

HOUSING TRANSACTIONS

Q1

Q2

Q3

Q4

Overview of the
Dutch property
market

2022

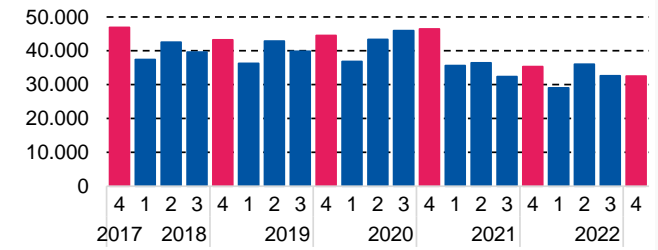


Number of transactions

The number of transactions shows how many houses were sold by NVM property brokers in one quarter.

Number of transactions	2021-4	2022-3	2022-4	%-jr.	%-kw
Mid-terrace house	9.625	9.196	9.269	-4%	1%
End-terrace house	5.024	4.922	4.729	-6%	-4%
Semi-detached	5.315	5.085	4.847	-9%	-5%
Detached	5.324	4.622	4.294	-19%	-7%
Apartment	10.052	8.835	9.397	-7%	6%
Total	35.340	32.660	32.537	-8%	0%

Number of transactions

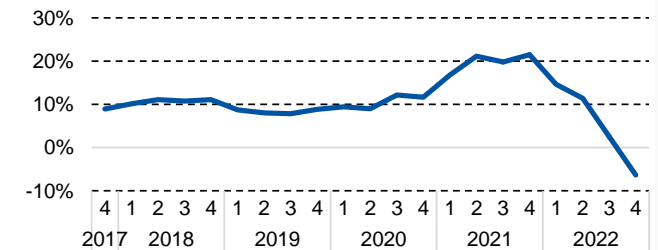


Transaction price

The transaction price is the (median) sales price of all houses sold in one quarter.

Transaction price (x 1.000 euro)	2021-4	2022-3	2022-4	%-jr.	%-kw
Mid-terrace house	390	378	367	-5,8%	-2,8%
End-terrace house	416	409	396	-4,9%	-3,2%
Semi-detached	471	460	438	-7,0%	-4,8%
Detached	647	640	605	-6,6%	-5,5%
Apartment	376	358	345	-7,2%	-3,4%
Total	440	427	407	-6,4%	-3,7%

Price trends

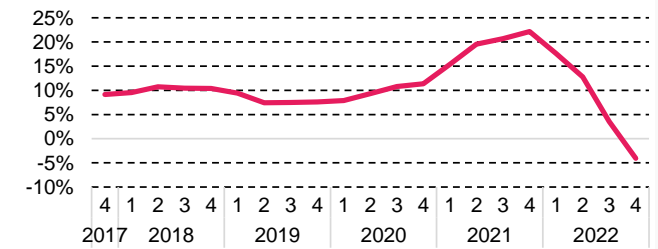


Square metre prices

The square metre transaction price is the (median) square metre price of all houses sold in one quarter. The sales price is divided by the number of square metres of usable living space.

Square metre prices (euro/m2 living space)	2021-4	2022-3	2022-4	%-jr.	%-kw
Mid-terrace house	3.518	3.446	3.344	-4,9%	-3,0%
End-terrace house	3.556	3.531	3.424	-3,7%	-3,0%
Semi-detached	3.562	3.529	3.379	-5,1%	-4,3%
Detached	3.873	3.913	3.788	-2,2%	-3,2%
Apartment	4.800	4.733	4.593	-3,7%	-2,9%
Total	3.948	3.886	3.780	-4,1%	-3,2%

Square metre price trends

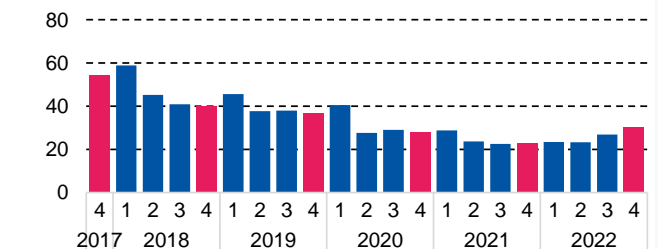


Time to sell

The time to sell (also referred to as the transaction time) is the time presented in days between the moment a house is put up for sale and the date of sale, with the date of the full signature of the deed at the property agent's office being the guiding factor.

Time to sell in days	2021-4	2022-3	2022-4
Mid-terrace house	21	25	28
End-terrace house	22	26	30
Semi-detached	22	27	30
Detached	28	32	37
Apartment	23	27	29
Total	23	27	30

Time to sell in days



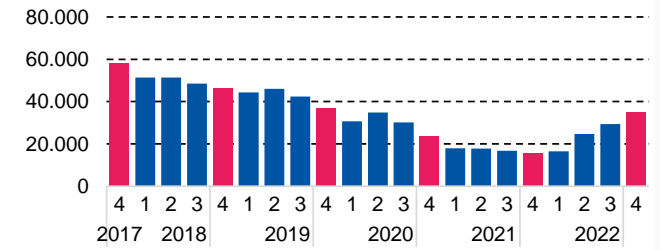


Property availability

Property availability shows the number of houses available by NVM property agents at the end of the quarter.

Property availability	2021-4	2022-3	2022-4	%-jr.	%-kw
Mid-terrace house	3.226	6.375	7.393	129%	16%
End-terrace house	1.955	3.791	4.590	135%	21%
Semi-detached	2.029	4.260	5.084	151%	19%
Detached	4.045	7.256	8.817	118%	22%
Apartment	4.311	7.745	8.872	106%	15%
Total	15.566	29.427	34.756	123%	18%

Property availability

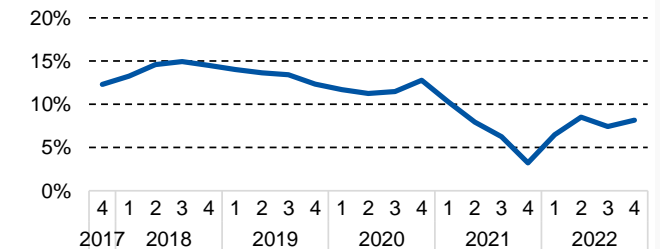


Asking price

The asking price is the (median) asking price of all houses available at the end of the quarter.

Asking price (x 1.000 euro)	2021-4	2022-3	2022-4	%-jr.	%-kw
Mid-terrace house	359	405	411	14,4%	1,4%
End-terrace house	384	437	445	16,1%	1,9%
Semi-detached	429	485	500	16,4%	3,1%
Detached	742	748	739	-0,4%	-1,2%
Apartment	380	388	393	4,1%	1,3%
Total	477	501	507	8,2%	1,0%

Asking price trends

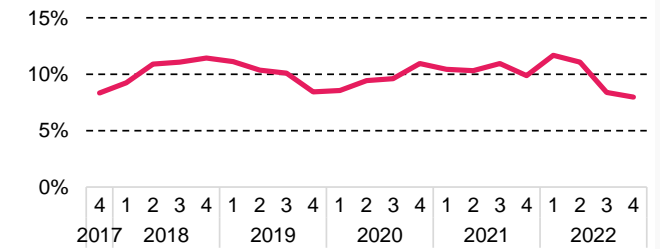


Square metre prices

The asking price per square metre is the (median) square metre price of all houses available at the end of the quarter. The asking price is divided by the number of square metres of usable living space.

Square metre prices (euro/m2 living space)	2021-4	2022-3	2022-4	%-jr.	%-kw
Mid-terrace house	3.214	3.485	3.535	10,0%	1,4%
End-terrace house	3.207	3.535	3.589	11,9%	1,5%
Semi-detached	3.255	3.559	3.637	11,7%	2,2%
Detached	3.749	3.964	3.989	6,4%	0,6%
Apartment	4.359	4.526	4.530	4,1%	0,1%
Total	3.675	3.894	3.926	8,0%	1,0%

Square metre asking price trends

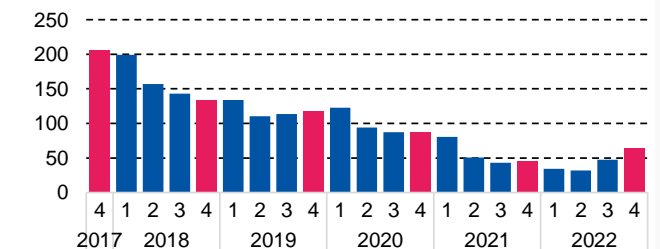


Validity of the offer

The validity of the offer shows how many days houses have been available for sale. It is about the difference in days between the moment a house is put up for sale and the last day of the quarter.

Validity of the offer in days	2021-4	2022-3	2022-4
Mid-terrace house	24	31	51
End-terrace house	25	39	57
Semi-detached	33	43	61
Detached	86	74	86
Apartment	39	43	57
Total	45	48	64

Validity of the offer in days



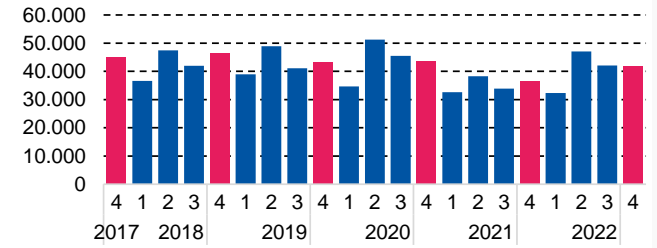


No. of houses put up for sale

The number of houses put up for sale shows how many houses were put up for sale for the first time in one quarter.

# put up for sale	2021-4	2022-3	2022-4	%-jr.	%-kw
Mid-terrace house	9.877	11.107	11.078	12%	0%
End-terrace house	5.253	6.017	5.860	12%	-3%
Semi-detached	5.402	6.228	6.142	14%	-1%
Detached	5.483	6.922	6.754	23%	-2%
Apartment	10.600	11.831	11.881	12%	0%
Total	36.615	42.105	41.715	14%	-1%

Number of houses put up for sale

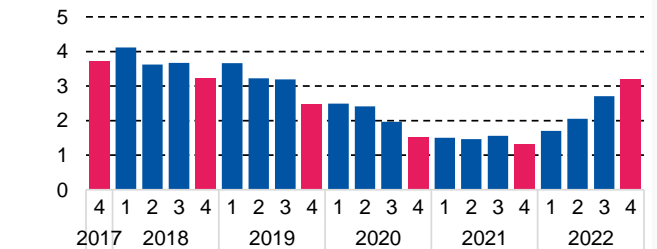


Shortage indicator

The shortage provides an approximation of options prospective buyers have on the housing market. It is calculated as availability at the start of a quarter divided by the number of transactions signed in the same quarter.

Shortage indicator	2021-4	2022-3	2022-4
Mid-terrace house	1,0	2,1	2,4
End-terrace house	1,2	2,3	2,9
Semi-detached	1,1	2,5	3,1
Detached	2,3	4,7	6,2
Apartment	1,3	2,6	2,8
Total	1,3	2,7	3,2

Shortage indicator

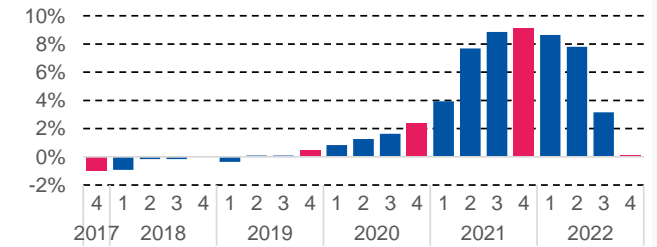


Asking price vs selling price

The difference between the two shows the difference in percentages between the last asking price of a property and the transaction price eventually. A positive difference means the amount paid exceeds the asking price.

Asking-selling price difference in %	2021-4	2022-3	2022-4
Mid-terrace house	11,1%	3,9%	0,5%
End-terrace house	9,7%	3,1%	0,2%
Semi-detached	8,8%	2,4%	-0,4%
Detached	4,4%	0,6%	-1,6%
Apartment	9,6%	4,2%	0,7%
Total	9,1%	3,2%	0,1%

Asking price versus selling price



% beyond the asking price

The percentage beyond the asking price is the percentage of total houses sold beyond the asking price.

> the asking price in percentages	2021-4	2022-3	2022-4
Mid-terrace house	90%	72%	50%
End-terrace house	86%	67%	44%
Semi-detached	83%	62%	39%
Detached	66%	49%	31%
Apartment	81%	69%	49%
Total	82%	66%	45%

% beyond the asking price

