



Italian Housing Market Survey

Short-term Outlook

23 February 2017

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www.bancaditalia.it/statistiche/index.html

Main results

According to the Italian Housing Market Survey carried out between 27 December 2016 and 27 January 2017 for 1,507 real estate agents, in the fourth quarter of 2016 the proportion of estate agents that reported an ongoing fall in current and expected selling prices continued to diminish. Demand conditions improved, and there was a further reduction in the discount on sales prices compared with the initial asking price.

The loan-to-value ratio continues to cover more than 70 per cent of the property value.

Estate agents' opinions regarding the short-term outlook for their own market remained favourable, although there was a marked improvement in the short-term outlook for the domestic market as a whole. Expectations for the medium term (two years) stay optimistic.

Figure 1

Property selling prices (1)

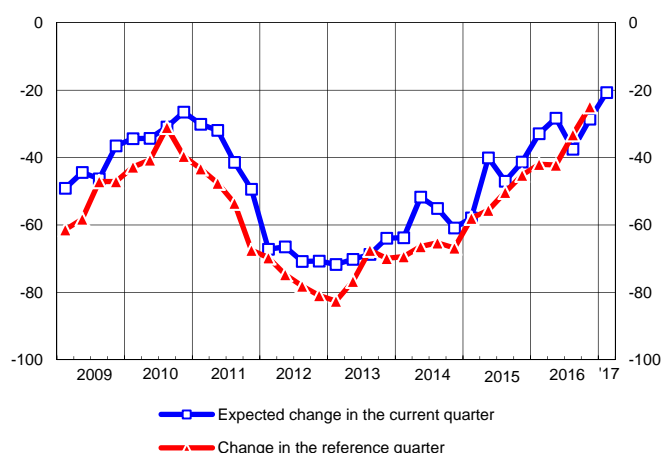
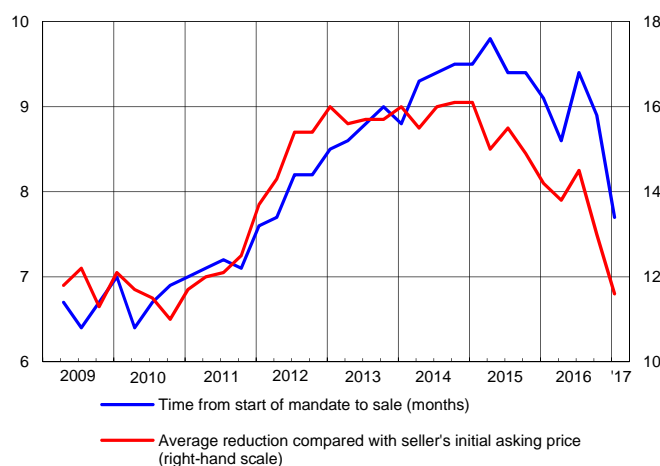


Figure 2

Selling times and final price paid compared with seller's initial asking price (2)



(1) Balance of opinions indicating 'increase' or 'decrease'. – (2) Average reduction in percentage points.

Reference period: Q4 2016

Italian Housing Market Survey. Short-term outlook¹

Opinions on selling prices improve

In the fourth quarter of 2016 the balance of opinions pointing to rising selling prices versus decreasing prices remained negative but continued to narrow compared with the previous survey, from -33.2 percentage points to -24.9. This was mainly due to the reduction in the share of agents reporting decreasing prices. This trend, under way since the beginning of 2015, reflects developments in non-urban areas, especially in the North and in the South of Italy, and in non-metropolitan areas (Table 1 and Figure 1).

Demand conditions improve further

The share of agents that sold at least one property grew for the second consecutive quarter, from 72.9 to 80.6 per cent (Table 2). The majority of properties handled by estate agents had a surface area of up to 140 m², were fit for habitation or required partial refurbishment (Table 3), and had a low energy efficiency rating (Table 4). These findings are in keeping with the January 2016 survey.

Demand conditions continue to improve. The balance between the share of estate agents reporting an increase in potential buyers and the share reporting a decrease more than doubled compared with the previous survey, rising from 4.6 percentage points to 12.6 (Table 5 and Figure 3). The increase was more pronounced in urban and metropolitan areas: the balance surged from 2.2 to 14.9 percentage points for the former and from 0.3 to 14.8 points for the latter.

Sale listings perform more favourably

The balance between the replies indicating an increase and a decrease in the stock of sale listings became negative for the first time since the survey began in 2009, falling from 0.7 to -4.0 percentage points (Table 5 and Figure 3). The balance for new sale listings also improved, going from 1.4 to -1.3 percentage points, almost exclusively

owing to the smaller share of agents reporting a decrease (concentrated in urban and metropolitan areas; Table 5).

Estate agents were of the opinion that the cancellation of listings was mainly due to an increase in the share of buyers reporting that asking prices were too high, which rose by 13.3 percentage points compared with the October survey, to 66 per cent. The share of listings ended because the sellers deemed the offers received too low fell from 55.3 to 46.4 per cent. The proportion of sellers that decided to defer the sale awaiting higher prices increased for the first time since last year, rising from 20.4 per cent in the previous survey to the current 26.2 per cent. The proportion of estate agents that attributed the cancellation of listings to buyers' difficulties in obtaining a mortgage has been declining gradually since the beginning of 2012 but continues to stand at

¹ The report was prepared by Valentina Aprigliano, Marco Bottone and Concetta Rondinelli (with editorial assistance from Alessandra Liccardi). The Italian Housing Market Survey is conducted jointly by the Bank of Italy, Tecnoborsa (Giampiero Bambagioni and Ettore Troiani) and Italy's Revenue Agency (Osservatorio del mercato immobiliare; Maurizio Festa and Gianni Guerrieri). We would like to thank all the estate agents that agreed to take part. 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 processing of personal data. The methodological note, the survey questionnaire and the statistical appendix are available at the following links:

http://www.bancaditalia.it/pubblicazioni/sondaggio-abitazioni/methods_and_souces.pdf

http://www.bancaditalia.it/pubblicazioni/sondaggio-abitazioni/2016-sondaggio-abitazioni/12/en_quest_IV_trim_2016.pdf

http://www.bancaditalia.it/pubblicazioni/sondaggio-abitazioni/2016-sondaggio-abitazioni/12/en_app_stat_IV_trim_2016.zip

around one quarter of the total.

The average discount on the initial asking price diminishes further

The average discount on the initial asking price decreased by 1.5 percentage points, from 13.0 to 11.6 per cent (Table 7 and Figure 2) mainly reflecting the drop recorded in the North. The year-on-year decrease is 2.6 percentage points. The average selling times shortened by about one month, from 8.9 in the previous survey to 7.7, with no discernible geographical pattern.

The share of house purchases financed with a mortgage remains stable at around 80 per cent

The share of house purchases financed with a mortgage remained stable at around 80 per cent (Table 8). Compared with the previous period, the loan-to-value ratio rose marginally from 74.7 to 75.5 per cent (Table 8 and Figure 5), with the increases concentrated in the urban areas of the North-East and South and Islands.

The number of rented properties increases and upward pressures on rental prices attenuate

The percentage of estate agents reporting they had let at least one property rose from 77.9 to 83.2 per cent (Table 9), the scenario being more favourable in the urban and metropolitan areas of the North-West and Centre. While remaining negative, the balance between the replies indicating an increase and a decrease in rents narrowed from -14.1 to -12.5 percentage points, mainly owing to the reduction in the share of agents reporting a decrease. The proportion of replies indicating stability increased.

As regards expectations for the current quarter, the share of agents reporting a decrease in rents shrank further from 11.3 to 8.2 per cent (Table 9), while the proportion reporting an increase held stable. The average discount on rental prices compared with the initial asking price continued to diminish compared with the previous survey, from 5.8 to 5.2 per cent (Table 10), mainly in the South and Islands. The negative balance between the replies indicating an increase and a decrease in new letting listings narrowed by 5 percentage points, from -12.9 to -7.7 percentage points; however, the replies pointing to stability continue to predominate.

The share of agents expecting stability in their own market in the current quarter increases

The share of estate agents whose opinion on the short-term outlook for their own market pointed to stability increased from 64.7 to 73.6 per cent (Table 11 and Figure 4). This was coupled with a decrease in the share of respondents expecting a less favourable outlook and stronger increase in the proportion predicting more advantageous conditions (concentrated in the urban areas of the North-West and the Centre).

Compared with the previous survey, the balance between replies indicating an increase or a decrease in new sale listings dropped from 15.9 to 4.0 percentage points (Table 11). The worsening was common to all the main geographical areas. The share of estate agents predicting stable prices rose from 67.6 to 73.1 per cent (Table 11 and Figure 1), while the proportion of those expecting a contraction decreased significantly, from 30.5 to 23.8 per cent.

Expectations regarding the domestic market are optimistic, especially in the medium term

The short-term outlook for the domestic real estate market improved noticeably compared with the previous quarter; the balance between replies indicating an improvement and those indicating a worsening more than doubled, from 8.1 to 17.0 percentage points (Table 12), reflecting the greater optimism of agents operating in the North. As regards the medium term (two years), expectations of improvement continue to exceed those of a worsening; the balance now stands at 35.2 percentage points (Table 12).

Figures and tables

Figure 3

Sale listings and potential buyers
(balance of opinions indicating an increase or a decrease)

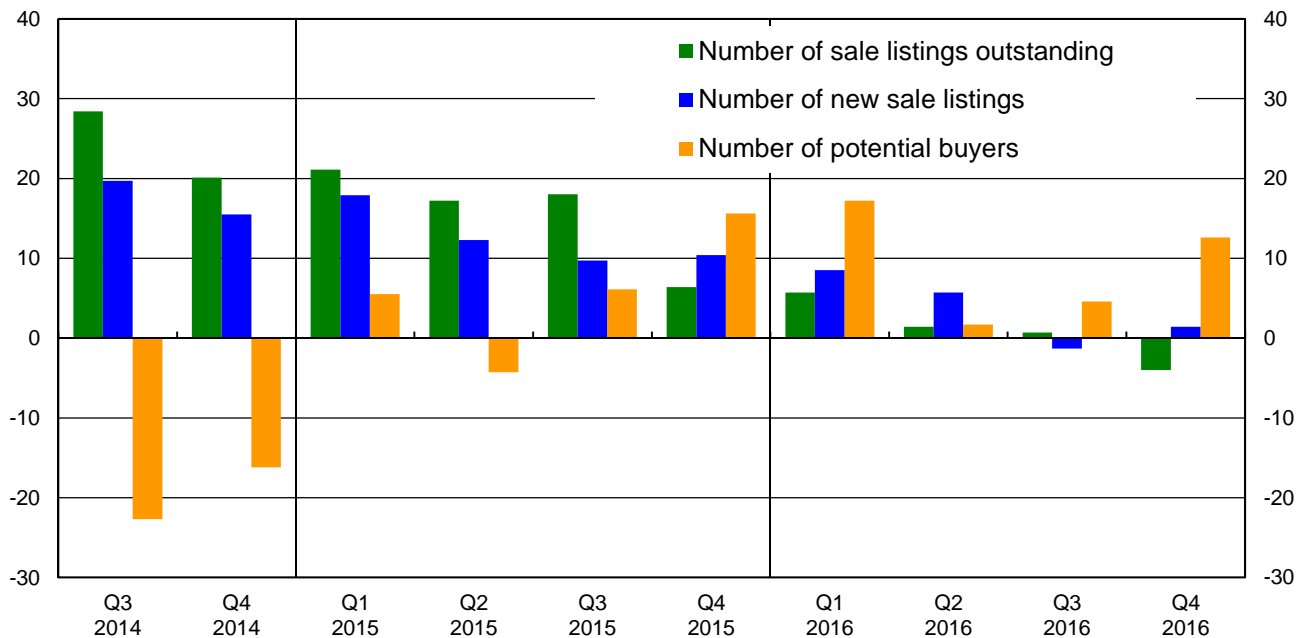


Figure 4

Conditions on real estate agent's market in current quarter
(balance of favourable and unfavourable ratings)

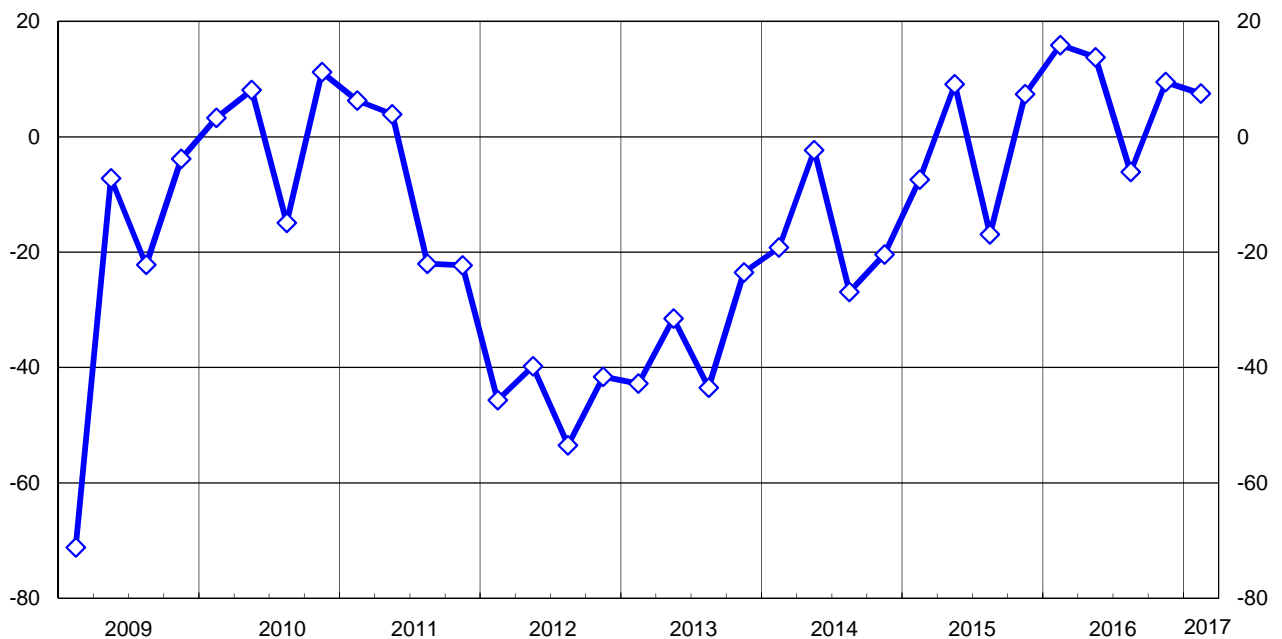


Figure 5

Loan-to-value ratio of the property according to agents' opinions
(per cent)

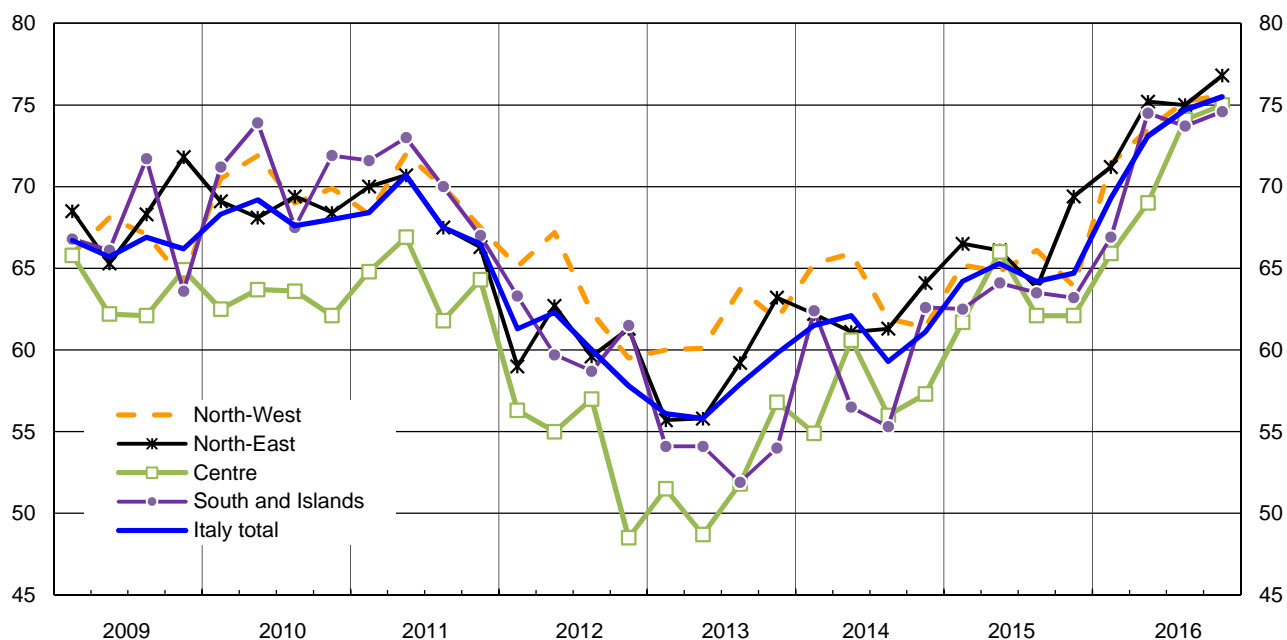


Table 1

Property selling prices (1)
(per cent of real estate agents; reference quarter: October-December 2016)

	Comparison with previous period		
	decreasing	stable	increasing
By geographical area			
North-West	24.4	72.5	3.0
<i>of which:</i> urban areas (2)	20.8	76.1	3.1
non-urban areas	28.4	68.6	3.0
North-East	26.1	71.9	2.0
<i>of which:</i> urban areas (2)	29.6	68.4	2.0
non-urban areas	25.1	72.9	2.0
Centre	31.7	65.4	2.9
<i>of which:</i> urban areas (2)	29.5	66.1	4.3
non-urban areas	33.6	64.8	1.6
South and Islands	30.5	67.1	2.4
<i>of which:</i> urban areas (2)	23.8	74.3	1.8
non-urban areas	32.8	64.6	2.6
By resident population			
Urban areas (>250,000 inhabitants) (2)	24.7	72.1	3.2
Non-urban areas (≤250,000 inhabitants)	29.5	68.2	2.3
Metropolitan areas (>500,000 inhabitants) (3)	24.1	72.7	3.2
Non-metropolitan areas (≤500,000 inhabitants)	29.1	68.5	2.4
Total	27.6	69.8	2.7
<i>memorandum item:</i>			
Q3 2016	34.6	64.0	1.4
Q2 2016	43.9	54.4	1.7
Q1 2016	44.8	52.4	2.8
Q4 2015	46.4	52.3	1.2

(1) Replies from the agents that reported sales in the reference quarter. – (2) Areas with a resident population of over 250,000, including not only the administrative area of the main city or town but also the hinterland as identified by Istat's labour market areas (*sistemi locali del lavoro*). The urban areas are Turin, Genoa and Milan in the North-West; Padua, Verona, Venice, Trieste and Bologna in the North-East; Florence and Rome in the Centre; Naples, Bari, Catania, Messina and Palermo in 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 Istat's labour market areas (*sistemi locali del lavoro*). The metropolitan areas are Turin, Genoa, Milan, Rome, Naples and Palermo.

Table 2

House sales in the reference quarter
(per cent of real estate agents; reference quarter: October-December 2016)

	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	81.5	1.4	60.0	20.2
of which: urban areas (1)	85.4	0.9	56.2	28.3
non-urban areas	77.8	1.8	63.6	12.4
North-East	82.5	2.2	60.6	19.6
of which: urban areas (1)	81.1	3.5	55.6	22.0
non-urban areas	82.9	1.9	62.1	18.9
Centre.....	80.4	3.8	61.3	15.3
of which: urban areas (1).....	80.3	3.5	62.6	14.1
non-urban areas	80.5	4.0	60.2	16.3
South and Islands.....	76.4	1.4	58.0	17.1
of which: urban areas (1)	80.2	0.0	55.4	24.8
non-urban areas	75.1	1.9	58.9	14.3
By resident population				
Urban areas (>250,000 inhabitants) (1).....	82.7	1.9	58.0	22.8
Non-urban areas (≤250,000 inhabitants).....	79.3	2.4	61.5	15.4
Metropolitan areas (>500,000 inhabitants) (2).....	81.4	1.9	55.6	23.8
Non-metropolitan areas (≤500,000 inhabitants)	80.3	2.3	62.0	15.9
Total	80.6	2.2	60.1	18.3
<i>memorandum item:</i>				
Q3 2016	72.9	2.6	55.5	14.8
Q2 2016	71.3	3.3	56.5	11.5
Q1 2016	79.9	2.0	63.3	14.6
Q4 2015	77.8	3.4	57.9	16.4

(1) Areas with a resident population of over 250,000, including not only the administrative area of the main city or town but also the hinterland as identified by Istat's labour market areas (*sistemi locali del lavoro*). The urban areas are Turin, Genoa and Milan in the North-West; Padua, Verona, Venice, Trieste and Bologna in the North-East; Florence and Rome in the Centre; Naples, Bari, Catania, Messina and Palermo in the South and Islands. – (2) 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 Istat's labour market areas (*sistemi locali del lavoro*). The metropolitan areas are Turin, Genoa, Milan, Rome, Naples and Palermo.

Table 3

Surface area, status, type and conditions of brokered property (1)
(per cent of real estate agents; reference quarter: October-December 2016)

	Surface area (m ²)			Status of the property			Type of property			Condition of the property		
	≤80	81-140	>140	Clear	Rented	Life tenancy, usufruct, other	High / good quality	Average / low quality	Villas / detached houses	New or excellent	Some refurbishment needed	Total refurbishment needed
By geographical area												
North-West	45.9	51.2	2.9	94.1	5.2	0.7	53.5	44.2	2.3	22.1	74.3	3.6
<i>of which:</i> urban areas (2)	48.0	48.7	3.3	93.6	5.6	0.8	53.2	45.9	0.9	15.9	80.2	3.9
non-urban areas	43.7	53.9	2.4	94.7	4.7	0.7	53.8	42.3	3.9	28.8	68.0	3.3
North-East	38.1	59.8	2.0	95.3	3.2	1.5	58.7	38.4	2.9	22.1	75.3	2.6
<i>of which:</i> urban areas (2)	35.3	62.0	2.7	93.3	6.2	0.5	53.7	44.3	2.1	20.9	76.4	2.7
non-urban areas	39.0	59.2	1.8	95.9	2.4	1.7	60.2	36.7	3.1	22.4	75.0	2.6
Centre.....	47.9	45.8	6.2	94.0	5.6	0.5	53.0	41.5	5.5	25.1	71.6	3.4
<i>of which:</i> urban areas (2)	49.5	42.0	8.5	92.4	6.6	1.0	47.8	46.7	5.5	19.3	75.8	4.9
non-urban areas.....	46.6	49.1	4.3	95.3	4.7	0.0	57.5	37.0	5.5	30.0	68.0	2.1
South and Islands	36.2	59.4	4.4	93.3	6.3	0.4	59.7	39.1	1.2	16.8	77.4	5.8
<i>of which:</i> urban areas (2)	35.9	58.5	5.6	93.9	6.1	0.0	58.2	41.1	0.7	9.1	83.9	7.0
non-urban areas	36.3	59.7	4.0	93.1	6.4	0.5	60.2	38.4	1.4	19.7	75.0	5.4
By resident population												
Urban areas (>250,000 inhabitants) (2)	45.6	49.4	5.0	93.3	6.0	0.7	52.2	45.4	2.4	16.8	78.9	4.4
Non-urban areas (≤250,000 inhabitants).....	41.6	55.5	3.0	94.8	4.4	0.8	57.7	38.7	3.6	25.5	71.3	3.2
Metropolitan areas (>500,000 inhabitants) (3)	48.9	45.9	5.3	92.5	6.7	0.9	51.8	45.4	2.8	16.1	78.6	5.3
Non-metropolitan areas (≤500,000 inhabitants)	40.7	56.2	3.1	95.0	4.3	0.7	57.1	39.6	3.2	24.5	72.5	3.0
Total	43.2	53.1	3.8	94.2	5.0	0.8	55.5	41.4	3.1	22.0	74.3	3.7

(1) Replies from the agents that reported sales in the reference quarter. – (2) Areas with a resident population of over 250,000, including not only the administrative area of the main city or town but also the hinterland as identified by Istat's labour market areas (*sistemi locali del lavoro*). The urban areas are Turin, Genoa and Milan in the North-West; Padua, Verona, Venice, Trieste and Bologna in the North-East; Florence and Rome in the Centre; Naples, Bari, Catania, Messina and Palermo in 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 Istat's labour market areas (*sistemi locali del lavoro*). The metropolitan areas are Turin, Genoa, Milan, Rome, Naples and Palermo.

Table 4

Energy class of brokered property (1)
(per cent of real estate agents; reference quarter: October-December 2016)

	Energy class of property				
	Unclassified	A-B-C	D-E	F-G	Total
By geographical area					
North-West	0.3	13.8	13.1	72.9	100.0
<i>of which:</i> urban areas (2)	0.3	18.8	13.9	67.0	100.0
non-urban areas	0.3	8.1	12.1	79.4	100.0
North-East	0.3	13.2	16.6	69.8	100.0
<i>of which:</i> urban areas (2)	0.4	14.3	13.4	72.0	100.0
non-urban areas	0.3	12.9	17.5	69.3	100.0
Centre.....	0.3	6.8	7.8	85.1	100.0
<i>of which:</i> urban areas (2)	0.1	6.0	6.0	87.9	100.0
non-urban areas	0.5	7.3	9.1	83.1	100.0
South and Islands.....	1.7	6.0	11.7	80.7	100.0
<i>of which:</i> urban areas (2)	0.6	6.5	9.3	83.6	100.0
non-urban areas.....	2.1	5.8	12.5	79.6	100.0
By resident population					
Urban areas (>250,000 inhabitants) (2).....	0.3	13.9	11.5	74.4	100.0
Non-urban areas (≤250,000 inhabitants).....	0.7	9.1	13.3	76.9	100.0
Metropolitan areas (>500,000 inhabitants) (3)	0.3	15.2	11.6	72.9	100.0
Non-metropolitan areas (≤500,000 inhabitants)	0.6	9.2	13.0	77.1	100.0
Total	0.5	11.0	12.6	75.9	100.0

(1) Replies from the agents that reported sales in the reference quarter. – (2) Areas with a resident population of over 250,000, including not only the administrative area of the main city or town but also the hinterland as identified by Istat's labour market areas (*sistemi locali del lavoro*). The urban areas are Turin, Genoa and Milan in the North-West; Padua, Verona, Venice, Trieste and Bologna in the North-East; Florence and Rome in the Centre; Naples, Bari, Catania, Messina and Palermo in 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 Istat's labour market areas (*sistemi locali del lavoro*). The metropolitan areas are Turin, Genoa, Milan, Rome, Naples and Palermo.

Table 5

Sale listings and potential buyers
(per cent of real estate agents; reference quarter: October-December 2016)

	Number of sale listings outstanding at end of quarter compared with previous quarter			Number of sale listings received in the quarter compared with previous quarter			Number of potential buyers in the quarter compared with previous quarter		
	lower	same	higher	lower	same	higher	lower	same	higher
By geographical area									
North-West	18.6	68.8	12.6	14.7	68.8	16.5	13.6	57.5	28.9
<i>of which:</i> urban areas (1).....	18.5	71.8	9.7	15.6	71.3	13.0	13.5	54.6	31.9
non-urban areas	18.7	65.7	15.6	13.7	66.2	20.0	13.7	60.3	26.0
North-East	20.8	65.7	13.5	17.4	69.1	13.5	12.6	61.0	26.5
<i>of which:</i> urban areas (1).....	24.4	61.0	14.5	17.1	67.2	15.7	10.9	61.8	27.3
non-urban areas	19.8	67.1	13.1	17.5	69.7	12.9	13.1	60.7	26.2
Centre	14.6	69.2	16.2	16.1	61.8	22.2	13.0	64.5	22.5
<i>of which:</i> urban areas (1).....	17.3	71.0	11.7	20.5	59.6	19.9	9.5	69.4	21.1
non-urban areas	12.3	67.5	20.2	12.2	63.6	24.1	15.9	60.3	23.8
South and Islands.....	18.5	67.1	14.4	17.8	64.5	17.7	12.6	64.5	22.9
<i>of which:</i> urban areas (1).....	14.0	75.1	10.9	17.1	69.5	13.4	13.2	66.1	20.6
non-urban areas	20.0	64.3	15.6	18.0	62.8	19.2	12.4	63.9	23.7
By resident population									
Urban areas (>250,000 inhabitants) (1).....	18.4	70.6	11.0	17.5	67.0	15.5	11.9	61.3	26.8
Non-urban areas (≤250,000 inhabitants)	17.8	66.2	15.9	15.3	65.9	18.8	13.8	61.2	25.1
Metropolitan areas (>500,000 inhabitants) (2).....	18.1	70.4	11.5	17.3	67.9	14.9	13.3	58.6	28.1
Non-metropolitan areas (≤500,000 inhabitants)	18.0	66.8	15.1	15.7	65.7	18.7	12.9	62.3	24.8
Total	18.0	67.9	14.0	16.1	66.3	17.5	13.1	61.2	25.7
<i>memorandum item:</i>									
Q3 2016	18.0	63.3	18.7	19.7	61.9	18.4	19.3	56.8	23.9
Q2 2016	14.6	69.5	16.0	18.2	57.9	23.9	19.5	59.3	21.2
Q1 2016	16.6	61.1	22.3	17.2	57.1	25.7	14.4	54.0	31.6
Q4 2015	17.0	59.6	23.4	16.5	56.6	26.9	16.9	50.5	32.5

(1) Areas with a resident population of over 250,000, including not only the administrative area of the main city or town but also the hinterland as identified by Istat's labour market areas (*sistemi locali del lavoro*). The urban areas are Turin, Genoa and Milan in the North-West; Padua, Verona, Venice, Trieste and Bologna in the North-East; Florence and Rome in the Centre; Naples, Bari, Catania, Messina and Palermo in the South and Islands. – (2) 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 Istat's labour market areas (*sistemi locali del lavoro*). The metropolitan areas are Turin, Genoa, Milan, Rome, Naples and Palermo.

Table 6

Main reasons for cancelling sale listings with agents (1)
(per cent of real estate agents; reference quarter: October-December 2016)

	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	42.8	24.4	64.7	24.6	26.5	2.4	3.5
<i>of which:</i> urban areas (2).....	45.8	22.5	63.4	22.6	34.4	2.2	3.2
non-urban areas	39.8	26.3	65.9	26.5	18.6	2.7	3.8
North-East	43.9	28.5	69.4	19.3	23.2	2.6	3.6
<i>of which:</i> urban areas (2).....	41.6	36.7	73.9	23.6	25.9	6.5	2.6
non-urban areas	44.6	26.2	68.1	18.0	22.5	1.4	3.8
Centre	50.7	27.3	62.7	23.0	23.2	2.0	2.3
<i>of which:</i> urban areas (2).....	56.4	29.3	62.9	23.0	22.9	2.9	0.0
non-urban areas	46.0	25.6	62.5	23.0	23.4	1.2	4.3
South and Islands.....	50.9	25.3	69.6	24.2	29.6	3.0	1.1
<i>of which:</i> urban areas (2).....	52.5	26.1	64.9	17.9	32.0	3.2	1.1
non-urban areas	50.4	25.1	71.2	26.3	28.8	3.0	1.1
By resident population							
Urban areas (>250,000 inhabitants) (2).....	49.2	26.7	64.7	22.4	29.6	3.0	1.9
Non-urban areas (≤250,000 inhabitants)	44.6	25.9	66.8	23.3	22.8	2.1	3.4
Metropolitan areas (>500,000 inhabitants) (3).....	50.0	22.8	62.6	23.7	30.7	2.2	2.1
Non-metropolitan areas (≤500,000 inhabitants)	44.9	27.6	67.5	22.6	23.2	2.6	3.1
Total	46.4	26.2	66.0	23.0	25.5	2.4	2.8
<i>memorandum item:</i>							
Q3 2016	55.3	20.4	52.7	20.2	21.7	3.5	4.3
Q2 2016	68.8	21.7	52.0	25.6	20.8	3.8	1.6
Q1 2016	61.1	23.8	57.0	24.7	23.8	3.3	3.5
Q4 2015	59.8	27.8	61.1	26.0	28.4	4.5	3.4

(1) 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) Areas with a resident population of over 250,000, including not only the administrative area of the main city or town but also the hinterland as identified by Istat's labour market areas (*sistemi locali del lavoro*). The urban areas are Turin, Genoa and Milan in the North-West; Padua, Verona, Venice, Trieste and Bologna in the North-East; Florence and Rome in the Centre; Naples, Bari, Catania, Messina and Palermo in 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 Istat's labour market areas (*sistemi locali del lavoro*). The metropolitan areas are Turin, Genoa, Milan, Rome, Naples and Palermo.

Table 7

Final price paid compared with seller's initial asking price (1)
(per cent of real estate agents, unless otherwise indicated; reference quarter: October-December 2016)

	More than 30% below	20- 30% below	10- 20% below	5- 10% below	Less than 5% below	The same or more	Total	Average reduction (2)
By geographical area								
North-West.....	2.6	7.6	39.7	29.5	15.6	5.0	100.0	11.4
<i>of which:</i> urban areas (3).....	1.6	4.0	36.4	27.9	24.5	5.7	100.0	9.7
non-urban areas.....	3.7	11.4	43.2	31.3	6.2	4.3	100.0	13.1
North-East.....	1.1	7.2	33.9	36.6	12.3	8.9	100.0	10.3
<i>of which:</i> urban areas (3).....	0.0	9.6	33.4	35.5	10.9	10.6	100.0	10.3
non-urban areas.....	1.4	6.6	34.1	36.9	12.7	8.4	100.0	10.3
Centre	3.8	10.7	39.6	32.8	8.6	4.6	100.0	12.6
<i>of which:</i> urban areas (3).....	3.4	8.5	41.8	34.4	5.7	6.3	100.0	12.3
non-urban areas.....	4.1	12.5	37.6	31.5	11.1	3.2	100.0	12.9
South and Islands	6.5	7.5	38.6	32.3	8.9	6.2	100.0	12.6
<i>of which:</i> urban areas (3).....	3.4	5.9	32.8	33.2	14.9	9.8	100.0	10.4
non-urban areas.....	7.6	8.1	40.7	32.1	6.7	4.9	100.0	13.4
By resident population								
Urban areas (>250,000 inhabitants) (3)	2.1	6.2	37.2	31.3	16.3	6.9	100.0	10.6
Non-urban areas (≤250,000 inhabitants).....	3.9	9.6	38.8	33.1	9.3	5.4	100.0	12.3
Metropolitan areas (>500,000 inhabitants) (4)	2.6	5.0	36.7	31.0	17.8	6.9	100.0	10.4
Non-metropolitan areas (≤500,000 inhabitants).....	3.4	9.7	38.8	33.0	9.6	5.6	100.0	12.1
Total	3.2	8.3	38.2	32.4	12.0	6.0	100.0	11.6
<i>memorandum item:</i>								
Q3 2016	4.3	15.0	36.1	27.2	10.6	6.8	100.0	13.0
Q2 2016	4.3	20.0	42.1	19.0	10.4	4.2	100.0	14.5
Q1 2016	4.5	16.2	40.7	24.6	10.4	3.6	100.0	13.8
Q4 2015	4.2	16.5	43.8	25.9	6.4	3.3	100.0	14.2

(1) Replies from the agents that reported sales in the reference quarter. – (2) Average reduction (per cent) obtained considering the midpoint of each interval and assuming the value is 0 for the upper response option and 35 for the lower one. – (3) Areas with a resident population of over 250,000, including not only the administrative area of the main city or town but also the hinterland as identified by Istat's labour market areas (*sistemi locali del lavoro*). The urban areas are Turin, Genoa and Milan in the North-West; Padua, Verona, Venice, Trieste and Bologna in the North-East; Florence and Rome in the Centre; Naples, Bari, Catania, Messina and Palermo in the South and Islands. – (4) 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 Istat's labour market areas (*sistemi locali del lavoro*). The metropolitan areas are Turin, Genoa, Milan, Rome, Naples and Palermo.

Table 8

Selling times and mortgage loans (1)
(months, per cent; reference quarter: October-December 2016)

	Time from start of listing to sale (months)	Percentage of purchases financed with a mortgage loan (2)	Loan-to-value ratio of the property
By geographical area			
North-West	7.4	80.0	75.6
of which: urban areas (3)	6.5	83.7	76.0
non-urban areas	8.4	75.7	75.2
North-East	8.3	80.0	76.8
of which: urban areas (3)	8.0	82.2	75.3
non-urban areas	8.3	79.3	77.3
Centre.....	7.6	78.3	75.0
of which: urban areas (3)	7.0	80.2	74.2
non-urban areas	8.2	77.0	75.6
South and Islands.....	7.6	79.0	74.6
of which: urban areas (3)	6.8	78.8	73.6
non-urban areas	7.9	79.1	74.9
By resident population			
Urban areas (>250,000 inhabitants) (3).....	6.8	82.1	75.2
Non-urban areas (≤250,000 inhabitants).....	8.2	77.8	75.8
Metropolitan areas (>500,000 inhabitants) (4).....	6.7	82.6	75.2
Non-metropolitan areas (≤500,000 inhabitants)	8.1	78.2	75.7
Total	7.7	79.5	75.5
<i>memorandum item:</i>			
Q3 2016	8.9	80.2	74.7
Q2 2016	9.4	77.1	73.1
Q1 2016	8.6	73.8	69.3
Q4 2015	9.1	68.5	64.7

(1) Replies from the agents that reported sales in the reference quarter. – (2) Estimates weighted with the number of house sales declared by the respondents. – (3) Areas with a resident population of over 250,000, including not only the administrative area of the main city or town but also the hinterland as identified by Istat's labour market areas (*sistemi locali del lavoro*). The urban areas are Turin, Genoa and Milan in the North-West; Padua, Verona, Venice, Trieste and Bologna in the North-East; Florence and Rome in the Centre; Naples, Bari, Catania, Messina and Palermo in the South and Islands. – (4) 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 Istat's labour market areas (*sistemi locali del lavoro*). The metropolitan areas are Turin, Genoa, Milan, Rome, Naples and Palermo.

Table 9

Assessments of rental prices

(per cent of real-estate agents; reference quarter: October-December 2016; current quarter: January-March 2017)

	Percentage of agents that rented a property in the reference quarter	Rental prices in the reference quarter compared with the previous (1)			Expected level of rental prices in the current quarter compared with the previous (1)		
		decreasing	stable	increasing	decreasing	stable	increasing
By geographical area							
North-West	86.6	16.4	79.9	3.7	7.7	89.9	2.4
<i>of which:</i> urban areas (2)	85.6	14.8	81.7	3.5	7.9	89.4	2.7
non-urban areas	87.6	18.1	77.9	4.0	7.4	90.5	2.1
North-East	85.3	13.8	81.6	4.5	5.1	92.7	2.3
<i>of which:</i> urban areas (2)	87.5	12.3	83.0	4.7	3.0	94.4	2.6
non-urban areas	84.7	14.3	81.2	4.5	5.7	92.1	2.2
Centre	81.1	16.8	81.1	2.0	10.9	85.7	3.4
<i>of which:</i> urban areas (2)	87.3	17.8	80.2	2.0	11.9	85.7	2.4
non-urban areas	75.4	15.8	82.1	2.1	9.9	85.7	4.5
South and Islands.....	75.7	14.7	83.7	1.5	9.9	85.3	4.8
<i>of which:</i> urban areas (2)	84.6	14.0	83.5	2.6	8.0	83.7	8.3
non-urban areas	72.4	15.1	83.8	1.1	10.7	86.0	3.3
By resident population							
Urban areas (>250,000 inhabitants) (2).....	86.2	15.3	81.6	3.1	8.5	88.3	3.2
Non-urban areas (≤250,000 inhabitants).....	81.1	16.0	80.8	3.2	8.0	89.2	2.8
Metropolitan areas (>500,000 inhabitants) (3)	85.4	16.4	81.0	2.6	10.1	87.4	2.5
Non-metropolitan areas (≤500,000 inhabitants)	82.2	15.4	81.2	3.4	7.3	89.5	3.2
Total	83.2	15.7	81.1	3.2	8.2	88.8	3.0
<i>memorandum item:</i>							
Q3 2016	77.9	19.7	74.7	5.6	11.3	86.1	2.6
Q2 2016	77.7	33.2	62.9	3.9	17.3	78.4	4.3
Q1 2016	78.1	31.2	64.2	4.6	13.1	83.4	3.5
Q4 2015	82.4	33.6	63.1	3.4	16.4	81.0	2.7

(1) Replies from the agents that rented property in the reference quarter. – (2) Areas with a resident population of over 250,000, including not only the administrative area of the main city or town but also the hinterland as identified by Istat's labour market areas (*sistemi locali del lavoro*). The urban areas are Turin, Genoa and Milan in the North-West; Padua, Verona, Venice, Trieste and Bologna in the North-East; Florence and Rome in the Centre; Naples, Bari, Catania, Messina and Palermo in 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 Istat's labour market areas (*sistemi locali del lavoro*). The metropolitan areas are Turin, Genoa, Milan, Rome, Naples and Palermo.

Table 10

Letting listings and average discount on rental price requested
(per cent of real estate agents, per cent; reference quarter: October-December 2016)

	Number of new letting listings received in the quarter compared with the previous			Average discount on rental price originally asked by owner
	lower	same	higher	
By geographical area				
North-West	16.4	74.5	9.1	4.8
<i>of which:</i> urban areas (1).....	14.4	75.2	10.5	3.9
non-urban areas	18.4	73.8	7.8	5.6
North-East	15.8	76.1	8.1	4.4
<i>of which:</i> urban areas (1).....	20.6	72.8	6.6	5.1
non-urban areas	14.3	77.1	8.6	4.2
Centre	16.7	74.4	8.9	5.8
<i>of which:</i> urban areas (1).....	16.2	74.8	9.0	6.6
non-urban areas	17.2	73.9	8.8	4.9
South and Islands.....	19.8	68.9	11.3	6.2
<i>of which:</i> urban areas (1).....	15.5	73.0	11.5	4.5
non-urban areas	21.3	67.4	11.3	6.9
By resident population				
Urban areas (>250,000 inhabitants) (1).....	15.8	74.5	9.6	4.9
Non-urban areas (≤250,000 inhabitants)	17.6	73.5	8.9	5.3
Metropolitan areas (>500,000 inhabitants) (2).....	15.2	74.4	10.4	5.0
Non-metropolitan areas (≤500,000 inhabitants)	17.6	73.7	8.7	5.2
Total	16.9	73.9	9.2	5.2
<i>memorandum item:</i>				
Q3 2016	23.8	65.2	10.9	5.8
Q2 2016	28.2	60.5	11.4	6.9
Q1 2016	23.3	63.9	12.8	6.5
Q4 2015	23.7	63.5	12.8	6.3

(1) Areas with a resident population of over 250,000, including not only the administrative area of the main city or town but also the hinterland as identified by Istat's labour market areas (*sistemi locali del lavoro*). The urban areas are Turin, Genoa and Milan in the North-West; Padua, Verona, Venice, Trieste and Bologna in the North-East; Florence and Rome in the Centre; Naples, Bari, Catania, Messina and Palermo in the South and Islands. – (2) 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 Istat's labour market areas (*sistemi locali del lavoro*). The metropolitan areas are Turin, Genoa, Milan, Rome, Naples and Palermo.

Table 11

Outlook for the agents' own market

(per cent of real estate agents; reference quarter: October-December 2016; current quarter: January-March 2017)

	Expected conditions on real estate agent's own market in current quarter			Expected number of newly listed properties in current quarter compared with reference quarter			Expected level of prices in current quarter compared with reference quarter		
	poor	normal	good	lower	same	higher	lower	same	higher
By geographical area									
North-West	8.2	74.3	17.5	13.1	70.8	16.1	26.1	71.5	2.4
<i>of which:</i> urban areas (1)	7.2	78.9	13.9	9.2	75.5	15.3	22.6	74.1	3.3
non-urban areas	9.2	69.8	21.0	16.9	66.1	16.9	29.5	68.9	1.5
North-East	8.5	74.7	16.8	13.0	67.4	19.5	18.8	79.1	2.1
<i>of which:</i> urban areas (1)	14.7	70.6	14.7	16.4	67.2	16.5	19.4	77.7	2.9
non-urban areas	6.6	75.9	17.5	12.1	67.5	20.4	18.7	79.5	1.9
Centre	12.0	73.0	15.0	13.1	72.0	14.8	24.6	69.7	5.7
<i>of which:</i> urban areas (1)	10.0	79.6	10.4	15.8	74.3	9.9	19.9	74.3	5.7
non-urban areas	13.8	67.1	19.1	10.8	70.1	19.0	28.6	65.8	5.6
South and Islands	9.4	71.8	18.8	13.9	66.2	19.9	24.1	74.0	1.8
<i>of which:</i> urban areas (1)	2.2	79.8	18.0	9.3	73.7	17.0	21.8	77.6	0.6
non-urban areas	11.9	69.0	19.1	15.6	63.6	20.9	25.0	72.8	2.3
By resident population									
Urban areas (>250,000 inhabitants) (1)	8.5	78.2	13.4	12.1	73.9	14.0	21.3	75.0	3.7
Non-urban areas (≤250,000 inhabitants)	10.1	70.7	19.2	13.9	66.9	19.2	25.4	71.9	2.7
Metropolitan areas (>500,000 inhabitants) (2)	7.3	79.5	13.2	11.1	75.4	13.4	22.6	73.3	4.1
Non-metropolitan areas (≤500,000 inhabitants) ...	10.3	71.1	18.6	14.1	67.1	18.8	24.3	73.1	2.6
Total	9.4	73.6	16.9	13.2	69.6	17.2	23.8	73.1	3.1
<i>memorandum item:</i>									
Q3 2016	12.9	64.7	22.4	9.2	65.7	25.1	30.5	67.6	1.9
Q2 2016	17.9	70.3	11.8	16.5	63.7	19.8	39.2	59.1	1.7
Q1 2016	7.6	71.0	21.4	8.5	69.4	22.1	31.8	64.7	3.5
Q4 2015	9.4	65.3	25.3	8.3	66.7	25.0	35.2	62.5	2.3

(1) Areas with a resident population of over 250,000, including not only the administrative area of the main city or town but also the hinterland as identified by Istat's labour market areas (*sistemi locali del lavoro*). The urban areas are Turin, Genoa and Milan in the North-West; Padua, Verona, Venice, Trieste and Bologna in the North-East; Florence and Rome in the Centre; Naples, Bari, Catania, Messina and Palermo in the South and Islands. – (2) 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 Istat's labour market areas (*sistemi locali del lavoro*). The metropolitan areas are Turin, Genoa, Milan, Rome, Naples and Palermo.

Table 12

General situation of the property market in Italy

(per cent of real estate agents; reference quarter: October-December 2016; current quarter: January-March 2017)

	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	8.3	60.2	31.5	5.9	47.3	46.8
<i>of which</i> : urban areas (1).....	7.1	61.0	31.8	5.6	43.6	50.8
non-urban areas	9.5	59.3	31.2	6.2	51.2	42.6
North-East	9.5	63.2	27.3	7.4	51.2	41.4
<i>of which</i> : urban areas (1).....	16.4	63.1	20.5	9.4	46.0	44.6
non-urban areas	7.5	63.2	29.3	6.8	52.8	40.4
Centre	14.8	62.8	22.4	13.1	47.8	39.1
<i>of which</i> : urban areas (1).....	17.5	64.4	18.1	16.2	45.1	38.7
non-urban areas	12.5	61.4	26.1	10.3	50.2	39.4
South and Islands.....	9.7	64.2	26.2	8.1	45.4	46.5
<i>of which</i> : urban areas (1)	2.6	73.4	24.1	1.5	43.8	54.7
non-urban areas	12.2	60.9	26.9	10.4	46.0	43.7
By resident population						
Urban areas (>250,000 inhabitants) (1).....	10.9	63.6	25.4	8.9	44.4	46.8
Non-urban areas (≤250,000 inhabitants)	10.1	61.2	28.7	8.2	50.3	41.5
Metropolitan areas (>500,000 inhabitants) (2).....	9.9	62.4	27.7	7.9	44.9	47.2
Non-metropolitan areas (≤500,000 inhabitants)	10.7	62.0	27.3	8.7	49.3	42.0
Total	10.4	62.2	27.4	8.4	48.0	43.6
<i>memorandum item:</i>						
Q3 2016	14.1	63.7	22.2	11.6	41.5	46.9
Q2 2016	17.1	70.4	12.5	17.2	36.9	45.8
Q1 2016	9.2	72.4	18.4	9.8	34.0	56.2
Q4 2015	10.9	70.1	19.0	10.5	33.6	55.9

(1) Areas with a resident population of over 250,000, including not only the administrative area of the main city or town but also the hinterland as identified by Istat's labour market areas (*sistemi locali del lavoro*). The urban areas are Turin, Genoa and Milan in the North-West; Padua, Verona, Venice, Trieste and Bologna in the North-East; Florence and Rome in the Centre; Naples, Bari, Catania, Messina and Palermo in the South and Islands. – (2) 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 Istat's labour market areas (*sistemi locali del lavoro*). The metropolitan areas are Turin, Genoa, Milan, Rome, Naples and Palermo.

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