

# DUNA HOUSE BAROMETER

The latest property market info  
from Duna House network

96. issue  
2019. Q2  
and 2019. June



**DHS**  
**BÉT**

**PRIME  
MARKET**

Listed on the Prime Market of  
the Budapest Stock Exchange

## PRIVACY POLICY

Statistical information and estimates published in the Duna House Barometer are the intellectual property of Duna House Franchise Ltd. Statistical information and estimates presented in the Duna House Barometer are for information purposes only, for the complexity and accuracy of which Duna House Holding does not take responsibility.

Statistical information and estimates published in the Duna House Barometer can be used for individual purposes and responsibility by any person with reference to the following conditions:

- Statistical information and estimates published in the Duna House Barometer must remain unchanged when presented.
- Statistical information and estimates presented in the Duna House Barometer must be published only with exact source indication: words "Source: Duna House Barometer" must be indicated right prior or following the text. If in context, it must directly refer to Duna House Barometer as source.

Any use other than the above will imply legal juridical measures. Duna House is entitled to claim the termination of misuse and refund of the entire damage caused. In case of breaching regulations of link posting Duna House is entitled to instantly remove the link pointing to the webpage and claim the refund of its damages.

## FORTHCOMING ISSUES

### Date of issue

### Content

August 12, 2019

July data

September 12, 2019

August data

October 14, 2019

2019. Q3 data (including price indexes and housing loan data)

Duna House Barometer is available from the 12th day of each month (forthcoming weekday if weekend) on the webpage: [www.dh.hu/en/barometer](http://www.dh.hu/en/barometer)

If you wish to receive Duna House Real Estate Barometer or download previous issues visit our webpage: [www.dh.hu](http://www.dh.hu)

## 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.

Our partner in connection with new construction market data is ELTINGA Centre for Real Estate Research and ECRS Magyarország Ltd, authors of the Budapest Residential Property Report.





## CONTENT:

- 2.** Privacy Policy, Forthcoming issues
- 4.** Executive Summary
- 5.** Duna House Transaction Estimate
- 6.** Transaction parameters in Budapest
- 7.** Transaction parameters regionally
- 8.** Flat Indexes - National
- 9.** Flat Indexes - Regional
- 10.** Residential Flat data
- 11.** Mortgage Data
- 13.** Data on new constructions
- 15.** Demand Index and Interest toward the districts
- 16.** Quality preference and Transaction time
- 17.** Client profile: buyers
- 18.** Client profile: sellers

## EXECUTIVE SUMMARY

Latest Duna House data suggests a waiting position on the Hungarian property market in the second quarter. In comparison with the same period of the previous year, we see fallback in transaction numbers and demand in June. In Q3, family aid measures may ease the market, and may point towards a growing tendency. Experts forecast a decrease in the activity and volume of investors in the forthcoming period, primarily connected to the new Hungarian Government Security Plus (MÁP Plusz). Although the volume of investment purpose acquisitions has decreased by only a few percent, with a total transaction volume exceeding ten thousand, it accounts for a significant fallback in numbers for June.

On the mortgage market, loans with less than 5 years fix rate period have basically disappeared, as their proportion is minimal, resulting from debt brake regulation modifications. Less applied for loans with under 10 years fix rate period as well. Average loan value has not changed outside the capital, whereas in Budapest it has increased by 10%.

The reason behind the growing loan value is the increase of property prices, as Duna House price indicators are still in a steep increase. The national residential property price index is getting closer to 200 points (on nominal value) from quarter to quarter, and has not exceeded it only due to panel prices in West-Hungary. Outside Budapest, average m2 prices reach 300.000 HUF, whereas in the capital it exceeds 500.000 HUF, or even 700.000 HUF in certain cases depending on the type and location of the property.

### Further information

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

Duna House Holding Nyrt.  
H-1016 Budapest Gellérthegy str. 17.  
+36 1 555 2222  
**www.dh.hu**

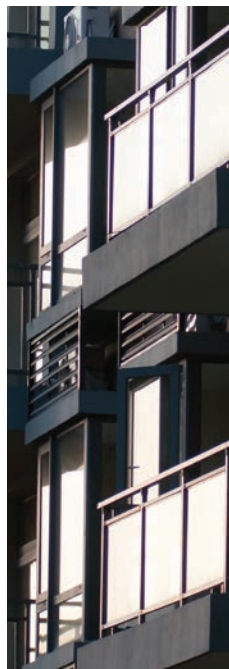


### 3 INTERESTING FACTS:

When compared to last year, m2 price of panel flats outside Budapest has **increased by 37%**.

On the mortgage market, proportion of loan value above 20 Million HUF has **exceeded 30%** in the last quarter.

In comparison with the previous quarter, average m2 price of newly constructed flats has **increased by 12.5%**.

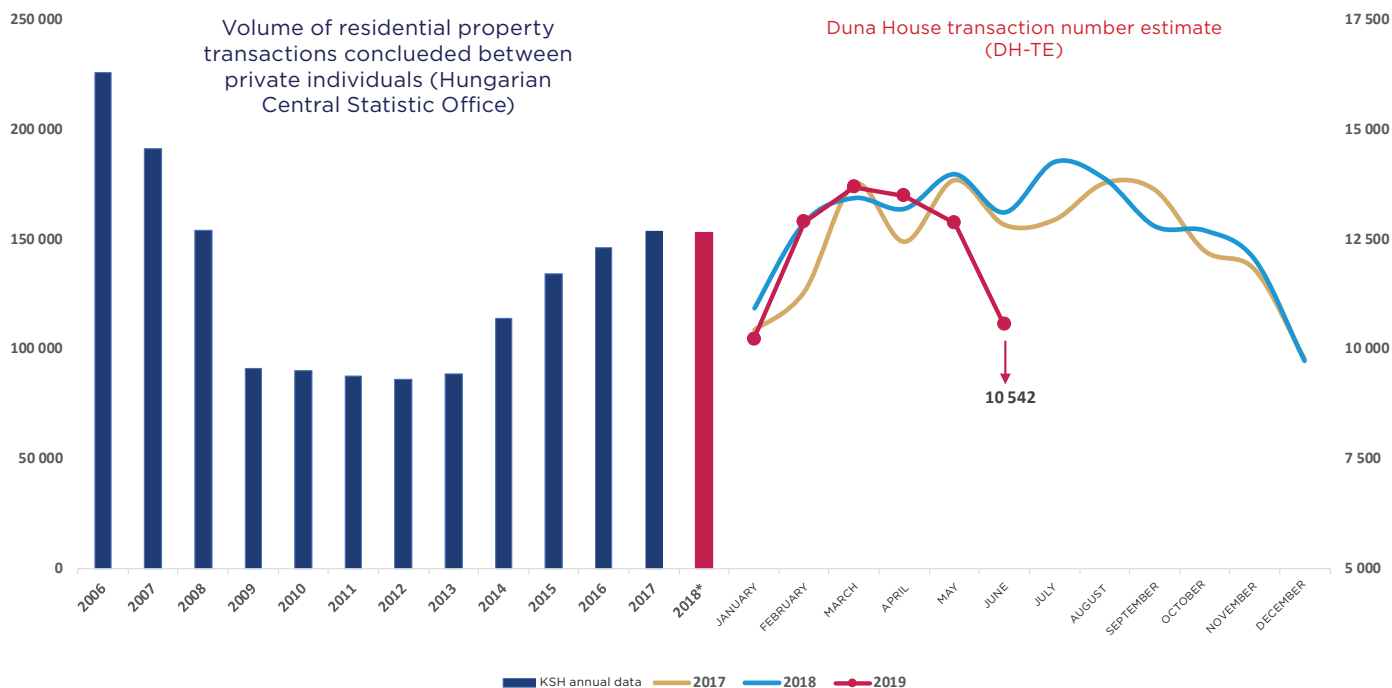




## TRANSACTION DATA

### Duna House Transaction Number Estimate (DH-TE)

Based on numbers from the month of June, property market is still in a waiting position. We see a nearly 20% fallback in comparison with the same period of the previous year, resulting transaction volume fall to the level of the beginning of the year. Family aid measures, to be expended on July 1st, will most likely cause increase in the months to come. When looking at quarterly values, we see nearly same transaction volume in Q1 and Q2 of 2019.



\*Duna House transaction number estimate 2019

The below table shows monthly transaction volume estimates by Duna House, prepared in the current month.

	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER
<b>2017</b>	10 444	11 317	13 762	12 452	13 855	12 836	12 951	13 787	13 639	12 246	11 820	9 787
<b>2018</b>	10 918	12 869	13 426	13 180	13 967	13 098	14 246	13 869	12 787	12 689	12 033	9 721
<b>2019</b>	10 230	12 888	13 689	13 492	12 869	10 542						



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 monthly transaction number of property 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 months' delay, the correction of market ratio can be carried out retroactively with refining of the estimate as well. Attention! After 2016 and by the newly built flat boom, pre-contracted transactions are visible in the statistics of the Statistical Office with a delay of several months, even 1-2 years, only following the tariff of the capital transfer tax, resulting in anomalies in the statistics. 2. Amount of issued Energy certificates. 3. Subjective assessment based on other management information from the Duna House Holding.

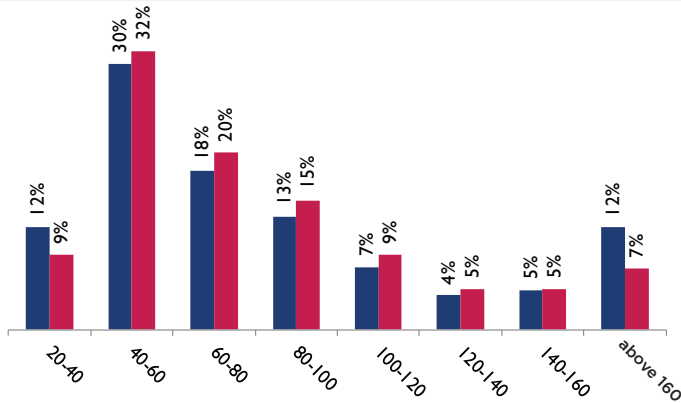
Please note that DH-TE data is not appropriate for defining the volume of transactions brokered by Duna House!

## TRANSACTION PARAMETERS IN BUDAPEST

In the capital, it is still the 40-60 m2 size the most popular, with also many looking for the 20-40 m2 and 60-80 m2 size category, as well as even bigger properties in Buda. In Pest, 26% of transactions took place in the 750.000 HUF and above category. In Buda, the same price range accounted for 26% in the second quarter. Average property price has changed accordingly, increasing by 9% and 15% in comparison with the same period of the previous year.

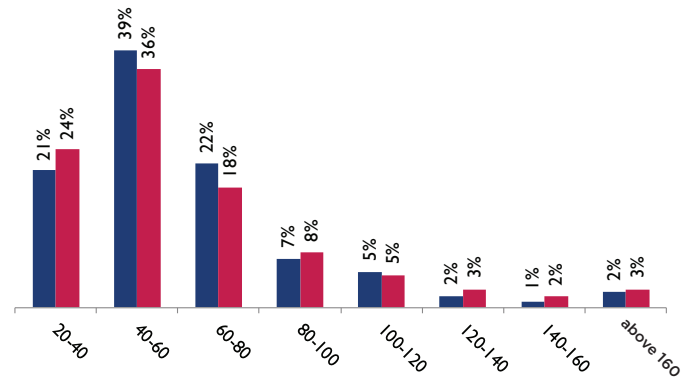
### BUDA

size (m2)

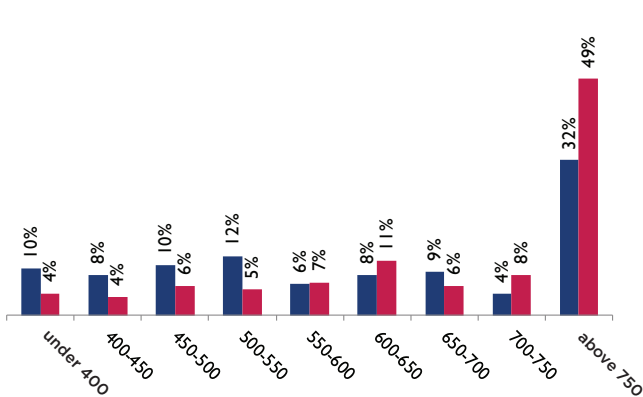


### PEST

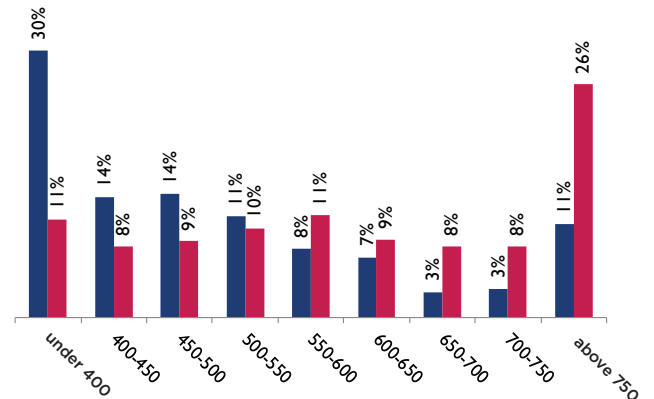
size (m2)



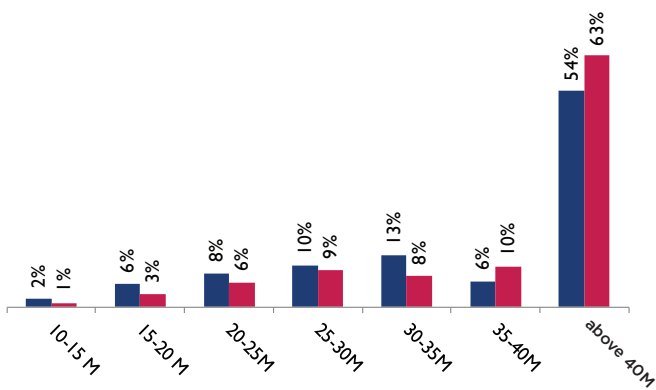
m2 price (HUF thousand)



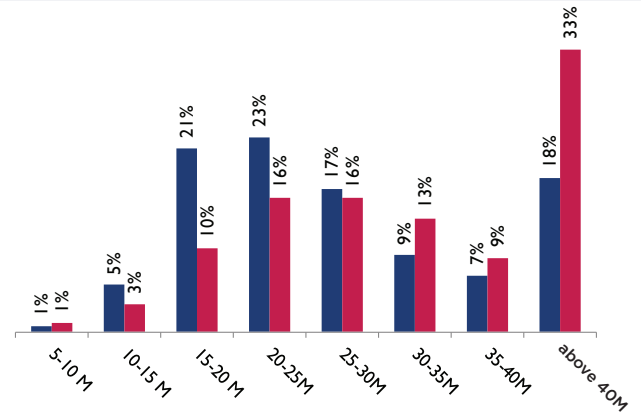
m2 price (HUF thousand)



price (HUF Million)



price (HUF Million)



■ 2018 QII  
■ 2019 QII

Based on properties sold by Duna House Franchise Network.

## TRANSACTION PARAMETERS REGIONALLY

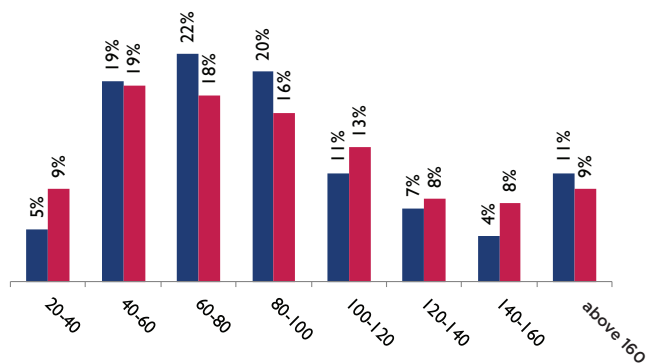
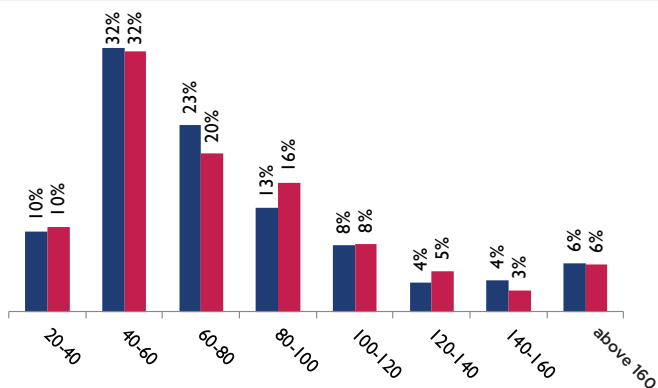
Larger size properties are more popular outside the capital, with most still looking for real estate between 40 and 80 m2. Square meter price also shows a diversified picture, but the tendency clearly points toward higher price categories, just as it is in case of property price.

### COUNTRYWIDE (WITHOUT CENTRAL-HUNGARY)

### PEST COUNTY

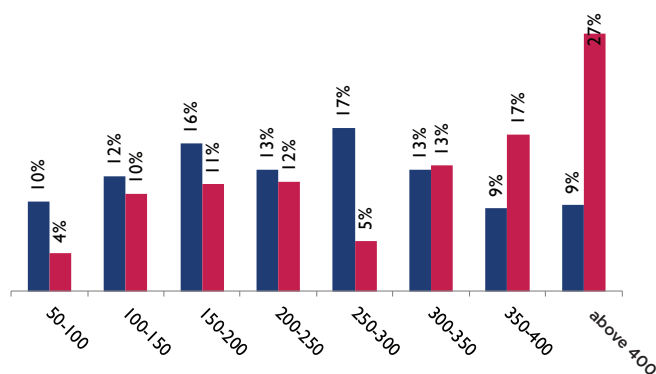
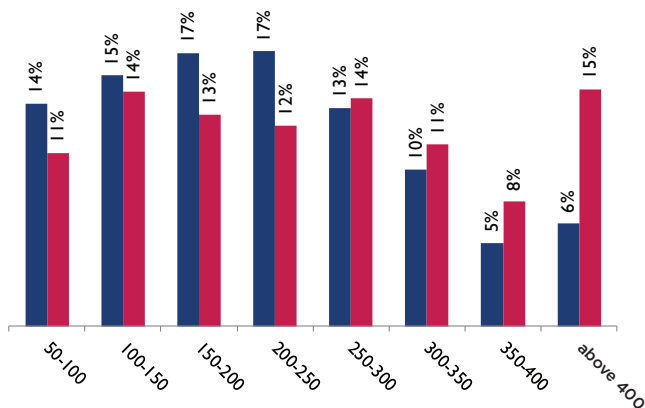
size (m2)

size (m2)



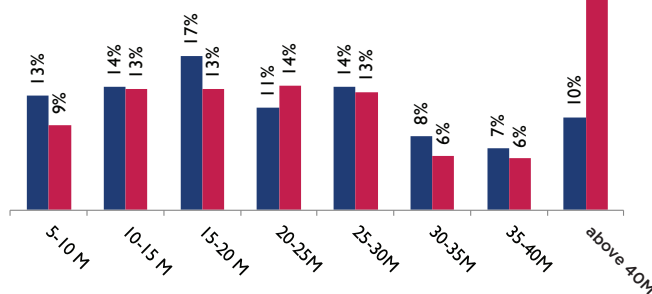
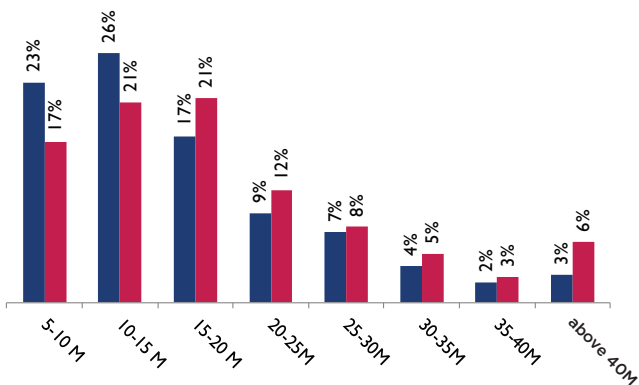
m2 price (HUF thousand)

m2 price (HUF thousand)



price (HUF Million)

price (HUF Million)



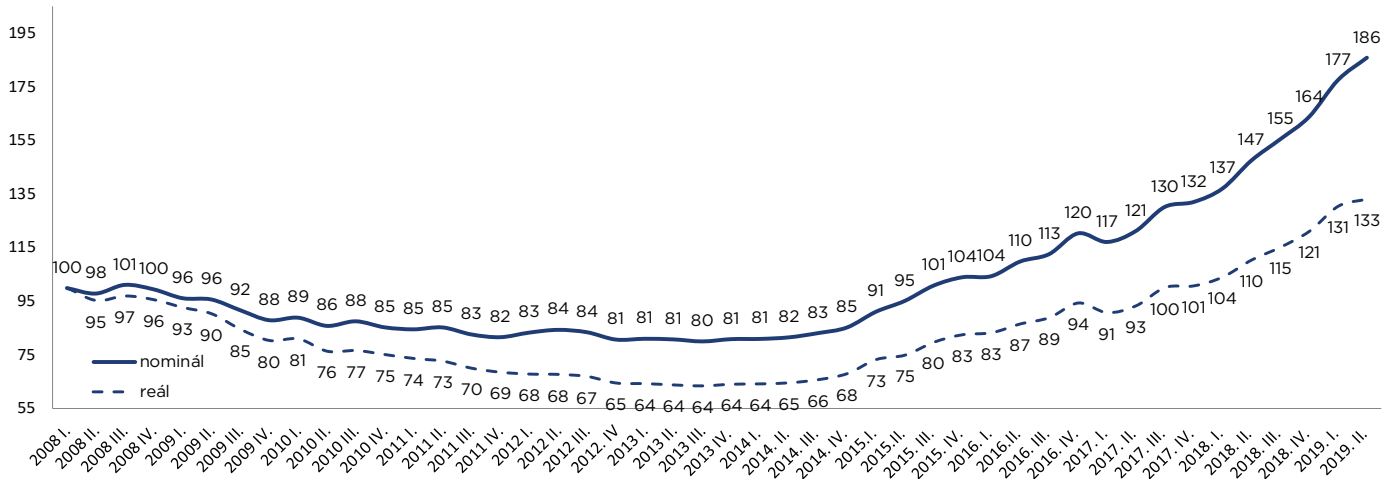
■ 2018 QII  
■ 2019 QII

Based on properties sold by Duna House Franchise Network.

## PRICES - PROPERTY PRICE INDEXES

### Duna House National Property Price Indexes

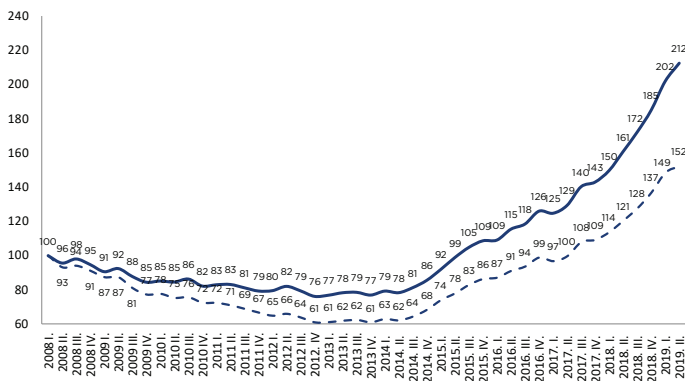
Price increase of residential properties has not stopped in the last quarter, therefore price index values have also continued to grow. The National Residential Property Price Index is at 186% on nominal, and 133% on real value.



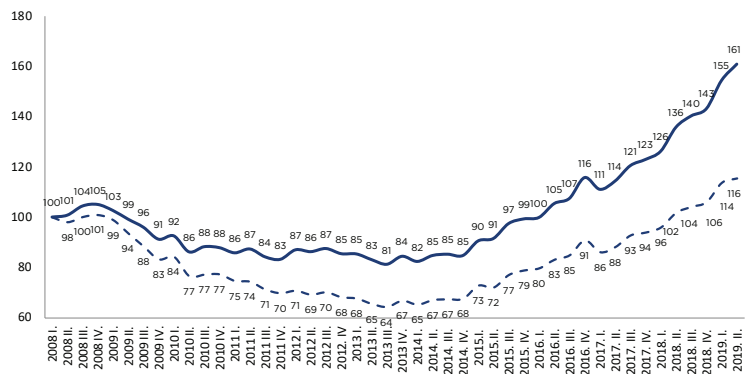
**About our residential property indexes:** We apply a system which tries to eliminate all kinds of type related differences. Similar indicators generally use normal averaging which does not take into consideration the variable elements of transactions. When developing DH residential property indexes 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 Central Statistical Office.

Based on latest market data, both the national panel and brick price indexes have increased, with the former showing a value above 200% on nominal value, being in a 1.5 expansion since 2008 on real value. The national brick index is also rapidly increasing, reaching 161 points on nominal value and 116 points on real value.

### NATIONAL PANEL INDEX



### NATIONAL BRICK INDEX

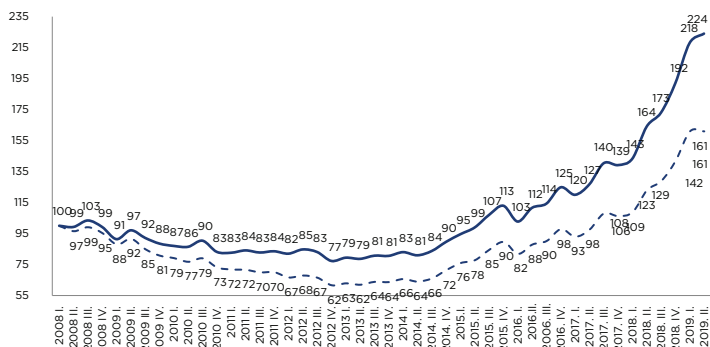




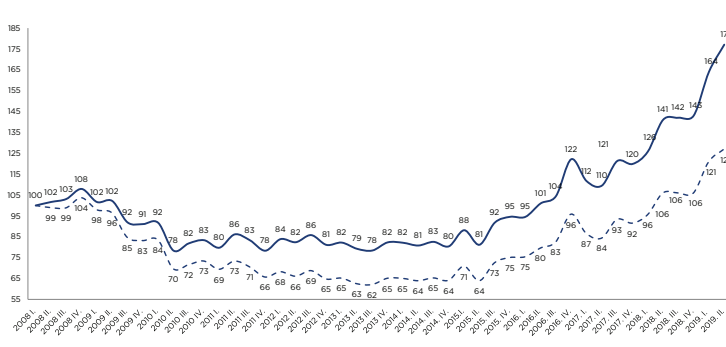
## Duna House Regional Residential Property Indexes

Price indexes outside the capital have also increased since the last quarter. Panel prices are in the sky both in the East and in the West. Although the price increase was less impressive in East-Hungary, Duna House still measured a value exceeding 200 points. West-Hungary presented a 19% growth. Similar boom is seen in case of brick properties in East-Hungary, while western regions show a less volume expansion.

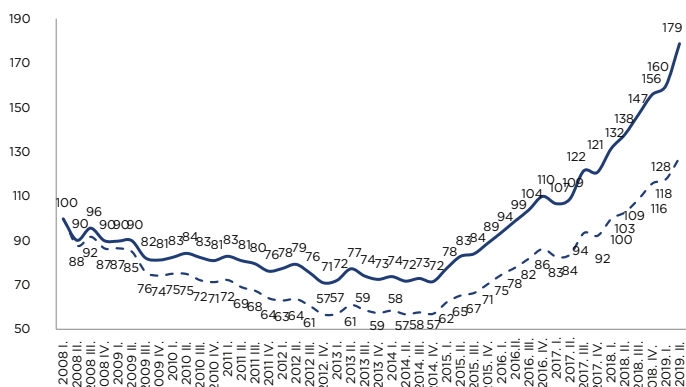
**EAST-HUNGARY PANEL INDEX**



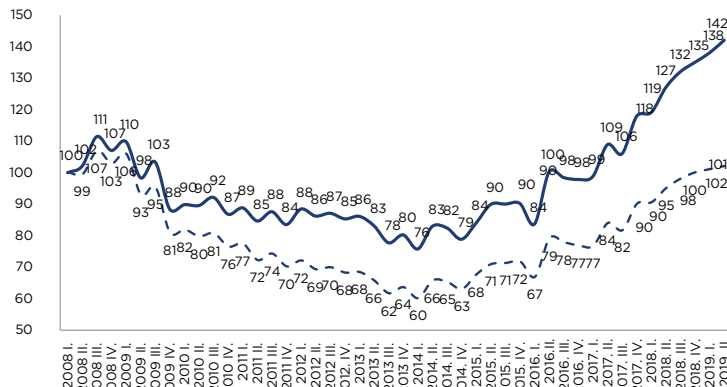
**EAST-HUNGARY BRICK INDEX**



**WEST-HUNGARY PANEL INDEX**



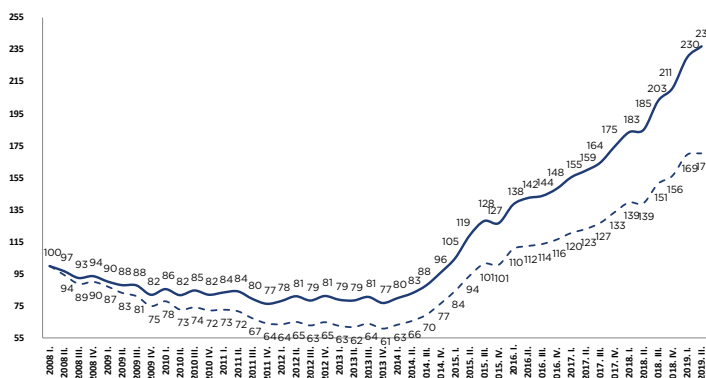
**WEST-HUNGARY BRICK INDEX**



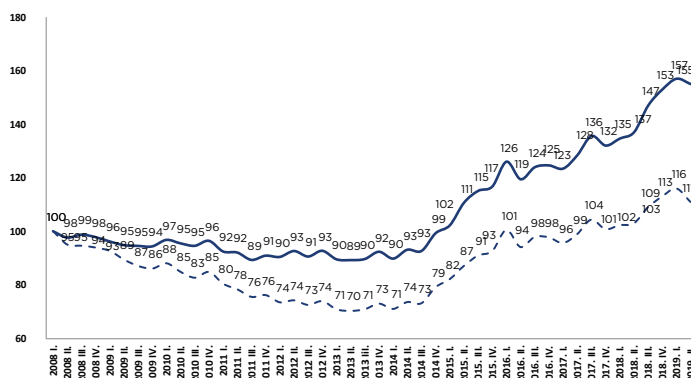
## Duna House Budapest Residential Property Indexes

Brick index in Budapest shows a minor stagnation, whereas the price increase of panel flats seems unstoppable, reaching 170 points on real value, accounting for a higher value than the measured nominal value in case of brick properties.

**BUDAPEST PANEL INDEX**



**BUDAPEST BRICK INDEX**



## RESIDENTIAL FLAT DATA

In comparison with the previous year, the price of panel flats outside the capital has increased by 37%. We see similar volume price increase in case of western region brick homes, while in the eastern regions there is a 15% price growth when compared to last year. On regional level, average m2 price in case of both property types is above 300.000 HUF currently.

PANEL COUNTRYWIDE								
	EAST				WEST			
	price (HUF)	m2 price (HUF)	Change in listing price	Bargain	price (HUF)	m2 price (HUF)	Change in listing price	Bargain
<b>2018. Q2.</b>	13 704 000	238 000	1%	5%	11 841 000	222 000	1%	3%
<b>2019. Q2.</b>	18 285 000	328 000	1%	2%	15 589 000	304 000	1%	4%

BRICK COUNTRYWIDE								
	EAST				WEST			
	price (HUF)	m2 price (HUF)	Change in listing price	Bargain	price (HUF)	m2 price (HUF)	Change in listing price	Bargain
<b>2018. Q2.</b>	15 893 000	272 000	2%	4%	13 248 000	231 000	2%	5%
<b>2019. Q2.</b>	18 057 000	312 000	1%	5%	17 601 000	305 000	1%	5%

In Budapest, we advise to calculate with m2 price exceeding 500.000-600.000 HUF, and in Buda and the Inner City brick properties are sold for over 700.000 HUF/m2.

PANEL BUDAPEST												
	BUDA				PEST							
	price (HUF)	m2 price (HUF)	Change in listing price	Bargain	price (HUF)	m2 price (HUF)	Change in listing price	Bargain	price (HUF)	m2 price (HUF)	Change in listing price	Bargain
<b>2018. Q2.</b>	26 428 000	501 000	1%	3%	21 244 000	401 000	1%	3%				
<b>2019. Q2.</b>	30 321 000	582 000	1%	2%	26 900 000	517 000	1%	4%				

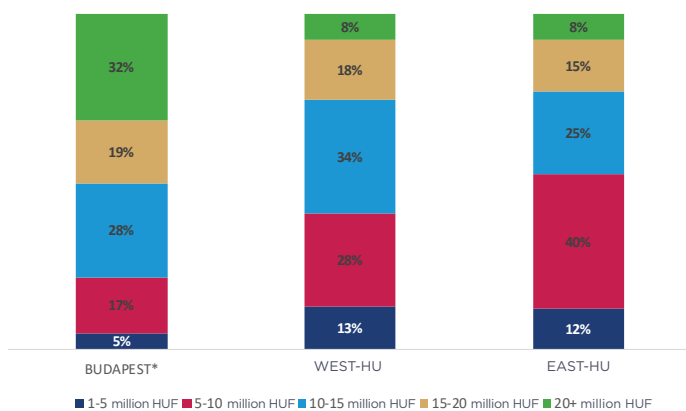
BRICK BUDAPEST												
	BUDA				PEST				INNER CITY			
	price (HUF)	m2 price (HUF)	Change in listing price	Bargain	price (HUF)	m2 price (HUF)	Change in listing price	Bargain	price (HUF)	m2 price (HUF)	Change in listing price	Bargain
<b>2018. Q2.</b>	51 256 000	696 000	2%	4%	27 967 000	507 000	2%	3%	41 496 000	632 000	3%	4%
<b>2019. Q2.</b>	58 149 000	779 000	2%	3%	32 914 000	631 000	1%	4%	50 848 000	773 000	3%	4%

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

## MORTGAGE DATA- 2019 Q2

### MORTGAGES BY TRANSACTION VALUE

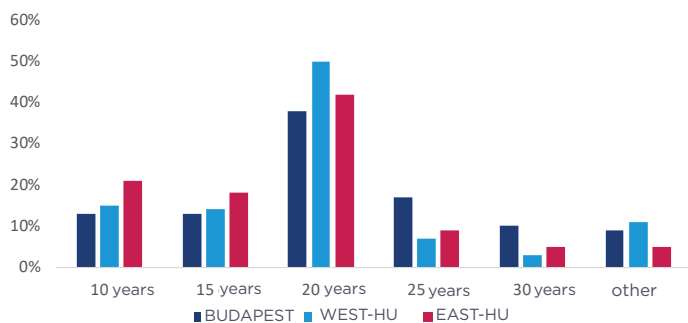


The 20 Million+ transaction volume in Budapest has exceeded 30% in the last quarter. Outside the capital only 8-8% of clients has applied for such value, with the majority asking for 5-15 Million HUF loan.

Average loan volume in Budapest has increased by 1.5 Million HUF since the last quarter. In the capital, in 2019.Q2 the average volume was 16.6 Million HUF, while on countrywide level it was in the 10.9-11.2 Million HUF range.

AVERAGE LOAN VOLUME				
	2018. Q3	2018. Q4	2019. Q1	2019. Q2
<b>BUDAPEST*</b>	14 983 000	15 049 000	15 115 000	16 589 000
<b>WEST-HU.</b>	9 394 000	10 308 000	11 111 000	11 231 000
<b>EAST-HU.</b>	8 853 000	9 438 000	11 506 000	10 912 000

### MORTGAGES BY DURATION



Mortgage applicants calculate with 20-year term in the largest proportion, which is similar to values measured in the previous quarters. Proportion of the referred term in Budapest was 38%, while it accounted for 50% in the western and 42% in the eastern regions of the country.

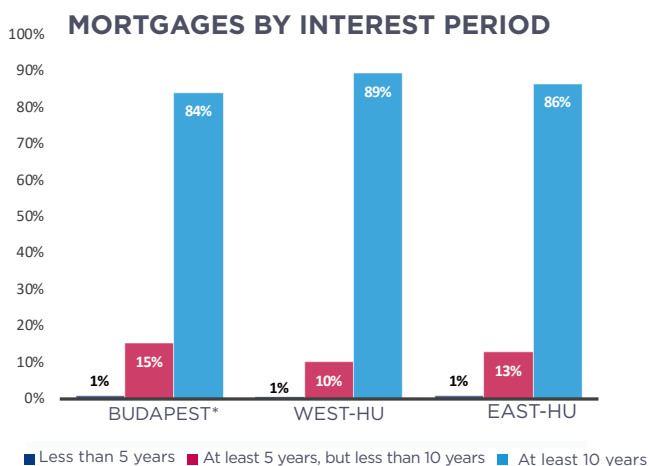
	BUDAPEST*				WEST-HU.				EAST-HU			
	2018. Q3	2018. Q4	2019. Q1	2019. Q2	2018. Q3	2018. Q4	2019. Q1	2019. Q2	2018. Q3	2018. Q4	2019. Q1	2019. Q2
<b>10 YEAR</b>	9%	14%	12%	13%	15%	19%	15%	15%	16%	17%	19%	21%
<b>15 YEAR</b>	13%	12%	13%	13%	14%	13%	14%	14%	15%	13%	12%	18%
<b>20YEAR</b>	34%	41%	38%	38%	45%	49%	50%	50%	39%	42%	35%	42%
<b>25 YEAR</b>	21%	13%	19%	17%	12%	5%	8%	7%	7%	7%	11%	9%
<b>30 YEAR</b>	12%	11%	8%	10%	4%	2%	4%	3%	11%	6%	14%	5%
<b>OTHER</b>	11%	9%	10%	9%	10%	12%	9%	11%	12%	15%	9%	5%

**Methodology behind mortgage data:** When analyzing data we used transactions submitted during the given quarter intermediated by Duna House Loan Center, based on loan volume, interest period and duration of the loan, in regional division. During the analysis of the family home allowance program "CSOK", we analyzed only the ratio of CSOK applications with a loan, so it does not indicate the ratio of the allowance used on the entire property market.



Loan to value indicator (LTV) still shows only a minimal difference in comparison with the previous quarters. On countrywide level, the proportion is around 50%, with no major changes seen during the past year.

AVERAGE LTV				
	2018. Q3.	2018. Q4.	2019. Q1.	2019. Q2.
<b>BUDAPEST*</b>	49%	51%	49%	51%
<b>WESS-HU.</b>	50%	49%	54%	55%
<b>EAST-HU.</b>	50%	51%	54%	54%
<b>TOTAL</b>	49%	50%	52%	48%



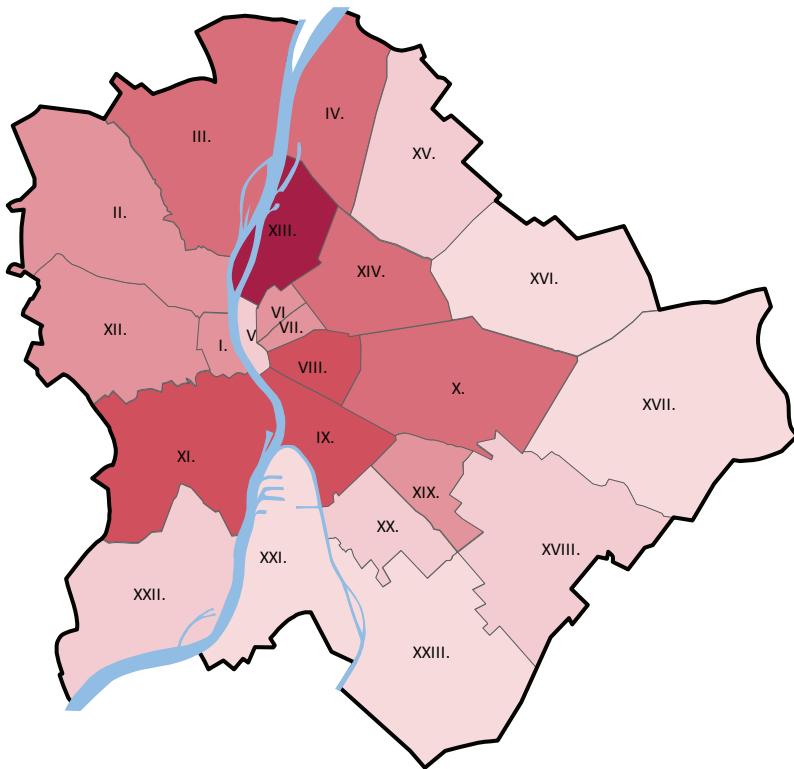
Mortgages with shorter rate period than 5 years have nearly disappeared, with only 1% representation on countrywide level in Q2. The 5-10 years term mortgage is also losing popularity among clients, with 10-15% presence currently, depending on the region. In the meantime, proportion of at least 10 years fix rate period has reached 80%.

	BUDAPEST*				WEST-HU				EAST-HU			
	2018. Q3	2018. Q4	2019. Q1	2019. Q2	2018. Q3	2018. Q4	2019. Q1	2019. Q2	2018. Q3	2018. Q4	2019. Q1	2019. Q2
<b>LESS THAN 5 YEARS</b>	9%	3%	2%	1%	4%	2%	3%	1%	10%	1%	3%	1%
<b>5 YEARS OR MORE, BUT LESS THAN 10 YEARS</b>	49%	28%	22%	15%	46%	21%	14%	10%	45%	23%	16%	13%
<b>AT LEAST 10 YEARS</b>	42%	69%	76%	84%	49%	77%	83%	89%	45%	76%	81%	86%

In East-Hungary, “CSOK” applications were submitted in around 30% of loan transactions, while in Budapest it was only 12.8%, and in West-Hungary just 11.4%. The countrywide 15.9% ratio in total means decrease in comparison with previous quarters.

SUBMITTED CSOK APPLICATIONS IN THE RATIO OF ALL QUARTERLY LOAN TRANSACTIONS	
<b>BUDAPEST*</b>	<b>12,8%</b>
<b>WEST-HU</b>	<b>11,4%</b>
<b>EAST-HU</b>	<b>30,3%</b>
<b>TOTAL</b>	<b>15,9%</b>

## DATA ON NEW CONSTRUCTIONS



Number of newly constructed flats in projects in the selling phase

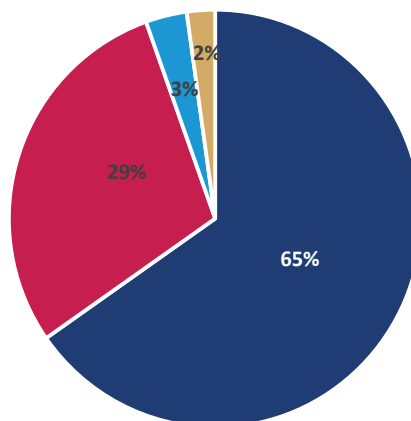


QUANTITY	DISTRICTS
above 7000	XIII.
2000-6999	VIII., IX., XI.
900-1999	III., IV., X., XIV.
200-899	I., II., VI., VII., XII., XIX.
100-199	V., XV., XVIII., XX., XXII.
under 100	XVI., XVII., XXI., XXIII.

District 13 remains to be the absolute center of new constructions, with the number of new flats exceeding 7.000. Districts 8., 9. and 11 also stand out in popularity, where the number of new flats is between 2.000 and 7.000. Outer districts of the capital are still not favored, as only a few hundred new flats are built.

Over two third of newly constructed flats offered for sale in Q2 in Budapest were sold nearly instantly, with only 29% remaining available. In addition, 3% of the offered flats have been booked, and another 2% is still indicated as planned.

**DISTRIBUTION OF NEW CONSTRUCTION FLATS BASED ON SALES PHASE IN 2019 Q2**

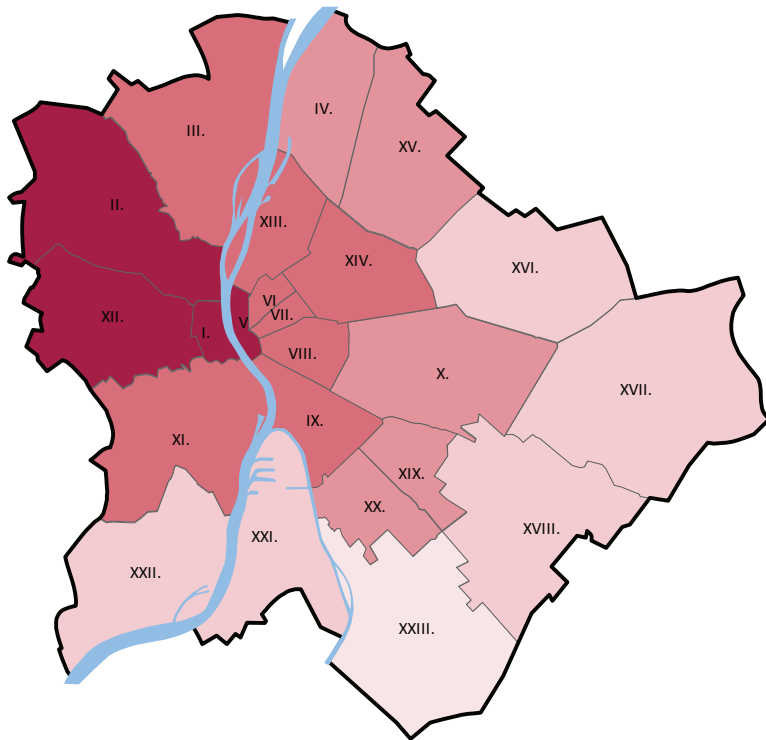


Number related data is based on the flat number data of projects in the ELTINGA Budapest Residential Property Report database.

- Available: free for purchase at the time of data collection
- Reserved: under negotiation, or covered by deposit
- Sold: indicated as "sold" on the website, or removed from the list of available flats,
- Plan: flats where the sales process has not yet started or is postponed , may be counted under available.







**Average m2 price of new construction flats**



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

Average m2 price of new constructions has exceeded 1.000.000 HUF in four districts, with 8 additional districts being above 700.000 HUF. District 23 is the only location, where those interested will find available new flats for under 500.000 HUF/m2.

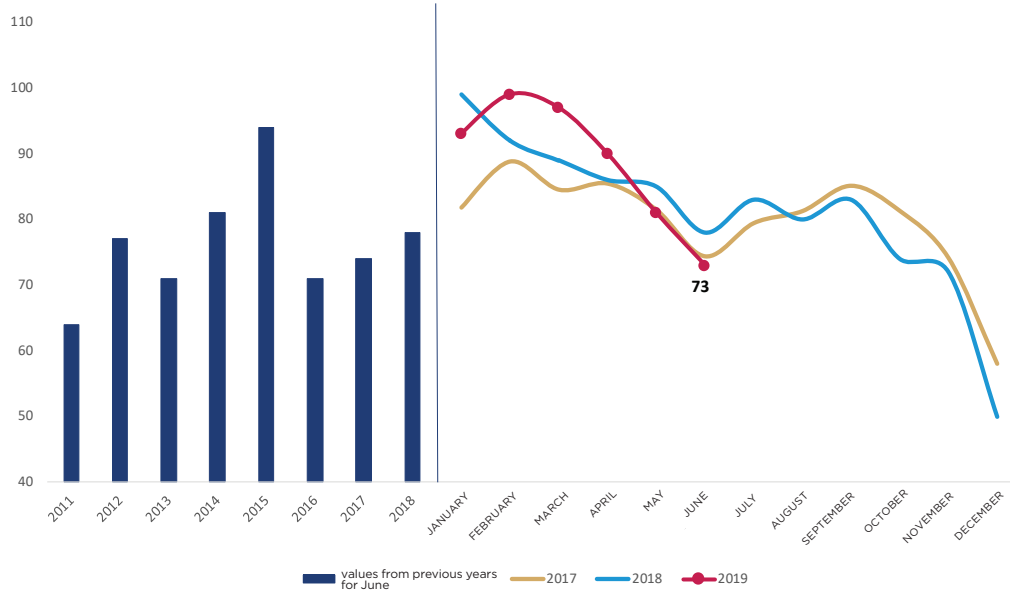
In 2019 Q2 in Budapest, the average square meter price of newly built properties was 791.000 HUF, indicating a 12.5% price increase since the beginning of the year.

Average m2 prices are based on projects in the ELTINGA Budapest Residential Property Report database. Prices are based on properties sold in Q2 listed in the database. Floor space includes half of the balcony and terrace up to 20 m2, and one third in cases above 20 m2.



## BUYERS - DEMAND INDEX

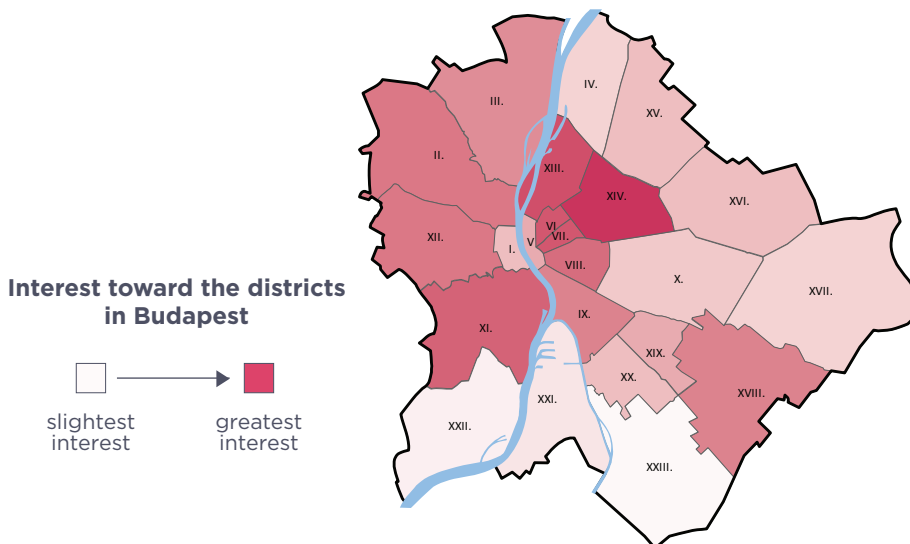
A summer fallback has been regarded normal on the property market since many years, followed by a minor up-hill trend, and a continuous decrease of interest towards the end of the year. According to Duna House, therefore, currently we see a short stop, and following the announcement of university entrance points and the planned government measures, the market will activate itself again.



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.

## INTEREST TOWARD THE DISTRICTS

Zugló district, for the second time this year, finished on the first place, before the neighboring district 13. The "contest" has been especially tight in the past couple months, and districts 6, 7 and 9 are also not far behind.



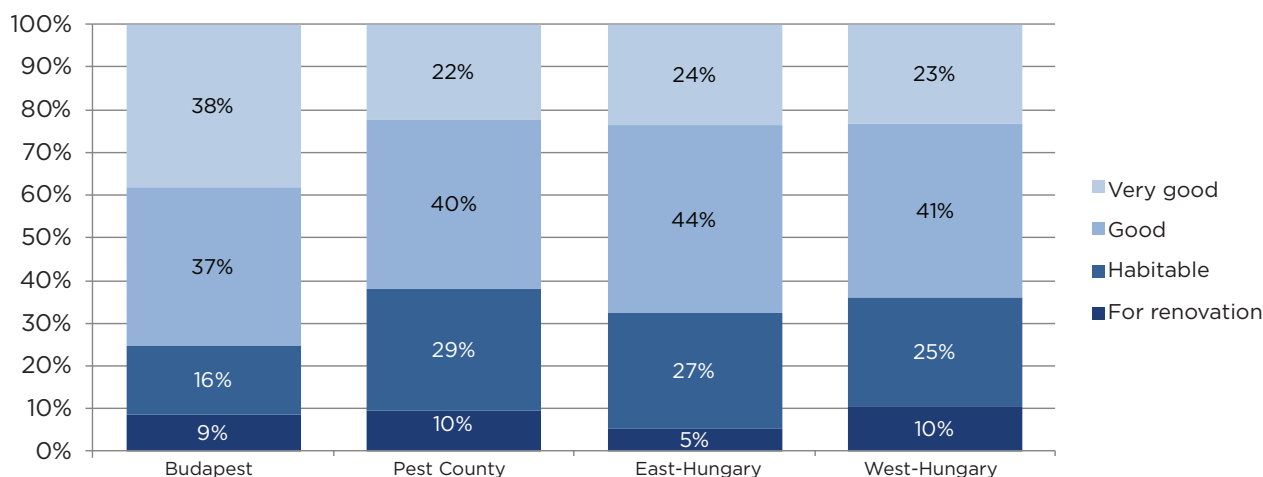
DISTRICT	2018. JUNE	2019. JUNE
Budapest 01.	7,9%	7,0%
Budapest 02.	15,0%	12,0%
Budapest 03.	12,0%	10,5%
Budapest 04.	7,2%	5,9%
Budapest 05.	9,7%	8,8%
Budapest 06.	15,6%	13,4%
Budapest 07.	16,1%	13,6%
Budapest 08.	12,0%	12,4%
Budapest 09.	12,2%	11,0%
Budapest 10.	6,7%	6,3%
Budapest 11.	15,0%	13,3%
Budapest 12.	12,0%	12,0%
Budapest 13.	20,2%	14,6%
Budapest 14.	17,9%	16,0%
Budapest 15.	7,4%	7,4%
Budapest 16.	5,5%	7,1%
Budapest 17.	5,5%	6,0%
Budapest 18.	10,7%	11,4%
Budapest 19.	9,4%	8,4%
Budapest 20.	6,1%	7,2%
Budapest 21.	3,9%	4,6%
Budapest 22.	3,8%	3,7%
Budapest 23.	2,2%	2,3%

**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 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.

## QUALITY PREFERENCE

There are still not too many deciding to renovate, as 62-75% of buyers are choosing at least good quality category property. On the contrary, properties needing full renovation account for only 5-10% of all sale and purchase transactions.



## TIME NEED OF SALE

In case of panel flats, the time need for sale in the eastern regions decreased since last June, stagnated in Buda districts, and increased somewhat in the western regions and Pest.

Time need for sale in case of used brick flats has decreased by 13-25 days since last year, with only Pest inner city presenting few days longer period.

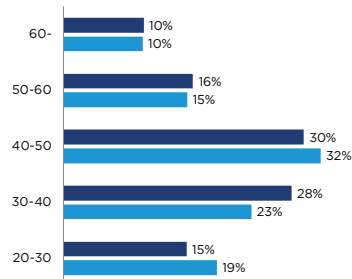
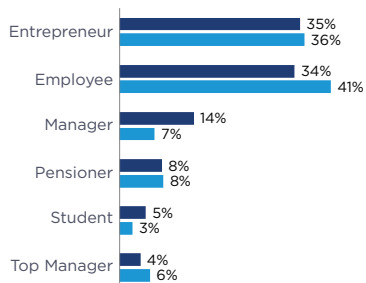
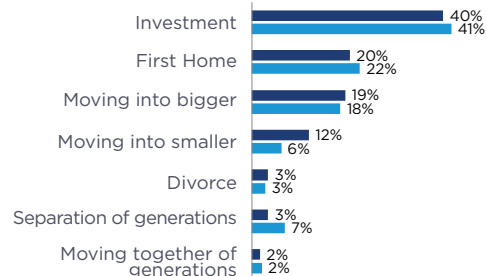
PANEL				
Time need of sale/day				
	East	West	Buda	Pest
2018. June	76	59	63	57
2019. June	61	74	62	65

BRICK					
Time need of sale/day					
	East	West	Buda	Pest	Inner city
2018. June	102	113	116	104	106
2019. June	77	89	94	91	117

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.

## BUYER'S PROFILE BUDAPEST

In comparison with last June, proportion of buyers under 30 years of age has decreased, as the majority purchased a property between 30-50 years of age. Proportion of investors has also fallen back since last June in Budapest. Average price of acquired properties was 38 Million HUF. Presence of those moving into a smaller flat has significantly increased.

**AGE OF BUYERS BP.**

**STATUS BP.**

**MOTIVATION BP.**


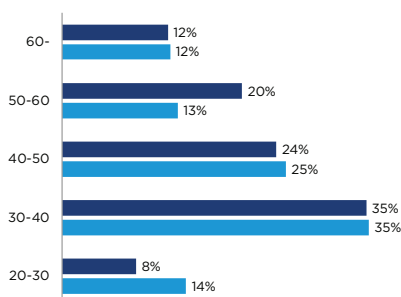
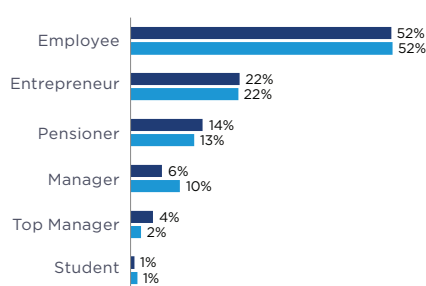
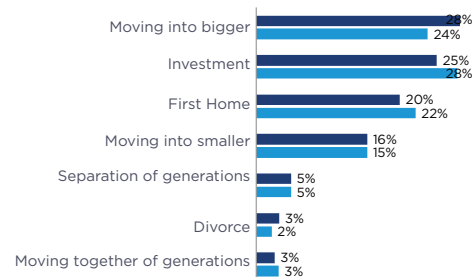
AGE	AVERAGE PRICE	m <sup>2</sup>
20-30	34 511 000	56
30-40	41 444 000	71
40-50	46 707 000	76
50-60	34 107 000	52
60-	46 950 000	62

STATUS	AVERAGE PRICE	m <sup>2</sup>
Employee	40 265 000	65
Top Manager	76 096 000	84
Manager	44 558 000	83
Pensioner	33 157 000	48
Student	30 342 000	45
Entrepreneur	45 617 000	74

SITUATION	AVERAGE PRICE	m <sup>2</sup>
Investment	37 920 000	56
First Home	33 863 000	52
Separation of generations	35 823 000	47
Moving together of generations	55 400 000	167
Moving into smaller	34 942 000	56
Moving into bigger	62 380 000	102
Divorce	20 250 000	56

## BUYER'S PROFILE ON REGIONAL LEVEL

Outside Budapest, the proportion of buyers under the age of 30 has decreased even more. They have spent 14 Million HUF on average on the chosen property. In June, majority of buyers moved into a bigger place, spending 28 Million HUF on average on their new and bigger home. While last year investment was the leading motivation behind the acquisition, this year it has dropped to 2nd place.

**AGE OF BUYERS, REGIONAL**

**STATUS REGIONAL**

**MOTIVATION, REGIONAL**


AGE	AVERAGE PRICE	m <sup>2</sup>
20-30	14 077 000	79
30-40	22 748 000	93
40-50	21 904 000	81
50-60	21 453 000	92
60-	17 328 000	79

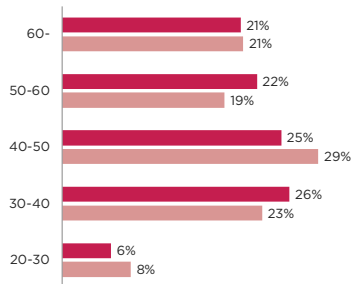
STATUS	AVERAGE PRICE	m <sup>2</sup>
Employee	16 871 000	78
Top Manager	40 158 000	133
Manager	25 682 000	83
Pensioner	15 624 000	70
Student	18 775 000	82
Entrepreneur	26 975 000	111

SITUATION	AVERAGE PRICE	m <sup>2</sup>
Investment	18 818 000	80
First Home	15 359 000	77
Separation of generations	18 400 000	88
Moving together of generations	33 535 000	157
Moving into smaller	18 162 000	69
Moving into bigger	28 190 000	109
Divorce	18 380 000	66

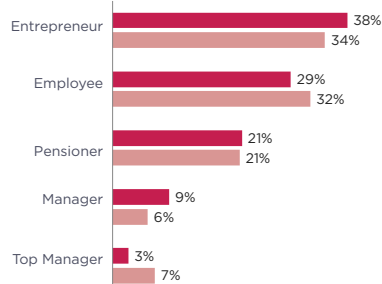
## SELLER'S PROFILE BUDAPEST

Age groups among sellers in Budapest show a diverse picture, with only the age group under 30 being weakly represented. When looking at the motivation behind the sale, moving into a bigger home clearly stands out. They sell their average 58 m2 property for 41 Million HUF on average.

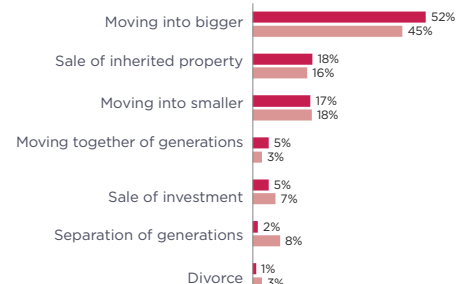
AGE OF SELLERS BP.



STATUS BP.



MOTIVATION BP.



AGE	AVERAGE PRICE	m <sup>2</sup>
20-30	62 130 000	68
30-40	46 179 000	68
40-50	44 386 000	70
50-60	41 249 000	72
60-	33 135 000	63

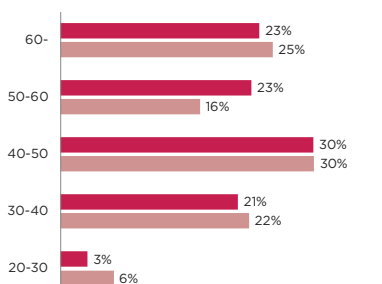
STATUS	AVERAGE PRICE	m <sup>2</sup>
Employee	39 619 000	68
Top Manager	33 200 000	53
Manager	41 343 000	76
Pensioner	34 763 000	68
Entrepreneur	49 206 000	74

SITUATION	AVERAGE PRICE	m <sup>2</sup>
Sale of investment	55 998 000	67
Separation of generations	39 600 000	81
Moving together of generations	34 500 000	50
Moving into smaller	59 555 000	109
Moving into bigger	41 351 000	58
Sale of inherited property	32 184 000	63
Divorce	27 400 000	56

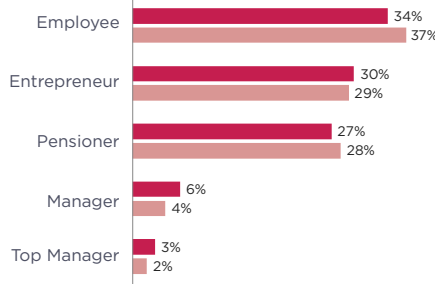
## SELLER'S PROFILE ON REGIONAL LEVEL

On countrywide level, the diversification of sellers by age shows similarities with the capital. Motivation presents a much more even picture, as nearly the same amount of sellers moved into smaller and bigger home, and the proportion of selling inherited property was also high.

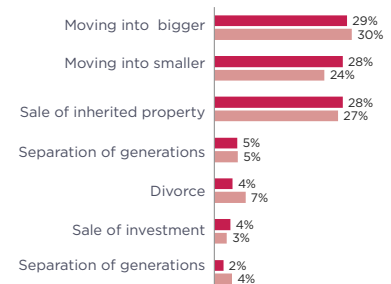
AGE OF SELLERS, REGIONAL



STATUS REGIONAL



MOTIVATION, REGIONAL



AGE	AVERAGE PRICE	m <sup>2</sup>
20-30	25 670 000	83
30-40	20 005 000	68
40-50	21 337 000	82
50-60	18 649 000	91
60-	21 944 000	112

STATUS	AVERAGE PRICE	m <sup>2</sup>
Employee	16 265 000	73
Top Manager	39 613 000	123
Manager	24 568 000	87
Pensioner	18 714 000	102
Entrepreneur	26 432 000	93

SITUATION	AVERAGE PRICE	m <sup>2</sup>
Sale of investment	24 426 000	79
Separation of generations	27 118 000	103
Moving together of generations	16 793 000	77
Moving into smaller	26 471 000	120
Moving into bigger	19 502 000	65
Sale of inherited property	13 891 000	82
Divorce	28 571 000	125