

DUNA HOUSE BAROMETER

The latest property market info
from Duna House network

Issue 149
November 2023



DHS
BÉT

**PRIME
MARKET**

Listed on the Prime Market of
the Budapest Stock Exchange

PRIVACY POLICY

Statistical information and estimates published in the Duna House Barometer are the intellectual property of Duna House Franchise Ltd. Statistical information and estimates presented in the Duna House Barometer are for information purposes only, for the complexity and accuracy of which Duna House Holding does not take responsibility.

Statistical information and estimates published in the Duna House Barometer can be used for individual purposes and responsibility by any person with reference to the following conditions:

- Statistical information and estimates published in the Duna House Barometer must remain unchanged when presented.
- Statistical information and estimates presented in the Duna House Barometer must be published only with exact source indication: words “Source: Duna House Barometer” must be indicated right prior or following the text. If in context, it must directly refer to Duna House Barometer as source.

Any use other than the above will imply legal juridical measures. Duna House is entitled to claim the termination of misuse and refund of the entire damage caused. In case of breaching regulations of link posting Duna House is entitled to instantly remove the link pointing to the webpage and claim the refund of its damages.

FORTHCOMING ISSUES

DATE OF ISSUE	CONTENT
12.01.2024	Q4 2023 data (including price indices and housing loan data)
12.02.2024	January 2024 data
12.03.2024	February 2024 data

Duna House Barometer is available from the 12th day of each month (forthcoming weekday if weekend) on the webpage: www.dh.hu/barometer

If you wish to receive Duna House Real Estate Barometer or download previous issues visit our webpage: www.dh.hu

GENERAL INFORMATION CONCERNING THE CONTENT OF THE PRESENT PUBLICATION

Attention! The present publication must not serve as grounds for estimating, or making conclusions in relation of Duna House business profitability.

All data, information, estimates and professional statements presented in the publication are developed based on data gained from the activities of Duna House Holding members, or in some cases are based on subjective experience. Application of those for the entire Hungarian property market may require additional corrections.

Data sources – unless indicated differently at the given section – derive from the database operated by Duna House Holding, the content of which is compiled by members of the network upon their individual judgement and information gained from clients. The operator does not take responsibility for the comprehensiveness of the data. Data presented in the present publication is mainly based on parameters of property transactions in major Hungarian cities given by Duna House branch offices and agents.



CONTENT:

- 2.** Privacy Policy, Forthcoming issues
- 4.** Executive Summary
- 5.** Transaction data
- 6.** Transaction parameters in Budapest
- 7.** Transaction parameters in the country
- 8.** Sales data, prices, bargaining
- 9.** Demand Index, Demand for individual districts
- 10.** Quality preferences, Turnover speed
- 11.** Client profile: buyers
- 12.** Client profile: sellers

EXECUTIVE SUMMARY

HUNGARIAN REAL ESTATE MARKET SET TO CLOSE THE YEAR ON A HIGH NOTE

As expected, the domestic real estate market is showing an upward trend towards the end of the year and the impact of the changes in the housing subsidy scheme is clearly reflected in activity indicators, including transaction numbers and demand. With an estimated 8800 transactions, November was one of the most active months this year, according to Duna House. The segment's performance in November this year was 12% up on the previous month and 10% better than in the same month last year. As a result of the changes, those who had been planning to embark on creating a new home at the last minute exploiting this year's subsidies now entered the market, and those who are considering signing a contract next year with the new subsidies also started to look. As a result, the Duna House Demand Index performed two points better than last month at 66 points, up 16 points on last year's exceptionally weak November. For December, Duna House expects stronger activity than the year-end average, so the estimated annual number of transactions is expected to reach the lower end of the 90-110,000 mark set at the beginning of the year, and experts say current CSOK buyers are expected to further strengthen both the mortgage market and the real estate market.

Based on data released by Duna House for November 2023, the time needed to sell a property has increased significantly compared to the same period last year. Concrete block units continue to be the quickest to change owners, but can still take just over 3 months to close a deal in Eastern and Western Hungary, and nearly 4 months in the capital. The rotation speed of brick and mortar properties has also eased compared to last year, with these homes in the Pest and Buda districts taking just over 4 months to sell, while in central Budapest owners need to expect more than 4.6 months to close.

In terms of prices per sq. m., all areas except Eastern Hungary have corrected their prices for concrete block homes. While last year sellers could insist on their original asking price their confidence boosted by their exemption from utilities price increases, this year they needed to lower the target price by 2-5% nationwide during the advertising process, and in addition, depending on the location, concrete block owners have also given a 3-5% room for bargaining.

The price per sq. m. of brick and mortar and concrete block units across the country increased by 6% -18% across the country, depending on the region, but owners were more flexible: they reduced the asking price by 5% in the East and 7% in the West, while they also allowed for a bargain of 9% in the Eastern and 8% in the Western part of the country. In the capital, the average price per sq. m. of brick and mortar properties rose in November this year, regardless of district, with the sole exception of the city centre. In Buda, owners cut 4% off the price, while in Pest the decrease was 6%, accompanied by a further 5% buyer bargain in both areas.

Demand in the capital's districts was varied in recent months, with the most popular Budapest area in November being, unlike in October, District 2. Angyalföld (District 13) took second place, while Újbuda (District 11), which was the leader in the previous month, came in third. The investor-friendly districts of central Pest fared better this time, with Erzsébetváros (District 7) in fourth and Terézváros (District 6) in fifth place, but in November it was the less expensive apartments that tended to change hands in these central areas of the capital. Thus, the average price per sq. m. metre fell to HUF 896,000, with a 5% change in the both the advertisement and in the bargaining phases.

The percentage of properties in need of renovation increased in all regions except Western Hungary compared to the previous month, with 13% of buyers in County Pest and 8% in the capital and in the Eastern and Western parts deciding to buy a home in this category. In Budapest, the "very good" category remains the most sought-after (39%), while in the rest of the country, properties in a "good" condition were the most popular choice.

In Budapest, the main buyer motivation was making an investment with a share of 38%, but the proportion of those moving into a larger property and buying their first home has also increased compared to last year, both to 23%. Customers spent HUF 55.4 million on making an investment, HUF 89.1 million on moving into a larger property and HUF 39.4 million on their first home. In the country, first-time buyers ranked higher than investment buyers in terms of buyer motivation. In the country, those moving into a larger property paid the most for their new home, over HUF 51 million, with HUF 31.4 million spent on a first home and HUF 26.1 million on an investment.

Further information:
Benedikt Károly • Head of PR and analysis
+36 30 811 0690
benedikt.karoly@dh.hu

Duna House Holding Nyrt.
1016 Budapest Gellérthegy str. 17.
+36 1 555 2222
www.dh.hu

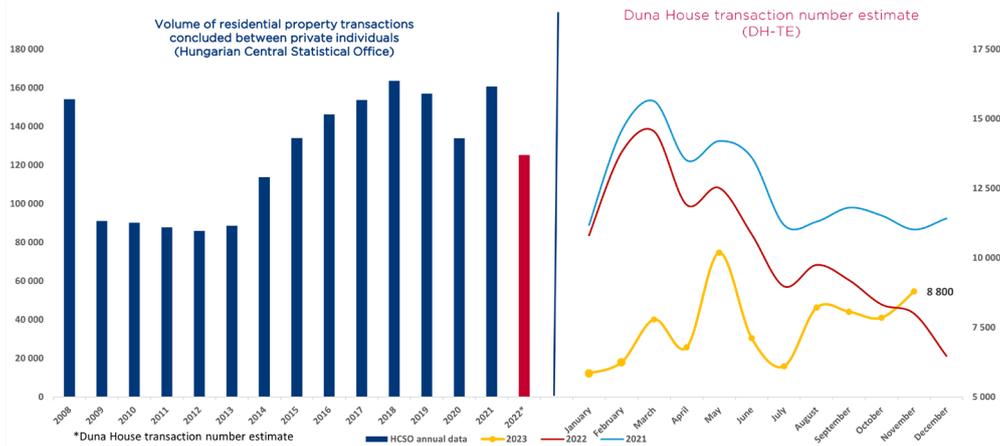
THREE INTERESTING FACTS:

- **With its 8800 transactions November turned out to be one of the strongest months of the year.**
- **Investors in the capital spent twice as much on a property than their peers in the country.**
- **The average price in the downtown districts of Budapest is now below HUF 900,000 per sq. m.**

TRANSACTION DATA

DUNA HOUSE TRANSACTION NUMBER ESTIMATE (DH-TE)

Duna House presents its monthly Transaction Number Estimate (DH-TE) and Mortgage Forecast below, showing that 8800 residential property transactions were concluded in November 2023 and residential mortgage contracts worth HUF 55 billion were signed in the whole of Hungary.



In line with expectations, the Hungarian real estate market is showing an upward trend as the year draws to a close, with the impact of changes to government housing support schemes clearly reflected in activity indicators. With an estimated 8800 transactions, November is expected to be one of the most active months this year, according to Duna House. The housing market performed 12% better than in the previous month and 10% better than in November last year. For December, Duna House experts expect stronger activity than the historical year-end average, and the estimated annual transaction volume will likely reach the lower end of the 90-110,000 range they indicated at the beginning of the year.

Domestic data from Credipass, the international financial brand of the Duna House Group show that the lending market also had one of its strongest months of the year. Credipass estimates that the volume of residential mortgage contracts will amount to HUF 55 billion in November this year, which translates into a 11% stronger market year-on-year and a 10% increase compared to the previous month. According to Credipass data, the volume of loan applications increased at a significantly higher rate than the growth of loan volumes actually disbursed, mainly due to the final rush of applications for home purchase subsidies that are coming to an end. The scale is illustrated by the fact that the November figure is more than 50% higher than those recorded for September and October and more than three times higher than the January-February figures. Current buyers using CSOK, the state home subsidy have thus strengthened both the housing and the loan market indicators in November and will continue to do so in December.

THE TABLE BELOW SHOWS MONTHLY TRANSACTION VOLUME ESTIMATES OF DUNA HOUSE.

	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER
2020	9917	13,117	11,100	5971	8400	11,186	13,125	11,923	12,708	12,200	11,369	10,354
2021	11,185	14,569	15,630	13,511	14,198	13,615	11,185	11,304	11,807	11,526	11,022	11,422
2022	10,815	13,793	14,548	11,911	12,519	10,859	8,978	9,748	9,200	8,326	8,000	6474
2023	5853	6253	7787	6787	10,187	7120	6107	8213	8067	7853	8800	

Methodology behind DH-TE: Regardless of the time of year, the most important indicator of the real estate market is the annual number of sale transactions. The DH-TE figure is an estimate published by Duna House and it reflects interim approximate data. The estimate is based on the number of monthly property transactions brokered by Duna House and the estimated market share of Duna House. The estimate of the current monthly market share of Duna House is based on the following indicators: 1. Data published by the Hungarian Central Statistical Office on transactions among private individuals. Since the Statistical Office publishes data with several months' delay, market share can be adjusted retroactively which also results in a more accurate estimate as well. Please note: After 2016 and as a consequence of the boom in newly-built apartments, pre-contracted purchase transactions appear in the statistics of the Statistical Office with a delay of several months or even one or two years, after the capital transfer tax has been levied, which results in anomalies in the statistics. 2. The number of Energy Certificates issued; 3. Subjective assessment based on other management information from Duna House Holding.

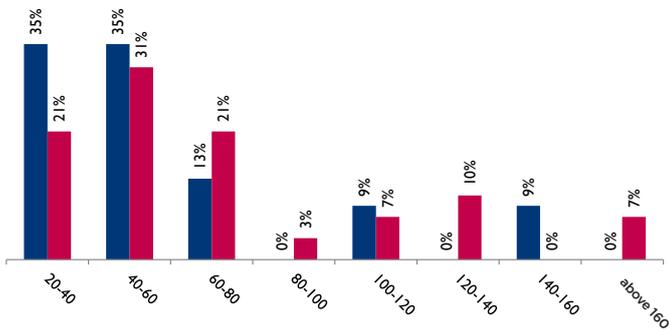
Please also note that DH-TE data cannot be used for defining the volume of transactions brokered by Duna House, or for estimating the business profit of Duna House Holding or for the drawing of any related conclusions.

Mortgage forecast: Figures published Credipass can primarily be used for quick trend forecasts; the National Bank of Hungary publishes the actual figures for the second last month at the beginning of each month.

TRANSACTION PARAMETERS IN BUDAPEST

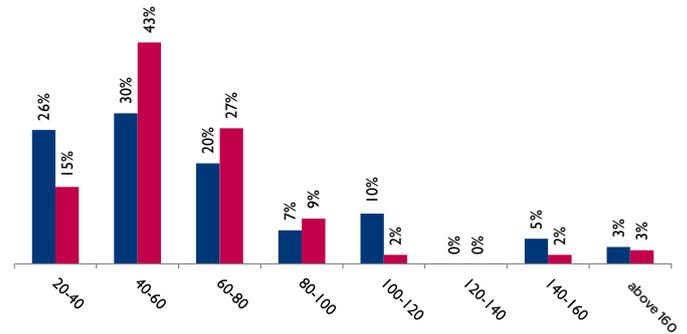
Based on the data of properties sold with the assistance of Duna House in November 2023, homes between 40-60 square metres were the most popular on the Buda side of the capital, with a share of 31%, while the percentage of clients looking for apartments between 20-40 and 60-80 sq. m. was equally 21%. 28% of all properties sold were priced between HUF 1.2 and 1.4 million per sq. m., with most properties in Buda being valued at over HUF 70 million. The majority (43%) of sales in Pest were in the 40-60 sq. m. range, while 35% of transactions involved properties between HUF 600-800,000 per sq. m. In terms of purchase price, the statistics are more varied, with 17% of transactions involving apartments worth HUF 35-40 million, 16% involving apartments worth HUF 40-50 million, and 12% each involving properties in the HUF 25-30 million, HUF 30-35 million, HUF 50-60 million, HUF 60-70 million and over HUF 70 million price categories.

BUDA

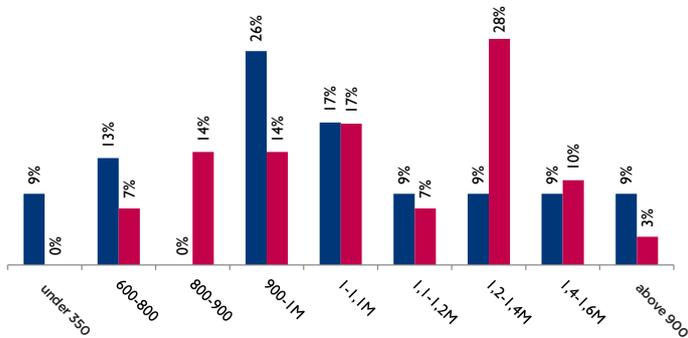


apartment size (m²)

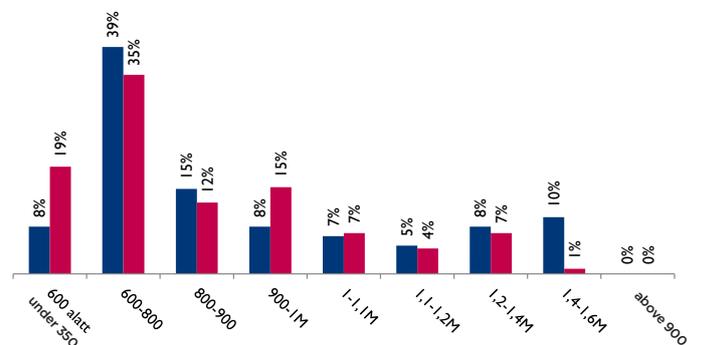
PEST



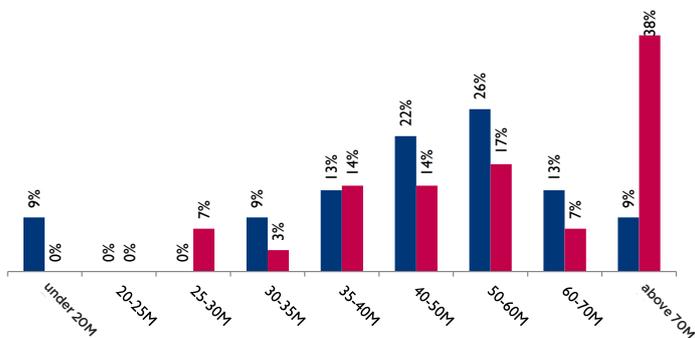
apartment size (m²)



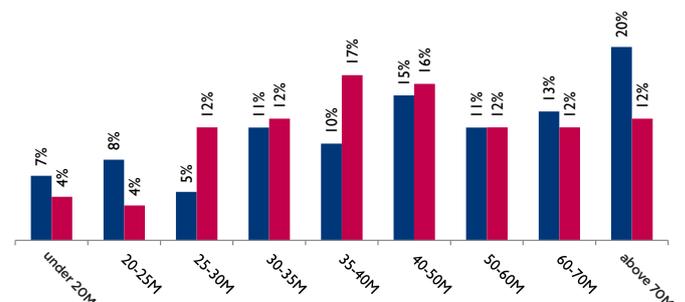
sq. m. price (in thousand HUF)



sq. m. price (in thousand HUF)



apartment price (in million HUF)



apartment price (in million HUF)

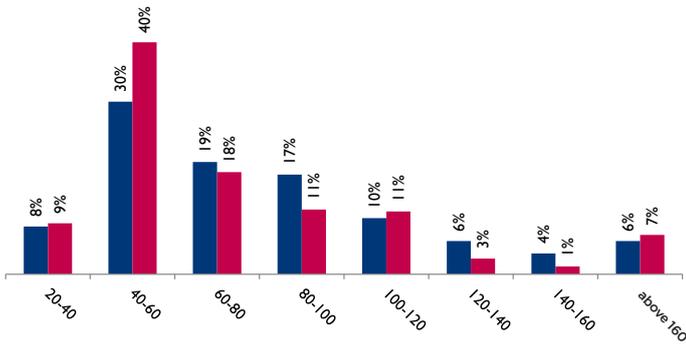
■ November 2022 ■ November 2023

Based on properties sold by Duna House Franchise Network.

TRANSACTION PARAMETERS IN THE COUNTRY

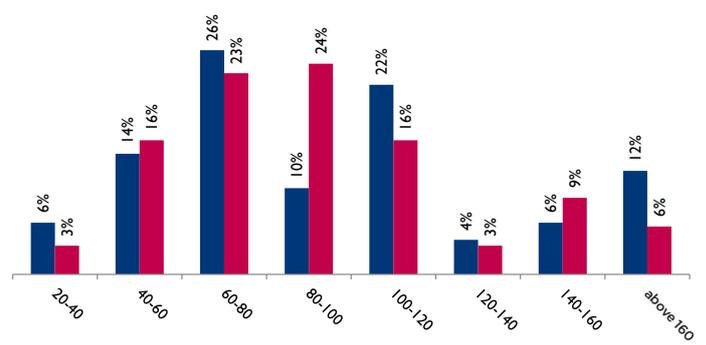
In November 2023, with the exception of Central Hungary, buyers nationwide mainly (with a share of 40%) opted for properties with a floor space between 40-60 sq. m. 23% of homes sold were priced below HUF 250,000 per sq. m., 19% above HUF 600,000 per sq. m., and 20% fell into the HUF 40 million or above price range. In County Pest, nearly half (47%) of all houses and apartments sold were in the combined 60-100 sq. m. group. 36% of transactions closed at prices above HUF 600,000 per sq. m. In terms of property value, Duna House data show that 40% of buyers signed a contract for a property worth over HUF 50 million in County Pest this November.

COUNTRYWIDE (EXCLUDING CENTRAL HUNGARY)

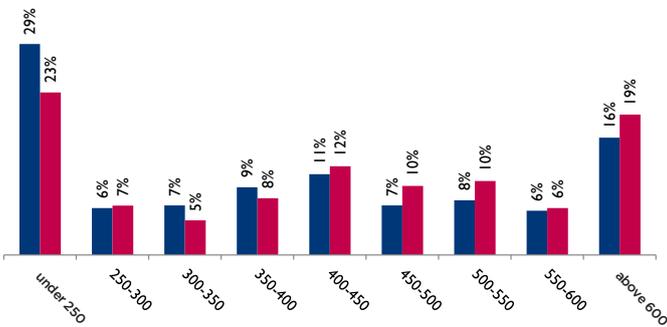


apartment size (m²)

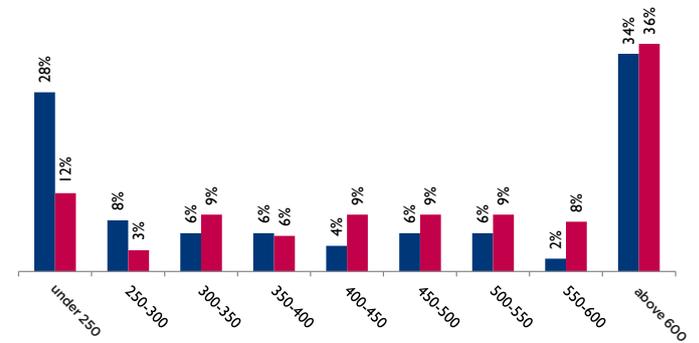
COUNTY PEST



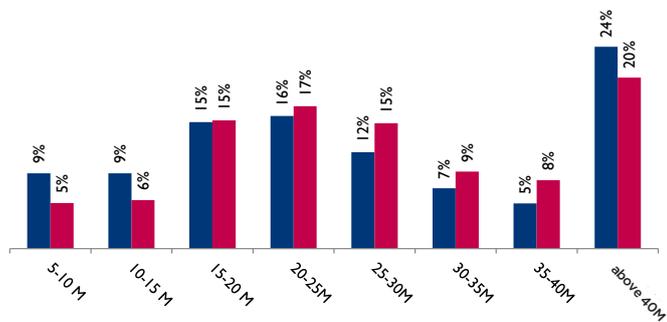
apartment size (m²)



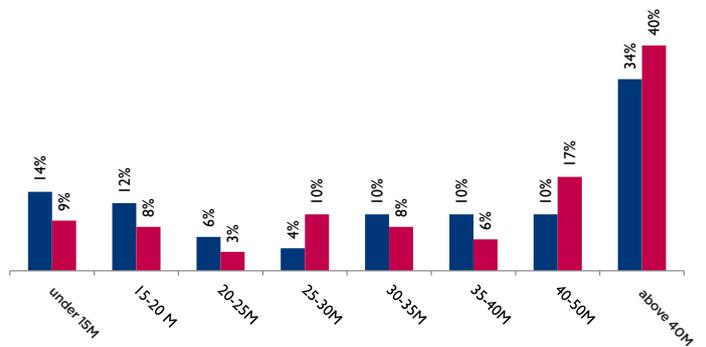
sq. m. price (in thousand HUF)



sq. m. price (in thousand HUF)



apartment price (in million HUF)



apartment price (in million HUF)

■ November 2022 ■ November 2023

Based on properties sold by Duna House Franchise Network.

SALES DATA, PRICES, BARGAINING

Sales data from Duna House show higher average prices per square metre in November 2023 in the country compared to the same period last year, with the exception of concrete block units in Western Hungary. The average price per sq. m. for concrete block housing was between HUF 484-490,000 per sq. m., while brick and mortar homes were purchased at prices ranging from HUF 371-382,000 per sq. m. in November this year. For concrete block apartments, sellers reduced the price by 4-5% during the advertising process, while the final price was further softened by a 4-5% buyer bargaining. Owners of brick and mortar houses and flats were more flexible, lowering the asking price by 5% in the East and 7% in the West, while in addition they allowed room for bargaining up to 9% in the East and 8% in the West.

PANEL: COUNTRYWIDE

	EAST				WEST			
	price	m ² price	change in listing price	bargain	price	m ² price	change in listing price	bargain
November 2022	19 863 000	396 000	0%	2%	25 690 000	505 000	3%	3%
November 2023	24 892 000	484 000	4%	4%	25 678 000	490 000	5%	5%

BRICK: COUNTRYWIDE

	EAST				WEST			
	price	m ² price	change in listing price	bargain	price	m ² price	change in listing price	bargain
November 2022	26 508 000	315 000	4%	8%	29 673 000	362 000	3%	7%
November 2023	32 910 000	371 000	5%	9%	31 769 000	382 000	7%	8%

In November 2023, the price level of concrete block properties in the capital corrected again, with the average prices per sq. m. decreasing in both Pest and Buda to HUF 700,000 and to levels below HUF 900,000, respectively. While last year, sellers could insist on their original asking price with their confidence boosted by their exemption from utilities price increases, this year they needed to lower the target price by 2-5% nationwide during the advertising process, and, depending on the location, concrete block owners have also given an additional 3-5% room for bargaining. For brick and mortar homes the trend was the opposite: the average price per sq. m. of properties sold in the whole of the capital, except for the city centre, was rising this November. In Buda, owners cut their prices by 4%, while in Pest prices fell by 6%, followed by a 5% bargain for buyers in both areas. In the past month, it was mostly less expensive apartments in the city centre that were changing hands; thus, the average price per sq. m. metre fell to HUF 896,000, with a 5% change in the both the advertisement and in the bargaining phases.

PANEL: BUDAPEST

	BUDA				PEST			
	price	m ² price	change in listing price	bargain	price	m ² price	change in listing price	bargain
November 2022	30 500 000	925 000	0%	2%	36 010 000	772 000	0%	2%
November 2023	46 267 000	868 000	2%	3%	38 503 000	681 000	4%	4%

BRICK: BUDAPEST

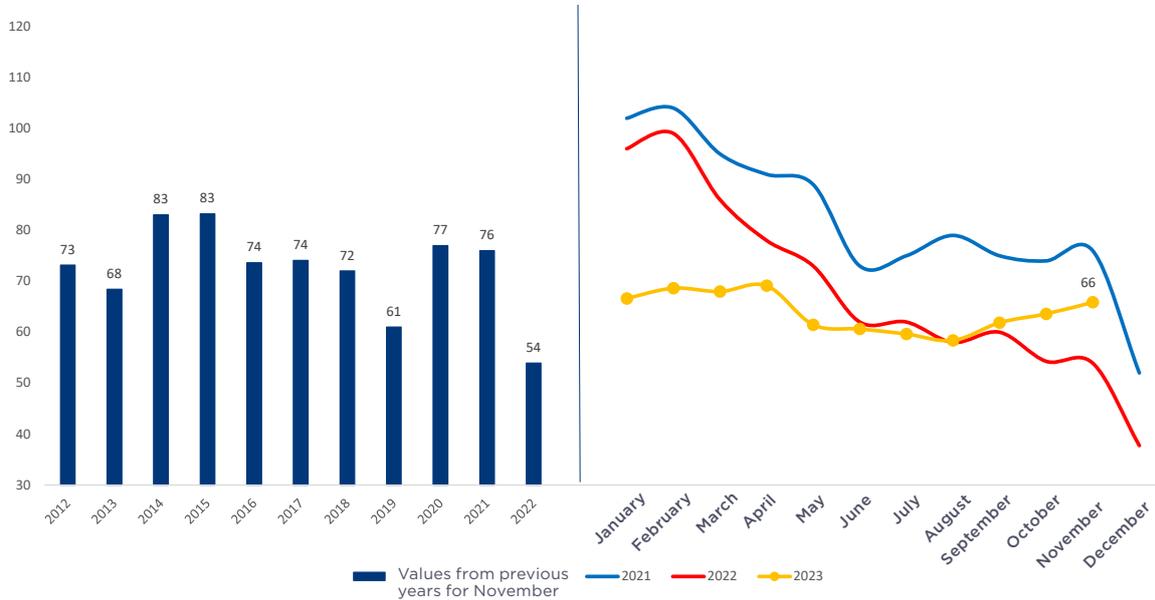
	BUDA				PEST				INNER CITY			
	price	m ² price	change in listing price	bargain	price	m ² price	change in listing price	bargain	price	m ² price	change in listing price	bargain
November 2022	69 050 000	1 083 000	1%	3%	50 065 000	662 000	3%	4%	90 701 000	1 144 000	2%	4%
November 2023	86 309 000	1 261 000	4%	5%	51 888 000	797 000	6%	5%	58 811 000	896 000	5%	5%

Based on purchase prices of the given period of properties brokered by Duna House.

Methodology: Change in the listing price is the difference between the first price indicated by the seller in the Duna House assignment and the last registered price at the time of the appearance of the buyer. Bargain shows additional changes in the price agreed upon by the seller and buyer. The two indicators together give a good picture of the difference in price between the original idea of the seller and the actual final price

BUYERS: DEMAND INDEX

The housing market continued to recover in November, with changes to the state housing support and the release of the detailed rules of CSOK Plus scheme further boosting buyer demand. Those who had been planning to embark on creating a new home at the last minute exploiting this year's subsidies now entered the market, and those who are considering signing a contract next year with the new subsidies also started to look. As a result, the Duna House Demand Index performed two points better than last month at 66 points, up 16 points on last year's exceptionally weak November. According to Duna House experts, the momentum that arrived at the end of the year is likely to continue next year.

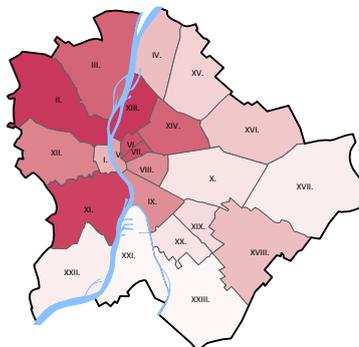


Methodology behind Demand Index: The basis of the estimate is the activity registered by our agents in various, mainly major cities and Duna House offices. Corrections are made depending on the number of active agents and working days. The Demand Index is an important indication of buyer side's reactions to political decision or solutions offered by the financial sector. Demand Index is a quantitative indicator which has no direct connection with the realized or future transaction numbers. The latter is a qualitative issue highly affected by market environment and available financial product.

DEMAND FOR INDIVIDUAL DISTRICTS

Demand in the capital's districts was varied in recent months, with the most popular Budapest area in November being, unlike in October, District 2. Angyalföld (District 13) took second place, while Újbuda (District 11), which was the leader in the previous month, came in third. The investor-friendly districts of central Pest fared better this time, with Erzsébetváros (District 7) in fourth and Terézváros (District 6) in fifth place.

INTEREST TOWARD THE DISTRICTS IN BUDAPEST:



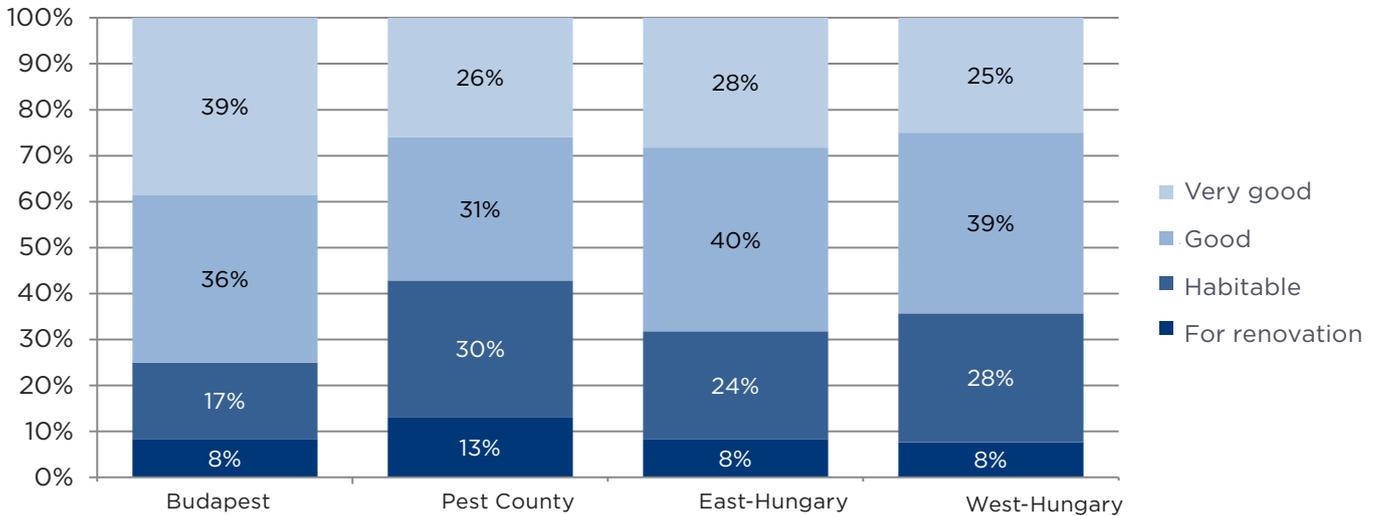
DISTRICT	NOVEMBER 2022	NOVEMBER 2023
Bp. 01.	8,2%	8,6%
Bp. 02.	16,3%	17,7%
Bp. 03.	13,0%	14,1%
Bp. 04.	7,5%	7,6%
Bp. 05.	13,3%	10,2%
Bp. 06.	18,0%	15,7%
Bp. 07.	18,5%	15,7%
Bp. 08.	12,3%	11,5%
Bp. 09.	14,6%	11,5%
Bp. 10.	5,4%	5,0%
Bp. 11.	18,3%	16,7%
Bp. 12.	14,0%	12,3%
Bp. 13.	17,4%	17,4%
Bp. 14.	13,3%	14,2%
Bp. 15.	6,5%	6,6%
Bp. 16.	6,8%	6,7%
Bp. 17.	5,0%	4,3%
Bp. 18.	8,0%	8,0%
Bp. 19.	6,0%	5,8%
Bp. 20.	5,0%	5,1%
Bp. 21.	3,6%	2,7%
Bp. 22.	4,9%	4,1%
Bp. 23.	3,0%	2,3%

Methodology: Our clients with a purchase intention indicate their preferred districts (more at the same time) when meeting our agents. The above preference map is put together based on this "popularity information".

Data is analysed based on real estate transactions brokered by Duna House. The territorial distribution of DH transactions may differ from the territorial distribution of the market as a whole. Duna House Holding pursues its real estate agency activities mainly in Budapest and in major cities. Duna House Holding does not make corrections in view of the differences in territorial distribution between its own transactions and of the market in general.

QUALITY PREFERENCES

The proportion of properties in need of renovation increased in all areas except Western Hungary compared to the previous month, with 13% of buyers in County Pest and 8% in both the capital and in the Eastern and Western parts deciding to buy a home in this category. In Budapest, the “very good” category remains the most sought-after (39%), while in the rest of the country, properties in a “good” condition were the most popular choice.



TURNOVER SPEED (TIME NEEDED TO SELL)

Based on our November sales data, the time needed to sell a property has increased significantly compared to the same period last year. Concrete block units are still the quickest to change hands, but even these can take a little over 3 months to close a deal both in Eastern and Western Hungary, and nearly 4 months in the capital. The rotation speed of brick and mortar homes has also slowed compared to last year, with nearly 5 months needed to reach an agreement in the East and just over 4 months in the West. Brick and mortar properties in the Pest and Buda districts take a little over 4 months to sell, while in central Budapest owners need to expect to wait over 4.6 months before they can find a buyer.

PANEL

TIME NEEDED OF SALE (DAY)

	EAST	WEST	BUDA	PEST
November 2022	56	60	53	46
November 2023	92	97	112	113

BRICK

TIME NEEDED OF SALE (DAY)

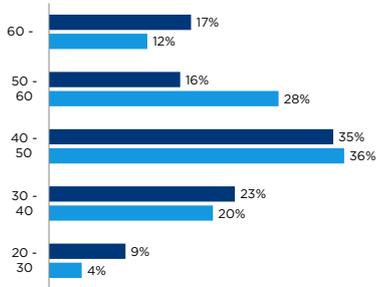
	EAST	WEST	BUDA	PEST	INNER CITY
November 2022	121	114	105	85	131
November 2023	144	127	129	129	139

Data is assessed based on real estate sold by Duna House. Territorial distribution of transactions brokered by Duna House may differ from the territorial distribution of the market in whole. Duna House Holding carries out its real estate agency activities mainly in Budapest and major cities. Duna House Holding does not make corrections in relation of the territorial distribution of own and market transactions.

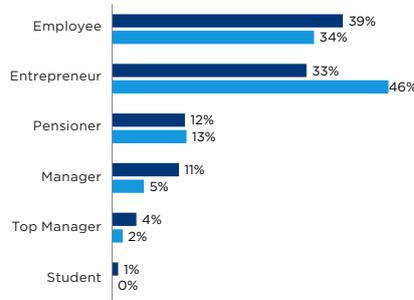
BUYER PROFILE IN BUDAPEST

In November this year, 35% of those buying a property in Budapest were in the 40-50 age group, 39% were employees and the main motivation was making an investment (38%), but the proportion of those moving into a larger property or buying their first home also increased to 23% compared to last year. Buyers spent HUF 55.4 million on making an investment, HUF 89.1 million on moving into a larger property and HUF 39.4 million on their first home.

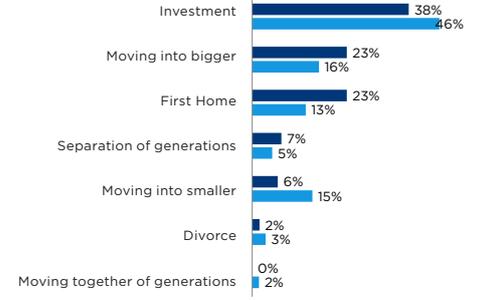
BUYERS' AGE IN BUDAPEST



BUYERS' STATUS IN BUDAPEST



MOTIVATION IN BUDAPEST



AGE	AVERAGE PRICE	m ²
20 - 30	36 729 000	48
30 - 40	55 274 000	78
40 - 50	56 696 000	61
50 - 60	49 316 000	67
60 -	48 193 000	53

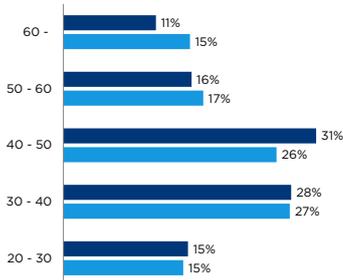
STATUS	AVERAGE PRICE	m ²
Employee	37 996 000	51
Top Manager	72 047 000	67
Manager	82 253 000	83
Pensioner	48 634 000	52
Student	24 900 000	67
Entrepreneur	85 256 000	83

SITUATION	AVERAGE PRICE	m ²
Investment	55 431 000	59
First Home	39 425 000	51
Separation of generations	45 613 000	55
Moving together of generations	-	-
Moving into smaller	33 658 000	47
Moving into bigger	89 179 000	91
Divorce	53 800 000	57

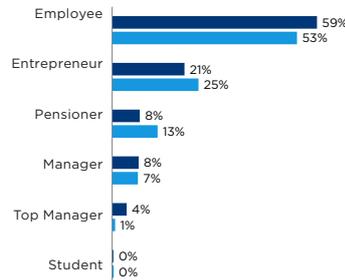
BUYER PROFILE IN THE COUNTRY

According to data on transactions closed in the country in November, the strongest activity (31%) in the real estate market was shown by the 40-50 age group, with almost 60% of them being employees, while in the country first-time buyers ranked higher than investors in terms of buyer motivation. Those moving into a larger home paid the most, HUF 51 million, with HUF 31.4 million being spent on a first home and HUF 26.1 million on an investment.

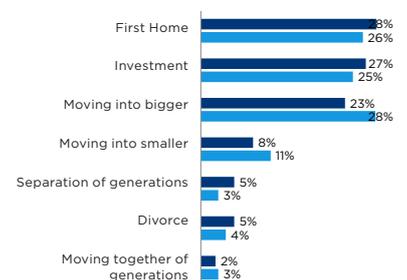
BUYERS' AGE IN THE COUNTRY



BUYERS' STATUS IN THE COUNTRY



MOTIVATION IN THE COUNTRY



AGE	AVERAGE PRICE	m ²
20 - 30	31 960 000	74
30 - 40	46 389 000	88
40 - 50	42 081 000	91
50 - 60	36 802 000	69
60 -	39 408 000	85

STATUS	AVERAGE PRICE	m ²
Employee	32 632 000	81
Top Manager	46 392 000	87
Manager	52 546 000	91
Pensioner	25 761 000	67
Student	23 900 000	70
Entrepreneur	46 115 000	89

SITUATION	AVERAGE PRICE	m ²
Investment	26 168 000	63
First Home	31 465 000	77
Separation of generations	34 350 000	63
Moving together of generations	34 643 000	127
Moving into smaller	34 524 000	71
Moving into bigger	51 357 000	108
Divorce	35 925 000	81

■ November 2022 ■ November 2023

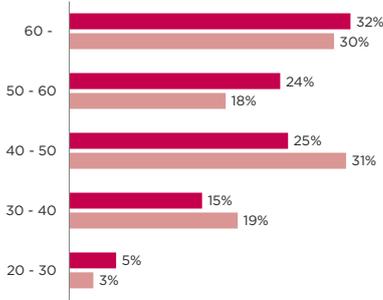
Under our methodology investment as a motivation includes all property transactions that, judged by the buyer's characteristics, can be considered as an investment, i.e. this is not a strictly business category. It includes all family investments and short-term investors who buy a property in a poor state of repair, renovate it and sell it on immediately. These latter buyers have a favourable effect on improving the overall state of repair of the existing pool of properties and are, in view of current construction industry and property market conditions, performing a welcome activity.

Data used above relating to age, status and reason of purchase have been acquired through the voluntary declaration of our clients. They qualify as a sample and are regarded as estimated values and mainly serve as a basis of detecting certain trends.

SELLER PROFILE IN BUDAPEST

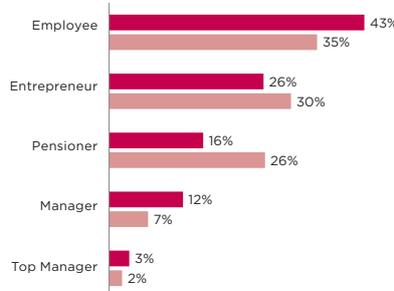
According to the November 2023 data of Duna House, the age group over 60 dominated among the sellers in the capital. 43% and 26% of sellers were employed and self-employed, respectively, and the majority (35%) were motivated by the sale of previous real estate investments, but there was another significant proportion (28%) of sellers who were looking for larger properties. The highest amount, approx. HUF 68.5 million was received by those cashing in on a former investment.

SELLERS' AGE BUDAPEST



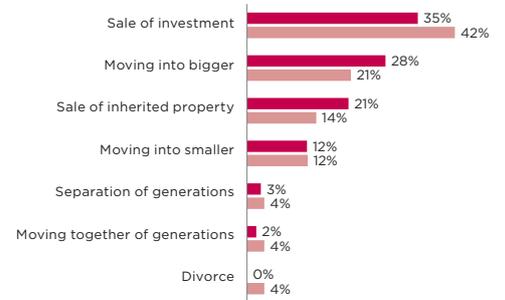
AGE	AVERAGE PRICE	m ²
20 - 30	43 834 000	48
30 - 40	42 427 000	53
40 - 50	66 511 000	65
50 - 60	48 089 000	70
60 -	57 168 000	59

SELLERS' STATUS BUDAPEST



STATUS	AVERAGE PRICE	m ²
Employee	38 943 000	56
Top Manager	90 162 000	111
Manager	75 130 000	81
Pensioner	53 971 000	58
Entrepreneur	89 238 000	83

MOTIVATION BUDAPEST

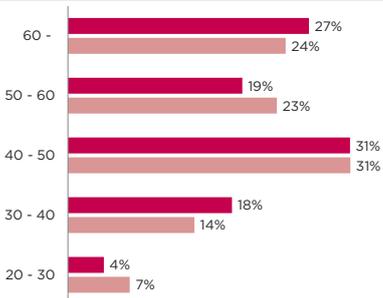


SITUATION	AVERAGE PRICE	m ²
Sale of investment	68 483 000	67
Separation of generations	41 134 000	67
Moving together of generations	34 500 000	52
Moving into smaller	60 377 000	66
Moving into bigger	51 280 000	61
Sale of inherited property	44 828 000	63
Divorce	-	-

SELLER PROFILE IN THE COUNTRY

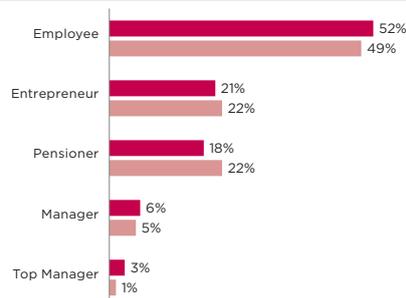
In the country, a significant proportion (31%) of sellers of properties mediated by Duna House were aged between 40 and 50 years. 52% of those who listed their homes were employees. As in the capital, the main reason for selling in the country was cashing in on a former investment, but in areas outside Budapest the proportion of selling an inherited property was the same, so that these two seller motivations between them covered half of all transactions in the country.

SELLERS' AGE IN THE COUNTRY



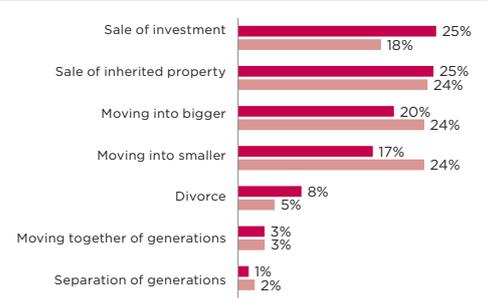
AGE	AVERAGE PRICE	m ²
20 - 30	29 736 000	79
30 - 40	33 751 000	75
40 - 50	35 276 000	78
50 - 60	35 132 000	92
60 -	31 711 000	76

SELLERS' STATUS IN THE COUNTRY



STATUS	AVERAGE PRICE	m ²
Employee	30 919 000	79
Top Manager	69 213 000	109
Manager	47 621 000	87
Pensioner	34 247 000	82
Entrepreneur	55 535 000	95

MOTIVATION IN THE COUNTRY



SITUATION	AVERAGE PRICE	m ²
Sale of investment	37 832 000	72
Separation of generations	29 225 000	62
Moving together of generations	30 450 000	81
Moving into smaller	41 142 000	108
Moving into bigger	35 788 000	67
Sale of inherited property	33 378 000	84
Divorce	46 700 000	101

■ November 2022 ■ November 2023

Data presented above relating to age, status and reason of purchase have been acquired through voluntary declarations of our clients. Therefore, they qualify as a sample and are regarded as estimates. For seller profile data analysis an updated methodology has been introduced, which partly explains the significant change in the "sale of a property investment" row in recent months.

An overhead photograph of a meeting table. On the left, a person in a grey suit is seated. In the center, a woman in a white blazer is looking at a laptop. On the right, another person in a white blazer is looking at a smartphone. The table is cluttered with various items: a laptop, a tablet, a smartphone, a ruler, a pen, and several documents, including one with a bar chart. The background is a light-colored wall.

PERSONALIZED AND CUSTOMIZED REAL ESTATE MARKET STUDIES FROM DUNA HOUSE'S RESEARCH DEPARTMENT

DECISION SUPPORTIVE BUSINESS ANALYSIS FOR ALL.

Duna House research department's experienced team offers the preparation of personalized and customized market studies, reports, as well as answers to project specific needs.

The greatest advantage of Duna House studies is the provision of the most up-to-date information to our clients, based on our own database of a wide scale and inputs both on the demand and supply side of the market.

Duna House's database is the largest collection of up-to-date real sale and purchase data in the country, containing information in addition to prices about demand, bargain potential, quality preferences and client profiles. Our analytical portfolio also includes the latest mortgage data for the support of a comprehensive research.

WHO IS IT INTENDED FOR?

Our analytical studies can support all those who believe in the power of data and facts, and who wish to make their business decisions based on them.

WE RECOMMEND OUR STUDIES TO:

- ✓ Constructors and developers
- ✓ Project owners and investors
- ✓ Community managers
- ✓ Municipalities

**REQUEST AN OFFER AND GET THE MOST OUT
OF DUNA HOUSE MARKET DATA!**

elemzes@dh.hu



DUNA HOUSE[®]

H-1016 Budapest, Gellerthegy u. 17. • Phone: +36 1 555 2222 • Fax: +36 1 555 2220

www.dh.hu