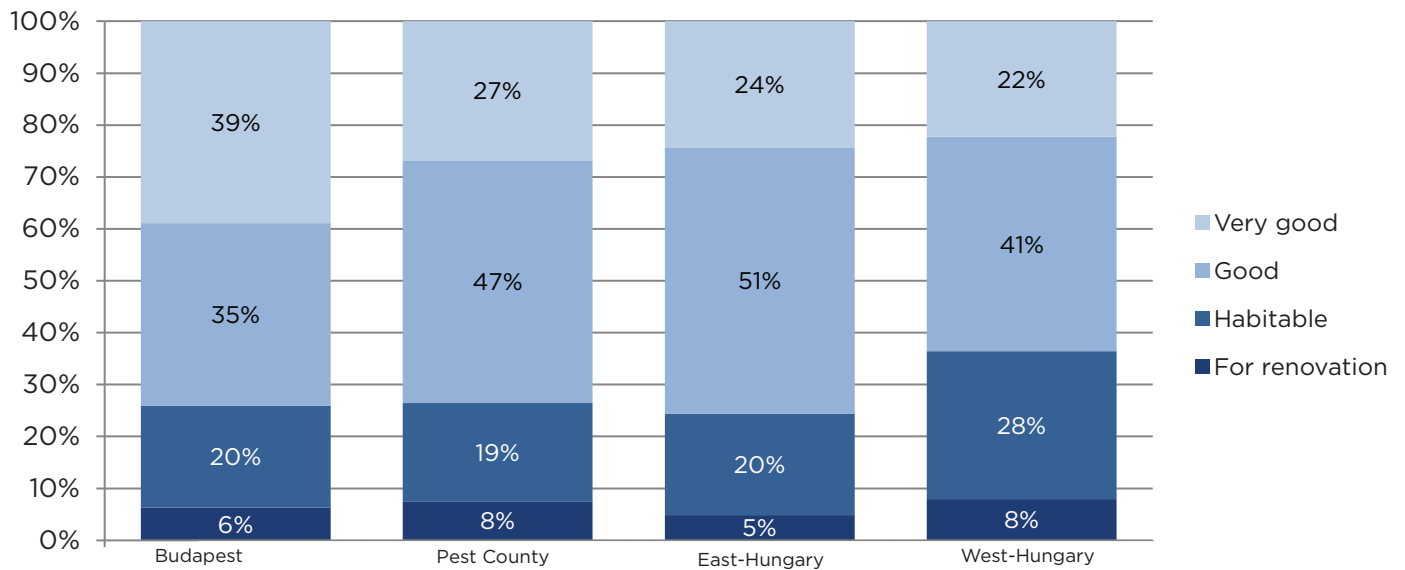
DISTRICT	2019. SEPTEMBER	2020. SEPTEMBER
Budapest I.	7,2%	8,8%
Budapest II.	13,7%	16,8%
Budapest III.	11,0%	12,4%
Budapest IV.	6,4%	6,1%
Budapest V.	9,4%	8,3%
Budapest VI.	14,3%	10,3%
Budapest VII.	14,7%	10,4%
Budapest VIII.	11,4%	8,9%
Budapest IX.	11,7%	8,4%
Budapest X.	5,2%	4,8%
Budapest XI.	14,3%	16,6%
Budapest XII.	11,1%	13,2%
Budapest XIII.	15,5%	15,2%
Budapest XIV.	15,2%	13,7%
Budapest XV.	7,7%	6,1%
Budapest XVI.	6,8%	7,4%
Budapest XVII.	5,7%	5,3%
Budapest XVIII.	9,3%	8,5%
Budapest XIX.	7,9%	6,8%
Budapest XX.	5,4%	6,8%
Budapest XXI.	4,2%	3,0%
Budapest XXII.	3,7%	3,8%
Budapest XXIII.	2,0%	2,2%

Methodology: Our clients with a purchase intention indicate their preferred districts (more at the same time) when meeting our agents. The above preference map is put together based on this information.

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 as a whole. Duna House Holding pursues its real estate agency activities mainly in Budapest and major cities. Duna House Holding does not make corrections in view of the territorial distribution of its own and market transactions in general.

QUALITY PREFERENCE

In Budapest, properties in a “very good” condition were the most sought after with a share of 39%. In the rest of the country, properties in a “good” condition dominated with 41%-51% of buyers looking for a new home in this category. The share of properties in need of renovation varied between 6% and 8%.



TURNOVER SPEED (TIME NEEDED TO SELL)

Time needed to sell increased in the entire country compared to the same period last year. Selling a concrete block apartment takes at least 3 months, while a brick and mortar unit sells in 3.5-5 months on average, with the exception of downtown Budapest, where the average time needed to sell increased to 198 days.

CONCRETE BLOCK				
Time need of sale/day				
	East	West	Buda	Pest
September 2019	55	64	65	71
September 2020	97	113	90	112

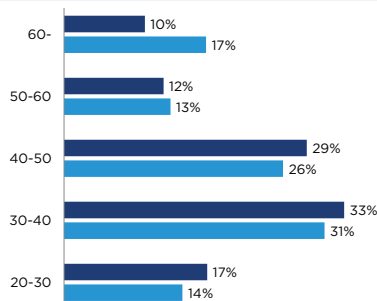
BRICK					
Time need of sale/day					
	East	West	Buda	Pest	Inner city
September 2019	72	85	99	115	120
September 2020	110	111	120	157	198

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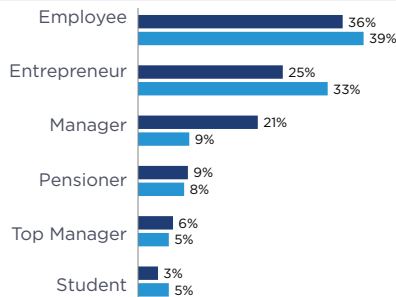
BUYER PROFILE IN BUDAPEST

In Budapest, the share of buyers with an investment motivation decreased by 20 percentage points compared to the same period last year, but they were still the biggest group with a share of 29%. However, the share of buyers moving into a larger home has increased significantly, from 11% last year to 24% in Q3 2020. The average value of these properties exceeded HUF 51 million, the average size was 84 sq. m. With a share of 21% middle managers were more prevalent than a year ago. Buyers' age distribution was varied, but the largest group were those between 30-40 and 40-50 years of age.

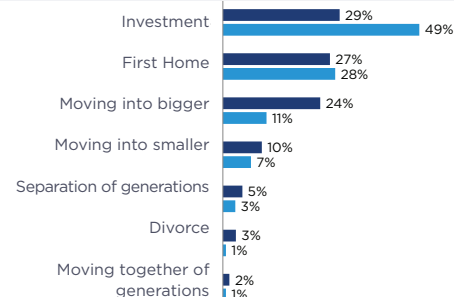
BUYERS' AGE IN BUDAPEST



BUYERS' STATUS IN BUDAPEST



MOTIVATION IN BUDAPEST



AGE	AVERAGE PRICE	m ²
20-30	34 985 000	54
30-40	39 755 000	70
40-50	48 954 000	67
50-60	34 763 000	56
60-	47 077 000	62

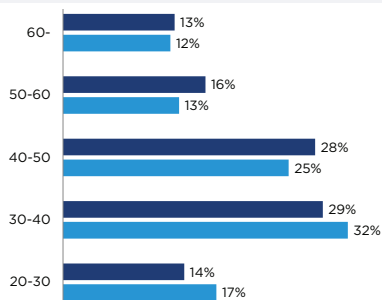
STATUS	AVERAGE PRICE	m ²
Employee	37 033 000	66
Top Manager	93 829 000	81
Manager	36 724 000	60
Pensioner	42 550 000	59
Student	29 175 000	49
Entrepreneur	43 800 000	67

SITUATION	AVERAGE PRICE	m ²
Investment	44 996 000	59
First Home	29 094 000	49
Separation of generations	26 274 000	49
Moving together of generations	56 750 000	177
Moving into smaller	33 001 000	55
Moving into bigger	51 504 000	84
Divorce	48 100 000	72

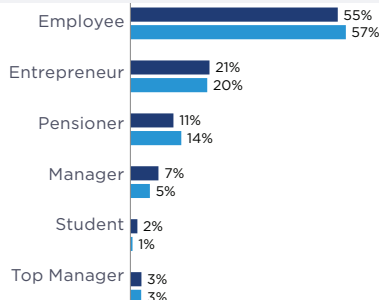
BUYER PROFILE IN THE COUNTRY

The age distribution of buyers in the country is very similar to that in the capital. In September more than half of all buyers were employees. The main motivation was moving into a larger home (30%), but the share of those buying their first home and making an investment exceeded 20%, too.

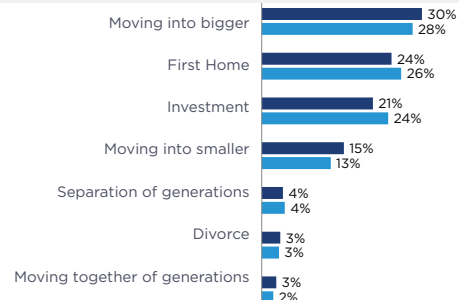
BUYERS' AGE IN THE COUNTRY



BUYERS' STATUS IN THE COUNTRY



MOTIVATION IN THE COUNTRY



AGE	AVERAGE PRICE	m ²
20-30	20 292 000	81
30-40	27 923 000	95
40-50	25 479 000	94
50-60	24 943 000	84
60-	22 315 000	73

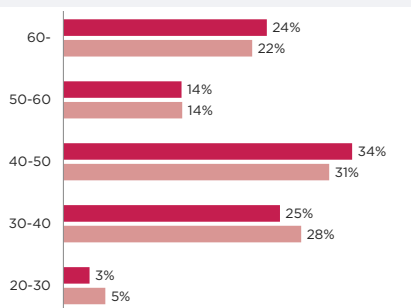
STATUS	AVERAGE PRICE	m ²
Employee	20 269 000	80
Top Manager	56 214 000	123
Manager	28 099 000	91
Pensioner	19 250 000	73
Student	21 549 000	48
Entrepreneur	34 939 000	117

SITUATION	AVERAGE PRICE	m ²
Investment	19 205 000	62
First Home	20 348 000	79
Separation of generations	17 744 000	64
Moving together of generations	30 346 000	127
Moving into smaller	19 389 000	72
Moving into bigger	38 897 000	130
Divorce	17 358 000	64

SELLER PROFILE BUDAPEST

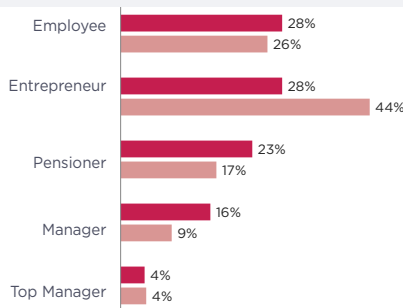
Sellers in Budapest were predominantly employees and self-employed. The share of self-employed decreased from 44% last year to 28% in Q3 2020, while the share of old age pensioners and middle managers has increased. The percentage of sellers moving into a larger apartment has decreased compared to September 2019, but they were still the largest group. The share of sellers moving into a smaller home skyrocketed from 9% to 22%. They sold their properties for HUF 42,8 million on average.

SELLERS' AGE BUDAPEST



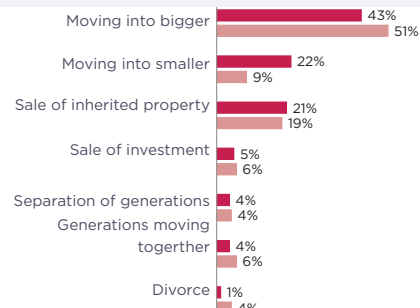
AGE	AVERAGE PRICE	m ²
20-30	38 225 000	71
30-40	35 885 000	55
40-50	43 674 000	67
50-60	49 303 000	73
60-	37 918 000	64

SELLERS' STATUS BUDAPEST



STATUS	AVERAGE PRICE	m ²
Employee	33 532 000	64
Top Manager	70 438 000	75
Manager	47 357 000	67
Pensioner	38 075 000	67
Entrepreneur	45 602 000	66

MOTIVATION BUDAPEST

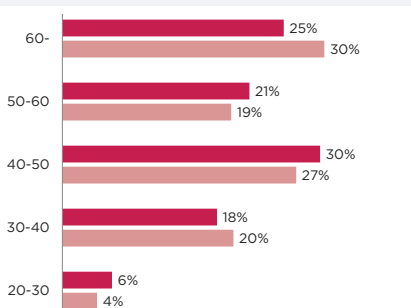


SITUATION	AVERAGE PRICE	m ²
Sale of investment	60 250 000	62
Separation of generations	52 750 000	111
Moving together of generations	52 167 000	70
Moving into smaller	42 844 000	73
Moving into bigger	38 952 000	60
Sale of inherited property	37 013 000	65
Divorce	46 750 000	144

SELLER PROFILE IN THE COUNTRY

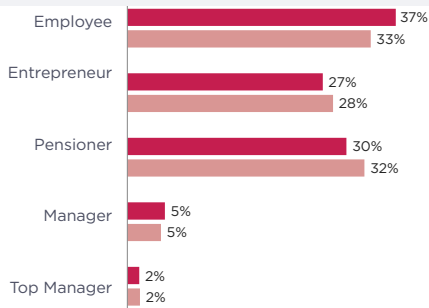
The age distribution of sellers in the country is varied; this September sellers between 40-50 years of age were the most active. The main motivation was selling an inherited property or moving into a larger or smaller home.

SELLERS' AGE IN THE COUNTRY



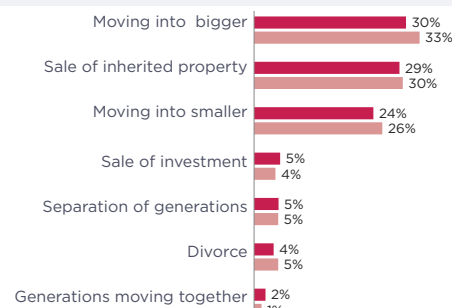
AGE	AVERAGE PRICE	m ²
20-30	19 479 000	62
30-40	23 102 000	80
40-50	24 813 000	90
50-60	28 712 000	98
60-	22 609 000	91

SELLERS' STATUS IN THE COUNTRY



STATUS	AVERAGE PRICE	m ²
Employee	19 029 000	76
Top Manager	38 150 000	116
Manager	23 866 000	80
Pensioner	21 783 000	91
Entrepreneur	34 685 000	98

MOTIVATION IN THE COUNTRY



SITUATION	AVERAGE PRICE	m ²
Sale of investment	33 238 000	77
Separation of generations	22 884 000	83
Moving together of generations	25 440 000	77
Moving into smaller	35 393 000	133
Moving into bigger	20 636 000	63
Sale of inherited property	19 385 000	91
Divorce	24 412 000	105



DUNA HOUSE®

H-1016 Budapest,
Gellerthegy u. 17.

Phone: +36-1/555-2222

Fax: +36-1/555-2220

www.dh.hu