

DUNA HOUSE BAROMETER

The latest property market info
from Duna House network

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Q2 2021
AND JUNE 2021



DHS
BÉT

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MARKET**

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FORTHCOMING ISSUES

Date of issue	Content
12.08.2021	July 2021 data
13.09.2021	August 2021 data
12.10.2021	Q3 2021 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

PROPERTY MARKET BREAKING NEW RECORDS IN Q2 2021

The national residential property price index of Duna House is the first to give, based on actual transaction data, an indication of the direction, rate and pace of residential property price changes in Hungary. In nominal terms, the national residential property price index showing the overall market average closed at a record high in first quarter of the year already, and in Q2 it kept rising, from 199 to 208 points. In real terms the increase is somewhat less pronounced: the index is at 138 points compared to 135 points in Q1. The price index broke new records as far as property types are concerned, too: for concrete block apartments it rose by 24 points to 233 points and for brick and mortar homes it rose by 4 points to 186 points in the second quarter of 2021. With the exception of the brick and mortar price index of the Eastern Hungarian region all indices soared higher both in the country and in the capital.

Sales figures support the image of an active market demand, even though the June demand index of 73 points lagged behind the monthly record of pandemic-ridden 2020, but was still on par with previous years. Therefore, it is safe to say that Hungarian residential property market is back to normal again, which also paves the way for increasing property prices in almost all market segments. In Q2 2021 two-thirds of all new build homes were sold almost immediately, and their average sq. m. price already exceeded the psychological milestone of HUF 1 million. Eastern Hungary was the only region where some stagnation was recorded for both concrete block and brick and mortar properties. In the Western part of the country and in Budapest the average price of concrete block apartments recorded two-digit escalations. As far as brick and mortar properties are concerned, there were some less marked price hikes in Buda, Pest and downtown Budapest, too.

The summer started out with a marginal deceleration compared to the previous month, but the residential property market was still active. That said, the transaction number of 13,615 estimated by Duna House still marks the strongest June market of the past five years which translates to a 22% increase compared to the post-pandemic market boost. In H1 2021 there were almost 83,000 sales transactions overall, which is also significantly more than the H1 figures of the past five years. Potential buyers are increasingly open to consider properties in the outskirts of bigger cities or those located in the country. The three main reasons to buy are still investment, buying the first home and moving into a larger home. Experts say this trend is strengthened by the various home buyer subsidies, the family home allowance (CSOK) and the loans offered to couples expecting a baby (“Babaváró hitel”).

The domestic property loan market has been in an upswing since March and the trend still holds strong. Based on the HUF 115 billion estimate published by Duna House Finances June marked the second most active month of H1. Looking at Q2 2021 – using two factual figures and one estimate – residential mortgage contracts worth HUF 342 billion were concluded and the overall H1 volume was HUF 576 billion, thanks to the new loan products introduced on the back of the still very popular state subsidies offered for first-time home buyers.

Further information

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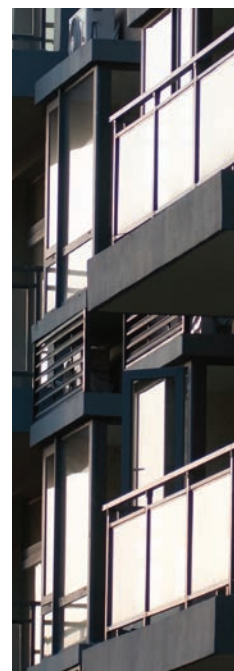


3 INTERESTING FACTS:

The first Duna House Barometer was published 10 years ago, in July 2011.

There are seven Budapest districts where new apartment prices exceeded HUF 1 million per sq. m.

Price indices grew the most in Western Hungary.

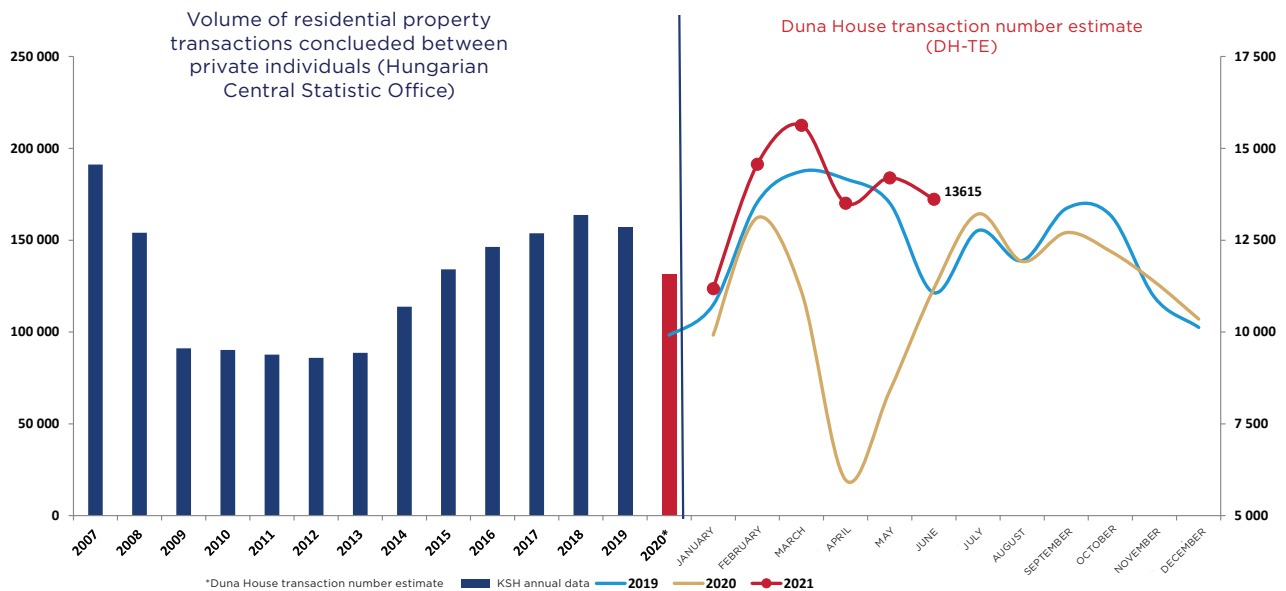


TRANSACTION DATA

Duna House Transaction Number Estimate (DH-TE)

Duna House presents its monthly Transaction Number Estimate (DH-TE) and Mortgage Forecast below, showing that in June 2021 13,615 property transactions were concluded and residential mortgage contracts worth HUF 115 billion were signed in the whole of Hungary. Albeit at a minimally lower level, but the summer took a still active start on the Hungarian residential property market. The transaction volume of 13,615 estimated by Duna House still indicates the strongest June market of the past five years, representing an increase of 29% compared to the same period of 2019 and 22% more than the brisk, post-Covid market of 2020. All in all, the market closes the first half of the year with a combined transaction volume of almost 83,000 which is also significantly more than the H1 figures of the past five years.

The domestic mortgage market has been on a rally since March and the trend is still going strong. According to the factual figures published by the National Bank of Hungary the former record was broken in May: citizens of Hungary applied for more than HUF 120 billion residential mortgage in the fifth month of the year. Based on the estimate of Duna House Finances the residential mortgage market closed the month of June with a transaction volume of HUF 115 billion, which is another stellar figure denoting the second strongest month of the year so far, partly as a result of the continued popularity of the state home renewal subsidy. Looking Q2 of 2021 – based on two factual figures and one estimate – residential mortgage contracts worth HUF 342 billion were concluded and the total volume for the first half of the year was almost HUF 576 billion.



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
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	12 200	11 369	10 354
2021	11 185	14 569	15 630	13 511	14 198	13 615						

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.

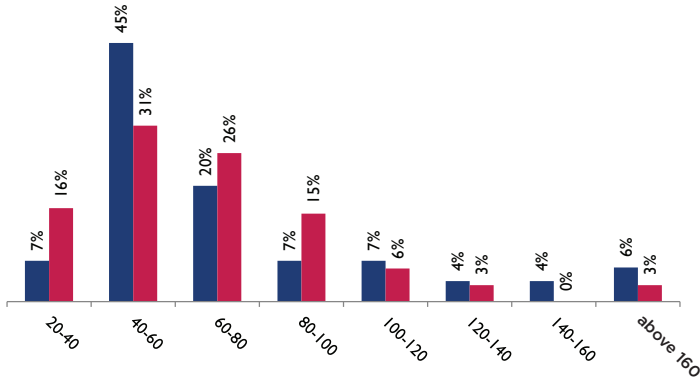
Please note that DH-TE data is not suitable for determining the number of transactions brokered by Duna House

TRANSACTION PARAMETERS IN BUDAPEST

In Q2 2021 properties between 40-60 sq. m. were the most popular with buyers in both Buda and Pest. In Buda, the share of properties north of HUF 600,000 per sq. m. grew by 8 percentage points compared to the same period last year. As far as property prices are concerned, the popularity of homes priced HUF 60 million and higher increased: almost one third (31%) of all transactions were concluded in this category. In Pest, the share of homes between HUF 40-60 million saw a sudden surge of 15 percentage points overall compared to 2020 figures. Looking at sq. m. prices, properties offered at HUF 500,000 per sq. m. dominated the market.

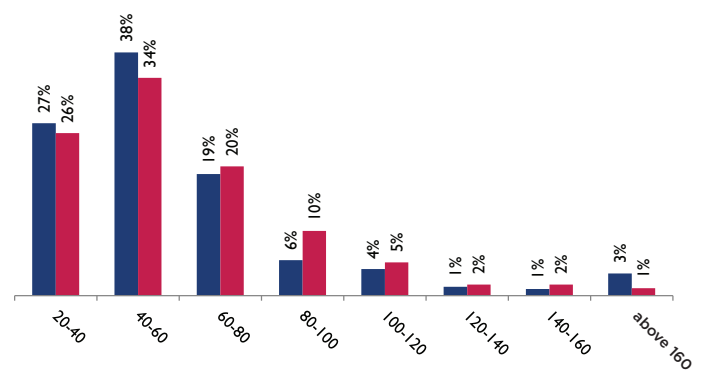
BUDA

Apartment size (in m²)

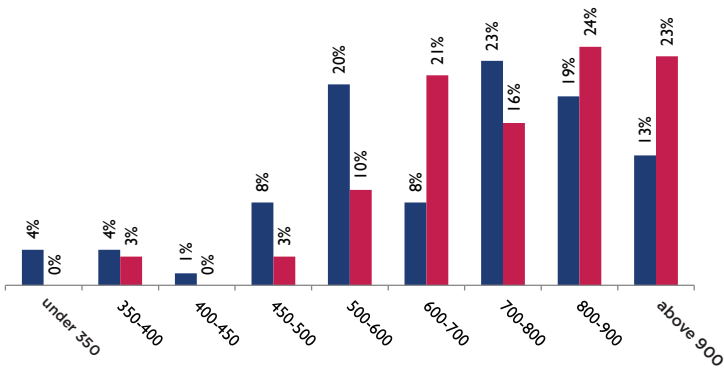


PEST

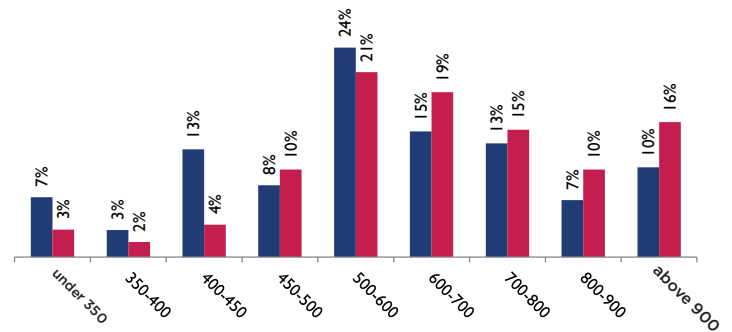
Apartment size (in m²)



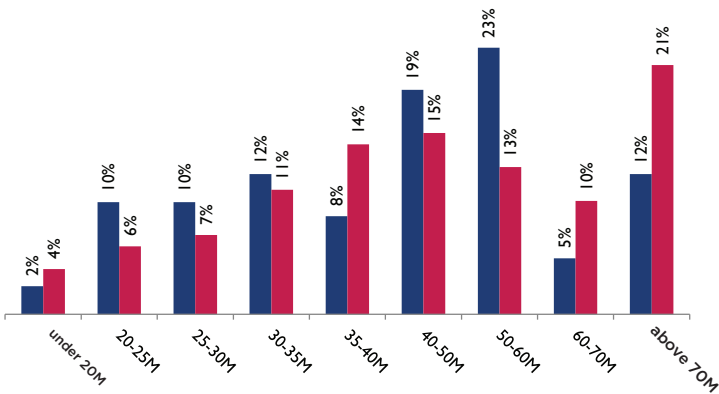
Price per m² (in thousand HUF)



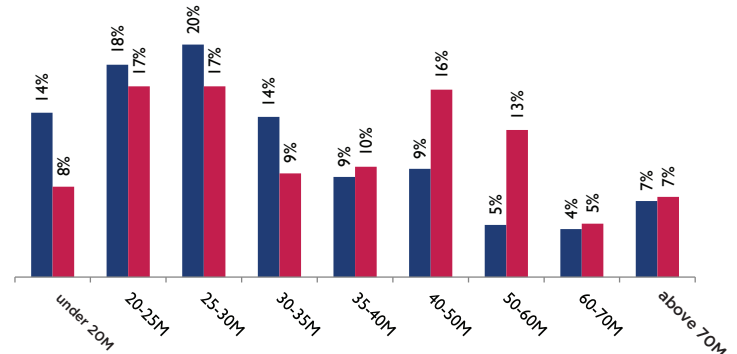
Price per m² (in thousand HUF)



Apartment price (in million HUF)



Apartment price (in million HUF)



■ Q2 2020
■ Q2 2021

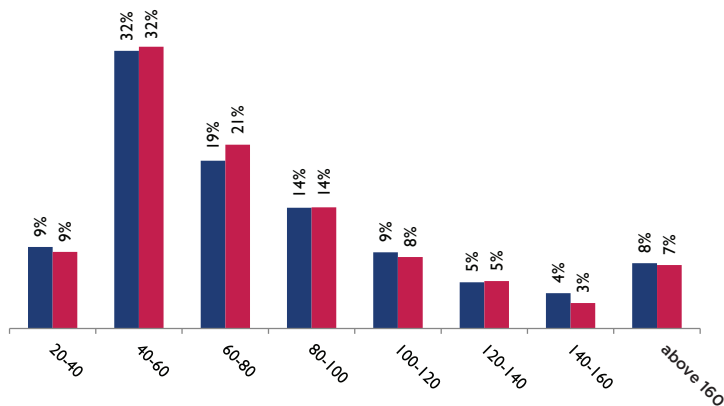
Based on residential properties sold by members of the Duna House franchise network.

TRANSACTION PARAMETERS REGIONALLY

In the country there were no significant changes compared to Q2 2020, except for sq. m. prices. In County Pest and in the rest of the country properties between 60-80 sq. m. and 40-60 sq. m. were the most popular, respectively. Even though in the latter case homes offered between HUF15-20 million were the most sought after, the share of transactions in the HUF 20+ million category also grew compared to the previous year. In County Pest homes priced at HUF 35 million and above dominated the market. The share of properties with sq. m. prices below HUF 250,000 decreased compared to 2020 from 49% to 35% in the country and from 31% to 23% in County Pest. In Q2 2021 18% of all transactions in County Pest were concluded in the 'HUF 600,000 per sq. m. and above' price bracket.

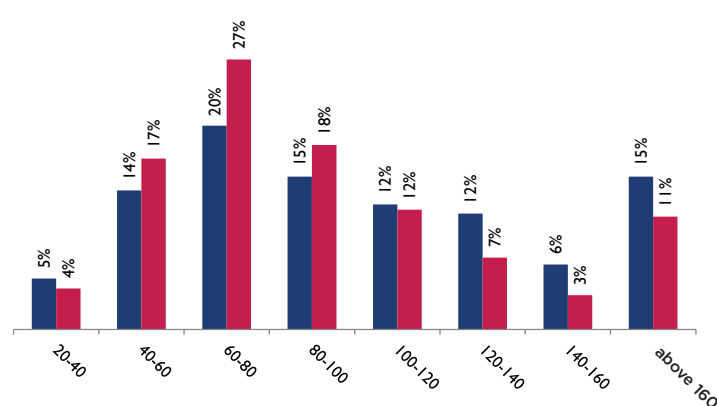
COUNTRYWIDE (WITHOUT CENTRAL-HUNGARY)

Apartment size (in m²)

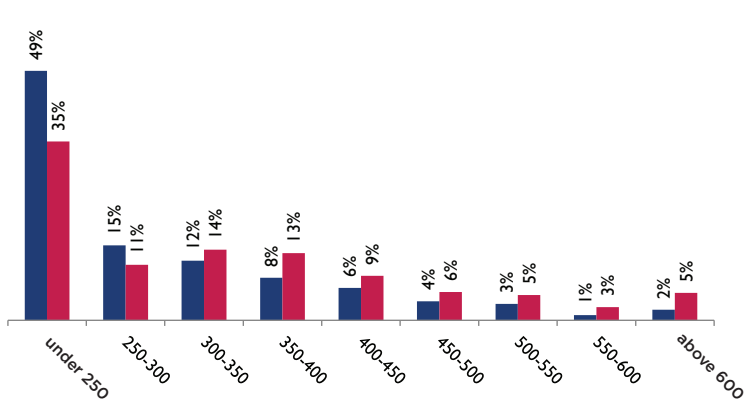


COUNTY PEST

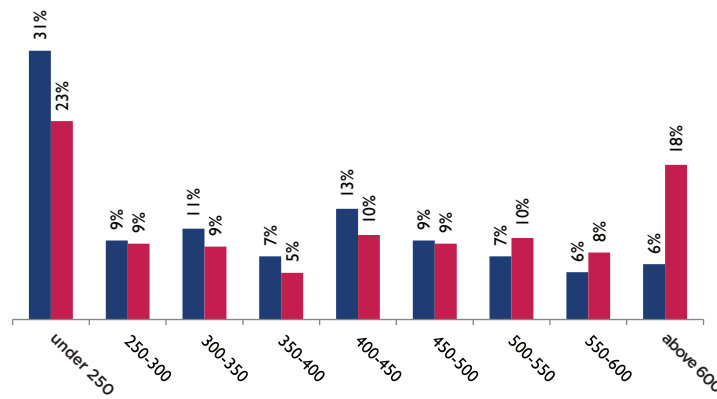
Apartment size (in m²)



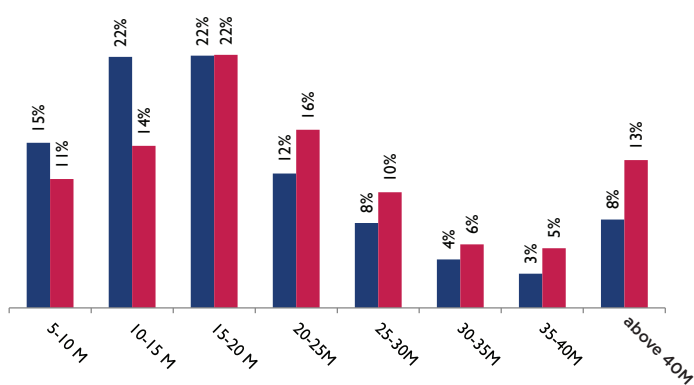
Price per m² (in thousand HUF)



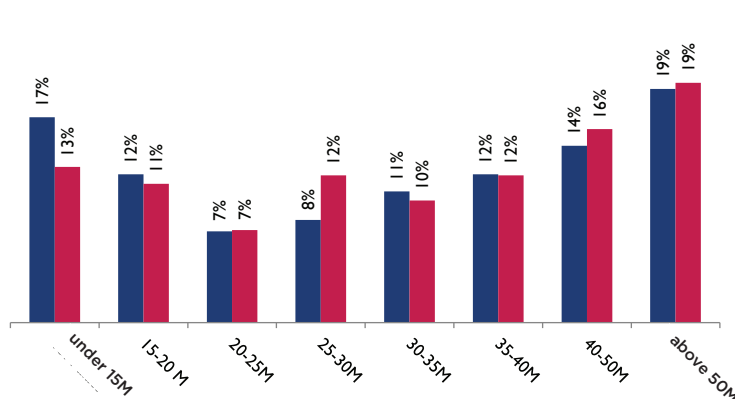
Price per m² (in thousand HUF)



price (HUF Million)



price (HUF Million)



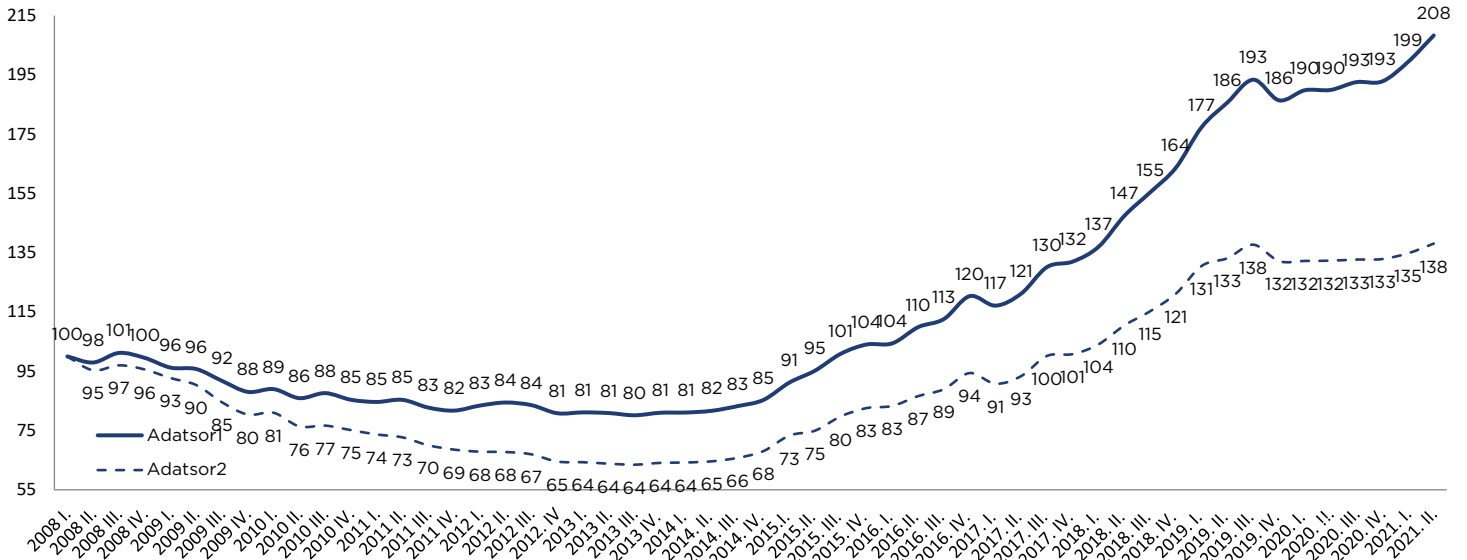
■ Q2 2020
■ Q2 2021

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

PRICES – PROPERTY PRICE INDICES

Duna House National Residential Property Price Index

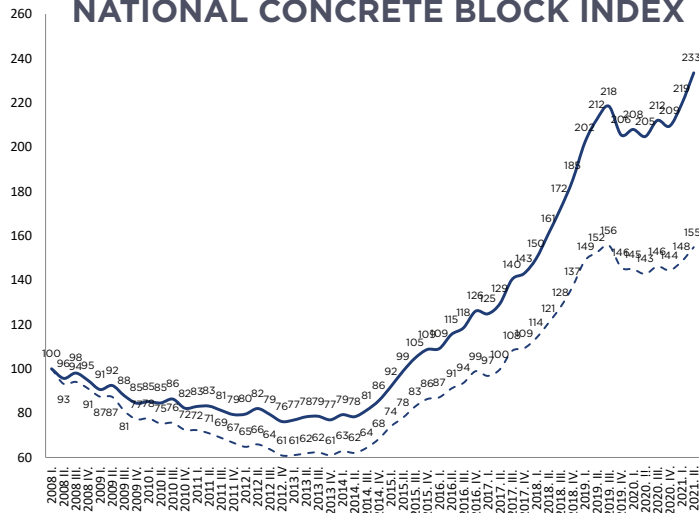
The National Residential Property Price Index continued to grow compared to the previous quarter and closed at a record-high 208 points nominal and a somewhat more moderate 138 points in real terms.



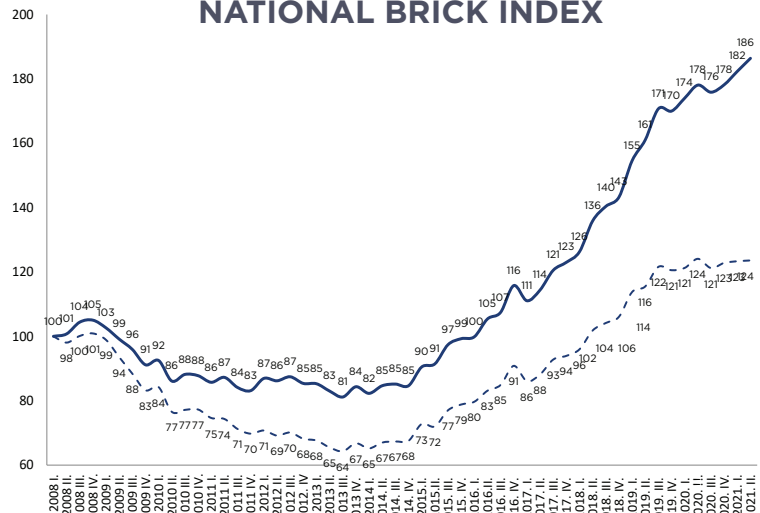
About our residential property indices: We apply a system that attempts to eliminate all kinds of type-related differences. Similar indicators generally use normal averaging which does not take into consideration the variable elements of transactions. When developing DH residential property indices we 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.

The National Concrete Block Price Index increased significantly over the past two quarters from 209 to 233 in nominal terms. Its brick and mortar counterpart increased, too, and closed at 186 points nominal.

NATIONAL CONCRETE BLOCK INDEX



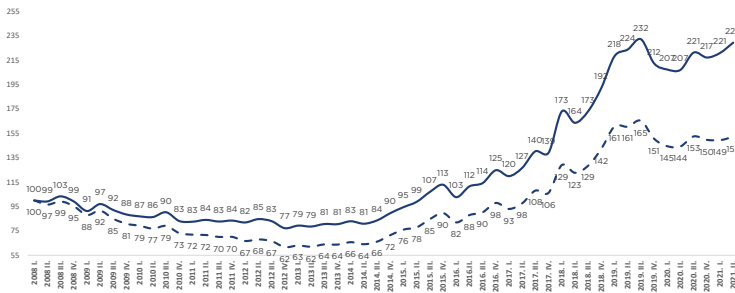
NATIONAL BRICK INDEX



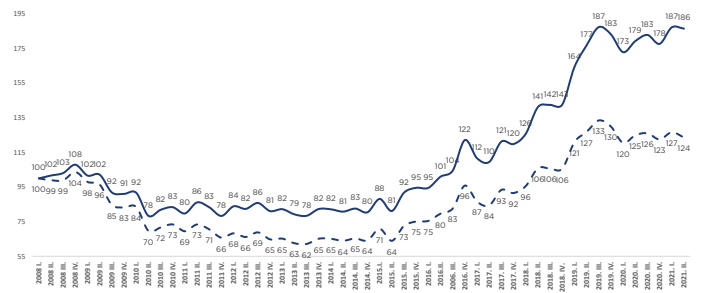
Duna House Regional Residential Property Price Indices

In the country, all indices increased compared to the previous quarter, with the exception of the Eastern Hungarian Brick and Mortar Price Index. The highest increases were recorded in the West of the country; both the concrete block and the brick and mortar segment closed at a record-high 220 and 203 points, respectively. In the East, the concrete block price index went from 221 points to 229 points while its brick and mortar counterpart closed at 187 points, a similar level to the previous quarter.

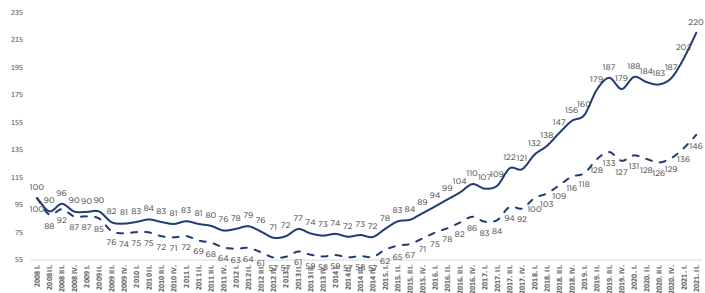
CONCRETE BLOCK PRICE INDEX, EASTERN HUNGARY



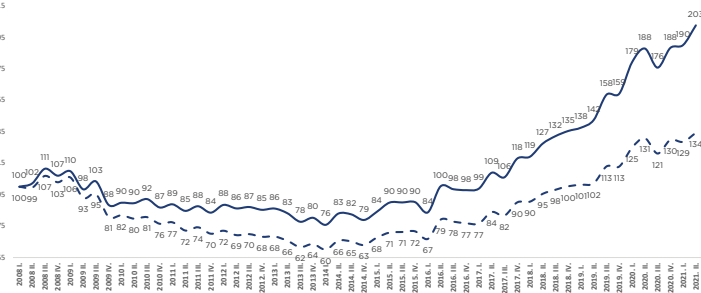
BRICK AND MORTAR PRICE INDEX, EASTERN HUNGARY



CONCRETE BLOCK PRICE INDEX, WESTERN HUNGARY



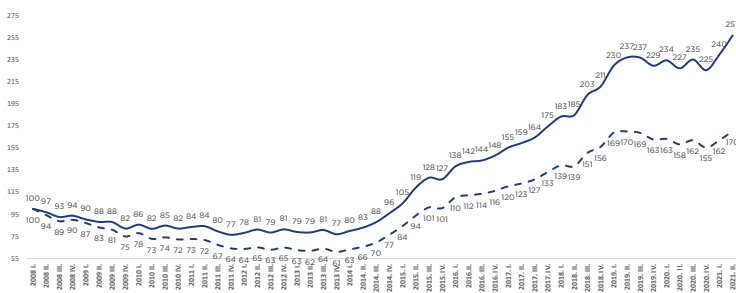
BRICK AND MORTAR PRICE INDEX, WESTERN HUNGARY



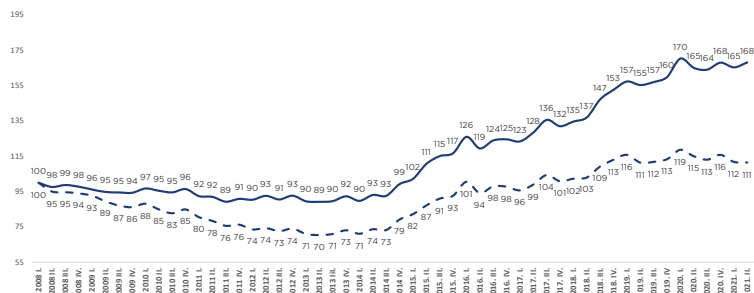
Duna House Budapest Residential Property Indices

The Budapest Concrete Block Price Index broke its previous record and, in two quarters, it surged from 225 points to 240 points in nominal terms, while its brick and mortar counterpart closed at 168 points.

BUDAPEST CONCRETE BLOCK PRICE INDEX



BUDAPEST BRICK AND MORTAR PRICE INDEX



APARTMENT PRICE DATA

Based on sales figures of properties sold in Q2 2021 the average sq. m. prices of both concrete block and brick and mortar apartments stagnated in the Eastern part of the country. However, average prices in the West grew by 16-19% compared to the same period last year. Buyers' bargaining position weakened: they could obtain their new properties at 6-11% and 6% lower than the asking price in Eastern and in Western Hungary, 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
2020. Q2.	16 220 000	325 000	3%	5%	15 751 000	294 000	6%	5%
2021. Q2.	17 899 000	335 000	6%	5%	18 319 000	351 000	2%	4%

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
2020. Q2.	19 060 000	356 000	4%	7%	18 143 000	328 000	4%	5%
2021. Q2.	20 794 000	350 000	2%	4%	21 884 000	382 000	2%	4%

As far as concrete block apartments in Budapest are concerned, based on the properties sold in the period under review here, the average sq. m. prices grew by 11-12% both in Buda and in Pest compared to Q2 2020. The increase was less pronounced for brick and mortar homes: sq. m. prices in Buda, Pest and Downtown Budapest grew by 4, 7 and 2 per cent, respectively, compared to prices recorded in the same period last year. Bargaining margins have diminished in the capital, too: contracts were signed at prices 4-8% lower than the first asking prices advertised.

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
2020. Q2.	30 986 000	573 000	4%	3%	25 753 000	490 000	5%	5%				
2021. Q2.	36 464 000	642 000	1%	5%	27 648 000	544 000	1%	3%				

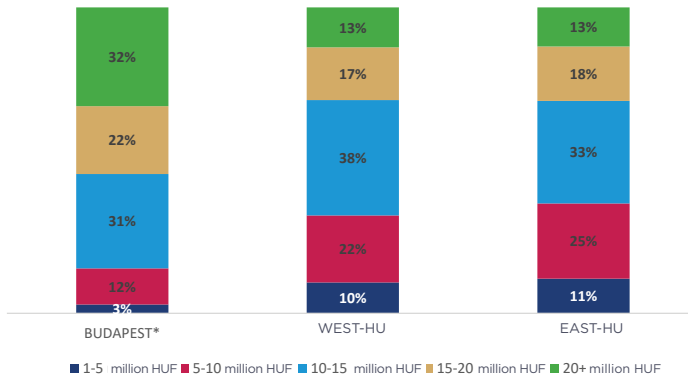
BRICK BUDAPEST												
	BUDA				PEST				DOWNTOWN			
	price (HUF)	m ² price (HUF)	Change in listing price	Bargain	price (HUF)	m ² price (HUF)	Change in listing price	Bargain	price (HUF)	m ² price (HUF)	Change in listing price	Bargain
2020. Q2.	54 053 000	786 000	4%	5%	31 621 000	629 000	4%	6%	47 988 000	829 000	8%	9%
2021. Q2.	49 327 000	815 000	3%	5%	35 019 000	674 000	2%	4%	50 606 000	848 000	3%	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.

MORTGAGE DATA Q2 2021

MORTGAGES BY TRANSACTION VALUE

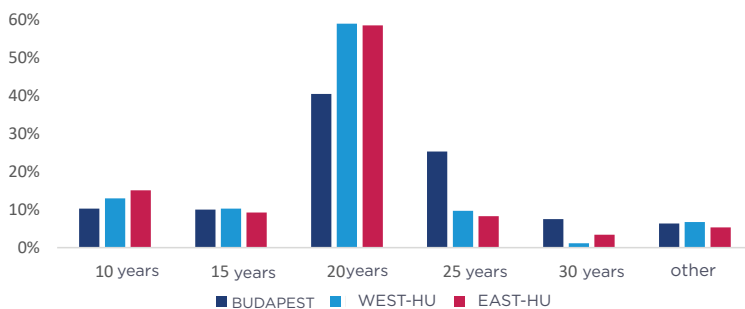


In the second quarter of the year transaction values above HUF 20 million dominated the Budapest property market with a share of 32%, just taking the lead from the HUF 10-15 million category. In the country, however, the latter category was the most popular with 33% and 38% of clients applying for a mortgage of this magnitude in the East and in the West, respectively.

With the exception of Budapest, average mortgage values grew compared to the previous quarter. In Q2 2021 the average mortgage amounted to HUF 17.8 million and HUF 12.5-13.0 million in the capital and in the country, respectively.

	AVERAGE LOAN VOLUME			
	2020. Q3	2020. Q4	2021. Q1	2021. Q2
BUDAPEST*	18 848 810	18 344 272	18 356 776	17 783 855
WEST-HU	11 702 692	11 611 626	12 174 803	12 516 920
EAST-HU	10 832 115	9 963 892	11 869 979	13 031 401

MORTGAGES BY DURATION



The majority of mortgage applicants are looking at a 20-year term, similarly to the previous quarters. Their share in Budapest is 40% while in the Eastern and Western parts of the country it was 59%. The share of 25-year mortgages grew in the capital: one in every four applicants opted for this term, which is a significantly higher share than in other parts of the country.

	BUDAPEST*				WESTERN HUNGARY				EASTERN HUNGARY			
	2020. Q3	2020. Q4	2021. Q1	2021. Q2	2020. Q3	2020. Q4	2021. Q1	2021. Q2	2020. Q3	2020. Q4	2021. Q1	2021. Q2
10-YEAR	10%	13%	12%	10%	10%	14%	13%	13%	14%	14%	12%	15%
15-YEAR	11%	9%	8%	10%	10%	12%	9%	10%	9%	10%	7%	9%
20-YEAR	42%	42%	44%	40%	57%	51%	56%	59%	54%	38%	60%	59%
25-YEAR	20%	18%	22%	25%	12%	10%	16%	10%	13%	22%	12%	8%
30-YEAR	9%	8%	7%	8%	2%	3%	2%	1%	3%	3%	3%	3%
OTHER	7%	9%	7%	6%	9%	9%	4%	7%	8%	13%	6%	5%

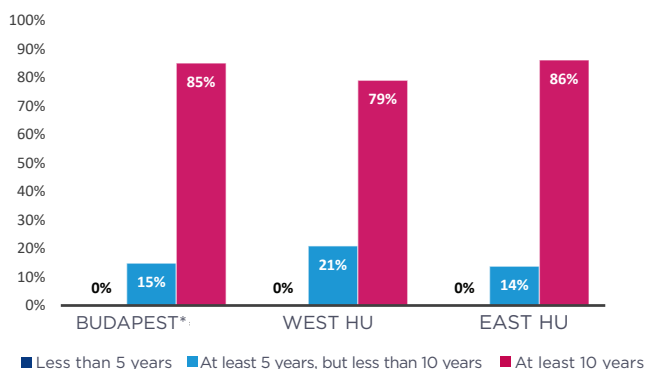
Mortgage data methodology: When analysing data we used applications mediated by Duna House Loan Center and submitted during the given quarter, based on loan volume, interest period and the term of the loan, in regional breakdown. The analysis of the family home allowance scheme "CSOK" only considered 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 Q2 2021 the Loan to Value (LTV) index decreased from 46% to 40% in a year for the country as a whole. Only in Eastern Hungary did it grow by 2 percentage points compared to the previous quarter.

AVERAGE LTV				
	2020. Q3	2020. Q4	2021. Q1	2021. Q2
BUDAPEST*	45%	45%	42%	39%
WEST HU	44%	47%	44%	42%
EAST HU	45%	40%	41%	43%
TOTAL	45%	45%	42%	40%

MORTGAGES BY INTEREST PERIOD



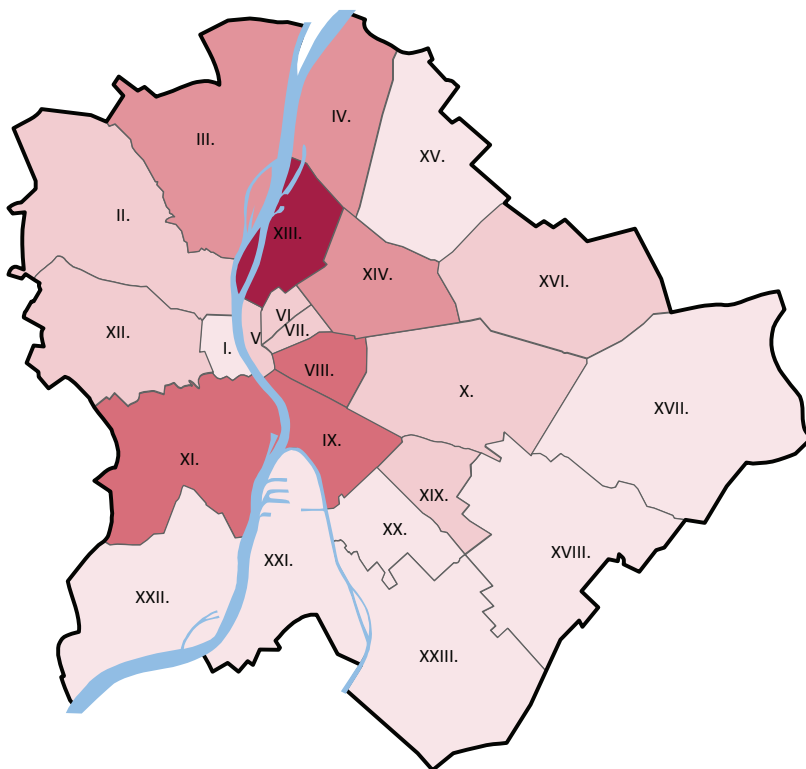
Mortgages with a term shorter than five years have completely disappeared from the scene. Loans with a fixed interest rate for at least ten years still have the highest share of all: in Budapest, in the East and in the West they account for 85%, 86% and 79% of all transactions, respectively.

	BUDAPEST*				WESTERN HUNGARY				EASTERN HUNGARY			
	2020. Q3	2020. Q4	2021. Q1	2021. Q2	2020. Q3	2020. Q4	2021. Q1	2021. Q2	2020. Q3	2020. Q4	2021. Q1	2021. Q2
LESS THAN 5 YEARS	0,2%	0,4%	0,0%	0%	0%	0%	0,0%	0%	0%	0%	0%	0%
5 YEARS OR MORE, BUT LESS THAN 10 YEARS	12%	11%	13%	15%	13%	22%	23%	21%	8%	13%	11%	14%
AT LEAST 10 YEARS	88%	88%	87%	85%	87%	77%	77%	79%	92%	87%	89%	86%

In Western and Eastern Hungary 32-40% of all loan applications were accompanied by an application for CSOK, the family home allowance, while in Budapest this figure was a mere 23.9%. The national average was 29.2%, higher than in the previous quarter.

SUBMITTED CSOK APPLICATIONS IN THE RATIO OF ALL QUARTERLY LOAN TRANSACTIONS	
BUDAPEST*	23,9%
WEST-HU	40,1%
EAST-HU	31,7%
TOTAL	29,2%

NEWLY BUILT DATA



Number of new build apartments in development projects currently on sale

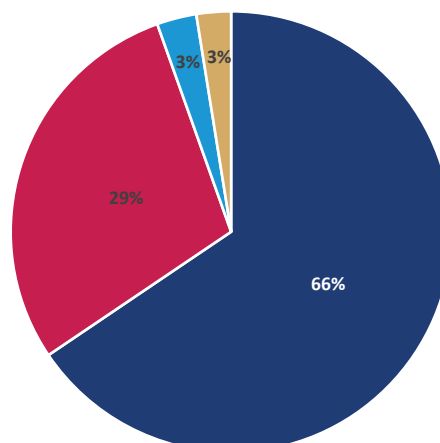
Higher number of units

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

Similarly to Q1 2021 District 13 leads the way when it comes to new build apartments whose number exceeds 7000. Apart from that, several newly built homes were completed in Districts 8, 9 and 11, too, whose number was between 2000-7000. Building new homes is not very popular in the districts on the periphery of the capital, especially in District 21 where there were less than 100 newly built apartments this quarter.

Distribution of newly built apartments based on their sales phase is similar to that seen in the previous quarter. Two-thirds of all new build units offered in Budapest in Q2 2021 were sold almost immediately. 3% of the apartments have been reserved and another 3% were marked as 'planned' with 29% still available.

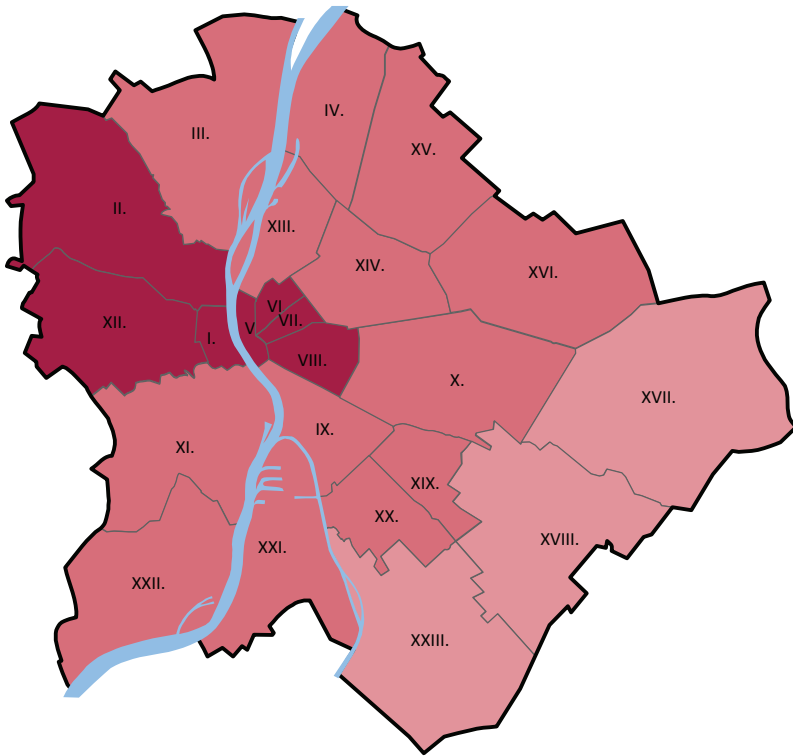
DISTRIBUTION OF NEWLY BUILT APARTMENTS BASED ON SALES PHASE IN Q2 2021



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

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



Average square metre prices of new build residential properties



 Higher price per sq. m.

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

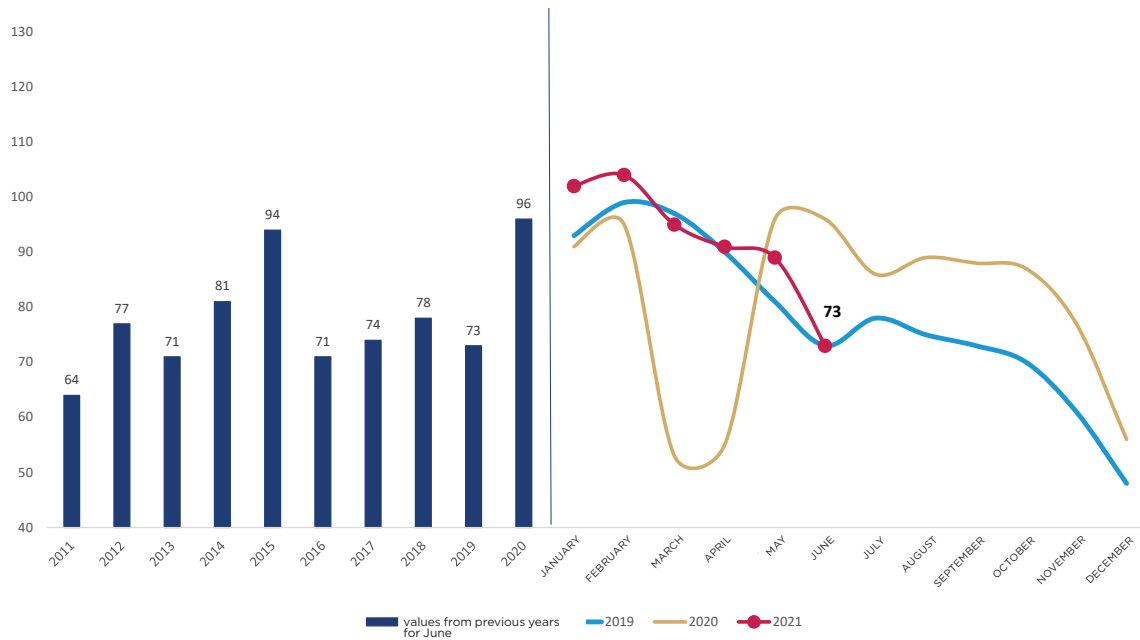
There are already seven districts in Budapest where the sq. m. price of newly built apartments exceeded HUF 1 million. Apart from the districts of Downtown Budapest Districts 2 and 12 were the most expensive. The majority of districts fall into the HUF 700,000 – 1 million per sq. m. category and none of the districts has prices below HUF 600,000 per sq. m. In Q2 2021 the average sq. m. price of new build apartments in Budapest exceeded the psychological milestone of 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 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

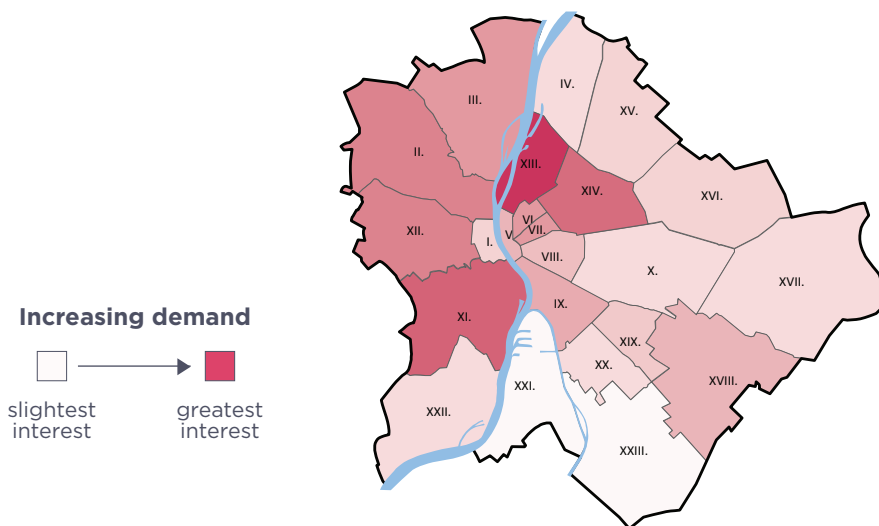
The Duna House Demand Index is currently at 73 points, which may be lower than the pandemic-induced record of last year but is similar to the figures of the preceding years, i.e. we can declare that the property market is back to normal.



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 June District 13 was the most popular with almost one in every five potential buyers (18.9%) looking for a new property here. Second place went for Újbuda (District 11), and Zugló (District 14) came in third. The loser of the popularity contest was District 23.



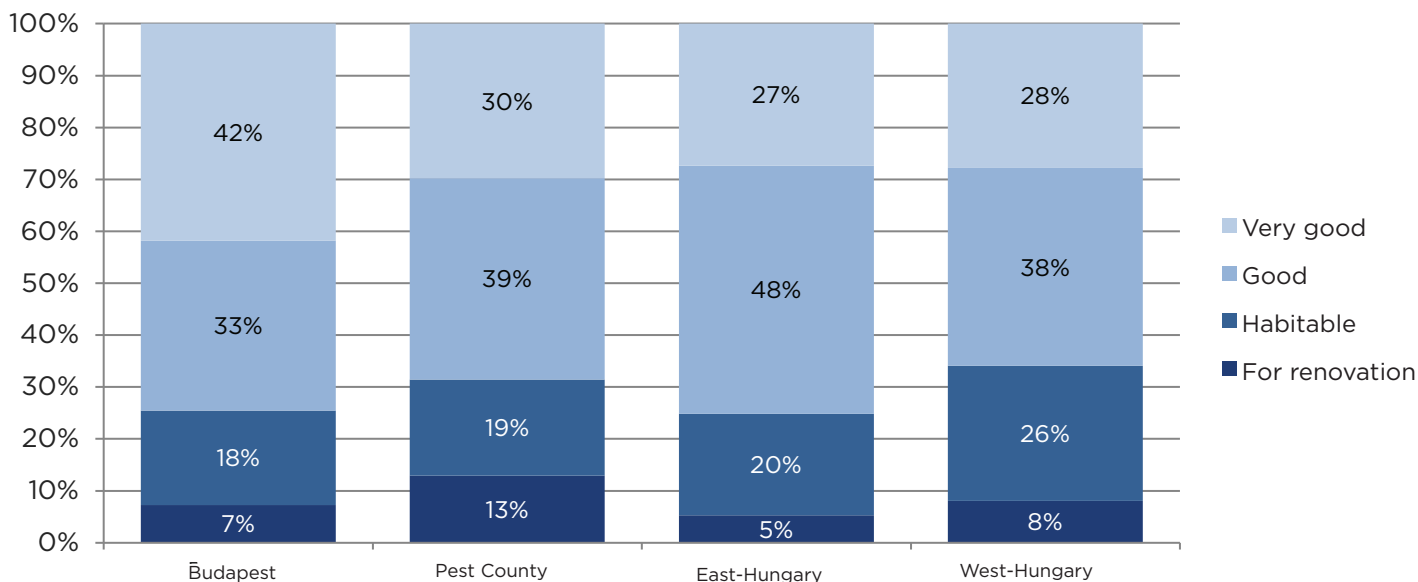
DISTRICT	2020. JUNE	2021. JUNE
Budapest I.	8,5%	6,9%
Budapest II.	15,9%	13,2%
Budapest III.	10,8%	11,1%
Budapest IV.	7,5%	6,1%
Budapest V.	8,4%	8,9%
Budapest VI.	11,8%	11,5%
Budapest VII.	12,4%	10,9%
Budapest VIII.	10,6%	8,3%
Budapest IX.	10,4%	10,1%
Budapest X.	4,8%	5,9%
Budapest XI.	17,0%	15,4%
Budapest XII.	13,3%	12,6%
Budapest XIII.	16,8%	18,9%
Budapest XIV.	14,5%	14,4%
Budapest XV.	7,7%	6,3%
Budapest XVI.	6,6%	6,5%
Budapest XVII.	4,7%	5,7%
Budapest XVIII.	8,7%	9,2%
Budapest XIX.	7,1%	7,1%
Budapest XX.	5,7%	5,6%
Budapest XXI.	2,5%	3,6%
Budapest XXII.	4,7%	5,6%
Budapest XXIII.	1,9%	2,1%

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

On a national level, homes in a 'very good' and 'good' state of repair were in the highest demand with a share ranging between 66-75%. In County Pest the share of properties in need of renovation exceeded 10%, while the 'habitable' category was the most popular in Western Hungary (with a share of 26%).



TURNOVER SPEED (TIME NEEDED TO SELL)

This June, selling a concrete block home required 3-5 months on average, while sellers of brick and mortar residential properties needed to wait 4-5.5 months for a successful deal.

CONCRETE BLOCK				
Time need of sale/day				
	East	West	Buda	Pest
June 2020	89	104	107	90
June 2021	89	101	152	108

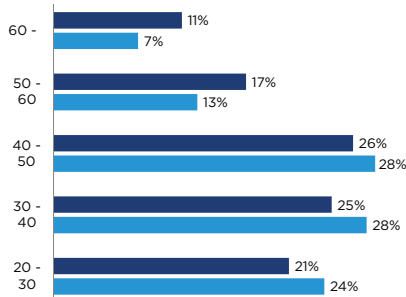
BRICK					
Time need of sale/day					
	East	West	Buda	Pest	Inner city
June 2020	110	129	118	118	160
June 2021	126	122	148	126	168

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BUYER PROFILE IN BUDAPEST

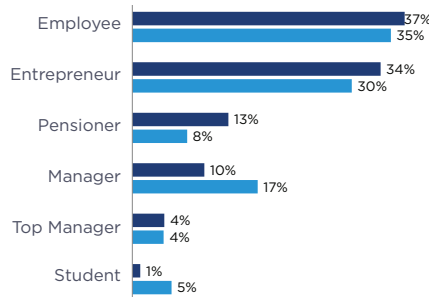
Buyer profiles this year were similar to those of the same period of 2020. The majority of buyers in Budapest were aged between 30-40 and 40-50 years. As far as their occupation was concerned, 71% of buyers in the capital were employees or self-employed, their share was even a tad higher than a year before. Employees and investors bought properties with a floor space of 55 sq. m. and 70 sq. m., respectively. Similarly to the previous year, the main motivation to buy was investment. Those looking for their first home opted for properties with an average floor space of 50 sq. m.

BUYERS' AGE IN BUDAPEST



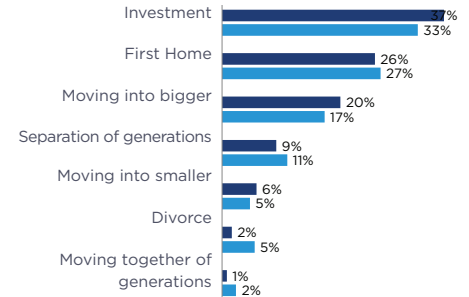
AGE	AVERAGE PRICE	m ²
20-30	38 140 000	61
30-40	48 984 000	68
40-50	37 728 000	56
50-60	29 778 000	56
60-	68 834 000	66

BUYERS' STATUS IN BUDAPEST



STATUS	AVERAGE PRICE	m ²
Employee	32 471 000	55
Top Manager	46 138 000	63
Manager	42 233 000	66
Pensioner	49 442 000	62
Student	29 900 000	45
Entrepreneur	49 641 000	70

MOTIVATION IN BUDAPEST

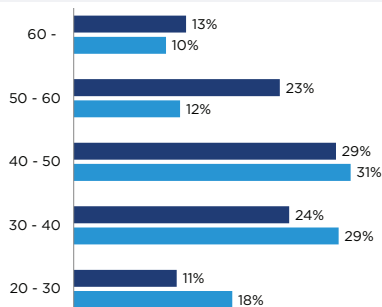


SITUATION	AVERAGE PRICE	m ²
Investment	43 942 000	63
First Home	34 317 000	50
Separation of generations	38 183 000	53
Moving together of generations	31 000 000	50
Moving into smaller	28 200 000	42
Moving into bigger	55 071 000	87
Divorce	22 800 000	35

BUYER PROFILE IN THE COUNTRY

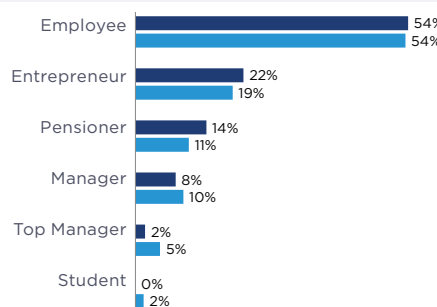
In the country, there were no significant changes compared to 2020, apart from the age distribution of buyers. The share of older generations grew: 36% of buyers fell in the '50 years or above' category. More than half of all buyers were, again, employees, and bought a property for HUF 23.2 million on average. This June the key motivation to buy was moving to a larger home – buyers acquired homes with an average floor space of 115 sq. m. The share of those moving into their first home decreased, while that of buyers moving into a smaller home increased.

BUYERS' AGE IN THE COUNTRY



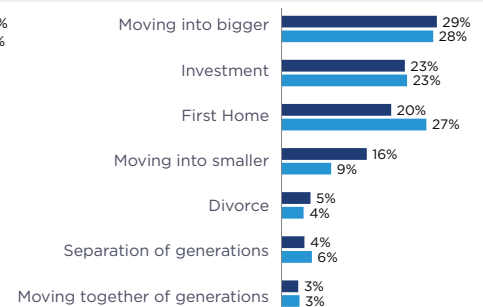
AGE	AVERAGE PRICE	m ²
20-30	23 082 000	81
30-40	34 935 000	105
40-50	24 354 000	65
50-60	29 282 000	84
60-	23 822 000	72

BUYERS' STATUS IN THE COUNTRY



STATUS	AVERAGE PRICE	m ²
Employee	23 177 000	78
Top Manager	38 684 000	90
Manager	34 044 000	110
Pensioner	24 436 000	65
Student	n.a.	n.a.
Entrepreneur	35 282 000	104

MOTIVATION IN THE COUNTRY



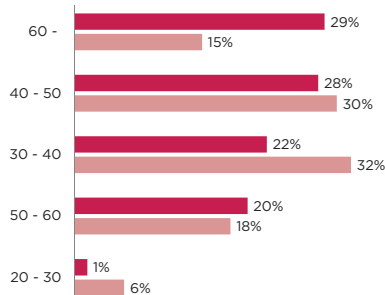
SITUATION	AVERAGE PRICE	m ²
Investment	24 003 000	69
First Home	22 673 000	74
Separation of generations	19 784 000	59
Moving together of generations	25 010 000	88
Moving into smaller	23 413 000	70
Moving into bigger	37 898 000	115
Divorce	24 405 000	63

2021 June
2020 June

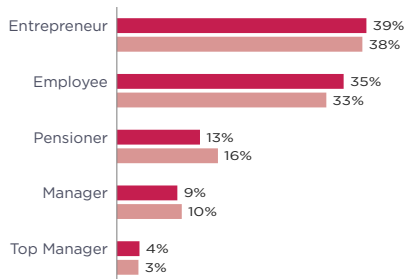
Data presented above relating age, status and reason of purchase have been acquired through the voluntary declaration of our clients. They qualify as a sample and are regarded as estimated values. When referring to investment as the reason behind the purchase, it includes all business and private deals, listed under the category 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 under investment, based on the present transaction questionnaire, although eventually it will 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 BUDAPEST

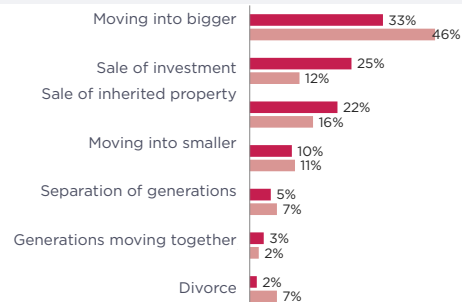
In June 2021 almost one in every three sellers in Budapest were above 60 years of age, taking the lead from those between 30-40 and 40-50 years of age. Self-employed sellers constituted the largest category with a share of 39% – they sold their homes for HUF 50.3 million on average. The key motivation of Budapest sellers was moving into a larger home. We saw some decrease here – this time over only one-third of sellers parted with their homes for this reason. At the same time the share of those finding a new owner for an investment or an inheritance increased.

SELLERS' AGE BUDAPEST


AGE	AVERAGE PRICE	m ²
20-30	27 450 000	46
30-40	39 482 000	59
40-50	43 767 000	63
50-60	41 928 000	68
60-	41 428 000	58

SELLERS' STATUS BUDAPEST


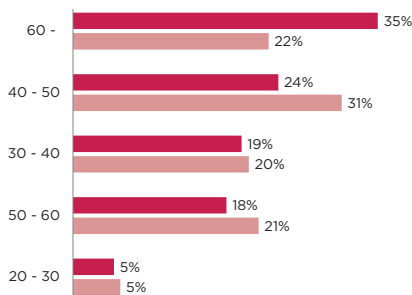
STATUS	AVERAGE PRICE	m ²
Employee	32 220 000	57
Top Manager	36 134 000	48
Manager	39 693 000	62
Pensioner	39 064 000	69
Entrepreneur	50 348 000	61

MOTIVATION BUDAPEST


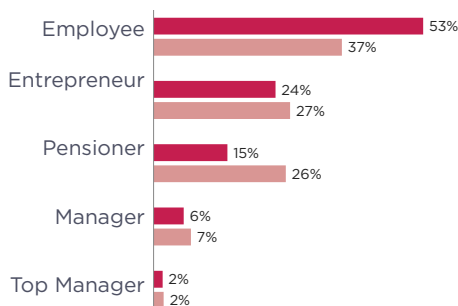
SITUATION	AVERAGE PRICE	m ²
Sale of investment	43 442 000	55
Separation of generations	44 192 000	58
Moving together of generations	37 175 000	65
Moving into smaller	50 867 000	92
Moving into bigger	38 869 000	57
Sale of inherited property	39 274 000	67
Divorce	49 250 000	117

SELLER PROFILE IN THE COUNTRY

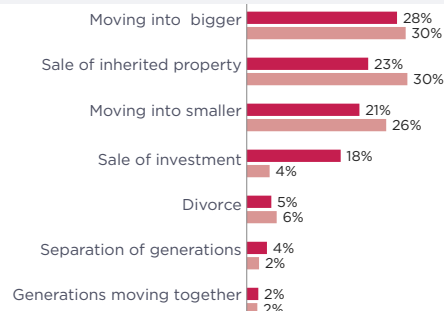
This June the age distribution of sellers in the country was fairly balanced. The largest age group was those over 60 years of age and they cashed HUF 26.7 million on average. Similarly to the capital, the largest seller group in the country were employees, whose share grew by 16 percentage points compared to the same period last year. The main motivation to sell was moving into a larger home, while the share of those selling a property investment skyrocketed to 18% from 4% over the past year. The homes of this latter group had a floor space of 75 sq. m. and a price of HUF 31.3 million on average.

SELLERS' AGE IN THE COUNTRY


AGE	AVERAGE PRICE	m ²
20-30	21 303 000	65
30-40	23 298 000	70
40-50	28 989 000	83
50-60	23 584 000	77
60-	26 684 000	86

SELLERS' STATUS IN THE COUNTRY


STATUS	AVERAGE PRICE	m ²
Employee	23 904 000	80
Top Manager	61 500 000	165
Manager	31 090 000	93
Pensioner	24 181 000	71
Entrepreneur	32 772 000	89

MOTIVATION IN THE COUNTRY


SITUATION	AVERAGE PRICE	m ²
Sale of investment	31 251 000	75
Separation of generations	32 536 000	108
Moving together of generations	23 300 000	71
Moving into smaller	30 498 000	102
Moving into bigger	28 249 000	73
Sale of inherited property	18 443 000	74
Divorce	30 968 000	103

■ 2021 June
■ 2020 June