**Tab. 1A**

**Distribution of the sample and the population**

*(number and per cent; reference quarter: July-September 2017)*

|  |  |  |  |
| --- | --- | --- | --- |
|  | Agents in sample  (a) | Population of agents (1)  (b) | Sampling fraction (a)/(b)  *(per cent)* |
| **By geographical area** |  |  |  |
| North-West | 442 | 11,053 | 4.0 |
| *of which:* urban areas (2) | 257 | 5,544 | 4.6 |
| non-urban areas | 185 | 5,509 | 3.4 |
| North-East | 377 | 6,644 | 5.7 |
| *of which:* urban areas (2) | 135 | 1,487 | 9.1 |
| non-urban areas | 242 | 5,157 | 4.7 |
| Centre | 331 | 7,811 | 4.2 |
| *of which:* urban areas (2) | 185 | 3,584 | 5.2 |
| non-urban areas | 146 | 4,227 | 3.5 |
| South & Islands | 313 | 5,084 | 6.2 |
| *of which:* urban areas(2) | 100 | 1,329 | 7.5 |
| non-urban areas | 213 | 3,755 | 5.7 |
| **By resident population** |  |  |  |
| Urban areas (>250,000 inhabit.)(2) | 677 | 11,944 | 5.7 |
| Non-urban areas (≤250,000 inhabit.) | 786 | 18,648 | 4.2 |
| Metropolitan areas (>500,000 inhabit.)(3) | 464 | 9,221 | 5.0 |
| Non-metropolitan areas (≤500,000 inhabit.) | 999 | 21,371 | 4.7 |
| **Total** | 1,463 | 30,592 | 4.8 |
| (1) Istat-Asia (2014). The population comprises firms involved in selling property on behalf of third parties (real-estate agents). – (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. 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. | | | |

**Tab. 2A**

**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 | 1.3 | 1.6 | 1.8 | 1.9 | 2.0 | 2.1 | 2.2 | 2.2 | 2.2 |
| *of which:* urban areas (1) | 1.3 | 1.7 | 2.1 | 2.3 | 2.5 | 2.6 | 2.8 | 2.8 | 2.9 | 2.9 |
| non-urban areas | 1.5 | 2.1 | 2.5 | 2.8 | 3.0 | 3.2 | 3.3 | 3.4 | 3.4 | 3.5 |
| North-East | 1.1 | 1.5 | 1.7 | 1.9 | 2.1 | 2.2 | 2.3 | 2.4 | 2.4 | 2.4 |
| of which: urban areas (1) | 1.7 | 2.4 | 2.9 | 3.2 | 3.5 | 3.7 | 3.8 | 3.9 | 4.0 | 4.0 |
| non-urban areas | 1.3 | 1.8 | 2.2 | 2.4 | 2.6 | 2.8 | 2.9 | 3.0 | 3.0 | 3.0 |
| Centre | 1.1 | 1.5 | 1.8 | 2.0 | 2.2 | 2.3 | 2.4 | 2.5 | 2.5 | 2.5 |
| *of which:* urban areas (1) | 1.5 | 2.0 | 2.4 | 2.7 | 2.9 | 3.1 | 3.2 | 3.3 | 3.3 | 3.3 |
| non-urban areas | 1.7 | 2.3 | 2.8 | 3.1 | 3.4 | 3.6 | 3.7 | 3.8 | 3.9 | 3.9 |
| South & Islands | 1.1 | 1.5 | 1.8 | 2.0 | 2.2 | 2.3 | 2.4 | 2.5 | 2.5 | 2.6 |
| *of which:* urban areas (1) | 2.0 | 2.7 | 3.2 | 3.6 | 3.9 | 4.1 | 4.3 | 4.4 | 4.5 | 4.5 |
| non-urban areas | 1.4 | 1.9 | 2.2 | 2.5 | 2.7 | 2.9 | 3.0 | 3.1 | 3.1 | 3.1 |
| **By resident population** |  |  |  |  |  |  |  |  |  |  |
| Urban areas (>250,000 inhabit.)(1) | 0.8 | 1.1 | 1.3 | 1.4 | 1.5 | 1.6 | 1.7 | 1.7 | 1.8 | 1.8 |
| Non-urban areas (≤250,000 inhabit.) | 0.7 | 1.0 | 1.2 | 1.3 | 1.4 | 1.5 | 1.6 | 1.6 | 1.7 | 1.7 |
| Metropolitan areas (>500,000 inhabit.)(2) | 0.9 | 1.3 | 1.5 | 1.7 | 1.8 | 2.0 | 2.0 | 2.1 | 2.1 | 2.1 |
| Non-metropolitan areas (≤500,000 inhabit.) | 0.6 | 0.9 | 1.1 | 1.2 | 1.3 | 1.4 | 1.4 | 1.4 | 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) 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) 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. | | | | | | | | | | | |

**Tab. 1**

**Property selling prices** (1)

*(per cent of real-estate agents; reference quarter: July-September 2017)*

|  |  |  |  |
| --- | --- | --- | --- |
|  | Comparison with previous period | | |
| decreasing | stable | increasing |
| **By geographical area** |  |  |  |
| North-West | 25.2 | 71.1 | 3.7 |
| *of which:* urban areas (2) | 16.9 | 77.4 | 5.6 |
| non-urban areas | 33.0 | 65.1 | 1.9 |
| North-East | 21.9 | 75.2 | 3.0 |
| *of which:* urban areas (2) | 14.8 | 83.7 | 1.5 |
| non-urban areas | 24.0 | 72.6 | 3.4 |
| Centre | 26.2 | 70.4 | 3.3 |
| *of which:* urban areas (2) | 24.4 | 70.9 | 4.7 |
| non-urban areas | 27.6 | 70.1 | 2.3 |
| South & Islands | 27.3 | 71.3 | 1.4 |
| *of which:* urban areas (2) | 22.9 | 73.7 | 3.4 |
| non-urban areas | 28.7 | 70.5 | 0.8 |
| **By resident population** |  |  |  |
| Urban areas (>250,000 inhabit.) (2) | 19.4 | 76.1 | 4.5 |
| Non-urban areas (≤250,000 inhabit.) | 28.4 | 69.4 | 2.2 |
| Metropolitan areas (>500,000 inhabit.) (3) | 20.6 | 74.3 | 5.1 |
| Non-metropolitan areas (≤500,000 inhabit.) | 26.7 | 71.0 | 2.3 |
| **Total** | **25.0** | **71.9** | **3.1** |
| *Memorandum item:* |  |  |  |
| Q2 2017 | 30.8 | 66.4 | 2.8 |
| Q1 2017 | 34.1 | 62.8 | 3.1 |
| Q4 2016 | 27.6 | 69.8 | 2.7 |
| Q3 2016 | 34.6 | 64.0 | 1.4 |
| (1) Replies from the agencies that declared sales in the reference quarter. – (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. 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. | | | |

**Tab. 2**

**House sales in the reference quarter**

*(per cent of real-estate agents; reference quarter: July-September 2017)*

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | 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 | 74.8 | 0.8 | 57.2 | 16.9 |
| *of which:* urban areas (1) | 72.1 | 1.5 | 54.4 | 16.3 |
| non-urban areas | 77.4 | . | 60.0 | 17.5 |
| North-East | 78.9 | 1.7 | 52.2 | 25.0 |
| *of which:* urban areas (1) | 83.1 | 4.1 | 51.7 | 27.3 |
| non-urban areas | 77.7 | 1.0 | 52.3 | 24.4 |
| Centre | 71.0 | 1.4 | 57.1 | 12.6 |
| *of which:* urban areas (1) | 67.3 | 2.1 | 54.8 | 10.5 |
| non-urban areas | 74.2 | 0.8 | 59.1 | 14.3 |
| South & Islands | 76.9 | 3.3 | 56.1 | 17.4 |
| *of which:* urban areas (1) | 72.7 | 0.8 | 58.5 | 13.4 |
| non-urban areas | 78.4 | 4.2 | 55.3 | 18.9 |
| **By resident population** |  |  |  |  |
| Urban areas (>250,000 inhabit.) (1) | 72.1 | 1.9 | 54.6 | 15.6 |
| Non-urban areas (≤250,000 inhabit.) | 77.0 | 1.3 | 56.7 | 19.0 |
| Metropolitan areas (>500,000 inhabit.) (2) | 68.6 | 1.8 | 53.0 | 13.7 |
| Non-metropolitan areas (≤500,000 inhabit.) | 77.9 | 1.4 | 57.1 | 19.3 |
| **Total** | **75.1** | **1.6** | **55.9** | **17.6** |
| *Memorandum item:* |  |  |  |  |
| Q2 2017 | 80.6 | 2.0 | 58.6 | 20.1 |
| Q1 2017 | 76.1 | 2.2 | 60.1 | 18.3 |
| Q4 2016 | 80.6 | 2.6 | 55.5 | 14.8 |
| Q3 2016 | 72.9 | 3.3 | 56.5 | 11.5 |
| (1) 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) 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. | | | | |

**Tab. 3**

**Mandates to sell and potential buyers**

*(per cent of real-estate agents; reference quarter: July-September 2017)*

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | Number of mandates outstanding at end of quarter compared with previous quarter | | | Number of new mandates 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 | 18.4 | 64.8 | 16.8 | 21.2 | 58.5 | 20.2 | 19.3 | 54.8 | 25.8 |
| *of which:* urban areas (1) | 21.4 | 64.0 | 14.6 | 25.0 | 58.3 | 16.6 | 18.8 | 56.8 | 24.3 |
| non-urban areas | 15.4 | 65.6 | 19.0 | 17.3 | 58.8 | 23.9 | 19.8 | 52.8 | 27.4 |
| North-East | 14.8 | 65.4 | 19.8 | 17.1 | 56.5 | 26.4 | 17.1 | 56.1 | 26.7 |
| *of which:* urban areas (1) | 17.8 | 67.7 | 14.5 | 23.1 | 61.9 | 15.0 | 22.4 | 55.4 | 22.3 |
| non-urban areas | 13.9 | 64.7 | 21.4 | 15.3 | 55.0 | 29.7 | 15.6 | 56.4 | 28.0 |
| Centre | 19.1 | 59.2 | 21.6 | 19.6 | 57.7 | 22.7 | 23.5 | 50.5 | 26.0 |
| *of which:* urban areas (1) | 23.4 | 65.0 | 11.7 | 24.2 | 59.8 | 16.0 | 27.5 | 46.6 | 25.8 |
| non-urban areas | 15.5 | 54.4 | 30.1 | 15.7 | 55.8 | 28.4 | 20.0 | 53.9 | 26.1 |
| South & Islands | 15.8 | 63.3 | 20.9 | 19.7 | 54.1 | 26.2 | 18.2 | 59.0 | 22.8 |
| *of which:* urban areas (1) | 16.7 | 65.1 | 18.3 | 24.3 | 57.4 | 18.2 | 14.0 | 62.3 | 23.6 |
| non-urban areas | 15.4 | 62.7 | 21.8 | 17.9 | 52.9 | 29.1 | 19.7 | 57.8 | 22.5 |
| **By resident population** |  |  |  |  |  |  |  |  |  |
| Urban areas (>250,000 inhabit.) (1) | 21.0 | 64.9 | 14.1 | 24.5 | 59.1 | 16.4 | 21.3 | 54.2 | 24.4 |
| Non-urban areas (≤250,000 inhabit.) | 15.0 | 62.2 | 22.8 | 16.5 | 55.9 | 27.6 | 18.7 | 55.1 | 26.3 |
| Metropolitan areas (>500,000 inhabit.) (2) | 22.4 | 63.5 | 14.1 | 25.3 | 58.7 | 16.1 | 21.7 | 54.0 | 24.4 |
| Non-metropolitan areas (≤500,000 inhabit.) | 15.2 | 63.1 | 21.7 | 17.2 | 56.5 | 26.3 | 18.9 | 55.1 | 26.1 |
| **Total** | **17.4** | **63.2** | **19.4** | **19.7** | **57.1** | **23.2** | **19.7** | **54.7** | **25.5** |
| *Memorandum item:* |  |  |  |  |  |  |  |  |  |
| Q2 2017 | 17.2 | 65.4 | 17.4 | 20.3 | 59.2 | 20.5 | 21.0 | 57.4 | 21.6 |
| Q1 2017 | 18.7 | 62.8 | 18.4 | 16.2 | 59.5 | 24.3 | 16.8 | 55.7 | 27.5 |
| Q4 2016 | 18.0 | 67.9 | 14.0 | 16.1 | 66.3 | 17.5 | 13.1 | 61.2 | 25.7 |
| Q3 2016 | 18.0 | 63.3 | 18.7 | 19.7 | 61.9 | 18.4 | 19.3 | 56.8 | 23.9 |
| (1) 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) 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. | | | | | | | | | |

**Tab. 4**

**Main reasons for cancelling mandate with agent** (1)

*(per cent of real-estate agents; reference quarter: July-September 2017)*

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | 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 | 50.2 | 25.9 | 38.8 | 15.0 | 21.7 | 2.1 | 2.6 | |
| *of which:* urban areas (2) | 50.5 | 27.6 | 37.1 | 13.1 | 19.9 | 2.3 | 3.4 | |
| non-urban areas | 49.8 | 24.2 | 40.5 | 17.0 | 23.6 | 1.9 | 1.8 | |
| North-East | 44.5 | 25.7 | 40.9 | 17.6 | 22.5 | 2.5 | 3.7 | |
| *of which:* urban areas (2) | 58.6 | 19.3 | 39.0 | 18.3 | 23.3 | 2.5 | 1.0 | |
| non-urban areas | 40.3 | 27.6 | 41.4 | 17.4 | 22.3 | 2.5 | 4.5 | |
| Centre | 46.7 | 27.7 | 34.1 | 21.2 | 17.8 | 3.6 | 3.4 | |
| *of which:* urban areas (2) | 47.8 | 29.6 | 29.3 | 18.4 | 13.5 | 4.8 | 3.2 | |
| non-urban areas | 45.7 | 26.2 | 38.1 | 23.6 | 21.4 | 2.7 | 3.5 | |
| South & Islands | 41.9 | 28.8 | 37.6 | 16.0 | 30.1 | 1.7 | 1.7 | |
| *of which:* urban areas (2) | 50.1 | 24.9 | 42.2 | 9.5 | 22.2 | 0.7 | 2.3 | |
| non-urban areas | 38.7 | 30.3 | 35.8 | 18.4 | 33.2 | 2.0 | 1.5 | |
| **By resident population** |  |  |  |  |  |  |  | |
| Urban areas (>250,000 inhabit.)(2) | 50.7 | 26.8 | 35.5 | 15.0 | 18.6 | 2.9 | 2.9 | |
| Non-urban areas (≤250,000 inhabit.) | 44.0 | 26.8 | 39.3 | 18.9 | 24.6 | 2.3 | 2.9 | |
| Metropolitan areas (>500,000 inhabit.) (3) | 51.0 | 28.2 | 35.0 | 14.7 | 17.6 | 2.7 | 3.7 | |
| Non-metropolitan areas (≤500,000 inhabit.) | 44.8 | 26.2 | 39.1 | 18.5 | 24.3 | 2.4 | 2.6 | |
| **Total** | **46.7** | **26.8** | **37.8** | **17.4** | **22.3** | **2.5** | **2.9** | |
| *Memorandum item:* |  |  |  |  |  |  |  | |
| Q2 2017 | 34.1 | 32.9 | 46.6 | 17.7 | 20.7 | 2.7 | 5.9 | |
| Q1 2017 | 42.4 | 20.4 | 44.3 | 15.3 | 24.0 | 3.5 | 10.9 | |
| Q4 2016 | 46.4 | 26.2 | 66.0 | 23.0 | 25.5 | 2.4 | 2.8 | |
| Q3 2016 | 55.3 | 20.4 | 52.7 | 20.2 | 21.7 | 3.5 | 4.3 | |
| (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) 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. – (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. | | | | | | | |

**Tab. 5**

**Final price paid in relation to seller’s initial asking price** (1)

*(per cent of real-estate agents unless otherwise indicated; reference quarter: July-September 2017)*

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | 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 | 1.3 | 8.6 | 30.3 | 32.1 | 19.7 | 7.9 | 100.0 | 10.1 | |
| *of which:* urban areas (3) | 0.7 | 8.8 | 24.0 | 39.5 | 20.0 | 6.9 | 100.0 | 9.5 | |
| non-urban areas | 1.9 | 8.3 | 36.2 | 25.2 | 19.5 | 8.9 | 100.0 | 10.6 | |
| North-East | 2.4 | 7.6 | 21.1 | 36.1 | 23.7 | 9.1 | 100.0 | 9.2 | |
| *of which:* urban areas (3) | 1.5 | 7.4 | 9.9 | 40.3 | 26.5 | 14.3 | 100.0 | 7.6 | |
| non-urban areas | 2.6 | 7.7 | 24.5 | 34.8 | 22.8 | 7.5 | 100.0 | 9.7 | |
| Centre | 2.5 | 8.3 | 30.0 | 31.8 | 22.0 | 5.5 | 100.0 | 10.4 | |
| *of which:* urban areas (3) | . | 5.7 | 33.1 | 28.2 | 26.7 | 6.3 | 100.0 | 9.2 | |
| non-urban areas | 4.4 | 10.4 | 27.5 | 34.7 | 18.2 | 4.8 | 100.0 | 11.3 | |
| South & Islands | 2.1 | 15.8 | 30.3 | 28.4 | 19.6 | 3.8 | 100.0 | 11.8 | |
| *of which:* urban areas (3) | 0.9 | 17.4 | 24.8 | 32.5 | 22.7 | 1.8 | 100.0 | 11.4 | |
| non-urban areas | 2.5 | 15.2 | 32.3 | 26.9 | 18.5 | 4.5 | 100.0 | 12.0 | |
| **By resident population** |  |  |  |  |  |  |  |  | |
| Urban areas (>250,000 inhabit.) (3) | 0.6 | 8.7 | 24.6 | 35.6 | 23.1 | 7.2 | 100.0 | 9.3 | |
| Non-urban areas (≤250,000 inhabit.) | 2.8 | 9.9 | 30.2 | 30.4 | 20.0 | 6.8 | 100.0 | 10.8 | |
| Metropolitan areas (>500,000 inhabit.) (4) | 0.6 | 7.7 | 27.2 | 36.6 | 21.6 | 6.3 | 100.0 | 9.5 | |
| Non-metropolitan areas (≤500,000 inhabit.) | 2.5 | 10.1 | 28.4 | 30.7 | 21.0 | 7.2 | 100.0 | 10.5 | |
| **Total** | **2.0** | **9.5** | **28.1** | **32.4** | **21.2** | **6.9** |  | **10.2** | |
| *Memorandum item:* |  |  |  |  |  |  |  |  | |
| Q2 2017 | 3.4 | 9.6 | 41.9 | 32.6 | 6.7 | 5.7 | 100.0 | 12.5 | |
| Q1 2017 | 3.3 | 12.8 | 36.7 | 30.5 | 10.7 | 6.0 | 100.0 | 12.4 | |
| Q4 2016 | 3.2 | 8.3 | 38.2 | 32.4 | 12.0 | 6.0 | 100.0 | 11.6 | |
| Q3 2016 | 4.3 | 15.0 | 36.1 | 27.2 | 10.6 | 6.8 | 100.0 | 13.0 | |
| (1) Replies from the agencies that declared sales in the reference quarter. – (2) Estimates weighted with the number of house sales declared by the respondents. – (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. 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 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. | | | | | | | | | |

**Tab. 6**

**Selling times and mortgage loans** (1)

*(months; per cent; reference quarter: July-September 2017)*

|  |  |  |  |
| --- | --- | --- | --- |
|  | Time from start of mandate 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 | 79.9 | 74.2 |
| *of which:* urban areas (3) | 5.8 | 80.0 | 74.0 |
| non-urban areas | 8.8 | 79.9 | 74.4 |
| North-East | 7.6 | 79.5 | 74.4 |
| *of which:* urban areas (3) | 7.1 | 79.9 | 71.8 |
| non-urban areas | 7.8 | 79.4 | 75.2 |
| Centre | 7.3 | 75.7 | 73.3 |
| *of which:* urban areas (3) | 6.1 | 77.5 | 71.5 |
| non-urban areas | 8.1 | 74.4 | 74.6 |
| South & Islands | 8.0 | 79.2 | 76.6 |
| *of which:* urban areas (3) | 5.8 | 80.9 | 72.4 |
| non-urban areas | 8.7 | 78.6 | 78.3 |
| **By resident population** |  |  |  |
| Urban areas (>250,000 inhabit.) (3) | 6.1 | 79.5 | 72.8 |
| Non-urban areas (≤250,000 inhabit.) | 8.4 | 78.5 | 75.4 |
| Metropolitan areas (>500,000 inhabit.) (4) | 5.8 | 79.0 | 73.3 |
| Non-metropolitan areas (≤500,000 inhabit.) | 8.2 | 78.8 | 74.9 |
| **Total** | **7.5** | **78.8** | **74.4** |
| *Memorandum item:* |  |  |  |
| Q2 2017 | 7.7 | 78.9 | 74.5 |
| Q1 2017 | 7.3 | 80.6 | 73.2 |
| Q4 2016 | 7.7 | 79.5 | 75.5 |
| Q3 2016 | 8.9 | 80.2 | 74.7 |
| (1) Replies from the agencies that declared sales in the reference quarter. – (2) Estimates weighted with the number of house sales declared by the respondents. – (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. 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 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. | | | |

**Tab. 7**

**Assessments of rental prices**

*(per cent of real-estate agents; reference quarter: July-September 2017; current quarter: October-December 2017)*

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | Percentage of agencies that rented a property in the reference quarter | Rental prices in the reference quarter compared with the previous period (1) | | | Expected level of rental prices in the current quarter compared with the previous period (1) | | |
| falling | stable | rising | falling | stable | rising |
| **By geographical area** |  |  |  |  |  |  |  |
| North-West | 84.8 | 15.4 | 76.0 | 8.6 | 4.5 | 88.8 | 6.7 |
| *of which:* urban areas (2) | 81.7 | 12.1 | 75.8 | 12.0 | 4.2 | 85.5 | 10.3 |
| non-urban areas | 88.4 | 18.9 | 76.1 | 5.0 | 4.8 | 92.3 | 3.0 |
| North-East | 86.6 | 13.4 | 78.5 | 8.1 | 4.0 | 90.1 | 5.8 |
| *of which:* urban areas (2) | 83.9 | 9.3 | 71.1 | 19.6 | 4.5 | 81.3 | 14.3 |
| non-urban areas | 87.5 | 14.6 | 80.7 | 4.7 | 3.9 | 92.8 | 3.3 |
| Centre | 82.5 | 21.3 | 72.2 | 6.5 | 11.9 | 81.7 | 6.3 |
| *of which:* urban areas (2) | 81.9 | 29.9 | 60.1 | 9.9 | 17.0 | 76.7 | 6.3 |
| non-urban areas | 83.1 | 12.8 | 84.1 | 3.1 | 6.9 | 86.8 | 6.3 |
| South & Islands | 79.5 | 20.7 | 71.5 | 7.8 | 12.1 | 79.6 | 8.3 |
| *of which:* urban areas (2) | 85.0 | 14.7 | 75.6 | 9.6 | 7.6 | 85.1 | 7.3 |
| non-urban areas | 77.3 | 23.4 | 69.6 | 7.0 | 14.1 | 77.1 | 8.8 |
| **By resident population** |  |  |  |  |  |  |  |
| Urban areas (>250,000 inhabit.) (2) | 82.4 | 17.4 | 70.4 | 12.1 | 8.5 | 82.2 | 9.3 |
| Non-urban areas (≤250,000 inhabit.) | 84.8 | 17.1 | 78.1 | 4.9 | 6.6 | 88.6 | 4.8 |
| Metropolitan areas (>500,000 inhabit.) (3) | 82.0 | 20.0 | 70.1 | 9.9 | 9.9 | 81.9 | 8.2 |
| Non-metropolitan areas (≤500,000 inhabit.) | 84.7 | 15.9 | 77.2 | 6.9 | 6.2 | 87.8 | 5.9 |
| **Total** | **83.8** | **17.2** | **74.9** | **7.8** | **7.4** | **86.0** | **6.7** |
| *Memorandum item:* |  |  |  |  |  |  |  |
| Q2 2017 | 83.0 | 19.1 | 74.0 | 7.0 | 7.2 | 81.7 | 11.1 |
| Q1 2017 | 81.2 | 20.5 | 73.8 | 5.7 | 10.7 | 84.1 | 5.2 |
| Q4 2016 | 83.2 | 15.7 | 81.1 | 3.2 | 8.2 | 88.8 | 3.0 |
| Q3 2016 | 77.9 | 19.7 | 74.7 | 5.6 | 11.3 | 86.1 | 2.6 |
| (1) Replies from the agencies that rented property in the reference quarter. – (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. 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. | | | | | | | |

**Tab. 8**

**Mandates to let and average reduction on rental price requested**

*(per cent of real-estate agents; reference quarter: July-September 2017)*

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | Number of new mandates to let received in the quarter compared with previous quarter | | | Average reduction on rental price originally asked by owner |
| lower | same | higher |
| **By geographical area** |  |  |  |  |
| North-West | 24.5 | 64.5 | 11.0 | 2.9 |
| *of which:* urban areas (1) | 25.8 | 59.8 | 14.4 | 2.3 |
| non-urban areas | 23.2 | 69.3 | 7.5 | 3.4 |
| North-East | 27.4 | 62.4 | 10.2 | 2.4 |
| *of which:* urban areas (1) | 38.1 | 50.4 | 11.5 | 1.8 |
| non-urban areas | 24.2 | 65.9 | 9.9 | 2.6 |
| Centre | 25.6 | 61.8 | 12.6 | 3.9 |
| *of which:* urban areas (1) | 27.4 | 59.9 | 12.7 | 4.6 |
| non-urban areas | 24.1 | 63.5 | 12.4 | 3.2 |
| South & Islands | 27.6 | 60.7 | 11.7 | 4.6 |
| *of which:* urban areas (1) | 34.5 | 48.2 | 17.3 | 4.5 |
| non-urban areas | 25.1 | 65.2 | 9.6 | 4.6 |
| **By resident population** |  |  |  |  |
| Urban areas (>250,000 inhabit.) (1) | 28.8 | 57.4 | 13.8 | 3.2 |
| Non-urban areas (≤250,000 inhabit.) | 24.1 | 66.2 | 9.7 | 3.3 |
| Metropolitan areas (>500,000 inhabit.) (2) | 28.4 | 58.0 | 13.7 | 3.5 |
| Non-metropolitan areas (≤500,000 inhabit.) | 24.9 | 64.8 | 10.3 | 3.2 |
| **Total** | 25.9 | 62.7 | 11.3 | 3.3 |
| *Memorandum item:* |  |  |  |  |
| Q2 2017 | 30.2 | 57.6 | 12.2 | 3.6 |
| Q1 2017 | 25.2 | 65.0 | 9.8 | 5.0 |
| Q4 2016 | 16.9 | 73.9 | 9.2 | 5.2 |
| Q3 2016 | 23.8 | 65.2 | 10.9 | 5.8 |
| (1) 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) 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. | | | | |

**Tab. 9**

**Outlook for the housing market**

*(per cent of real-estate agents; reference quarter: July-September 2017; current quarter: October-December 2017)*

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | 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 | | |
| poor | normal | good | lower | same | higher | lower | same | higher |
| **By geographical area** |  |  |  |  |  |  |  |  |  |
| North-West | 6.8 | 55.3 | 37.9 | 9.2 | 52.5 | 38.3 | 18.9 | 75.1 | 6.0 |
| *of which:* urban areas (1) | 5.8 | 51.1 | 43.1 | 11.0 | 48.7 | 40.3 | 15.3 | 76.8 | 7.9 |
| non-urban areas | 7.8 | 59.5 | 32.7 | 7.3 | 56.4 | 36.3 | 22.6 | 73.3 | 4.1 |
| North-East | 9.1 | 61.3 | 29.7 | 5.8 | 66.3 | 27.9 | 23.5 | 72.0 | 4.5 |
| *of which:* urban areas (1) | 5.4 | 61.9 | 32.8 | 4.5 | 64.6 | 30.9 | 11.6 | 81.4 | 7.0 |
| non-urban areas | 10.1 | 61.1 | 28.7 | 6.2 | 66.8 | 27.0 | 27.0 | 69.3 | 3.7 |
| Centre | 9.7 | 60.2 | 30.1 | 8.3 | 52.2 | 39.6 | 21.6 | 70.2 | 8.3 |
| *of which:* urban areas (1) | 6.2 | 57.7 | 36.0 | 9.8 | 45.8 | 44.5 | 19.7 | 72.3 | 8.0 |
| non-urban areas | 12.8 | 62.4 | 24.8 | 6.9 | 57.7 | 35.4 | 23.2 | 68.3 | 8.5 |
| South & Islands | 7.5 | 62.8 | 29.8 | 5.8 | 58.1 | 36.2 | 20.9 | 72.4 | 6.7 |
| *of which:* urban areas (1) | 5.7 | 63.4 | 30.9 | 2.4 | 57.8 | 39.7 | 15.6 | 75.5 | 8.9 |
| non-urban areas | 8.1 | 62.5 | 29.4 | 7.0 | 58.1 | 34.9 | 22.8 | 71.3 | 5.9 |
| **By resident population** |  |  |  |  |  |  |  |  |  |
| Urban areas (>250,000 inhabit.) (1) | 5.9 | 55.9 | 38.3 | 8.8 | 50.9 | 40.3 | 16.2 | 75.9 | 7.9 |
| Non-urban areas (≤250,000 inhabit.) | 9.6 | 61.2 | 29.1 | 6.9 | 59.9 | 33.2 | 24.0 | 70.7 | 5.3 |
| Metropolitan areas (>500,000 inhabit.) (2) | 6.7 | 53.9 | 39.5 | 10.1 | 48.2 | 41.7 | 17.7 | 74.6 | 7.7 |
| Non-metropolitan areas (≤500,000 inhabit.) | 8.8 | 61.4 | 29.8 | 6.6 | 59.9 | 33.6 | 22.3 | 71.9 | 5.8 |
| **Total** | **8.2** | **59.1** | **32.7** | **7.6** | **56.4** | **36.0** | **20.9** | **72.7** | **6.4** |
| *Memorandum item:* |  |  |  |  |  |  |  |  |  |
| Q2 2017 | 14.5 | 63.3 | 22.2 | 13.5 | 62.7 | 23.8 | 23.8 | 72.8 | 3.4 |
| Q1 2017 | 7.4 | 64.7 | 27.9 | 7.3 | 63.9 | 28.8 | 28.0 | 68.6 | 3.4 |
| Q4 2016 | 9.4 | 73.6 | 16.9 | 13.2 | 69.6 | 17.2 | 23.8 | 73.1 | 3.1 |
| Q3 2016 | 12.9 | 64.7 | 22.4 | 9.2 | 65.7 | 25.1 | 30.5 | 67.6 | 1.9 |
| (1) 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) 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. | | | | | | | | | |

**Tab. 10**

**General situation of the housing market in Italy**

*(percent of real-estate agents; reference quarter: July-September 2017; current quarter: October-December 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 | 6.4 | 61.6 | 31.9 | 4.0 | 38.3 | 57.6 |
| *of which:* urban areas (1) | 7.5 | 59.5 | 32.9 | 5.0 | 35.9 | 59.1 |
| non-urban areas | 5.3 | 63.8 | 31.0 | 3.1 | 40.8 | 56.1 |
| North-East | 10.5 | 63.7 | 25.8 | 8.5 | 42.1 | 49.5 |
| *of which:* urban areas (1) | 8.3 | 62.9 | 28.8 | 8.8 | 39.9 | 51.3 |
| non-urban areas | 11.1 | 64.0 | 24.9 | 8.4 | 42.7 | 48.9 |
| Centre | 7.6 | 62.0 | 30.5 | 6.3 | 39.1 | 54.6 |
| *of which:* urban areas (1) | 7.8 | 62.4 | 29.8 | 5.9 | 40.3 | 53.8 |
| non-urban areas | 7.3 | 61.6 | 31.1 | 6.7 | 38.1 | 55.2 |
| South & Islands | 6.6 | 62.0 | 31.3 | 5.8 | 38.2 | 55.9 |
| *of which:* urban areas (1) | 7.6 | 55.8 | 36.5 | 6.8 | 31.3 | 61.9 |
| non-urban areas | 6.3 | 64.3 | 29.4 | 5.5 | 40.7 | 53.8 |
| **By resident population** |  |  |  |  |  |  |
| Urban areas (>250,000 inhabit.) (1) | 7.7 | 60.4 | 31.9 | 5.9 | 37.2 | 56.9 |
| Non-urban areas (≤250,000 inhabit.) | 7.5 | 63.5 | 29.0 | 5.8 | 40.7 | 53.4 |
| Metropolitan areas (>500,000 inhabit.) (2) | 8.1 | 60.2 | 31.6 | 5.8 | 36.0 | 58.2 |
| Non-metropolitan areas (≤500,000 inhabit.) | 7.4 | 63.1 | 29.5 | 5.9 | 40.8 | 53.3 |
| **Total** | **7.6** | **62.3** | **30.1** | **5.9** | **39.3** | **54.8** |
| *Memorandum item:* |  |  |  |  |  |  |
| Q2 2017 | 13.1 | 69.9 | 17.0 | 8.0 | 40.7 | 51.3 |
| Q1 2017 | 9.4 | 64.5 | 26.0 | 10.7 | 40.9 | 48.4 |
| Q4 2016 | 10.4 | 62.2 | 27.4 | 8.4 | 48.0 | 43.6 |
| Q3 2016 | 14.1 | 63.7 | 22.2 | 11.6 | 41.5 | 46.9 |
| (1) 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) 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. | | | | | | |