

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

January 2019

Name of respondent \_\_\_\_\_

Tel \_\_\_\_\_ Fax \_\_\_\_\_ E-Mail \_\_\_\_\_

### 1. Introduction

This survey is conducted every three months by Gruppo CLAS S.p.A. on behalf of the Bank of Italy, Tecnoborsa (Chamber of Commerce organization for the development and regulation of the housing sector) and the Osservatorio del Mercato Immobiliare of the Italian Revenue Agency, in order to gather information on the residential housing market in Italy.

At the beginning of each section you will find instructions to help you answer the questions. The questionnaire is divided into four sections: (A) the trend in residential housing sales; (B) prices; (C) the short-term outlook; and (D) the rental market.

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

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

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

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

### 2. General instructions

- When asked to give a percentage change, please enter the sign (+ for an increase; - for a decrease) in the first box on the left.
- Your answers must refer to situations or changes in the quarter **October-December 2018** (unless otherwise indicated).
- When answering refer **only to housing units** and ignore any other units (garage, storage space, etc.).

## General information

Name of Real Estate Agency: \_\_\_\_\_

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

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

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

In the past 12 months, has your agency been active mainly in:  Sale of properties on your own account  
 Sale of properties on account of third parties

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

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

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

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

### SECTION A – HOUSE SALES

This section asks for information on the trends in house sales completed by you or the agency. Most of the questions ask you to give information for the whole of the reference quarter, which in the present survey covers the period **October-December 2018**.

**A1.** Please name the city or town (municipality) in which you made most sales in **October-December 2018**: POST CODE |\_\_\_\_|\_\_\_\_|\_\_\_\_|\_\_\_\_| MUNICIPALITY |\_\_\_\_\_|

	Reference quarter October-December 2018	Previous quarter July-September 2018
<b>A2.</b> Did you sell any homes?	Yes, only new builds (*) <input type="checkbox"/>	Yes, only new builds (*) <input type="checkbox"/>
	Yes, only existing homes <input type="checkbox"/>	Yes, only existing homes <input type="checkbox"/>
	Yes, new and existing homes <input type="checkbox"/>	Yes, new and existing homes <input type="checkbox"/>
	No <input type="checkbox"/>	No <input type="checkbox"/>

(\*)New builds includes both new constructions and homes that were gut-renovated.

	Compared with the previous quarter (July-September 2018)	Compared with the same quarter of last year (October-December 2017)
<b>A3.</b> Can you say whether the number of houses your agency sold in <b>October-December 2018</b> was ...	<input type="checkbox"/> lower (by more than 10%) <input type="checkbox"/> about the same (+/-10% or less) <input type="checkbox"/> higher (by more than 10%)	<input type="checkbox"/> lower (by more than 10%) <input type="checkbox"/> about the same (+/-10% or less) <input type="checkbox"/> higher (by more than 10%)

<b>A4.</b> The number of <b>potential purchasers</b> your office assisted in the reference quarter ( <b>October-December 2018</b> ) was:... <i>(number of potential purchasers who visited at least one property listed by your office)</i>	<input type="checkbox"/> Smaller <input type="checkbox"/> More or less the same <input type="checkbox"/> Larger	<input type="checkbox"/> Smaller <input type="checkbox"/> More or less the same <input type="checkbox"/> Larger
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**If your office did not sell a property in the reference quarter October-December 2018, go to question A8.1.**

**A5.** How many homes did your office sell in the reference quarter (**October-December 2018**)? New \_\_\_\_\_ Existing \_\_\_\_\_

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

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

Considering the type of residential property that your office brokered most in the quarter **October-December 2018**, indicate below the main characteristics of these properties according to: (one reply in each line)

- A8.1.** Surface area (in 'marketable' m2)     ≤80 m2                       81-140 m2                       >140 m2
- A8.2.** The status of the property             Clear                               Rented                               Life tenancy, usufruct, other
- A8.3.** The condition of the property        New or excellent                Some refurbishment needed     Total refurbishment needed
- A8.4.** The type of the property               High/Good quality                Average/Low quality               Villas/Detached houses

**A9.** Considering the total number of homes brokered by your agency in the reference quarter (**October-December 2018**), please indicate, even approximately, the shares of those falling into the following groups of energy classes. Note: the sum of the four percentage shares must add up to 100 per cent.

Unclassified    |\_\_\_\_\_|%                      A-B-C            |\_\_\_\_\_|%                      D-E    |\_\_\_\_\_|%                      F-G    |\_\_\_\_\_|%

- A10.** Considering the number of homes on your books still unsold at the **end of December 2018** compared with the **end of September 2018**, was that number...?  
(Please count properties listed with you both before and during the reference quarter)
- Much smaller  
 Smaller  
 The same  
 Larger  
 Much larger

- A11.** Considering the number of new listings still on your books in the reference quarter **October-December 2018**, compared with the previous quarter (**July-September 2018**), was that number ...?  
(Please count only properties newly listed on your books during the reference quarter, including any that were sold in the period)
- Much smaller  
 Smaller  
 The same  
 Larger  
 Much larger

- A12.** Regarding lapses or non-renewals of agreements in the **reference quarter (October-December 2018)**, please select the main reasons from the list on the right (no more than three)
- Seller thought the offers received were too low  
 Owner decided to wait in expectation of a rise in prices  
 No offers were made because buyers thought the price was too high  
 Too long since the property was put on the market  
 Buyer had difficulty getting a mortgage  
 Seller encountered unexpected problems (seizure of property, separation, etc.)  
 Other reasons (give details:)

**SECTION B – PRICES**

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

**If your office did not sell a property in the reference quarter October-December 2018, go to question C1.**

- B1.1.** For the **main type of property sold** in the reference quarter (**October-December 2018**), compared with the end of the previous quarter (**July-September 2018**), was the average selling price (per m<sup>2</sup>):
- Much lower (more than -5%)  
 Lower (between -1.1% and -5%)  
 More or less stable (between -1% and +1%)  
 Higher (between +1.1% and +5%)  
 Much higher (more than +5%)

- B1.2.** Can you quantify the percentage change in selling prices (per m<sup>2</sup>) as compared to a year ago?
- More than -10%  
 Between -5.1% and -10%  
 Between -3.1% and -5%  
 Between -1.1% and -3%  
 Between -1% and +1%  
 Between +1.1% and +3%  
 Between +3.1% and +5%  
 Between +5.1% and +10%  
 More than 10%

**B2.** For the **main type of property sold** in the reference quarter **October-December 2018**, what was the **highest and lowest selling price (per m<sup>2</sup>)**?      Lowest (€) |\_\_\_\_\_|                      Highest (€) |\_\_\_\_\_|

Lower by:

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

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

### SECTION C – OUTLOOK

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

**C1.** Considering the type of property that you generally sell regardless of recent trends, how do you think prices **in January-March 2019 will differ from those in October-December 2018?**

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

**C2.** Considering the type of property that you generally sell, can you quantify this change in selling prices (per m<sup>2</sup>)?

In the quarter January-March 2019 compared with the same period of the previous year	12 months from now
<input type="checkbox"/> More than -10%	<input type="checkbox"/> More than -10%
<input type="checkbox"/> Between -5.1% and -10%	<input type="checkbox"/> Between -5.1% and -10%
<input type="checkbox"/> Between -3.1% and -5%	<input type="checkbox"/> Between -3.1% and -5%
<input type="checkbox"/> Between -1.1% and -3%	<input type="checkbox"/> Between -1.1% and -3%
<input type="checkbox"/> Between -1% and +1%	<input type="checkbox"/> Between -1% and +1%
<input type="checkbox"/> Between +1.1% and +3%	<input type="checkbox"/> Between +1.1% and +3%
<input type="checkbox"/> Between +3.1% and +5%	<input type="checkbox"/> Between +3.1% and +5%
<input type="checkbox"/> Between +5.1% and +10%	<input type="checkbox"/> Between +5.1% and +10%
<input type="checkbox"/> More than 10%	<input type="checkbox"/> More than 10%

**C3.** In January-March 2019, how do you expect the number of new sale listings to compare with the reference quarter **October-December 2018**:

- Much smaller
- Smaller
- More or less the same
- Larger
- Much larger

**C4.** Considering the housing market only in your area, how will the performance in the quarter **January-March 2019** compare with that in the quarter **October-December 2018**?

- Worse
- Same
- Better

**C5.** How do you think the general situation in the housing market **throughout the country** will develop compared with the present quarter?

In the next quarter January-March 2019:	Over the next two years:
<input type="checkbox"/> Worse	<input type="checkbox"/> Worse
<input type="checkbox"/> Same	<input type="checkbox"/> Same
<input type="checkbox"/> Better	<input type="checkbox"/> Better

### SECTION D – RENTAL MARKET

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

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

	Compared with the previous quarter (July-September 2018)	Compared with the same quarter last year (October-December 2017)
D2. In the quarter <b>October-December 2018</b> , the number of properties <b>let</b> by your office:	<input type="checkbox"/> Decreased (more than 10%) <input type="checkbox"/> Remained stable (between -10% and +10%) <input type="checkbox"/> Increased (more than 10%)	<input type="checkbox"/> Decreased (more than 10%) <input type="checkbox"/> Remained stable (between -10% and +10%) <input type="checkbox"/> Increased (more than 10%)
D3. Considering the number of <b>new rental listings</b> in the reference quarter <b>October-December 2018</b> , compared with the previous quarter ( <b>July-September 2018</b> ), the number was: <i>(Please count only properties newly listed on your books during the reference quarter, including any that were rented in the period)</i>		<input type="checkbox"/> Much smaller <input type="checkbox"/> Smaller <input type="checkbox"/> The same <input type="checkbox"/> Larger <input type="checkbox"/> Much larger

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

D4. For the main type of property <b>let by your office</b> in the reference quarter <b>October-December 2018</b> , how does the average rental price compare with the previous quarter ( <b>July-September 2018</b> ):	<input type="checkbox"/> Much lower (more than -5%) <input type="checkbox"/> Lower (between -1.1% and -5%) <input type="checkbox"/> More or less stable (between -1% and +1%) <input type="checkbox"/> Higher (between +1.1% and +5%) <input type="checkbox"/> Much higher (more than +5%)
D5. For the <b>main type of property let</b> in the reference quarter, what was the <b>size of the largest and smallest property (in m<sup>2</sup>)</b> ?	Smallest (m <sup>2</sup> )   _____                        Largest (m <sup>2</sup> )   _____
D6. For the <b>main type of property let</b> in the reference quarter, what was the approximate <b>highest and lowest rent</b> recorded?	Lowest (€)   _____                        Highest (€)   _____

D7. For the <b>main type of property let by your office in the reference quarter October-December 2018</b> , compared with the owner's first asking price was the rental price:	<b>Lower by:</b> <input type="checkbox"/> More than 30% <input type="checkbox"/> Between 20% and 30% <input type="checkbox"/> Between 10% and 20% <input type="checkbox"/> Between 5% and 10% <input type="checkbox"/> Less than 5% <input type="checkbox"/> <b>The same</b> (or higher)
D8. For the <b>main type of property let by your office</b> , how do you think the average rental price in your area in <b>January-March 2019</b> will differ from that of <b>October-December 2018</b> ?	<input type="checkbox"/> Much lower (more than -5%) <input type="checkbox"/> Lower (between -1.1% and -5%) <input type="checkbox"/> More or less stable (between -1% and +1%) <input type="checkbox"/> Higher (between +1.1% and +5%) <input type="checkbox"/> Much higher (more than +5%)

**If the office has let property in the quarter October-December 2018, the survey is concluded.**

D9. For the main type of property let in the reference quarter <b>October-December 2018</b> , compared with the previous quarter ( <b>July-September 2018</b> ), in your opinion was the average rental price:	<input type="checkbox"/> Much lower (more than -5%) <input type="checkbox"/> Lower (between -1.1% and -5%) <input type="checkbox"/> More or less stable (between -1% and +1%) <input type="checkbox"/> Higher (between +1.1% and +5%) <input type="checkbox"/> Much higher (more than +5%)
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