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This publication contains the main findings of the quarterly Italian housing market survey conducted jointly by the Bank of Italy, Tecnoborsa and Agenzia del Territorio. The report has been prepared by Stefano Iezzi, Mario Porqueddu, Raffaele Tartaglia Polcini for the Bank of Italy; Giampiero Bambagioni and Ettore Troiani for Tecnoborsa; Caterina Andreussi, Maurizio Festa and Gianni Guerrieri for Agenzia del Territorio. Pamela Minzera (Bank of Italy) provided editorial assistance.

The data were collected exclusively for the purpose of economic analysis and have been handled and processed in aggregate form, in full compliance with Italy's law on the treatment of personal information.

We would like to thank all the agencies that agreed to take part.

ITALIAN HOUSING MARKET SURVEY

October 2012

The crisis in the housing market continued through the third quarter, although with some easing of the particularly unfavourable conditions that had marked the second quarter. Most of the signs are that market prices are still falling, however, and fewer new properties are appearing on the books.

Estate agents' opinions regarding the short-term outlook for the housing market, both local and national, remain decidedly pessimistic, if slightly less so than in the spring. Their expectations for the national market over the next two years are less unfavourable, and while the balance between forecasts of an improvement and forecasts of a deterioration remains negative it has narrowed to around 10 percentage points, half its earlier value.

1. Introduction

The interviews for the survey relating to the third quarter of 2012 were carried out between 1 October and 22 October. A total of 1,565 estate agents took part (Table 1), providing information on sales¹ and prices in the quarter July-September 2012 and on the general outlook for the sector.

The main findings of the survey are summarized below. Appendices A, B and C contains the methodological notes, statistical tables, and the questionnaire used.

2. Main findings

House prices – In the third quarter of 2012 the proportion of estate agents reporting a drop in house prices with respect to the previous quarter was virtually unchanged at 74.8 per cent (Table 2 and Figure 1). Assessments of a downward trend increased in the North East (79.3 per cent of agents, against 72.2 per cent in July), but diminished in the North West and the Centre. Once again, only a very small percentage of estate agents reported an increase in house prices in the quarter.

House sales – The percentage of estate agents who sold at least one property decreased to 55.7 per cent, 7 percentage points less than in the previous quarter and almost 10 points less than in the same quarter of 2011 (Table 3). The decrease was very evenly distributed across geographical areas and size of resident population.

Properties registered with estate agents – The balance between estate agents' assessments indicating a rise and a fall, with respect to the previous quarter, in the number of unsold properties still on their books continued to widen during the summer, reaching 42.2 per cent against 40.8 per cent in the July survey (Table 4). The increase concerned the North West and the Centre and was more pronounced in non-urban areas. Factors at play probably included greater difficulty selling properties already on the books. The balance between reports of a rise and reports of a fall in newly registered properties decreased by a little more than 2 percentage points, to 27.1 per cent.

As to the main reasons for contract cancellations, the percentage of agents citing “lack of offers due to too-high asking prices” was unchanged at about 64 per cent of the total (Table 5), while the percentage of those citing “offers dismissed by sellers as too low” increased from 48.4 per cent in July to 49.9 per cent. There was a drop in the share of estate agents

¹ The survey only covers sales completed through an estate agent, which are estimated to account for about half the total.

who attributed cancellation to the “the property being too long on the books” (22.6 per cent against 24.5 per cent), “awaiting an improvement in prices” (21.9 per cent against 22.9 per cent) and “buyer’s difficulty obtaining a mortgage” (57.9 per cent against 61.0 per cent).

Negotiations and selling times – In the third quarter of 2012 actual selling prices were 15.4 per cent below the seller’s asking prices, the same as in July, whereas it was 12.5 per cent a year earlier (Table 6). Average property selling times were unchanged at 8.2 months (one month more than a year earlier; Table 7), and were still 2 months longer in non-urban areas than in urban areas (about 9 and 7 months respectively).

Financing property purchases – The percentage of house purchases financed by taking out a mortgage fell to 59.6 per cent, against 64.7 per cent in the previous survey and 67.1 per cent a year earlier (Table 8). The reduction occurred across all geographical areas but was more marked in non-urban areas (almost 10 percentage points more than in July).

The outlook for estate agents’ local markets – In October the balance between favourable and unfavourable assessments of the short-term outlook, which had deteriorated sharply in the July survey, showed some improvement but was still heavily negative (-41.6 per cent against -53.5 per cent; Table 9). Only 7.4 per cent of estate agents expressed favourable expectations, while 49.0 per cent were pessimistic. The difference between forecasts of a rise and a fall in the number of newly registered properties is still positive, by 18.6 percentage points compared with 10.2 points in the previous survey. There was little change in expectations regarding short-term prices with respect to the markedly negative response in July: 70.6 per cent of estate agents forecast that they will drop (71.2 per cent in the previous survey) while very few continue to predict an increase. Expectations that prices will fall are more diffuse in non-urban areas and in the North East.

Compared with the previous survey, a larger percentage of estate agents believe the recent measures concerning property taxes to be a further cause of the slump in house sales (78.0 per cent against 75.6 per cent in July; Table 10) and in prices (81.0 per cent compared with 77.0 per cent), while the percentage of those reporting that they boost the number of new property registrations decreased from 63.0 to 64.0 per cent. The share of estate agents reporting that the higher taxes helped to increase the number of rentals and properties to let rose to 56.1 per cent, from 51.4 per cent in July (Table 11). Some 39.6 per cent (40.4 per cent in July) reported a negative effect on rental costs, while 23 per cent reported a positive one.

The outlook for the national market – The short-term outlook for the national market has improved with respect to the severe deterioration recorded in the July survey, although the balances of opinions are still negative (Table 12). The balance between expectations of an improvement and a deterioration in the present quarter has narrowed to -53.7 per cent (against -62.2 per cent in July), notably in the Centre and in urban areas. The outlook for the longer term (the next two years) is less pessimistic: the negative balance between expectations of an improvement and a deterioration is -11.4 percentage points, almost half what it was in the previous survey (-22 points).

A. Methodological Notes

A1. Sample design

Since January 2009 the Bank of Italy has conducted, in collaboration with Tecnoborsa, a quarterly survey of real-estate agents. Starting from October, 2010, Agenzia del Territorio (the Italian land registry) joined the venture. The data are collected by the company Questlab Srl in the month following the end of the calendar quarter (i.e. in January, April, July and October). The interviews for this edition, which refers to the third quarter of 2012, were conducted between October 1 and 22, 2012. Of the 3,731 estate agents interviewed, 1,565 took part in the survey, representing a response rate of 45.6 per cent.¹

The sampling design is stratified, with a total of 34 strata made up as follows:

- a) 15 Italian towns with a population of 250,000 or more;²
- b) 15 areas around the towns at letter a), forming the hinterland;³
- c) 4 national macro-areas (North-West; North-East; Centre; South and Islands), excluding the 30 strata at letters a) and b).

The number of units in each stratum is selected according to several criteria: the basic number is proportional to the number of transactions recorded in each unit (based on local data provided by Agenzia del Territorio). Each stratum contains a minimum number of units so that the sample size is large enough to ensure that the standard errors of the main variables are acceptable. Finally, further units are added to the sample for the metropolitan areas to take account of greater variations in the phenomena surveyed.

A2. Composition of the population

The reference population consists of real-estate agents operating on a fee or contract basis. The source of data on the distribution of the population is Istat. For each category of estate agents and each province Istat provides the number of businesses in operation and the total number of agents.⁴

A3. Composition of the sampling list

The lists suitable for use are lists of real-estate agents and property agencies. Since the population available from Istat is based on property agencies as businesses, when composing the list of agents to include in the sample we took care to ensure that it contained

¹ The percentage takes account of errors in the list.

² Bari, Bologna, Catania, Florence, Genoa, Messina, Milan, Naples, Padua, Palermo, Rome (including Ostia Lido), Turin, Trieste, Venice (including Mestre), Verona.

³ An “urban area” is the area of a town with at least 250,000 inhabitants and its hinterland. A “metropolitan area” is an urban area with a city or large town of at least 500,000 inhabitants (Genoa, Milan, Naples, Palermo, Rome and Turin). Every urban or metropolitan area has its own Local Labour System (Istat, *I sistemi locali del lavoro 1991*, Rome, 1997), which is defined as “the unit of territory identified by a set of neighbouring towns linked by daily commuting for the purpose of work”; i.e. they are groups of towns that constitute homogenous labour markets. Since administrative constraints are not considered, a local labour system can incorporate towns belonging to different provinces or regions from the main town, and is identified from information on commuting obtained from the general population census.

⁴ The 2010 update has been used. Agencies buying and selling own real estate account for about 5 per cent of the sample and are considered as self-representing.

only one real-estate agent per agency. The following lists were used to build the sample:

- a) professional real-estate agents belonging to the *Federazione Italiana Agenti Immobiliari Professionali* (FIAIP) (about 12,000);
- b) real-estate agents registered with one of the property exchanges (about 200);
- c) real-estate agents correspondents of the real estate market observatory (OMI) operated by Agenzia del Territorio (about 600).

We attempted to overcome any deficiencies with respect to the theoretical number of estate agents and minimize distortions due to the use of professional registers by including also a list of agents taken from the Chamber of Commerce records (containing around 40,000 estate agents in total). This list is fairly exhaustive, but the contact information is often incomplete or out of date.

A4. Weighting

Each unit in the sample is assigned an initial weight, given by the ratio of number of firms in the stratum cell to number of firms in the sample.

The weighting procedure is performed in one stage. Let h be the general stratum cell and, within it, N_h the number of firms in the target population and n_h the sample size.⁵ The weight of each firm in stratum h is therefore:

$$w_h = \frac{N_h}{n_h}$$

By construction, the sum of the weights of each cell therefore gives the size of the target population it contains. At every survey the weights are recalculated according to the distribution of the population on the latest available date.

A5. Sample estimates

For a generic variable x , the mean is estimated with an estimator given by:

$$\bar{X} = \frac{1}{\sum w_i} \sum w_i X_i$$

where w_i is the weight of the single sample unit. The weight may be the original one (see Section A4) or the weight obtained multiplying it by a scale variable to take account of the different size of the estate agents in the sample (e.g. in terms of number of homes sold).⁶

A6. Standard errors

The percentage estimates for the national total have standard errors of not more than 1.2 per cent, i.e. maximum confidence intervals (at 95 per cent) of 2.4 percentage points. Table 1a contains the standard errors of percentages of estate agents for the total sample and for some geographical groupings; the estimates also take account of finite population correction. The use of narrower geographical classification domains means that the estimates are less accurate than those for the total sample; this should be taken into account in analysing the results.

⁵ The symbol n_h indicates the actual sample size. This allows the weights to be implicitly corrected to take account of total non-responses.

⁶ On all these aspects, including the method of estimating standard errors, see for example Cicchitelli, F. A. Herzel and Montanari, G.E., *Il campionamento statistico*, Bologna, Il Mulino, 1994.

Table 1a – Standard errors of the estimates
(percentage points)

	Estimates expressed as percentages of agencies									
	5 % 95 %	10 % 90 %	15 % 85 %	20 % 80 %	25 % 75 %	30 % 70 %	35 % 65 %	40 % 60 %	45 % 55 %	50 % 50 %
By geographical area										
North-West.....	1.0	1.4	1.6	1.8	2.0	2.1	2.2	2.2	2.3	2.3
of which: urban areas ⁽²⁾	1.3	1.8	2.1	2.4	2.6	2.7	2.8	2.9	2.9	3.0
of which: non-urban areas....	1.6	2.2	2.6	2.9	3.1	3.3	3.4	3.5	3.6	3.6
North-East.....	1.1	1.5	1.8	2.0	2.2	2.3	2.4	2.5	2.5	2.5
of which: urban areas ⁽²⁾	1.4	1.9	2.2	2.5	2.7	2.9	3.0	3.1	3.1	3.1
of which: non-urban areas....	1.8	2.4	2.9	3.2	3.5	3.7	3.9	4.0	4.0	4.1
Centre.....	1.2	1.6	1.9	2.2	2.4	2.5	2.6	2.7	2.7	2.7
of which: urban areas ⁽²⁾	1.5	2.1	2.5	2.8	3.0	3.2	3.3	3.4	3.5	3.5
of which: non-urban areas....	1.9	2.6	3.1	3.5	3.8	4.0	4.2	4.3	4.4	4.4
South & islands.....	1.0	1.4	1.7	1.9	2.1	2.2	2.3	2.3	2.4	2.4
of which: urban areas ⁽²⁾	1.4	2.0	2.4	2.7	2.9	3.0	3.2	3.2	3.3	3.3
of which: non-urban areas....	1.5	2.0	2.4	2.7	2.9	3.1	3.2	3.3	3.3	3.4
By resident population										
Urban areas ⁽²⁾	0.7	1.0	1.2	1.3	1.4	1.5	1.5	1.6	1.6	1.6
Non-urban areas.....	0.8	1.1	1.4	1.5	1.6	1.7	1.8	1.9	1.9	1.9
Metropolitan areas ⁽³⁾	0.9	1.2	1.5	1.7	1.8	1.9	2.0	2.0	2.1	2.1
Non-metropolitan areas.....	0.7	0.9	1.1	1.2	1.3	1.4	1.5	1.5	1.5	1.5
Total.	0.5	0.7	0.9	1.0	1.1	1.1	1.2	1.2	1.2	1.2

(1) Urban areas centred on towns with a resident population of over 250,000, including not only the administrative area of the main town but also the hinterland as identified by the Local Labour System. The urban areas are Turin, Genoa and Milan for the North-West; Padua, Verona, Venice, Trieste and Bologna for the North-East; Florence and Rome for the Centre; Naples, Bari, Catania, Messina and Palermo for the South and Islands. – (2) Metropolitan areas centred on cities or large towns with a resident population of over 500,000, including not only the administrative area of the main city or town but also the hinterland as identified by the Local Labour System. The metropolitan areas are Turin, Genoa, Milan, Rome, Naples and Palermo.

B. Figures and tables

Figure 1

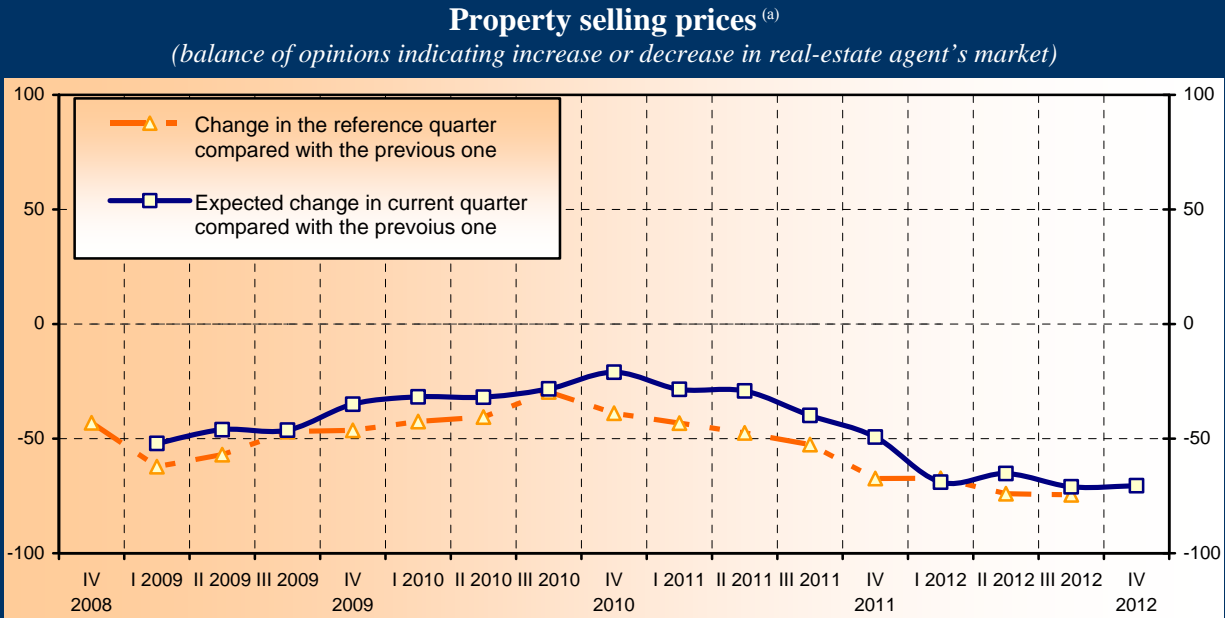
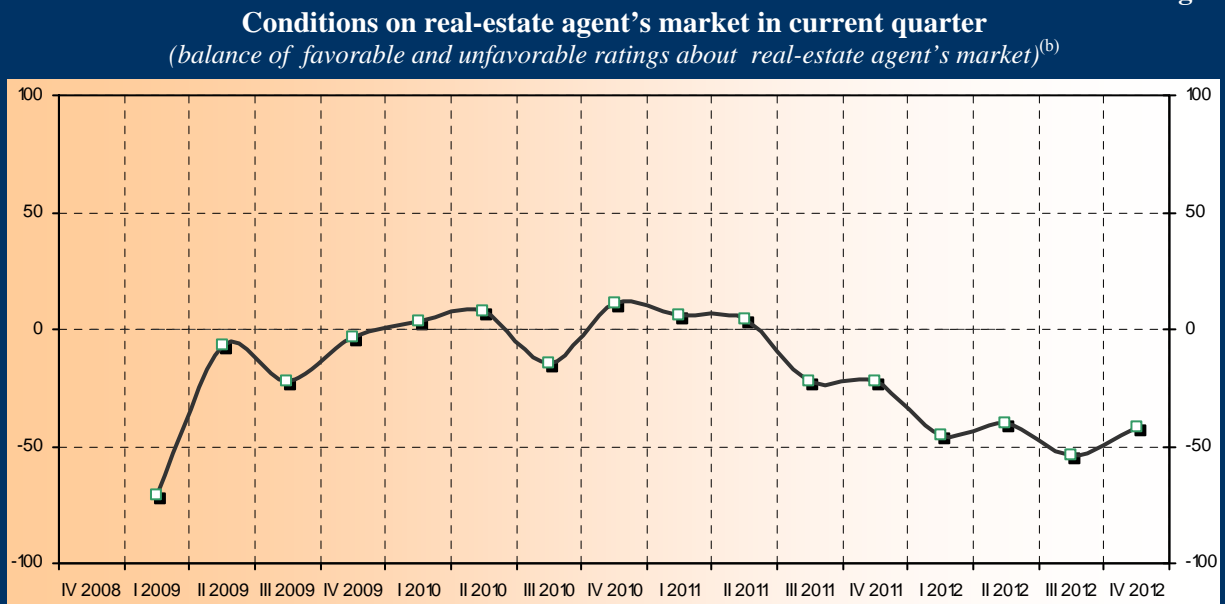


Figure 2



Source: Bank of Italy – Tecnoborsa – Agenzia del Territorio survey of the Italian housing market.

(a) Percentage of valid responses of real-estate agents reporting sales in the reference quarter, weighted according to the population of real-estate agents derived from Istat-Asia records (2010). – (b) The percentages refer to the average of responses of individual local markets.

Table 1 – Distribution of the sample and the population*(number and per cent; reference quarter July-September 2012)*

	Agents in sample (a)	Population of agents⁽¹⁾ (b)	Sampling fraction (a)/(b) (per cent)
By geographical area			
North-West	460	11,926	3.9
of which: urban areas ⁽²⁾	272	5,453	5.0
non-urban areas.....	188	6,473	2.9
North-East.	377	7,000	5.4
of which: urban areas ⁽²⁾	230	2,298	10.0
non-urban areas.....	147	4,702	3.1
Centre.	323	8,002	4.0
of which: urban areas ⁽²⁾	196	3,531	5.6
non-urban areas.....	127	4,471	2.8
South & islands.	405	5,076	8.0
of which: urban areas ⁽²⁾	195	1,374	14.2
non-urban areas.....	210	3,702	5.7
By resident population			
Urban areas (>250,000 inhabit.) ⁽²⁾	893	12,656	7.1
Non-urban areas (≤250,000 inhabit.).....	672	19,348	3.5
Metropolitan areas (>500,000 inhabit.) ⁽³⁾	548	9,091	6.0
Non-metropolitan areas (≤500,000 inhabit.)	1,017	22,913	4.4
Total	1,565	32,004	4.9

Source: Bank of Italy – Tecnoborsa – Agenzia del Territorio survey of the Italian housing market. (1) Istat-Asia (2010). – (2) Towns with a resident population of over 250,000, including not only the administrative area of the main town but also the hinterland as identified by the Local Labour System (see Istat, *I sistemi locali del lavoro 1991*, Rome, 1997). The urban areas are Turin, Genoa and Milan for the North-West; Padua, Verona, Venice, Trieste and Bologna for the North-East; Florence and Rome for the Centre; Naples, Bari, Catania, Messina and Palermo for the South and Islands. – (3) Cities or large towns with a resident population of over 500,000, including not only the administrative area of the main city or town but also the hinterland as identified by the Local Labour System. The metropolitan areas are Turin, Genoa, Milan, Rome, Naples and Palermo.

Table 2 – Property selling prices⁽¹⁾
(per cent of real-estate agents; reference quarter: July-September 2012)

	Comparison with previous period		
	decreasing	stable	increasing
By geographical area			
North-West.....	70.4	29.5	0.1
of which: urban areas ⁽²⁾	70.5	29.2	0.3
non-urban areas.....	70.4	29.6	0.0
North-East.....	79.3	19.8	0.9
of which: urban areas ⁽²⁾	79.4	20.6	0.0
non-urban areas.....	79.2	19.4	1.4
Centre.....	76.9	22.9	0.2
of which: urban areas ⁽²⁾	76.5	23.0	0.5
non-urban areas.....	77.2	22.8	0.0
South & islands.....	75.5	24.2	0.2
of which: urban areas ⁽²⁾	78.8	20.4	0.8
non-urban areas.....	74.3	25.7	0.0
By resident population			
Urban areas (>250,000 inhabit.) ⁽²⁾	74.7	25.0	0.3
Non-urban areas (≤250,000 inhabit.).....	74.9	24.8	0.3
Metropolitan areas (>500,000 inhabit.) ⁽³⁾	74.2	25.4	0.4
Non-metropolitan areas (≤500,000 inhabit.).....	75.0	24.7	0.3
Total	74.8	24.9	0.3
<i>Memorandum item:</i> Q2 2012.....	74.4	25.2	0.4
Q1 2012.....	69.1	29.0	1.8
Q4 2011.....	66.5	32.8	0.6
Q3 2011.....	51.2	47.9	0.9

Source: Bank of Italy – Tecnoborsa – Agenzia del Territorio survey of the Italian housing market. (1) Valid responses of real-estate agents taking part in the survey for the reference quarter, weighted with the population of agents derived from Istat-Asia records (2010). – (2) Towns with a resident population of over 250,000, including not only the administrative area of the main town but also the hinterland as identified by the Local Labour System (see Istat, *I sistemi locali del lavoro 1991*, Rome, 1997). The urban areas are Turin, Genoa and Milan for the North-West; Padua, Verona, Venice, Trieste and Bologna for the North-East; Florence and Rome for the Centre; Naples, Bari, Catania, Messina and Palermo for the South and Islands. – (3) Cities or large towns with a resident population of over 500,000, including not only the administrative area of the main city or town but also the hinterland as identified by the Local Labour System. The metropolitan areas are Turin, Genoa, Milan, Rome, Naples and Palermo.

Table 3 –Types of houses sold in the reference quarter⁽¹⁾
(per cent of real-estate agents unless otherwise indicated; reference quarter: July-September 2012)

	Percentage of real-estate agents that sold homes	of which:		
		only new builds	only pre-owned	new and pre-owned
By geographical area				
North-West.....	60.3	3.8	40.5	16.0
of which: urban areas ⁽²⁾	60.7	2.4	43.8	14.5
non-urban areas.....	60.0	5.0	37.8	17.2
North-East.....	56.1	5.2	33.4	17.4
of which: urban areas ⁽²⁾	55.7	7.5	35.0	13.3
non-urban areas.....	56.3	4.2	32.6	19.5
Centre.....	53.3	4.9	35.8	12.6
of which: urban areas ⁽²⁾	53.8	4.9	39.0	9.9
non-urban areas.....	52.8	4.9	33.3	14.6
South & islands.....	48.0	2.1	32.9	12.9
of which: urban areas ⁽²⁾	47.9	0.8	37.7	9.3
non-urban areas.....	48.0	2.6	31.2	14.3
By resident population				
Urban areas (>250,000 inhabit.) ⁽²⁾	56.5	3.9	40.2	12.4
Non-urban areas (≤250,000 inhabit.).....	55.1	4.3	34.2	16.6
Metropolitan areas (>500,000 inhabit.) ⁽³⁾	56.9	3.5	41.1	12.4
Non-metropolitan areas (≤500,000 inhabit.).....	55.2	4.4	34.8	16.0
Total	55.7	4.1	36.6	15.0
<i>Memorandum item:</i> Q2 2012.....	62.7	3.9	42.2	16.5
Q1 2012.....	63.8	4.2	43.6	16.0
Q4 2011.....	72.1	4.8	46.3	21.0
Q3 2011.....	65.5	4.4	42.4	18.6

Source: Bank of Italy – Tecnoborsa – Agenzia del Territorio survey of the Italian housing market. (1) Valid responses of real-estate agents taking part in the survey for the reference quarter, weighted with the population of agents derived from Istat–Asia records (2010). – (2) Towns with a resident population of over 250,000, including not only the administrative area of the main town but also the hinterland as identified by the Local Labour System (see Istat, *I sistemi locali del lavoro 1991*, Rome, 1997). The urban areas are Turin, Genoa and Milan for the North-West; Padua, Verona, Venice, Trieste and Bologna for the North-East; Florence and Rome for the Centre; Naples, Bari, Catania, Messina and Palermo for the South and Islands. – (3) Cities or large towns with a resident population of over 500,000, including not only the administrative area of the main city or town but also the hinterland as identified by the Local Labour System. The metropolitan areas are Turin, Genoa, Milan, Rome, Naples and Palermo.

Table 4 – Properties registered with real-estate agents⁽¹⁾
(per cent of real-estate agents; reference quarter: July-September 2012)

	Number of homes still registered with agent at end-quarter compared with previous period			Number of homes newly registered in quarter compared with previous quarter		
	less	same	more	less	same	more
By geographical area						
North-West.....	13.3	34.5	52.2	20.2	38.7	41.1
of which: urban areas ⁽²⁾	18.3	34.0	47.7	20.7	40.6	38.6
non-urban areas.....	8.9	34.9	56.2	19.6	37.0	43.3
North-East.....	12.8	32.0	55.2	18.2	36.3	45.5
of which: urban areas ⁽²⁾	14.7	37.4	47.9	19.9	41.0	39.1
non-urban areas.....	11.9	29.4	58.7	17.4	34.0	48.6
Centre.....	11.4	30.4	58.3	16.2	36.8	47.1
of which: urban areas ⁽²⁾	15.5	35.0	49.6	24.2	33.5	42.3
non-urban areas.....	8.1	26.8	65.1	9.8	39.3	50.8
South & islands.....	13.1	31.8	55.2	14.9	35.1	50.0
of which: urban areas ⁽²⁾	14.6	34.4	51.0	18.8	38.2	43.0
non-urban areas.....	12.5	30.8	56.7	13.5	34.0	52.5
By resident population						
Urban areas (>250,000 inhabit.) ⁽²⁾	16.5	34.9	48.6	21.3	38.5	40.2
Non-urban areas (≤250,000 inhabit.).....	10.1	30.8	59.0	15.6	36.2	48.2
Metropolitan areas (>500,000 inhabit.) ⁽³⁾	18.0	34.3	47.7	22.3	37.5	40.2
Non-metropolitan areas (≤500,000 inhabit.).....	10.5	31.7	57.7	16.1	37.0	46.9
Total	12.7	32.5	54.9	17.9	37.1	45.0
<i>Memorandum item:</i> Q2 2012.....	15.0	29.3	55.8	18.4	33.7	47.8
Q1 2012.....	15.6	34.4	50.1	17.8	36.2	46.0
Q4 2011.....	15.9	40.3	43.8	24.6	40.6	34.9
Q3 2011.....	15.0	42.6	42.4	20.6	43.6	35.7

Source: Bank of Italy – Tecnoborsa – Agenzia del Territorio survey of the Italian housing market. (1) Valid responses of real-estate agents taking part in the survey for the reference quarter, weighted with the population of agents derived from Istat-Asia records (2010). – (2) Towns with a resident population of over 250,000, including not only the administrative area of the main town but also the hinterland as identified by the Local Labour System (see Istat, *I sistemi locali del lavoro 1991*, Rome, 1997). The urban areas are Turin, Genoa and Milan for the North-West; Padua, Verona, Venice, Trieste and Bologna for the North-East; Florence and Rome for the Centre; Naples, Bari, Catania, Messina and Palermo for the South and Islands. – (3) Cities or large towns with a resident population of over 500,000, including not only the administrative area of the main city or town but also the hinterland as identified by the Local Labour System. The metropolitan areas are Turin, Genoa, Milan, Rome, Naples and Palermo.

Table 5 - Main reasons for cancelling contract with agent⁽¹⁾
(per cent of real-estate agents; reference quarter: July-September 2012)

	Offers received too low for seller	Expecting prices to rise	No offers owing to high price	Property on market for too long	Difficulty obtaining mortgage	Unexpected problems for seller	Other
By geographical area							
North-West.	49.5	23.2	65.6	23.8	55.3	4.8	4.1
of which: urban areas ⁽²⁾	58.5	25.2	67.8	21.1	57.1	3.8	3.0
non-urban areas.....	41.8	21.5	63.8	26.0	53.7	5.6	5.1
North-East.	45.6	21.0	66.1	24.1	58.4	4.8	6.5
of which: urban areas ⁽²⁾	42.3	26.4	60.3	27.5	52.5	4.4	6.7
non-urban areas.....	47.2	18.3	69.0	22.5	61.3	4.9	6.3
Centre.	51.4	19.3	64.1	24.4	59.7	3.3	3.7
of which: urban areas ⁽²⁾	57.3	28.8	67.1	18.4	53.1	2.1	2.1
non-urban areas.....	46.7	11.7	61.7	29.1	65.0	4.2	5.0
South & islands.	54.5	24.3	57.7	15.3	60.5	5.3	3.1
of which: urban areas ⁽²⁾	56.3	26.0	57.0	17.7	57.9	5.6	3.0
non-urban areas.....	53.9	23.6	58.0	14.4	61.5	5.1	3.1
By resident population							
Urban areas (>250,000 inhabit.) ⁽²⁾	55.0	26.5	65.1	21.1	55.3	3.6	3.4
Non-urban areas (≤250,000 inhabit.).....	46.6	18.9	63.5	23.6	59.6	5.0	5.0
Metropolitan areas (>500,000 inhabit.) ⁽³⁾	57.6	26.6	67.3	19.9	54.7	3.5	2.8
Non-metropolitan areas (≤500,000 inhab.)	46.8	20.0	62.8	23.7	59.2	4.9	5.0
Total	49.9	21.9	64.1	22.6	57.9	4.5	4.4
<i>Memorandum item:</i> Q2 2012.....							
	48.4	22.9	64.4	24.5	61.0	3.9	6.9
Q1 2012	53.1	20.6	60.7	22.6	63.8	3.9	6.8
Q4 2011	50.9	19.6	64.2	23.1	62.3	3.8	5.7
Q3 2011	54.5	22.3	65.7	21.8	55.3	2.8	4.3

Source: Bank of Italy – Tecnoborsa – Agenzia del Territorio survey of the Italian housing market. (1) Valid responses of real-estate agents taking part in the survey for the reference quarter, weighted with the population of agents derived from Istat-Asia records (2010). Since each agent can list up to three reasons for the removal of properties from their books the percentages on each line may sum to more than 100. – (2) Towns with a resident population of over 250,000, including not only the administrative area of the main town but also the hinterland as identified by the Local Labour System (see Istat, *I sistemi locali del lavoro 1991*, Rome, 1997). The urban areas are Turin, Genoa and Milan for the North-West; Padua, Verona, Venice, Trieste and Bologna for the North-East; Florence and Rome for the Centre; Naples, Bari, Catania, Messina and Palermo for the South and Islands. – (3) Cities and large towns with a resident population of over 500,000, including not only the administrative area of the main city or town but also the hinterland as identified by the Local Labour System. The metropolitan areas are Turin, Genoa, Milan, Rome, Naples and Palermo.

Table 6 - Difference between selling price and seller's first asking price⁽¹⁾
(per cent of real-estate agents, unless otherwise indicated; reference quarter: July-September 2012)

	same or higher	less than 5% lower	5-10% lower	10-20% lower	20-30% lower	more than 30% lower	average reduction ⁽²⁾
By geographical area							
North-West.....	2.0	5.5	18.8	48.8	23.2	1.7	15.3
of which: urban areas ⁽³⁾	1.1	4.3	19.7	48.6	24.9	1.5	15.6
non-urban areas.....	2.8	6.6	18.0	49.1	21.7	1.9	14.9
North-East.....	1.9	3.0	22.7	49.0	20.0	3.3	15.3
of which: urban areas ⁽³⁾	0.6	1.6	21.1	56.1	18.1	2.5	15.4
non-urban areas.....	2.5	3.7	23.5	45.7	21.0	3.7	15.2
Centre.....	1.3	6.7	27.5	40.3	17.7	6.5	15.0
of which: urban areas ⁽³⁾	2.9	7.4	23.3	40.7	20.6	4.9	14.9
non-urban areas.....	0.0	6.1	30.8	40.0	15.4	7.7	15.0
South & islands.....	2.6	6.1	17.4	40.8	27.8	5.4	16.4
of which: urban areas ⁽³⁾	0.8	2.5	18.2	44.9	28.1	5.5	17.1
non-urban areas.....	3.2	7.4	17.1	39.3	27.7	5.4	16.2
By resident population							
Urban areas (>250,000 inhabit.) ⁽³⁾	1.4	4.5	20.8	47.5	22.9	2.9	15.5
Non-urban areas (≤250,000 inhabit.).....	2.2	5.9	22.0	44.6	21.1	4.2	15.2
Metropolitan areas (>500,000 inhabit.) ⁽⁴⁾	1.9	5.6	19.8	46.1	23.6	3.1	15.5
Non-metropolitan areas (≤500,000 inhabit.).....	1.9	5.2	22.3	45.6	21.1	4.0	15.3
Total	1.9	5.3	21.5	45.7	21.8	3.7	15.4
<i>Memorandum item:</i> Q2 2012.....							
Q1 2012.....	1.5	4.3	22.3	47.1	20.8	4.0	15.4
Q4 2011.....	1.4	5.8	26.5	47.1	15.8	3.4	14.3
Q3 2011.....	1.1	7.8	25.3	50.7	13.0	2.0	13.7
Q3 2011.....	2.9	11.1	32.7	37.7	13.9	1.7	12.5

Source: Bank of Italy – Tecnoborsa – Agenzia del Territorio survey of the Italian housing market. (1) Percentages refer to valid responses of real-estate agents reporting sales in the reference quarter, weighted with the population of agents derived from Istat-Asia records (2010).– (2) Average percentage decrease obtained by taking the central point in each interval and assigning a value of 0 to the lowest response and 35 to the highest. – (3) Towns with a resident population of over 250,000, including not only the administrative area of the main town but also the hinterland as identified by the Local Labour System (see Istat, *I sistemi locali del lavoro 1991*, Rome, 1997). The urban areas are Turin, Genoa and Milan for the North-West; Padua, Verona, Venice, Trieste and Bologna for the North-East; Florence and Rome for the Centre; Naples, Bari, Catania, Messina and Palermo for the South and Islands. – (4) Cities and large towns with a resident population of over 500,000, including not only the administrative area of the main city or town but also the hinterland as identified by the Local Labour System. The metropolitan areas are Turin, Genoa, Milan, Rome, Naples and Palermo.

Table 7 - Property selling times ⁽¹⁾
(months; reference quarter: July-September 2012)

	Average time between entry on market and actual sale <i>(months)</i>
By geographical area	
North-West.....	8.1
of which: urban areas ⁽²⁾	6.8
non-urban areas.....	9.2
North-East.....	8.4
of which: urban areas ⁽²⁾	8.0
non-urban areas.....	8.6
Centre.....	8.3
of which: urban areas ⁽²⁾	6.5
non-urban areas.....	9.8
South & islands.....	8.0
of which: urban areas ⁽²⁾	6.7
non-urban areas.....	8.5
By resident population	
Urban areas (>250,000 inhabit.) ⁽²⁾	6.9
Non-urban areas (≤250,000 inhabit.).....	9.1
Metropolitan areas (>500,000 inhabit.) ⁽³⁾	6.7
Non-metropolitan areas (≤500,000 inhabit.).....	8.8
Total	8.2
<i>Memorandum item:</i> Q2 2012.....	
Q1 2012.....	7.7
Q4 2011.....	7.6
Q3 2011.....	7.1

Source: Bank of Italy – Tecnoborsa – Agenzia del Territorio survey of the Italian housing market. (1) Months and percentages refer to valid responses of real-estate agents reporting sales in the reference quarter, weighted with the population of agents derived from Istat-Asia records (2010).– (2) Towns with a resident population of over 250,000, including not only the administrative area of the main town but also the hinterland as identified by the Local Labour System (see Istat, *I sistemi locali del lavoro 1991*, Rome, 1997). The urban areas are Turin, Genoa and Milan for the North-West; Padua, Verona, Venice, Trieste and Bologna for the North-East; Florence and Rome for the Centre; Naples, Bari, Catania, Messina and Palermo for the South and Islands. – (3) Cities and large towns with a resident population of over 500,000, including not only the administrative area of the main city or town but also the hinterland as identified by the Local Labour System. The metropolitan areas are Turin, Genoa, Milan, Rome, Naples and Palermo.

Table 8 - House purchases and mortgages⁽¹⁾
(per cent; reference quarter: July-September 2012)

	Percentage of purchases financed with mortgage	Ratio of mortgage to house price
By geographical area		
North-West.....	62.4	63.0
of which: urban areas ⁽²⁾	67.4	64.1
non-urban areas.....	55.3	62.1
North-East.....	60.1	59.8
of which: urban areas ⁽²⁾	55.6	57.7
non-urban areas.....	61.9	60.7
Centre.....	57.6	57.4
of which: urban areas ⁽²⁾	61.6	51.3
non-urban areas.....	52.8	63.0
South & islands.....	52.1	60.3
of which: urban areas ⁽²⁾	65.5	63.2
non-urban areas.....	47.6	59.1
By resident population		
Urban areas (>250,000 inhabit.) ⁽²⁾	64.1	59.5
Non-urban areas (≤250,000 inhabit.).....	55.5	61.4
Metropolitan areas (>500,000 inhabit.) ⁽³⁾	65.7	59.7
Non-metropolitan areas (≤500,000 inhabit.).....	55.7	61.0
Total	59.6	60.6
<i>Memorandum item:</i> Q2 2012.....	64.7	63.0
Q1 2012.....	60.4	61.5
Q4 2011.....	63.7	66.9
Q3 2011.....	67.1	67.6

Source: Bank of Italy – Tecnoborsa – Agenzia del Territorio survey of the Italian housing market. (1) Months and percentages refer to valid responses of real-estate agents reporting sales in the reference quarter, weighted with the population of agents derived from Istat-Asia records (2010).– (2) Towns with a resident population of over 250,000, including not only the administrative area of the main town but also the hinterland as identified by the Local Labour System (see Istat, *I sistemi locali del lavoro 1991*, Rome, 1997). The urban areas are Turin, Genoa and Milan for the North-West; Padua, Verona, Venice, Trieste and Bologna for the North-East; Florence and Rome for the Centre; Naples, Bari, Catania, Messina and Palermo for the South and Islands. – (3) Cities and large towns with a resident population of over 500,000, including not only the administrative area of the main city or town but also the hinterland as identified by the Local Labour System. The metropolitan areas are Turin, Genoa, Milan, Rome, Naples and Palermo.

Table 9 - Outlook for the housing market ⁽¹⁾*(per cent of real-estate agents; reference quarter: July-September 2012; current quarter: October-December 2012)*

	Conditions on real-estate agent's market in current quarter			Expected number of newly registered properties in current quarter compared with reference quarter			Expected level of prices in current quarter compared with reference quarter ⁽²⁾		
	poor	normal	good	lower	same	higher	lower	same	higher
By geographical area									
North-West	47.6	44.7	7.7	14.2	58.0	27.8	68.2	31.8	0.0
of which: urban areas ⁽³⁾	42.5	48.7	8.8	13.9	59.3	26.8	63.2	36.8	0.0
non-urban areas	52.0	41.3	6.8	14.4	56.9	28.7	72.4	27.6	0.0
North-East	54.2	37.3	8.4	11.8	54.2	34.1	75.6	24.4	0.0
of which: urban areas ⁽³⁾	52.1	37.9	10	11.4	62.8	25.8	74.8	25.2	0.0
non-urban areas	55.3	37.1	7.7	12.0	50.0	38.0	76.1	23.9	0.0
Centre	48.0	46.1	5.9	12.7	55.7	31.6	68.7	31.3	0.0
of which: urban areas ⁽³⁾	44.9	45.7	9.3	15.3	59.4	25.3	68.1	31.9	0.0
non-urban areas	50.4	46.3	3.2	10.6	52.8	36.6	69.1	30.9	0.0
South & islands	46.9	45.7	7.4	12.4	50.9	36.7	72.1	27.5	0.5
of which: urban areas ⁽³⁾	46.9	45.1	8.0	11.3	52.6	36.1	72.5	27.1	0.4
non-urban areas	46.9	45.9	7.2	12.8	50.2	36.9	71.9	27.6	0.5
By resident population									
Urban areas (>250,000 inhabit.) ⁽³⁾	45.4	45.5	9.1	13.6	59.2	27.2	67.7	32.2	0.0
Non-urban areas (≤250,000 inhabit.)	51.4	42.3	6.3	12.6	53.0	34.4	72.4	27.5	0.1
Metropolitan areas (>500,000 inhab.) ⁽⁴⁾	43.2	48.2	8.7	14.6	58.3	27.2	66.2	33.7	0.1
Non-metropolitan areas (≤500,000 inhab.)	51.4	41.8	6.9	12.4	54.3	33.3	72.3	27.7	0.1
Total ⁽⁵⁾	49.0	43.6	7.4	13.0	55.5	31.6	70.6	29.4	0.1
<i>Memorandum item:</i> Q2 2012	58.5	36.5	5.0	19.9	49.9	30.1	71.2	28.6	0.2
Q1 2012	48.8	42.3	9.0	13.1	50.7	36.2	66.6	32.0	1.4
Q4 2011	55.0	35.7	9.3	18.8	51.2	30.0	68.0	31.1	0.9
Q3 2011	36.8	48.6	14.5	14.9	53.6	31.5	50.8	47.4	1.8

Source: Bank of Italy – Tecnoborsa – Agenzia del Territorio survey of the Italian housing market. (1) Percentages of valid responses of real-estate agents who took part in the survey for the reference quarter, weighted with the population of agents derived from Istat-Asia records (2010).– (2) Discreet continuous variable: “declining”= negative change >1 per cent; “stable”= change between –1 and +1 per cent; “increasing”= positive change >1 per cent. – (3) Towns with a resident population of over 250,000, including not only the administrative area of the main town but also the hinterland as identified by the Local Labour System (see Istat, *I sistemi locali del lavoro 1991*, Rome, 1997). The urban areas are Turin, Genoa and Milan for the North-West; Padua, Verona, Venice, Trieste and Bologna for the North-East; Florence and Rome for the Centre; Naples, Bari, Catania, Messina and Palermo for the South and Islands. – (4) Cities and large towns with a resident population of over 500,000, including not only the administrative area of the main city or town but also the hinterland as identified by the Local Labour System. The metropolitan areas are Turin, Genoa, Milan, Rome, Naples and Palermo. – (5) Average of responses for individual local markets.

Table 10 – Real-estate agents' opinions of the effects of the recent fiscal measures: sales⁽¹⁾
(per cent of real-estate agents)

	On number of sales			On newly registered properties			On selling prices		
	downward trend	negligible effect	upward trend	downward trend	negligible effect	upward trend	downward trend	negligible effect	upward trend
By geographical area									
North-West.....	74.5	20.1	5.4	9.2	34.9	55.9	78.8	20.7	0.5
of which: urban areas ⁽²⁾	70.8	21.9	7.4	5.6	36.5	58.0	78.0	22.0	0.0
non-urban areas.....	77.6	18.7	3.8	12.2	33.6	54.2	79.5	19.6	0.9
North-East.....	82.6	15.8	1.6	12.7	32.8	54.5	81.5	15.8	2.7
of which: urban areas ⁽²⁾	77.7	17.5	4.8	13.3	39.6	47.0	79.4	19.9	0.7
non-urban areas.....	85.0	15.0	0.0	12.3	29.6	58.0	82.5	13.7	3.7
Centre.....	77.2	14.1	8.7	6.6	27.5	65.8	84.4	14.7	0.9
of which: urban areas ⁽²⁾	76.6	11.8	11.6	11.3	24.1	64.6	84.4	13.5	2.1
non-urban areas.....	77.8	15.9	6.4	3.2	30.1	66.7	84.4	15.6	0.0
South & islands.....	82.3	12.1	5.6	6.4	19.1	74.4	81.1	17.8	1.1
of which: urban areas ⁽²⁾	75.0	15.8	9.2	6.3	20.5	73.1	80.5	18.3	1.2
non-urban areas.....	84.9	10.8	4.3	6.5	18.6	74.9	81.3	17.6	1.1
By resident population									
Urban areas (>250,000 inhabit.) ⁽²⁾	73.9	17.9	8.2	8.5	32.4	59.1	80.1	19.1	0.8
Non-urban areas (≤250,000 inhabit.).....	80.7	15.8	3.5	9.3	29.4	61.3	81.6	16.9	1.5
Metropolitan areas (>500,000 inhabit.) ⁽³⁾	72.0	18.6	9.4	7.6	31.8	60.6	79.5	20.0	0.5
Non-metropolitan areas (≤500,000 inhabit.).....	80.4	15.8	3.7	9.6	30.1	60.4	81.6	16.9	1.5
Total	78.0	16.7	5.4	9.0	30.6	60.4	81.0	17.8	1.2
<i>Memorandum item: Q2 2012</i>	75.6	18.0	6.4	12.7	24.3	63.0	77.0	21.7	1.2

Source: Bank of Italy – Tecnoborsa – Agenzia del Territorio survey of the Italian housing market. (1) Months and percentages refer to valid responses of real-estate agents reporting sales in the reference quarter, weighted with the population of agents derived from Istat-Asia records (2010).– (2) Towns with a resident population of over 250,000, including not only the administrative area of the main town but also the hinterland as identified by the Local Labour System (see Istat, *I sistemi locali del lavoro 1991*, Rome, 1997). The urban areas are Turin, Genoa and Milan for the North-West; Padua, Verona, Venice, Trieste and Bologna for the North-East; Florence and Rome for the Centre; Naples, Bari, Catania, Messina and Palermo for the South and Islands. – (3) Cities and large towns with a resident population of over 500,000, including not only the administrative area of the main city or town but also the hinterland as identified by the Local Labour System. The metropolitan areas are Turin, Genoa, Milan, Rome, Naples and Palermo.

Table 11 – Real-estate agents' opinions of the effects of the recent fiscal measures: rents ⁽¹⁾
(per cent of real-estate agents)

	On number of new rentals			On rents		
	downward trend	negligible effect	upward trend	downward trend	negligible effect	upward trend
By geographical area						
North-West.....	9.8	35.6	54.6	43.0	38.2	18.8
of which: urban areas ⁽²⁾	6.6	37.4	56.0	37.4	41.4	21.2
non-urban areas.....	12.6	34.0	53.4	48.0	35.3	16.6
North-East.....	12.0	33.5	54.5	33.6	44.4	22.0
of which: urban areas ⁽²⁾	12.7	32.8	54.5	38.6	39.5	21.8
non-urban areas.....	11.7	33.8	54.5	31.1	46.8	22.1
Centre.....	8.7	34.5	56.8	41.7	34.0	24.3
of which: urban areas ⁽²⁾	15.7	30.3	54.1	52.9	31.4	15.7
non-urban areas.....	3.3	37.8	59.0	32.8	36.1	31.1
South & islands.....	9.6	28.0	62.4	35.3	29.7	35.0
of which: urban areas ⁽²⁾	10.6	26.3	63.1	44.4	27.3	28.3
non-urban areas.....	9.2	28.7	62.2	31.9	30.6	37.5
By resident population						
Urban areas (>250,000 inhabit.) ⁽²⁾	10.4	33.8	55.9	42.2	37.2	20.5
Non-urban areas (≤250,000 inhabit.).....	9.8	33.9	56.3	37.8	37.6	24.6
Metropolitan areas (>500,000 inhabit.) ⁽³⁾	9.1	34.8	56.1	41.4	37.0	21.6
Non-metropolitan areas (≤500,000 inhabit.)..	10.4	33.4	56.2	38.9	37.6	23.5
Total	10.0	33.8	56.1	39.6	37.4	23.0
<i>Memorandum item: Q2 2012</i>	11.7	36.9	51.4	40.4	39.6	20.0

Source: Bank of Italy – Tecnoborsa – Agenzia del Territorio survey of the Italian housing market. (1) Months and percentages refer to valid responses of real-estate agents reporting sales in the reference quarter, weighted with the population of agents derived from Istat-Asia records (2010).– (2) Towns with a resident population of over 250,000, including not only the administrative area of the main town but also the hinterland as identified by the Local Labour System (see Istat, *I sistemi locali del lavoro 1991*, Rome, 1997). The urban areas are Turin, Genoa and Milan for the North-West; Padua, Verona, Venice, Trieste and Bologna for the North-East; Florence and Rome for the Centre; Naples, Bari, Catania, Messina and Palermo for the South and Islands. – (3) Cities and large towns with a resident population of over 500,000, including not only the administrative area of the main city or town but also the hinterland as identified by the Local Labour System. The metropolitan areas are Turin, Genoa, Milan, Rome, Naples and Palermo.

Table 12 – General situation of the housing market in Italy⁽¹⁾

(per cent of real-estate agents; reference quarter: July-September 2012; current quarter: October-December 2012)

	Outlook for current quarter compared with reference quarter			Outlook for next two years compared with reference quarter		
	worse	same	better	worse	same	better
By geographical area						
North-West.....	55.1	41.0	3.9	37.3	34.3	28.4
of which: urban areas ⁽²⁾	50.5	44.4	5.1	33.9	38.7	27.4
non-urban areas.....	59.0	38.1	2.8	40.1	30.5	29.3
North-East.....	61.7	36.1	2.2	47.9	30.2	21.9
of which: urban areas ⁽²⁾	61.8	34.4	3.8	43.6	31.8	24.6
non-urban areas.....	61.7	36.9	1.4	50.0	29.4	20.6
Centre.....	54.7	44.0	1.2	37.1	35.3	27.6
of which: urban areas ⁽²⁾	51.2	46.0	2.8	35.0	36.5	28.6
non-urban areas.....	57.5	42.5	0.0	38.6	34.4	26.9
South & islands.....	54.4	42.6	3.0	32.8	34.6	32.6
of which: urban areas ⁽²⁾	51.6	44.4	4.0	32.3	34.8	32.9
non-urban areas.....	55.4	42.0	2.6	33.0	34.5	32.4
By resident population						
Urban areas (>250,000 inhabit.) ⁽²⁾	52.9	43.1	4.1	35.8	36.4	27.8
Non-urban areas (≤250,000 inhabit.).....	58.6	39.6	1.8	40.8	32.0	27.2
Metropolitan areas (>500,000 inhabit.) ⁽³⁾	51.3	44.4	4.3	34.2	36.9	29.0
Non-metropolitan areas (≤500,000 inhabit.).....	58.4	39.6	2.1	40.7	32.5	26.9
Total	56.4	41.0	2.7	38.9	33.7	27.5
<i>Memorandum item:</i> Q2 2012.....	64.0	34.3	1.8	47.8	26.3	25.8
Q1 2012.....	57.0	40.4	2.6	40.7	30.4	28.8
Q4 2011.....	61.0	35.3	3.7	40.2	29.6	30.2
Q3 2011.....	43.1	50.2	6.8	35.8	31.9	32.3

Source: Bank of Italy – Tecnoborsa – Agenzia del Territorio survey of the Italian housing market. (1) Percentages of valid responses of real-estate agents who took part in the survey for the reference quarter, weighted with the population of agents derived from Istat-Asia records (2010). – (2) Towns with a resident population of over 250,000, including not only the administrative area of the main town but also the hinterland as identified by the Local Labour System (see Istat, *I sistemi locali del lavoro 1991*, Rome, 1997). The urban areas are Turin, Genoa and Milan for the North-West; Padua, Verona, Venice, Trieste and Bologna for the North-East; Florence and Rome for the Centre; Naples, Bari, Catania, Messina and Palermo for the South and Islands. – (3) Cities and large towns with a resident population of over 500,000, including not only the administrative area of the main city or town but also the hinterland as identified by the Local Labour System. The metropolitan areas are Turin, Genoa, Milan, Rome, Naples and Palermo.

BANK OF ITALY – TECNOBORSA – AGENZIA DEL TERRITORIO
SURVEY OF REAL-ESTATE AGENTS CONCERNING THE ITALIAN HOUSING MARKET

OCTOBER 2012

Name of respondent _____

Telephone _____ Fax _____ E-Mail _____

1. Introduction

This survey is conducted every three months by **Questlab srl** on behalf of the **Bank of Italy**, **Tecnoborsa** (Chamber of Commerce organization for the development and regulation of the housing sector) and the **Territory Agency** to gather information on the residential housing market in Italy.

At the beginning of each section you will find instructions to help you answer the questions. The questionnaire is divided into four sections: (A) the trend in residential property sales; (B) prices; (C) the short-term outlook for the property market; D) the taxation of real estate. Most of the questions ask for an opinion and only a few require a numerical estimate.

The questionnaire is addressed to **real-estate agents** or **property consultants** who are able to provide information regarding the activity of the **agency as a whole**.

The report setting out the results of the last edition of the survey can be downloaded from: http://www.bancaditalia.it/statistiche/indcamp/sondaggio_mercato_abitazioni.

2. General instructions

- When asked to give a percentage change, please enter the sign (+ for an increase; — for a decrease) in the first box on the left.
- Your answers must refer to situations or changes in the quarter **July-September 2012**.
- When answering refer **only to housing units** and ignore any other units (garage, storage space, etc.).

3. For further information on how to complete the questionnaire, contact:

Questlab Srl Via Ospedale 27, 30174 Venezia Mestre; Tel.: 0415044370; Fax: 0415044244; e-mail: info@questlab.it

4. For clarifications or information on methodological aspects, contact:

Banca d'Italia Via Nazionale 91, 00184 Rome; Tel.: 0647923324-0647922190; Fax: 0647929210; e-mail: studi.rms@bancaditalia.it

Tecnoborsa Via Capitan Bavastro 116, 00154 Rome; Tel.: 0657300710; Fax: 0657301832; e-mail: osservatorio@tecnoborsa.com

Agenzia del Territorio Largo Leopardi 5, 00185 Rome; Tel.: 0647775270; – Fax: 0647775440; e-mail: at_territorioinforma@agenziaterritorio.it

CONFIDENTIALITY NOTICE PURSUANT TO LEGISLATIVE DECREE 196/2003

This survey is conducted by the Bank of Italy, Tecnoborsa and the Territory Agency every three months to collect information on Italian real-estate agents' opinions regarding various economic phenomena. Participation is voluntary. The data are collected by Questlab S.r.l. and used by the Bank of Italy, Tecnoborsa and the Territory Agency for research purposes. Data will be kept for an unspecified period of time and appropriate devices will be put in place to protect the privacy of all respondents, in compliance with Legislative Decree 196/2003 (Confidentiality Law). The results of the survey will be published in aggregate and anonymous form. Persons concerned may enforce their rights under Article 7 of the Confidentiality Law – including the right to rectify, update, complete or cancel incorrect or incomplete information and to object to processing of information for legitimate reasons – in respect of the persons or entities handling and processing the data. *Data processing by:* Bank of Italy, Organization Department, Via Nazionale 91, 00184 ROME. *In charge of handling data:* for Questlab S.r.l.: Giuseppe Castiello, Via Ospedale 27, 30174 VENICE - MESTRE; for the Bank of Italy: Economic Outlook and Monetary Policy Department, Via Nazionale 91, 00184 ROME; for Tecnoborsa SCPA: Ettore Troiani, Via Capitan Bavastro 116, 00154 ROME; for the Territory Agency: Direttore Centrale Osservatorio Mercato Immobiliare e Servizi Estimativi, Largo Leopardi 5, 00185 ROME.

Name of real-estate agent: _____

Legal status: SRL SPA SAS SNC Sole proprietorship Other (give details): _____

Is the agent part of a group? No Yes, name of group: _____

(a group is a set of businesses directly or indirectly controlled through one or more chains of control, such as in franchising, by the same legal persons or the same entity):

In the past 12 months, has your agency been active mainly in

Sale of properties on your own account

Sale of properties on account of third parties

Has your agency done rental business in the past 12 months? No Yes

NOTE: "Sales" means mandates to sell that your agency has concluded successfully, referring to the time when the seller accepts the buyer's offer or when a preliminary sales contract is signed. In the case of sales effected in more than one municipality, please refer in all your answers to the municipality in which most of your agency's business is conducted, defined as that in which the largest total number of sales are made.

1. How many agents work for the agency at present (including yourself)? |_____|

2. Regarding the housing market only in the area in which you operate, how does the situation in July-September 2012 compare with the previous quarter? Better Same Worse

3. Did you sell any homes?	April-June 2012		July-September 2012	
	Yes, only new builds	_	Yes, only new builds	_
Yes, only existing homes	_	Yes, only existing homes	_	
Yes, new and existing homes	_	Yes, new and existing homes	_	
No	_	No	_	

4.1 By comparison with April-June 2012, can you say whether the number of houses your agency sold in July-September 2012 was:

lower (by more than 10 %) about the same (+/- 10% or less) higher (by more than 10 %)

4.2 By comparison with July-September 2011, can you say whether the number of houses your agency sold in July-September 2012 was:

lower (by more than 10 %) about the same (+/- 10% or less) higher (by more than 10 %)

5. Now, could you say how many houses you sold?	April-June 2012		July-September 2012	
		New ____ Pre-existing ____	New ____ Pre-existing ____	

If you DID NOT sell any properties in the reference quarter (July-September 2012), please go to question A2.

6. Please name the town in which you made most sales in July-September 2012

POST CODE |____| |____| |____| |____| TOWN |_____|

SECTION A – HOUSE SALES

This section asks for information on the trend in house sales completed by you or the agency. Most of the questions ask you to give information for the whole of the reference quarter, which in the present survey covers the period **July-September 2012**.

A1. Considering the total number of homes sold by you in the reference quarter, how many months passed on average between a house being registered with you and its sale (signature of preliminary contract)?	Reference quarter (July-September 2012)	Previous quarter (April-June 2012)
		____ months

A2. In your experience, can you say how many months elapse, on average, between the owner's acceptance of the offer and the transfer of the deed before a notary? Number of months |____|

A3. Considering the number homes on your books still unsold at the end of the reference quarter (July-September 2012), compared with the end of the previous quarter (April-June 2012) was that number...?

(Please count properties registered with you both before and during the reference quarter)

Much smaller

Smaller

Same

Larger

Much larger

<p>A4. Considering the <u>number of new mandates you received</u> in the reference quarter, compared with the previous quarter was that number...? <i>(Please count only properties newly registered on your books during the reference quarter, including any that were sold in the period)</i></p>	<input type="checkbox"/> Much smaller <input type="checkbox"/> Smaller <input type="checkbox"/> Same <input type="checkbox"/> Larger <input type="checkbox"/> Much larger
<p>A5. Regarding non-renewals of selling agreements in the reference quarter, please select the main reasons from the list on the right <i>(no more than three)</i></p>	<input type="checkbox"/> Seller thought the offers received were too low <input type="checkbox"/> Owner decided to wait in expectation of a rise in prices <input type="checkbox"/> No offers were made because buyers thought the price was too high <input type="checkbox"/> Too long since the property was put on the market <input type="checkbox"/> Buyer had difficulty getting a mortgage <input type="checkbox"/> Seller encountered unexpected problems (seizure of property, separation, etc.) <input type="checkbox"/> Other reasons (give details) _____

If you DID NOT sell any properties in the reference quarter, please go to question B1.

<p>A6. Considering all the homes sold by you in the reference quarter, how many do you know were bought with a mortgage and for what proportion of the price?</p>	<p> _____ % of homes bought with a mortgage _____ % of price covered by mortgage _ Don't know</p>
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SECTION B – PRICES

This section covers information on selling prices in the reference quarter (July-September 2012).

	Compared with April-June 2012	Compared with a year earlier
<p>B1. (For agents that sold properties in the reference quarter) For the main type of property sold in the reference quarter, was the average selling price (per sq. m.) ...? B1. (For agents that DID NOT sell properties in the reference quarter) Within your territory, in the reference quarter were average selling prices (per sq. m.) ...?</p>	<input type="checkbox"/> Much lower <input type="checkbox"/> Lower <input type="checkbox"/> Fairly stable <input type="checkbox"/> Higher <input type="checkbox"/> Much higher	
<p>B1.1 Can you quantify the change in selling prices as a percentage? <i>(Please also indicate the sign of any change)</i></p>	<p>+/- __ __ . __ %</p>	<p>+/- __ __ . __ %</p>

Agents that DID NOT sell properties in the reference quarter please go to question C1.

<p>B2. Considering the main type of property sold by you in the reference quarter, compared with the seller's first asking price was the selling price...?</p>	<p>Lower by: more than 30% <input type="checkbox"/> 20-30% <input type="checkbox"/> 10-20% <input type="checkbox"/> 5-10% <input type="checkbox"/> less than 5% <input type="checkbox"/> Same (or higher) <input type="checkbox"/></p>
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SECTION C – THE OUTLOOK

This section looks at the short-term prospects of the housing market.

<p>C1. Considering the type of property that you generally sell regardless of recent trends, how do you think prices in October-December 2012 will differ from the reference quarter (July-September 2012)?</p>	<input type="checkbox"/> Sharp decrease <input type="checkbox"/> Decrease <input type="checkbox"/> Fairly stable (+/- 1% or less) <input type="checkbox"/> Increase <input type="checkbox"/> Sharp increase
<p>C1.1 Can you quantify this change in selling prices as a percentage? <i>(Please indicate sign)</i></p>	<p>+/- __ __ . __ %</p>
<p>C2. In October-December 2012, how do you expect the number of <u>new mandates to sell</u> to compare with the reference quarter?</p>	<input type="checkbox"/> Much smaller <input type="checkbox"/> Smaller <input type="checkbox"/> About the same <input type="checkbox"/> Larger <input type="checkbox"/> Much larger
<p>C3. Considering the housing market only in your area, how will the performance in the current quarter (October-December 2012) compare with the previous quarter?</p>	<input type="checkbox"/> worse <input type="checkbox"/> same <input type="checkbox"/> better
<p>C4. How do you think the general situation in the housing market throughout the country will develop compared with the present?</p>	<p>In this quarter: <input type="checkbox"/> worse <input type="checkbox"/> same <input type="checkbox"/> better Over the next two years: <input type="checkbox"/> worse <input type="checkbox"/> same <input type="checkbox"/> better</p>

SECTION D – TAXATION OF REAL ESTATE

This section asks you to evaluate the effects of the Government's **recent measures** regarding the taxation of real estate (with specific reference to the reinstatement of the taxation of first homes and increases in the taxes of other homes) and of the proposed revision of registry values.

D1. Considering the housing market **in your area**, what have been the initial effects of **these measures** on ... ?

<i>They have produced ...</i>	... a downtrend	... a negligible impact	... an uptrend
number of sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
number of mandates to sell	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
selling prices	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
number of rentals or mandates to rent	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
rents	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

GENERAL INFORMATION

- I - Unless indicated otherwise, figures have been computed by the Bank of Italy.
- II - Symbols and Conventions:
- the phenomenon in question does not occur;
 - the phenomenon occurs but its value is not known;
 - .. the value is known but is nil or less than half the final digit shown.
- Figures in parentheses in roman type () are provisional, those in parentheses in italics () are estimated.
- III - The tables are identified both by a number and by an alphanumeric code that defines the content of the table in the database in the electronic archive in which information to be released to the public is held. A similar code identifies the different aggregates shown in each table.
- IV - The methodological notes in the last part of the Supplement are identified by electronic codes that refer to the tables and, within each table, to the individual aggregates. Notes that refer to a single observation are also identified by the date of that observation.

SUPPLEMENTS TO THE STATISTICAL BULLETIN

Money and Banking (monthly)

The Financial Market (monthly)

The Public Finances, borrowing requirement and debt (monthly)

Balance of Payments and International Investment Position (monthly)

Financial Accounts (quarterly)

Payment System (half yearly)

Public Finance Statistics in the European Union (annual)

Local Government Debt (annual)

Household Wealth in Italy (annual)

Sample Surveys (irregular)

Methodological Notes (irregular)

All the supplements are available on the Bank of Italy's site (www.bancaditalia.it).

Requests for clarifications concerning data contained in this publication can be sent by e-mail to statistiche@bancaditalia.it

