

BANK OF ITALY – TECNOBORSA – OSSERVATORIO DEL MERCATO IMMOBILIARE
SURVEY OF REAL-ESTATE AGENTS ON THE ITALIAN HOUSING MARKET

October 2018

Name of respondent _____
Tel _____ Fax _____ E-Mail _____

1. Introduction

This survey is conducted every three months by Gruppo CLAS S.p.A. on behalf of the Bank of Italy, Tecnoborsa (Chamber of Commerce organization for the development and regulation of the housing sector) and the Osservatorio del Mercato Immobiliare of the Italian Revenue Agency, in order 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 housing sales; (B) prices; (C) the short-term outlook; and (D) the rental market.

Most of the questions ask for an opinion and only a few require a numerical estimate.

The questionnaire is addressed to real-estate agents and individual property consultants able to provide information regarding the activity of the office as a whole.

The report containing the results of the previous edition of the survey can be downloaded from:

<https://www.bancaditalia.it/pubblicazioni/sondaggio-abitazioni/index.html?com.dotmarketing.htmlpage.language=1>

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 2018** (unless otherwise indicated).
- When answering refer **only to housing units** and ignore any other units (garage, storage space, etc.).

Informazioni generali

Name of Real Estate Agency: _____

Legal Status: SRL SPA SAS SNC Sole proprietor Other
(specify): _____

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

NOTE: 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

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.

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

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

Regarding the housing market only in the area in which you operate, how does the situation in July-September 2018 compare with the previous quarter (April-June 2018)? Worse Same Better

SECTION A – HOUSE SALES

This section asks for information on the trends 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 2018.

A1. Please name the city or town (municipality) in which you made most sales in July-September 2018: POST CODE |____|____|____|____| MUNICIPALITY |_____|

	Reference quarter July-September 2018	Previous quarter April-June 2018
A2. Did you sell any homes?	Yes, only new builds (*) <input type="checkbox"/>	Yes, only new builds (*) <input type="checkbox"/>
	Yes, only existing homes <input type="checkbox"/>	Yes, only existing homes <input type="checkbox"/>
	Yes, new and existing homes <input type="checkbox"/>	Yes, new and existing homes <input type="checkbox"/>
	No <input type="checkbox"/>	No <input type="checkbox"/>
(*)New builds includes both new constructions and homes that were gut-renovated.		
	Compared with the previous quarter (April-June 2018)	Compared with the same quarter of last year (July-September 2017)
A3. Can you say whether the number of houses your agency sold in July-September 2018 was ...	<input type="checkbox"/> lower (by more than 10%) <input type="checkbox"/> about the same (+/-10% or less) <input type="checkbox"/> higher (by more than 10%)	<input type="checkbox"/> lower (by more than 10%) <input type="checkbox"/> about the same (+/-10% or less) <input type="checkbox"/> higher (by more than 10%)
A4. The number of potential purchasers your office assisted in the reference quarter (July-September 2018) was:... <i>(number of potential purchasers who visited at least one property listed by your office)</i>	<input type="checkbox"/> Smaller <input type="checkbox"/> More or less the same <input type="checkbox"/> Larger	<input type="checkbox"/> Smaller <input type="checkbox"/> More or less the same <input type="checkbox"/> Larger

If your office did not sell a property in the reference quarter July-September 2018, go to question A8.

A5. How many homes did your office sell in the reference quarter (July-September 2018)? New _____ Existing _____

A6. Considering the total number of homes sold by your agency in the reference quarter (July-September 2018), how many do you know were bought with a mortgage and for what proportion of the price? _____ % of homes bought with a mortgage
_____ % of price covered by mortgage
_____ Don't know

A7. Considering the total number of homes sold by you in the reference quarter July-September 2018, how many months passed on average between a house being registered with you and its sale (signature of preliminary contract)? _____ months

A8. Considering the number of homes on your books still unsold at the **end of September 2018** compared with the **end of June 2018**, was that number...?

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

- Much smaller
- Smaller
- The same
- Larger
- Much larger

A9 Considering the number of new listings still on your books in the reference quarter **July-September 2018**, compared with the previous quarter (**April-June 2018**), was that number ...?

(Please count only properties newly listed on your books during the reference quarter, including any that were sold in the period)

- Much smaller
- Smaller
- The same
- Larger
- Much larger

A10. Regarding lapses or non-renewals of agreements **in the reference quarter (July-September 2018)**, please select the main reasons from the list on the right

(no more than three)

- Seller thought the offers received were too low
- Owner decided to wait in expectation of a rise in prices
- No offers were made because buyers thought the price was too high
- Too long since the property was put on the market
- Buyer had difficulty getting a mortgage
- Seller encountered unexpected problems (seizure of property, separation, etc.)
- Other reasons (give details:)

SECTION B – PRICES

This section covers information on selling prices **in the reference quarter (July-September 2018)**.

If your office did not sell a property in the reference quarter July-September 2017, go to question C1.

B1.1. For the **main type of property sold** in the reference quarter (**July-September 2018**), compared with the end of the previous quarter (**April-June 2018**), was the average selling price (per m²):

- Much lower (more than -5%)
- Lower (between -1.1% and -5%)
- More or less stable (between -1% and +1%)
- Higher (between +1.1% and +5%)
- Much higher (more than +5%)

B1.2. Can you quantify the percentage change in selling prices (per m²) **as compared to a year ago**?

- More than -10%
- Between -5.1% and -10%
- Between -3.1% and -5%
- Between -1.1% and -3%
- Between -1% and +1%
- Between +1.1% and +3%
- Between +3.1% and +5%
- Between +5.1% and +10%
- More than 10%

B2. For the **main type of property sold** in the reference quarter **July-September 2018**, what was the **highest and lowest selling price (per m²)**?

Lowest (€) | _____ |

Highest (€) | _____ |

B3. For the **main type of property sold** in the reference quarter **July-September 2018**, compared with the seller's first asking price was the selling price:

- Lower by:**
- More than 30%
 - Between 20% and 30%
 - Between 10% and 20%
 - Between 5% and 10%
 - Less than 5%
 - The same** (or higher)

SECTION C – OUTLOOK

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

C1. Considering the type of property that you generally sell regardless of recent trends, how do you think prices **in October-December 2018 will differ from those in July-September 2018**?

- Much lower (more than -5%)
- Lower (between -1% and -5%)
- More or less stable (between -1% and +1%)
- Higher (between +1% and +5%)
- Much higher (more than +5%)

	In the quarter October-December 2018 compared with the same period of the previous year	12 months from now
C2. Considering the type of property that you generally sell, can you quantify this change in selling prices (per m²)?	<input type="checkbox"/> More than -10%	<input type="checkbox"/> More than -10%
	<input type="checkbox"/> Between -5.1% and -10%	<input type="checkbox"/> Between -5.1% and -10%
	<input type="checkbox"/> Between -3.1% and -5%	<input type="checkbox"/> Between -3.1% and -5%
	<input type="checkbox"/> Between -1.1% and -3%	<input type="checkbox"/> Between -1.1% and -3%
	<input type="checkbox"/> Between -1% and +1%	<input type="checkbox"/> Between -1% and +1%
	<input type="checkbox"/> Between +1.1% and +3%	<input type="checkbox"/> Between +1.1% and +3%
	<input type="checkbox"/> Between +3.1% and +5%	<input type="checkbox"/> Between +3.1% and +5%
	<input type="checkbox"/> Between +5.1% and +10%	<input type="checkbox"/> Between +5.1% and +10%
	<input type="checkbox"/> More than 10%	<input type="checkbox"/> More than 10%

C3. In October-December 2018, how do you expect the number of new sale listings to compare with the reference quarter July-September 2018:	<input type="checkbox"/> Much smaller <input type="checkbox"/> Smaller <input type="checkbox"/> More or less the same <input type="checkbox"/> Larger <input type="checkbox"/> Much larger
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C4. Considering the housing market only in your area, how will the performance in the quarter October-December 2018 compare with that in the quarter July-September 2018?	<input type="checkbox"/> Worse <input type="checkbox"/> Same <input type="checkbox"/> Better
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	In the next quarter October-December 2017:	Over the next two years:
C5. How do you think the general situation in the housing market throughout the country will develop compared with the present quarter?	<input type="checkbox"/> Worse <input type="checkbox"/> Same <input type="checkbox"/> Better	<input type="checkbox"/> Worse <input type="checkbox"/> Same <input type="checkbox"/> Better

SECTION D – RENTAL MARKET

This section looks at trends in the rental market according to agents that deal in this market.

D1. In the present quarter **July-September 2018**, has your office let a property? No Yes

	Compared with the previous quarter (April-June 2018)	Compared with the same quarter last year (July-September 2017)
D2. In the quarter July-September 2018 , the number of properties let by your office:	<input type="checkbox"/> Decreased (more than 10%) <input type="checkbox"/> Remained stable (between -10% and +10%) <input type="checkbox"/> Increased (more than 10%)	<input type="checkbox"/> Decreased (more than 10%) <input type="checkbox"/> Remained stable (between -10% and +10%) <input type="checkbox"/> Increased (more than 10%)

D3. Considering the number of **new rental listings** in the reference quarter **July-September 2018**, compared with the previous quarter (**April-June 2018**), the number was:
(Please count only properties newly listed on your books during the reference quarter, including any that were rented in the period)

Much smaller
 Smaller
 The same
 Larger
 Much larger

If your office did not let any properties in the reference quarter July-September 2018, go to question D9.

D4. For the main type of property let by your office in the reference quarter **July-September 2018**, how does the average rental price compare with the previous quarter (**April-June 2018**):

Much lower (more than -5%)
 Lower (between -1.1% and -5%)
 More or less stable (between -1% and +1%)
 Higher (between +1.1% and +5%)
 Much higher (more than +5%)

D5. For the **main type of property let** in the reference quarter, what was the **size of the largest and smallest property (in m²)**?

Smallest (m²) | _____ |

Largest (m²) | _____ |

D6. For the **main type of property let** in the reference quarter, what was the approximate **highest and lowest rent** recorded?

Lowest (€) | _____ |

Highest (€) | _____ |

D7. For the **main type of property let by your office in the reference quarter July-September 2018**, compared with the owner's first asking price was the rental price:

Lower by:

- More than 30%
 - Between 20% and 30%
 - Between 10% and 20%
 - Between 5% and 10%
 - Less than 5%
 - The same** (or higher)
-

D8. For the **main type of property let by your office**, how do you think the average rental price in your area in **October-December 2018** will differ from that of **July-September 2018**?

- Much lower (more than -5%)
 - Lower (between -1.1% and -5%)
 - More or less stable (between -1% and +1%)
 - Higher (between +1.1% and +5%)
 - Much higher (more than +5%)
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If the office has let property in the quarter July-September 2018, the survey is concluded.

D9. For the main type of property let **in the reference quarter July-September 2018, compared with the previous quarter (April-June 2018)**, in your opinion was the average rental price:

- Much lower (more than -5%)
 - Lower (between -1.1% and -5%)
 - More or less stable (between -1% and +1%)
 - Higher (between +1.1% and +5%)
 - Much higher (more than +5%)
-