



Italian Housing Market Survey Short-term outlook

18 May 2018

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www.bancaditalia.it/statistiche/index.html

The main results

According to the Italian Housing Market Survey carried out between 3 and 27 April 2018 based on 1,534 real estate agents, in the first quarter of 2018 the share of real estate agents that reported downward pressures on house prices decreased slightly, while the share of replies indicating price stability (already in the majority) increased. Compared with the previous quarter's survey, the number of potential buyers rose, signalling that demand improved again. Selling times remained essentially unchanged.

The share of house purchases financed by mortgage loans remained very high, stabilizing at around 80 per cent. The loan-to-value ratio recorded high levels, standing at around 75 per cent. The share of real estate agents that blamed the cessation of sale listings on the difficulties experienced by buyers in obtaining mortgage loans remains very low, having reached, in the previous survey, the lowest level recorded since the survey began in 2009.

Expectations regarding the outlook for the real estate market continued to be favourable, in both the short and medium term, though slightly less so than in the previous quarter.

Figure 1

Property selling prices(1)

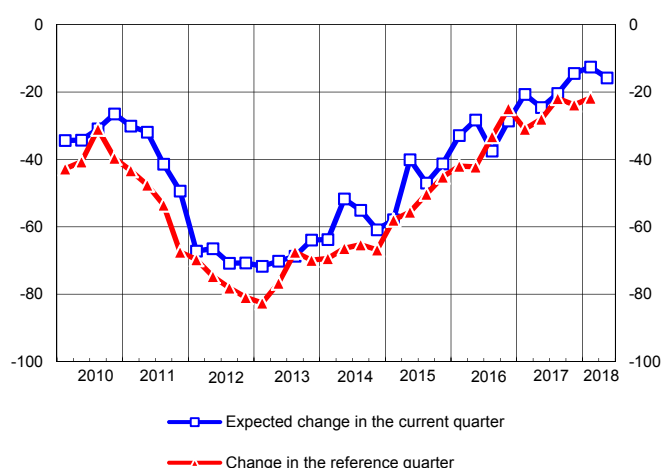
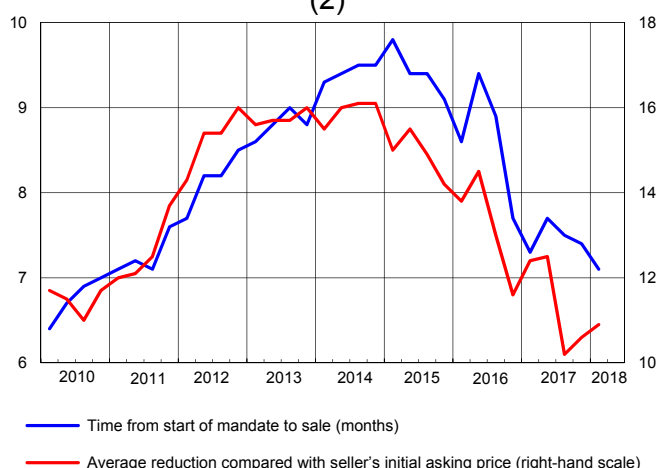


Figure 2

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



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

Reference period: Q1 2018

ITALIAN HOUSING MARKET SURVEY¹

Downward pressures on selling prices ease slightly

In the first quarter of 2018 the share of real estate agents reporting a fall in selling prices decreased slightly compared with the previous survey, to 25.4 per cent from 28.0 per cent (Table 1 and Figure 1), in contrast to an increase in the share of replies indicating that prices have remained stable, up to 71.0 per cent from 67.8 per cent.

Demand improves

The share of agents that sold at least one property stood at 80 per cent (Table 2), down slightly compared with the previous survey (83.3 per cent), but demand continues to improve. The balance of potential buyers rose to 10 percentage points from 6 points in the January survey (Table 3 and Figure 3), thanks above all to the increase recorded in the regions in the North of Italy.

The stock of sale listings decreases while//but new sale listings decline

The negative balance between agents reporting an increase in the stock of sale listings and those reporting a decrease continued to widen, to -5.1 percentage points from -3.6 points in the previous survey; it was practically zero one year ago (Table 3 and Figure 3) while that for new sale listings narrowed from -2.1 to -7.5 percentage points (Table 3). Urban and metropolitan areas were mainly responsible for the reduction of the balances.

The main reason for cancelling listings is still the gap between asking prices and offers (Table 4); the share of those attributing the reason for breaking off negotiations to prices being deemed too high by potential buyers rose slightly (to 56.5 per cent from 53.2 per cent in January). The percentage of agents that attribute the cancellation of sale listings to the difficulties encountered by potential buyers in obtaining a mortgage remains low, despite increasing to 18.0 per cent, after having reached the lowest level recorded since the survey began in 2009 in the previous quarter (15.4 per cent).

The discount on the initial asking price remains stable

The average discount on selling prices compared with initial asking prices remained virtually stable at 11.0 per cent, up from 10.6 per cent in the previous quarter (Table 5 and Figure 2), as did selling times (7.1 from 7.4 months; Table 6 and Figure 2).

The share of house purchases financed by mortgages remains high

The share of house purchases financed with a mortgage stayed at around 80 per cent (Table 6). The loan-to-value ratio rose marginally to 75.9 per cent from 73.7 per cent in the fourth quarter of 2017 (Table 6 and Figure 5), and was higher in non-metropolitan and non-urban areas.

The rental market shows signs of improvement

The percentage of real estate agents reporting that they had let at least one property increased compared with the previous survey, from 85.0

¹ The report was prepared by Simone Emiliozzi and Sergio Santoro and the statistical appendix by Marco Bottone (with editorial assistance from Pamela Minzera and assistance from Roberto Marano for the charts and figures). The 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/metodologia.pdf>

www.bancaditalia.it/pubblicazioni/sondaggio-abitazioni/2018-sondaggio-abitazioni/01/en_quest_1_trim_2018.pdf?language_id=1

www.bancaditalia.it/pubblicazioni/sondaggio-abitazioni/2018-sondaggio-abitazioni/01/en_app_stat_1_trim_2018.zip?language_id=1

to 88.3 per cent (Table 7). The balance between the replies indicating an increase or a decrease in rents widened, though it remained slightly negative at -2.0 percentage points, from -6.8 points. The forecasts remained essentially stable, with a barely positive balance between expectations of an increase or a decrease in rents in the second quarter of the year of 0.5 percentage points, down from 1.0 point in January; Table 7). The average discount on rental prices compared with the initial asking price fell from 3.6 to 2.6 per cent (Table 8). The balance between real estate agents reporting a growth in the number of properties let and those reporting a decrease in the reference quarter improved, from -7.0 to -2.0 per cent (Table 8).

Real estate agents' expectations regarding their own market remain positive

The opinions of real estate agents on the situation in their own market in the current quarter, measured by the balance between favourable and unfavourable replies, were confirmed as positive; the balance was 18.7 percentage points, against 19.5 points in the previous survey (Table 9). The balance between replies indicating an increase or decrease in new sale listings in the second quarter of 2018 was also positive, though slightly narrower than in the previous survey, at 14.6 percentage points against 17.2 points. The share of real estate agents expecting a fall in prices in the current quarter remain stable at around 20 per cent (Table 9), while the share expecting an increase fell from 7.0 to 4.6 per cent.

Expectations regarding the domestic market also remain favourable

The short-term outlook for the domestic real estate market remains positive, though slightly less so than in the previous quarter; the balance between favourable and unfavourable replies stood at 21.5 percentage points, from 22.2 points in the previous survey (Table 10). Expectations for the medium term (two years) remain optimistic: the balance between expectations of an improvement and those of a worsening was 42.7 percentage points, from 44.5 points in the previous survey.

Figures and Tables

Figure 3

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

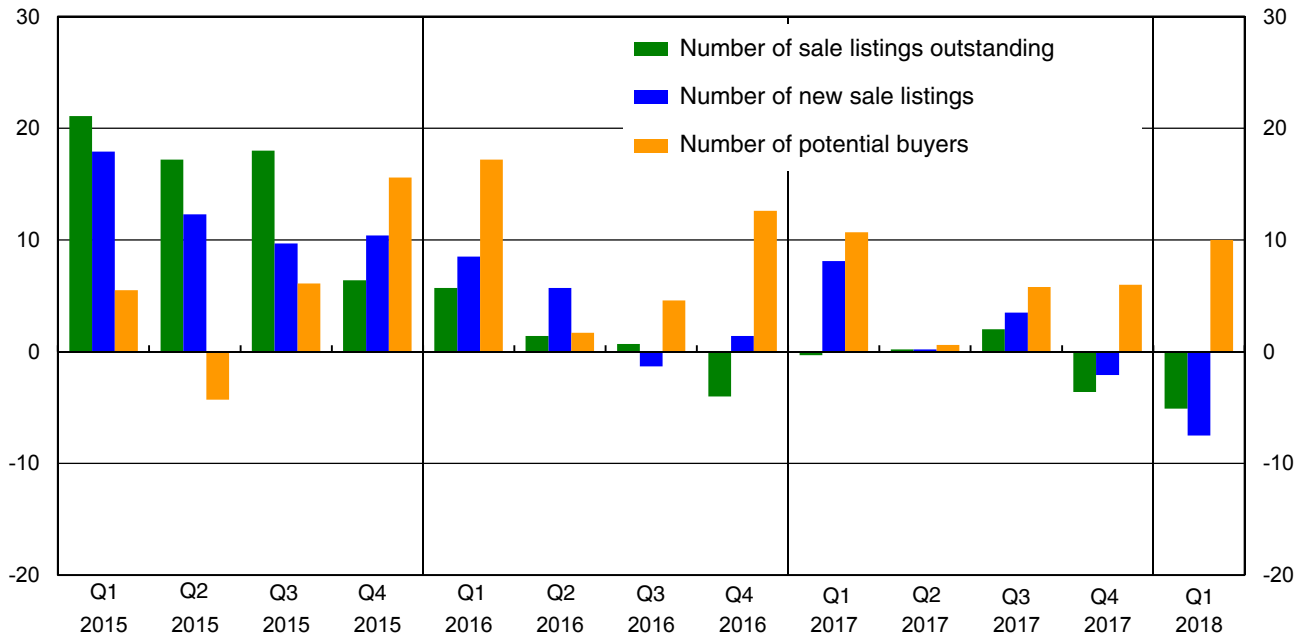


Figure 4

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

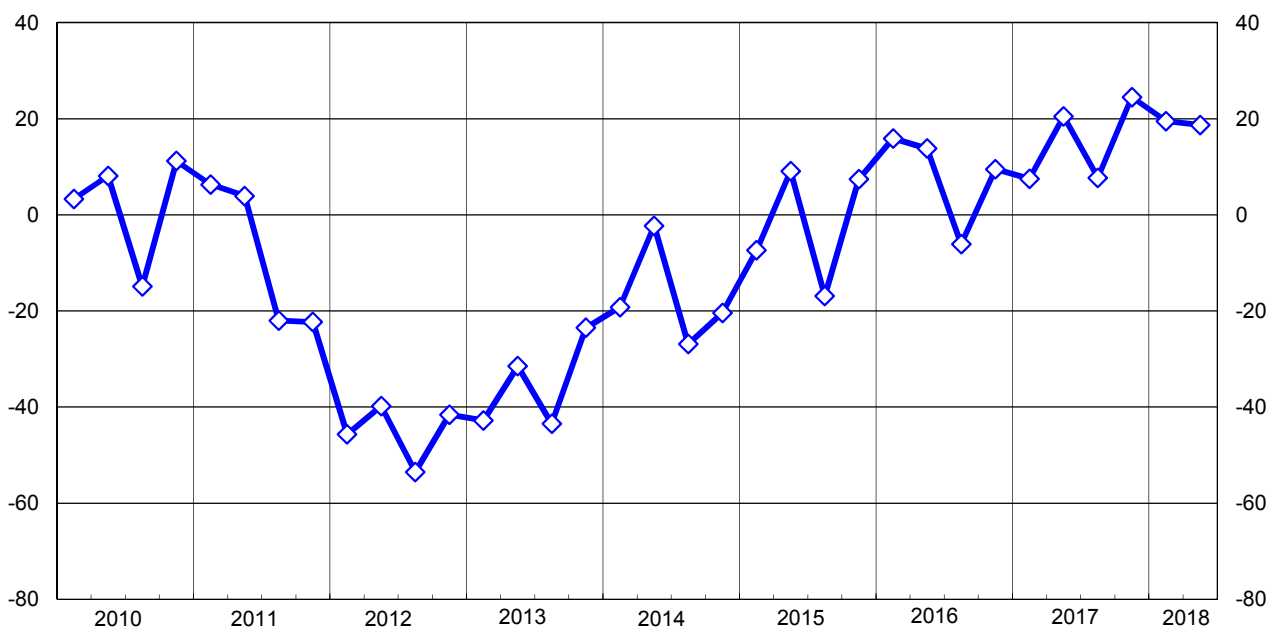


Figure 5

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

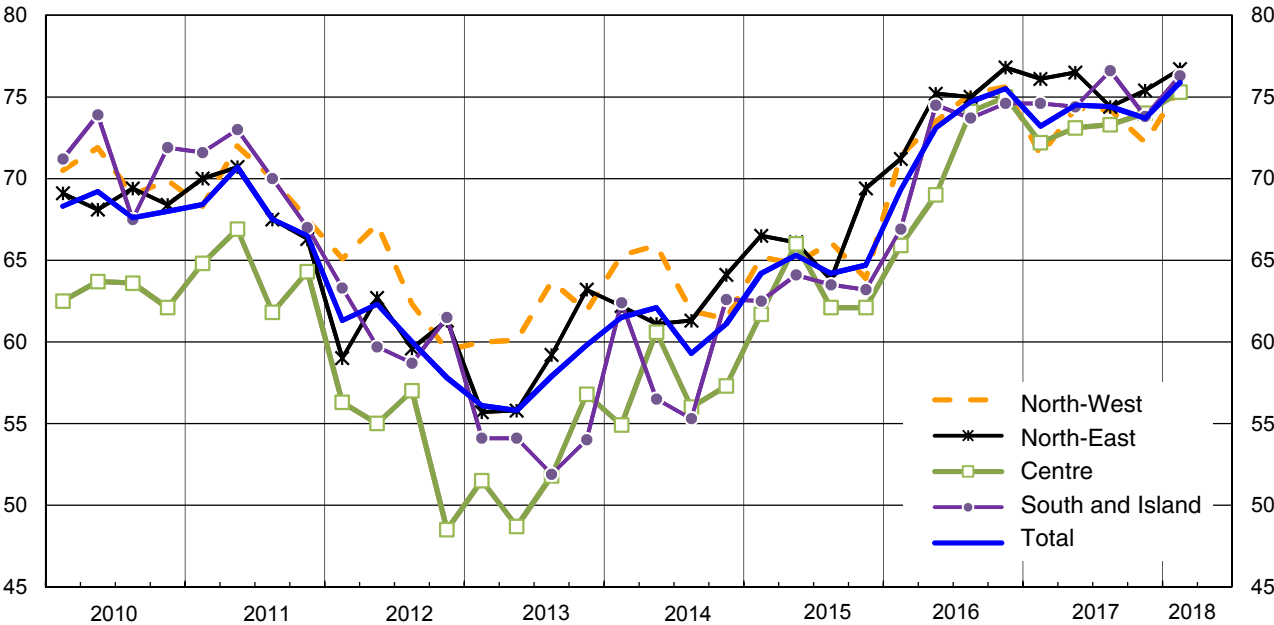


Table 1A

Distribution of the sample and the population
(number and per cent; reference quarter: January-March 2018)

	Agents in sample (a)	Population of agents (1) (b)	Sampling fraction (a)/(b) (per cent)
By geographical area			
North-West	456	11,053	4.1
<i>of which:</i> urban areas (2)	290	5,544	5.2
non-urban areas	166	5,509	3.0
North-East	387	6,644	5.8
<i>of which:</i> urban areas (2)	145	1,487	9.8
non-urban areas	242	5,157	4.7
Centre	332	7,811	4.3
<i>of which:</i> urban areas (2)	202	3,584	5.6
non-urban areas	130	4,227	3.1
South & Islands	359	5,084	7.1
<i>of which:</i> urban areas (2)	166	1,329	12.5
non-urban areas	193	3,755	5.1
By resident population			
Urban areas (>250,000 inhabitants) (2)	803	11,944	6.7
Non-urban areas (≤250,000 inhabitants)	731	18,648	3.9
Metropolitan areas (>500,000 inhabitants) (3)	558	9,251	6.0
Non-metropolitan areas (≤500,000 inhabitants)	976	21,341	4.6
Total	1,534	30,592	5.0

(1) Istat-Asia (2015). 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.

Table 2A

Standard errors in 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	2.1	2.2	2.2	2.3
<i>of which:</i> urban areas (1).....	1.2	1.7	2.0	2.2	2.4	2.6	2.7	2.7	2.8	2.8
non-urban areas	1.6	2.3	2.7	3.0	3.3	3.5	3.6	3.7	3.8	3.8
North-East.....	1.1	1.5	1.7	1.9	2.1	2.2	2.3	2.4	2.4	2.4
<i>of which:</i> urban areas (1).....	1.7	2.3	2.7	3.0	3.3	3.5	3.6	3.7	3.8	3.8
non-urban areas	1.4	1.9	2.2	2.5	2.7	2.9	3.0	3.0	3.1	3.1
Centre	1.1	1.6	1.9	2.1	2.3	2.4	2.5	2.6	2.6	2.6
<i>of which:</i> urban areas (1).....	1.5	2.0	2.4	2.7	2.9	3.1	3.2	3.3	3.3	3.4
non-urban areas	1.8	2.5	3.0	3.4	3.7	3.9	4.0	4.1	4.2	4.2
South & Islands	1.1	1.5	1.8	2.0	2.2	2.3	2.4	2.4	2.5	2.5
<i>of which:</i> urban areas (1).....	1.5	2.1	2.5	2.8	3.0	3.2	3.3	3.4	3.5	3.5
non-urban areas	1.5	2.1	2.5	2.8	3.0	3.2	3.3	3.4	3.5	3.5
By resident population										
Urban areas (>250,000 inhabitants) (1).....	0.7	1.0	1.2	1.3	1.4	1.5	1.6	1.6	1.6	1.7
Non-urban areas (≤250,000 inhabitants).....	0.8	1.1	1.3	1.4	1.6	1.6	1.7	1.8	1.8	1.8
Metropolitan areas (>500,000 inhabitants) (2).....	0.9	1.2	1.4	1.6	1.7	1.8	1.9	2.0	2.0	2.0
Non-metropolitan areas (≤500,000 inhabitants)	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) 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.

Table 1

Property selling prices (1)
(per cent of real estate agents; reference quarter: January-March 2018)

	Comparison with previous period		
	decreasing	stable	increasing
By geographical area			
North-West.....	26.7	67.9	5.4
<i>of which:</i> urban areas (2).....	24.6	70.5	5.0
non-urban areas	28.9	65.3	5.8
North-East.....	21.0	76.7	2.3
<i>of which:</i> urban areas (2).....	8.9	85.6	5.5
non-urban areas	24.7	74.0	1.4
Centre	25.4	71.1	3.5
<i>of which:</i> urban areas (2).....	21.7	72.5	5.8
non-urban areas	28.7	69.8	1.5
South & Islands	28.5	69.9	1.6
<i>of which:</i> urban areas (2).....	22.4	76.0	1.5
non-urban areas	31.0	67.4	1.6
By resident population			
Urban areas (>250,000 inhabitants) (2)	21.5	73.7	4.9
Non-urban areas (≤250,000 inhabitants).....	28.0	69.2	2.8
Metropolitan areas (>500,000 inhabitants) (3)	24.7	70.7	4.6
Non-metropolitan areas (≤500,000 inhabitants).....	25.7	71.1	3.2
Total	25.4	71.0	3.6
<i>Memorandum item:</i>			
Q4 2017	28.0	67.8	4.2
Q3 2017	25.0	71.9	3.1
Q2 2017	30.8	66.4	2.8
Q1 2017	34.1	62.8	3.1

(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.

Table 2

House sales in the reference quarter
(per cent of real estate agents; reference quarter: January-March 2018)

	Percentage of real-estate agents that sold homes	of which:		
		only new builds	only existing builds	new and existing
By geographical area				
North-West.....	82.8	0.8	72.4	9.6
of which: urban areas (1).....	83.3	1.0	68.0	14.3
non-urban areas	82.4	0.7	76.9	4.8
North-East.....	82.6	1.2	62.4	19.0
of which: urban areas (1).....	85.7	0.3	60.5	24.9
non-urban areas	81.8	1.4	63.0	17.4
Centre	75.6	0.9	65.8	8.9
of which: urban areas (1).....	77.3	1.9	63.9	11.5
non-urban areas	74.2	0.0	67.4	6.8
South & Islands	73.9	1.3	63.2	9.4
of which: urban areas (1).....	81.7	0.9	63.8	17.0
non-urban areas	71.2	1.4	63.1	6.7
By resident population				
Urban areas (>250,000 inhabitants) (1)	81.6	1.2	65.4	15.1
Non-urban areas (≤250,000 inhabitants).....	78.1	0.9	68.1	9.1
Metropolitan areas (>500,000 inhabitants) (2)	79.9	1.5	65.0	13.4
Non-metropolitan areas (≤500,000 inhabitants)....	79.3	0.8	67.9	10.6
Total	79.5	1.0	67.0	11.4
Memorandum item:				
Q4 2017	83.3	1.3	64.1	17.9
Q3 2017	75.1	1.6	55.9	17.6
Q2 2017	80.6	2.0	58.6	20.1
Q1 2017	76.1	2.2	60.1	18.3

(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.

Table 3

Mandates to sell and potential buyers

(per cent of real estate agents; reference quarter: January-March 2018)

	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.....	19.6	68.7	11.8	18.7	69.9	11.4	16.0	53.2	30.8
<i>of which:</i> urban areas (1).....	20.5	66.4	13.0	20.4	68.0	11.6	14.4	56.1	29.5
non-urban areas	18.6	70.9	10.5	16.8	71.9	11.3	17.6	50.3	32.1
North-East.....	14.0	73.7	12.3	15.5	70.8	13.7	12.5	57.1	30.5
<i>of which:</i> urban areas (1).....	11.8	72.1	16.1	8.1	75.1	16.7	8.1	58.7	33.2
non-urban areas	14.7	74.2	11.1	17.7	69.5	12.8	13.8	56.6	29.7
Centre	17.4	66.7	15.9	18.7	69.7	11.6	20.8	58.1	21.1
<i>of which:</i> urban areas (1).....	20.3	69.2	10.5	23.4	68.6	8.0	22.0	57.3	20.7
non-urban areas	15.0	64.7	20.3	14.7	70.6	14.7	19.8	58.8	21.4
South & Islands	21.2	66.1	12.6	24.7	66.9	8.4	17.7	60.9	21.5
<i>of which:</i> urban areas (1).....	21.7	67.4	11.0	25.1	68.6	6.2	21.1	55.5	23.4
non-urban areas	21.1	65.7	13.2	24.5	66.3	9.2	16.5	62.7	20.8
By resident population									
Urban areas (>250,000 inhabitants) (1)	19.5	68.1	12.5	20.3	69.2	10.6	16.6	56.7	26.7
Non-urban areas (≤250,000 inhabitants).....	17.2	69.3	13.4	18.2	69.8	12.0	16.8	56.5	26.7
Metropolitan areas (>500,000 inhabitants) (2)	20.5	67.9	11.6	21.5	67.9	10.7	17.0	56.8	26.2
Non-metropolitan areas (≤500,000 inhabitants)....	17.1	69.3	13.7	17.9	70.3	11.8	16.6	56.5	26.9
Total	18.1	68.8	13.0	19.0	69.5	11.5	16.7	56.6	26.7
<i>Memorandum item:</i>									
Q4 2017	18.2	67.2	14.6	17.8	66.6	15.7	16.8	60.3	22.8
Q3 2017	17.4	63.2	19.4	19.7	57.1	23.2	19.7	54.7	25.5
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

(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.

Table 4

Main reasons for cancelling mandate with agent (1)
(per cent of real estate agents; reference quarter: January-March 2018)

	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.....	45.5	26.9	56.9	13.9	17.2	1.0	0.7
<i>of which:</i> urban areas (2).....	47.0	33.3	59.3	11.3	12.8	1.4	0.6
non-urban areas	44.0	20.4	54.4	16.4	21.6	0.7	0.7
North-East.....	42.6	25.7	61.1	14.6	12.3	0.7	3.0
<i>of which:</i> urban areas (2).....	51.5	30.3	52.7	7.5	14.7	2.7	4.8
non-urban areas	40.0	24.3	63.6	16.7	11.6	0.1	2.4
Centre	56.2	37.7	55.7	16.5	21.7	1.6	1.6
<i>of which:</i> urban areas (2).....	53.9	42.4	51.4	14.0	26.1	2.3	1.0
non-urban areas	58.1	33.6	59.3	18.7	18.0	1.0	2.0
South & Islands	47.8	26.9	51.2	13.0	21.7	2.5	0.0
<i>of which:</i> urban areas (2).....	42.7	31.5	54.0	10.0	20.0	1.3	0.0
non-urban areas	49.5	25.3	50.2	14.0	22.3	3.0	0.0
By resident population							
Urban areas (>250,000 inhabitants) (2).....	49.1	35.4	55.5	11.5	17.8	1.8	1.2
Non-urban areas (≤250,000 inhabitants).....	47.1	25.4	57.2	16.5	18.1	1.1	1.3
Metropolitan areas (>500,000 inhabitants) (3)	49.6	37.2	54.9	11.7	18.4	1.9	0.8
Non-metropolitan areas (≤500,000 inhabitants)...	47.2	25.9	57.2	15.8	17.9	1.1	1.5
Total	47.9	29.3	56.5	14.6	18.0	1.4	1.3
<i>Memorandum item:</i>							
Q4 2017	48.7	26.4	53.2	17.6	15.4	1.8	8.7
Q3 2017	46.7	26.8	37.8	17.4	22.3	2.5	2.9
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

(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.

Table 5

Final price paid in relation to seller's initial asking price (1)
(per cent of real estate agents. unless otherwise indicated; reference quarter: January-March 2018)

	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.....	0.4	8.7	41.1	36.1	10.2	3.6	100.0	11.4
<i>of which:</i> urban areas (3).....	0.7	5.4	36.1	40.0	15.0	2.8	100.0	10.4
non-urban areas	0.0	12.0	46.1	32.1	5.4	4.4	100.0	12.5
North-East.....	2.5	2.9	24.3	49.3	15.8	5.2	100.0	9.4
<i>of which:</i> urban areas (3).....	0.0	4.4	22.4	56.5	13.7	2.9	100.0	9.1
non-urban areas	3.3	2.5	24.9	47.1	16.4	5.9	100.0	9.4
Centre.....	2.7	6.2	42.8	35.6	10.7	2.0	100.0	11.9
<i>of which:</i> urban areas (3).....	1.3	7.8	41.6	38.1	9.2	2.0	100.0	11.7
non-urban areas	4.0	4.8	43.8	33.4	12.0	2.1	100.0	12.0
South & Islands	1.7	8.6	27.4	42.1	14.1	6.1	100.0	10.4
<i>of which:</i> urban areas (3).....	1.0	12.0	36.1	36.0	9.9	4.9	100.0	11.7
non-urban areas	2.0	7.3	23.9	44.6	15.7	6.6	100.0	9.8
By resident population								
Urban areas (>250,000 inhabitants) (3)	0.8	6.7	35.9	41.2	12.6	2.8	100.0	10.8
Non-urban areas (≤250,000 inhabitants).....	2.2	6.8	35.4	39.0	11.9	4.7	100.0	11.0
Metropolitan areas (>500,000 inhabitants) (4)	1.1	7.2	38.6	37.6	13.0	2.5	100.0	11.1
Non-metropolitan areas (≤500,000 inhabitants)....	1.9	6.6	34.3	40.8	11.9	4.6	100.0	10.8
Total	1.6	6.8	35.6	39.9	12.2	3.9	100.0	10.9
<i>Memorandum item:</i>								
Q4 2017	2.4	8.1	28.0	42.0	15.7	3.7	100.0	10.6
Q3 2017	2.0	9.5	28.1	32.4	21.2	6.9	100.0	10.2
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

(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.

Table 6

Selling times and mortgage loans (1)
(months; per cent; reference quarter: January-March 2018)

	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.....	6.8	79.5	75.6
<i>of which:</i> urban areas (3).....	6.1	79.4	75.3
non-urban areas	7.5	79.6	75.9
North-East.....	7.4	79.4	76.7
<i>of which:</i> urban areas (3).....	6.2	81.5	74.8
non-urban areas	7.7	78.7	77.3
Centre	7.5	79.9	75.3
<i>of which:</i> urban areas (3).....	6.3	81.7	74.2
non-urban areas	8.5	78.4	76.3
South & Islands	6.8	84.1	76.3
<i>of which:</i> urban areas (3).....	6.5	85.4	75.5
non-urban areas	6.9	83.5	76.7
By resident population			
Urban areas (>250,000 inhabitants) (3)	6.2	80.9	75.0
Non-urban areas (≤250,000 inhabitants).....	7.7	79.8	76.5
Metropolitan areas (>500,000 inhabitants) (4)	6.2	80.2	74.4
Non-metropolitan areas (≤500,000 inhabitants)	7.5	80.3	76.5
Total	7.1	80.2	75.9
<i>Memorandum item:</i>			
Q4 2017	7.4	78.9	73.7
Q3 2017	7.5	78.8	74.4
Q2 2017	7.7	78.9	74.5
Q1 2017	7.3	80.6	73.2

(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.

Table 7

Assessments of rental prices

(per cent of real estate agents; reference quarter: January-March 2018; current quarter: April-June 2018)

	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.....	91.0	8.3	81.2	10.5	3.4	92.4	4.2
<i>of which:</i> urban areas (2).....	92.3	6.4	76.2	17.4	2.9	91.1	6.0
non-urban areas	89.6	10.4	86.8	2.9	3.9	93.8	2.3
North-East.....	88.6	3.9	85.9	10.1	0.5	88.2	11.3
<i>of which:</i> urban areas (2).....	93.5	2.7	80.1	17.1	0.0	84.3	15.7
non-urban areas	87.0	4.3	87.9	7.8	0.7	89.6	9.8
Centre	89.8	16.6	81.3	2.1	11.2	86.1	2.6
<i>of which:</i> urban areas (2).....	94.6	9.6	86.3	4.1	12.7	85.0	2.3
non-urban areas	85.1	24.2	75.8	0.0	9.7	87.4	2.9
South & Islands	79.4	10.7	85.5	3.8	4.5	93.4	2.1
<i>of which:</i> urban areas (2).....	85.9	9.0	83.2	7.8	1.7	92.7	5.6
non-urban areas	77.1	11.4	86.5	2.2	5.6	93.6	0.7
By resident population							
Urban areas (>250,000 inhabitants) (2)	92.4	7.0	80.3	12.6	5.2	88.5	6.3
Non-urban areas (≤250,000 inhabitants).....	85.5	11.3	84.9	3.7	4.4	91.3	4.4
Metropolitan areas (>500,000 inhabitants) (3)	92.3	7.9	79.6	12.5	6.6	89.0	4.4
Non-metropolitan areas (≤500,000 inhabitants)	86.4	10.3	84.6	5.1	3.8	90.7	5.6
Total	88.3	9.5	83.0	7.5	4.7	90.1	5.2
Memorandum item:							
Q4 2017	85.0	13.1	80.6	6.3	6.8	85.4	7.8
Q3 2017	83.8	17.2	74.9	7.8	7.4	86.0	6.7
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

(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.

Table 8

Mandates to let and average reduction on rental price requested

(per cent of real estate agents;; reference quarter: January-March 2018)

	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.....	12.9	66.3	20.8	2.4
<i>of which:</i> urban areas (1).....	13.5	60.7	25.9	2.5
non-urban areas	12.3	71.7	16.0	2.3
North-East.....	23.9	62.5	13.7	1.9
<i>of which:</i> urban areas (1).....	21.2	56.9	21.9	1.7
non-urban areas	24.7	64.2	11.0	2.0
Centre	18.9	69.1	12.0	3.7
<i>of which:</i> urban areas (1) ¹	12.8	74.6	12.6	3.8
non-urban areas	24.6	64.0	11.5	3.6
South & Islands	19.5	67.9	12.7	2.6
<i>of which:</i> urban areas (1).....	18.3	67.4	14.4	4.2
non-urban areas	19.9	68.1	12.0	2.0
By resident population				
Urban areas (>250,000 inhabitants) (1)	14.9	64.8	20.3	2.9
Non-urban areas (≤250,000 inhabitants).....	19.8	67.3	12.9	2.4
Metropolitan areas (>500,000 inhabitants) (2)	13.0	66.5	20.6	3.2
Non-metropolitan areas (≤500,000 inhabitants).....	20.0	66.2	13.8	2.4
Total	17.8	66.3	15.8	2.6
<i>Memorandum item:</i>				
Q4 2017	18.9	69.2	11.9	3.6
Q3 2017	25.9	62.7	11.3	3.3
Q2 2017	30.2	57.6	12.2	3.6
Q1 2017	25.2	65.0	9.8	5.0

(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.

Table 9

Outlook for the housing market

(per cent of real estate agents; reference quarter: January-March 2018; current quarter: April-June 2018)

	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.....	5.6	63.3	31.1	9.8	59.9	30.4	19.1	74.7	6.2
<i>of which:</i> urban areas (1).....	3.8	59.5	36.8	11.0	50.1	38.9	17.0	73.4	9.6
non-urban areas	7.5	67.2	25.3	8.5	69.8	21.7	21.4	76.0	2.6
North-East.....	3.6	67.1	29.3	5.2	68.5	26.3	13.0	80.8	6.2
<i>of which:</i> urban areas (1).....	1.4	66.8	31.8	3.5	58.9	37.7	6.8	86.2	7.0
non-urban areas	4.3	67.2	28.5	5.7	71.4	22.8	14.9	79.1	6.0
Centre	11.9	67.3	20.8	12.7	67.6	19.7	22.8	75.2	2.0
<i>of which:</i> urban areas (1).....	11.4	64.2	24.4	13.2	62.3	24.5	20.4	75.8	3.8
non-urban areas	12.3	69.8	17.9	12.3	71.9	15.8	24.8	74.7	0.6
South & Islands	13.1	63.5	23.4	15.0	65.2	19.7	28.7	68.1	3.2
<i>of which:</i> urban areas (1).....	7.0	62.4	30.5	14.7	56.5	28.9	17.6	75.6	6.8
non-urban areas	15.2	63.8	20.9	15.1	68.3	16.5	32.6	65.5	2.0
By resident population									
Urban areas (>250,000 inhabitants) (1)	6.1	62.1	31.8	11.1	55.5	33.4	16.8	76.0	7.2
Non-urban areas (≤250,000 inhabitants).....	9.3	67.1	23.6	10.0	70.4	19.6	22.7	74.4	2.9
Metropolitan areas (>500,000 inhabitants) (2)	6.8	59.9	33.3	12.0	54.0	34.0	18.4	74.0	7.5
Non-metropolitan areas (≤500,000 inhabitants).....	8.6	67.4	24.0	9.7	69.2	21.1	21.2	75.5	3.4
Total	8.1	65.1	26.8	10.4	64.6	25.0	20.4	75.0	4.6
<i>Memorandum item:</i>									
Q4 2017	8.5	63.5	28.0	8.3	66.2	25.5	19.6	73.3	7.0
Q3 2017	8.2	59.1	32.7	7.6	56.4	36.0	20.9	72.7	6.4
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

(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.

Table 10

General situation of the housing market in Italy

(percent of real estate agents; reference quarter: January-March 2018; current quarter: April-June 2018)

	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.....	5.7	54.6	39.7	5.9	36.6	57.6
<i>of which:</i> urban areas (1).....	4.3	54.9	40.8	5.4	35.1	59.5
non-urban areas	7.1	54.2	38.7	6.3	38.0	55.6
North-East.....	4.2	64.8	31.0	6.6	36.1	57.3
<i>of which:</i> urban areas (1).....	2.5	58.5	39.0	7.0	35.3	57.7
non-urban areas	4.7	66.7	28.6	6.5	36.3	57.2
Centre	12.3	68.3	19.4	14.5	37.7	47.8
<i>of which:</i> urban areas (1).....	12.0	62.1	25.9	13.8	48.6	37.6
non-urban areas	12.5	73.6	13.9	15.1	28.5	56.4
South & Islands	14.9	60.9	24.2	15.9	41.1	43.1
<i>of which:</i> urban areas (1).....	7.8	57.4	34.8	11.5	39.8	48.7
non-urban areas	17.4	62.2	20.4	17.4	41.5	41.1
By resident population						
Urban areas (>250,000 inhabitants) (1)	6.7	57.8	35.5	8.8	39.6	51.6
Non-urban areas (≤250,000 inhabitants).....	9.8	63.6	26.6	10.6	36.1	53.2
Metropolitan areas (>500,000 inhabitants) (2)	7.3	56.1	36.6	9.1	38.6	52.3
Non-metropolitan areas (≤500,000 inhabitants).....	9.1	63.6	27.2	10.2	37.0	52.7
Total	8.6	61.3	30.1	9.9	37.5	52.6
<i>Memorandum item:</i>						
Q4 2017	8.5	60.7	30.7	7.6	40.3	52.1
Q3 2017	7.6	62.3	30.1	5.9	39.3	54.8
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

(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.

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