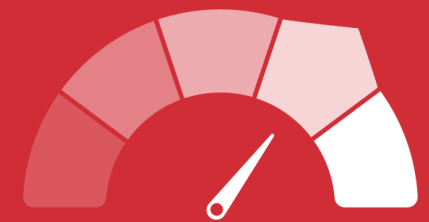




Real Estate Barometer

Market View According to Real Estate Professionals



4th Wave Survey– 16 July 2020

1 Goal

- The Real Estate Barometer is a **UCI / SIRA** initiative to analyze the market sentiment of real estate professionals.
- In this edition, we present the evolution of the residential real estate market **over the last month**, as well as **market expectations for the next three months**.



2

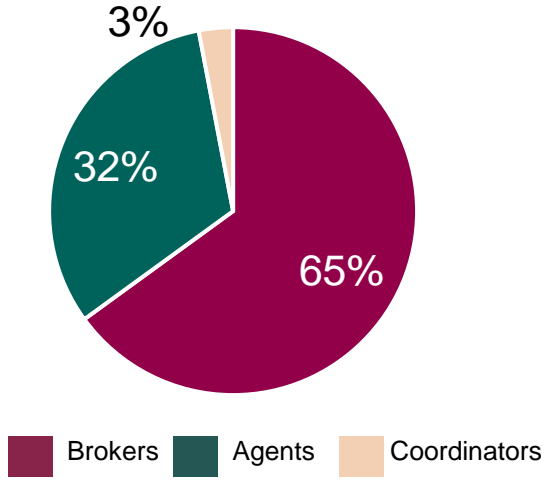
Methodology

- **Universe:** 18,000 real estate professionals from UCI, SIRA, CRS and “Inmoción en Casa” attendees' database.
- **Total unique panelists: 2,200**
- Panelists in 4th **wave survey: 600**
- **Confidence** interval: 95%
- Margin of **error:** 3,93%
- Survey send out by e-mail. Reconstruction of the answers and the data obtained by means of Typeform survey technology and SAS statistical analysis software.
- **Two Surveys:**
 - **Panelists:**
 - **19 questions** about the current situation and expectations for the near future.
 - **New panelists:**
 - **19 questions** regarding segmentation.
 - **19 questions** about the current situation and expectations for the near future.
- **National** arena.

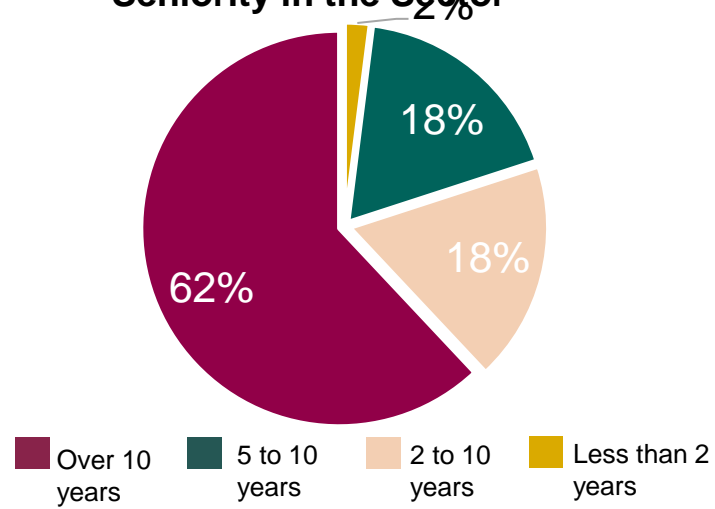


3 Composition of the Panel

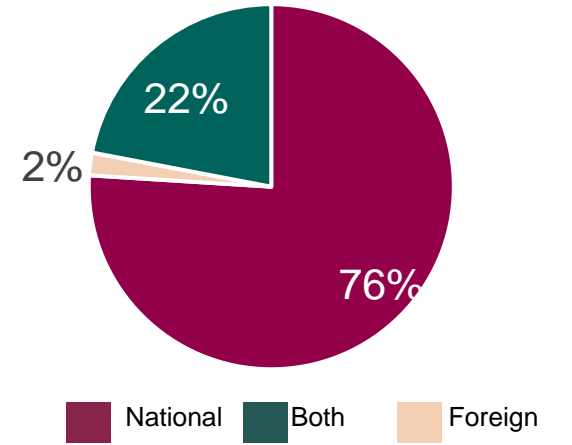
Role in the Agency



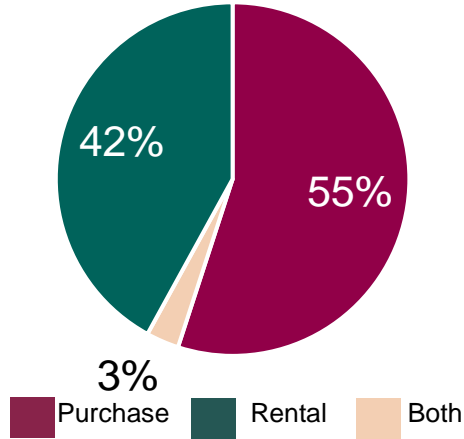
Seniority in the Sector



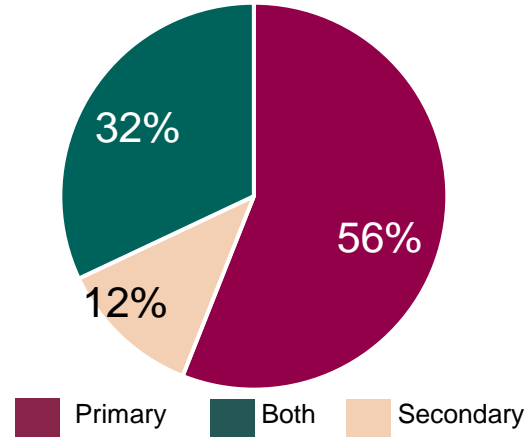
Client Classification



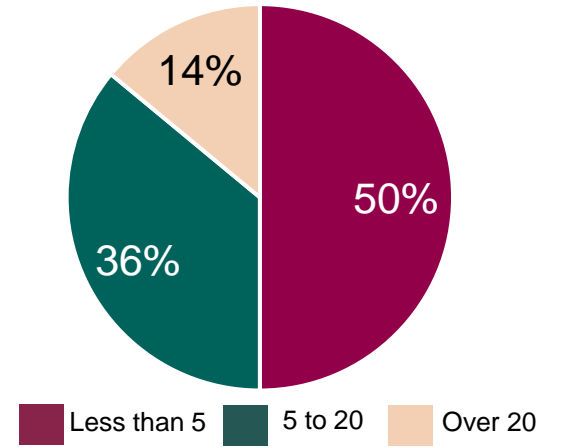
Primary Activity



Property Type



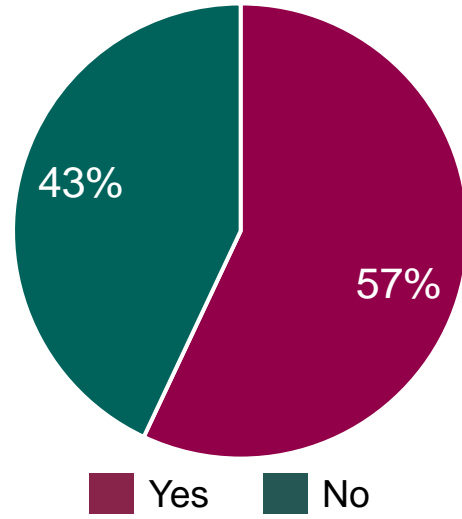
Size of Agency (nº people)



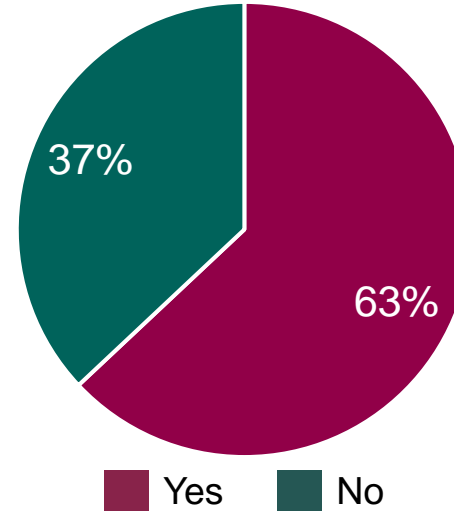
3

Composition of the Panel

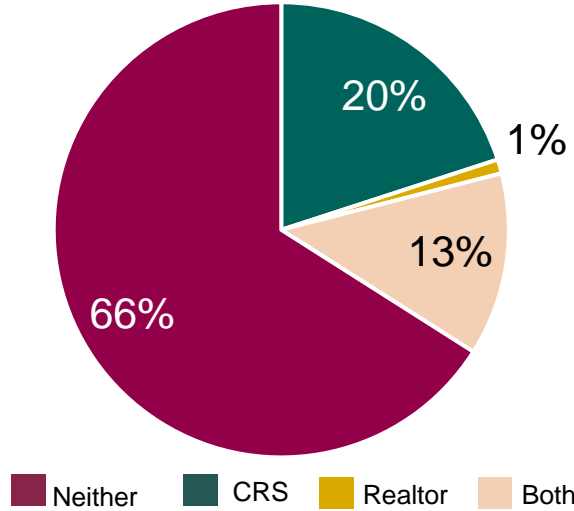
Franchise/Brand Member



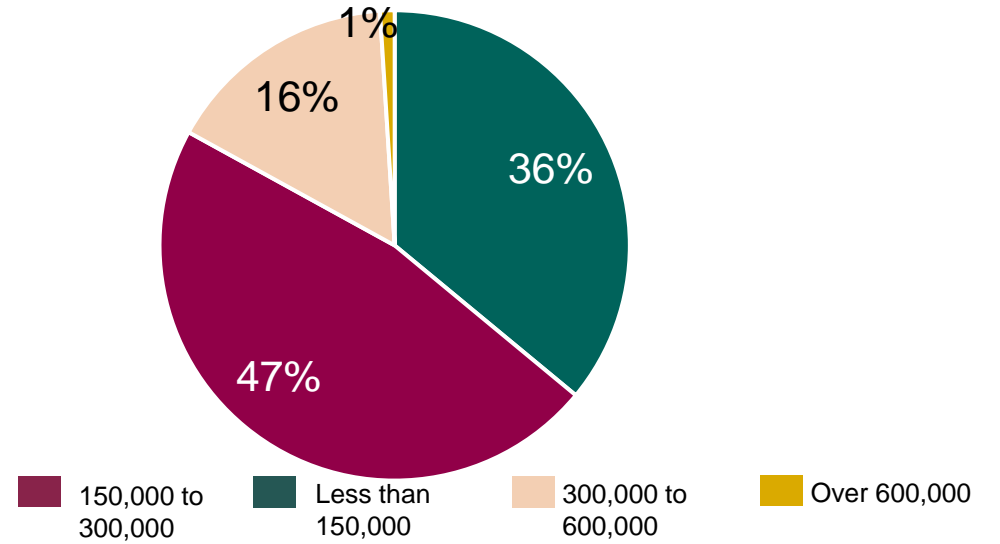
MLS Member



SIRA Designation

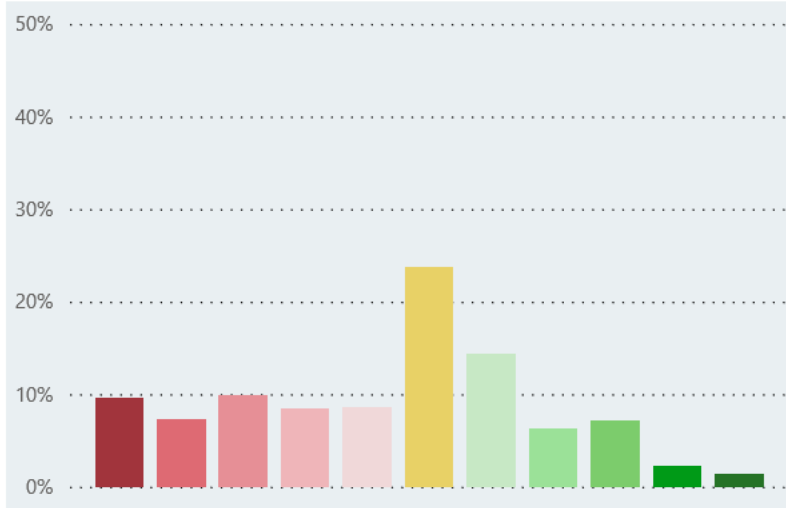


Average Transaction Amount

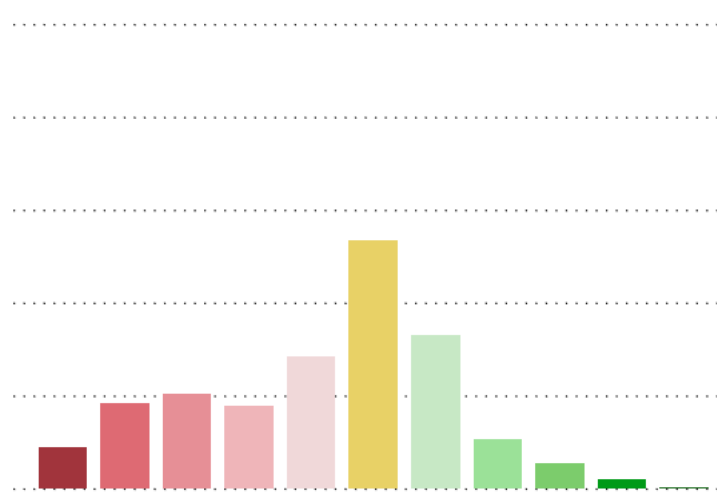


Number of Purchasing Clients

Evolution over last month

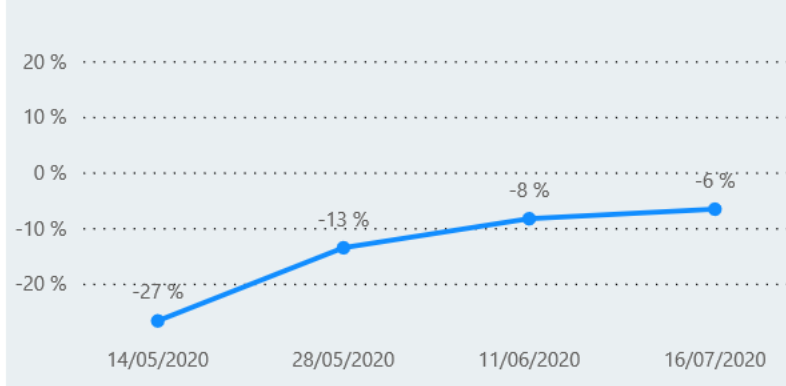


Expectations for next 3 months

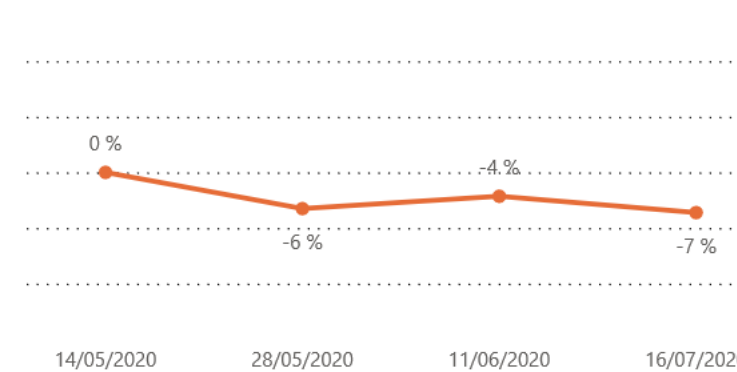


- Radical Contraction (+50%)
- Very Significant Contraction (From 25% to 50%)
- Significant Contraction (From 15% to 25%)
- Medium Contraction (From 10% to 15%)
- Moderate Contraction (From 5% to 10%)
- Stable (+/-5%)
- Moderate Expansion (From 5% to 10%)
- Expansion (From 10% to 15%)
- Significant Expansion (From 15% to 25%)
- Very Significant Expansion (From 25% to 50%)
- Radical Expansion (+50%)

Evolution Tendency



Expectations Tendency



Over the last month.

38% Express the opinion that the market remains stable or see a moderate increase.

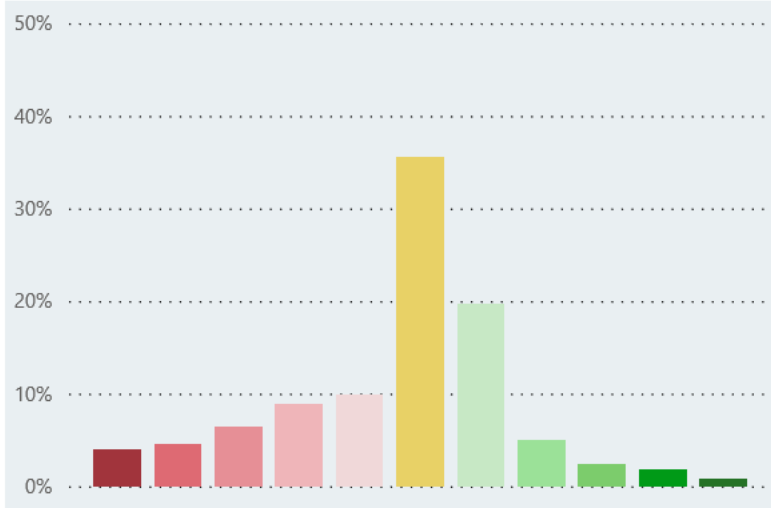
For the next 3 months.

Express the opinion that the market will remain stable or increase moderately. **43%**

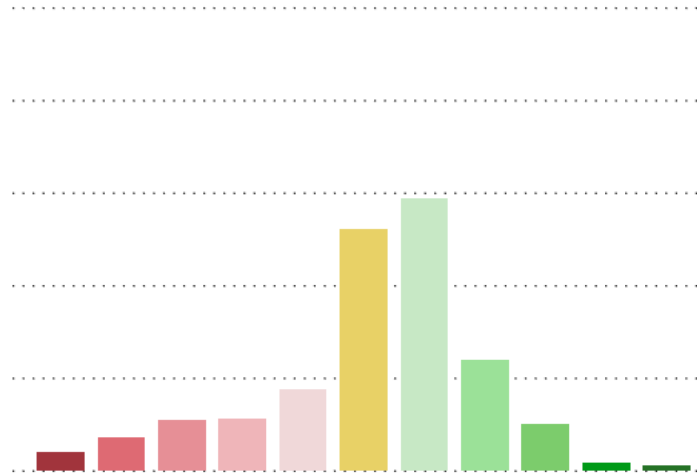


Number of Clients Selling

Evolution over last month

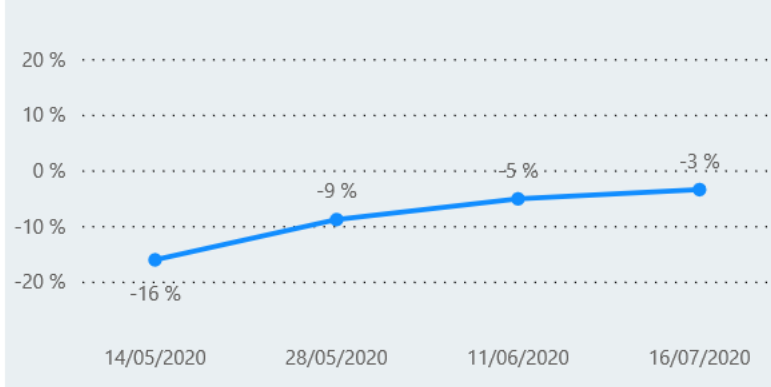


Expectations for next 3 months

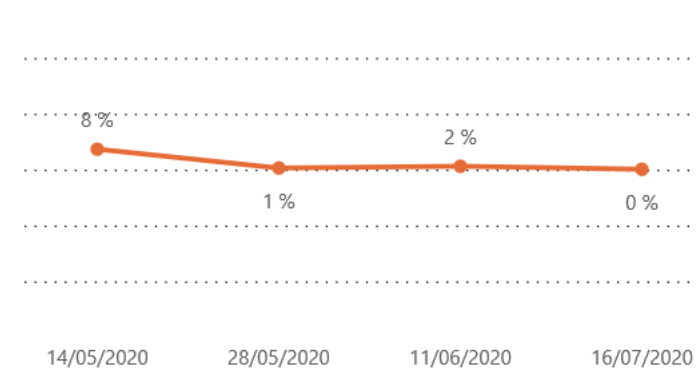


- Radical Contraction (+50%)
- Very Significant Contraction (From 25% to 50%)
- Significant Contraction (From 15% to 25%)
- Medium Contraction (From 10% to 15%)
- Moderate Contraction (From 5% to 10%)
- Stable (+/-5%)
- Moderate Expansion (From 5% to 10%)
- Expansion (From 10% to 15%)
- Significant Expansion (From 15% to 25%)
- Very Significant Expansion (From 25% to 50%)
- Radical Expansion (+50%)

Evolution Tendency



Expectations Tendency



Over the last month.

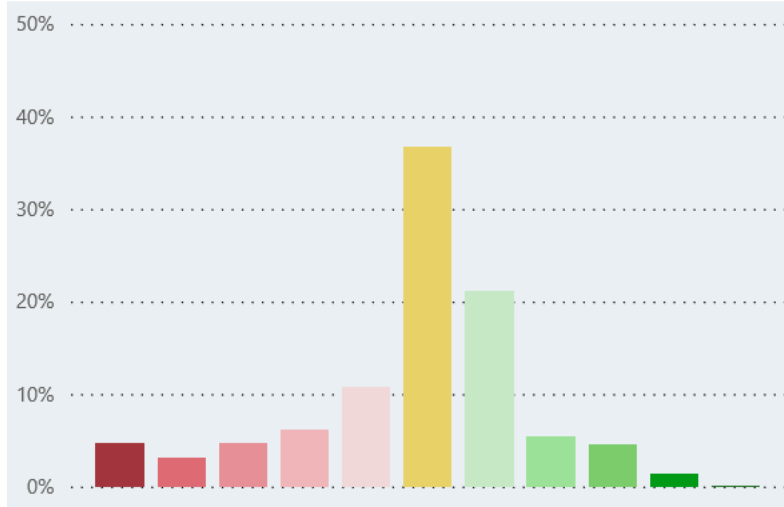
55% Express the opinion that the market remains stable or see a moderate increase.

For the next 3 months.

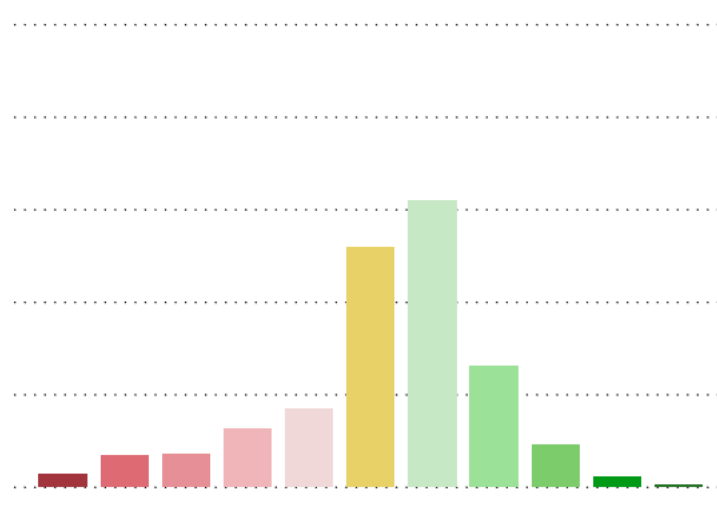
Express the opinion that the market will remain stable or increase moderately. **56%**



Evolution over last month

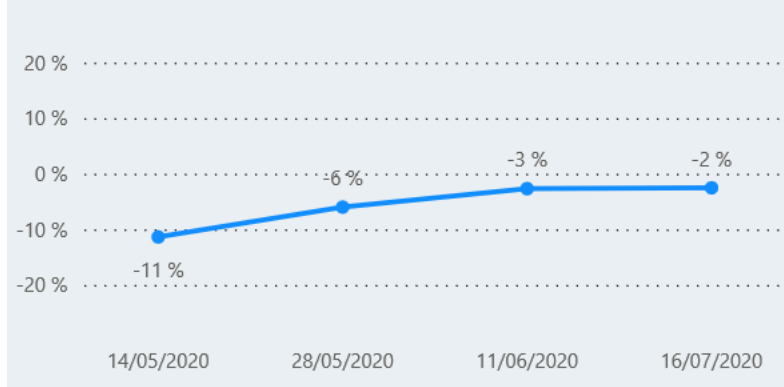


Expectations for next 3 months

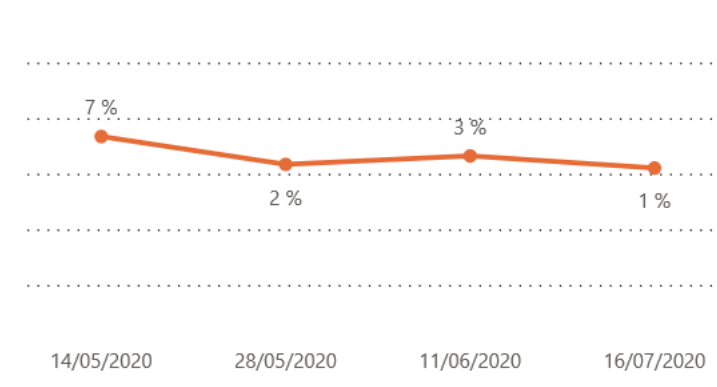


- Radical Contraction (+50%)
- Very Significant Contraction (From 25% to 50%)
- Significant Contraction (From 15% to 25%)
- Medium Contraction (From 10% to 15%)
- Moderate Contraction (From 5% to 10%)
- Stable (+/-5%)
- Moderate Expansion (From 5% to 10%)
- Expansion (From 10% to 15%)
- Significant Expansion (From 15% to 25%)
- Very Significant Expansion (From 25% to 50%)
- Radical Expansion (+50%)

Evolution Tendency



Expectations Tendency



Over the last month.

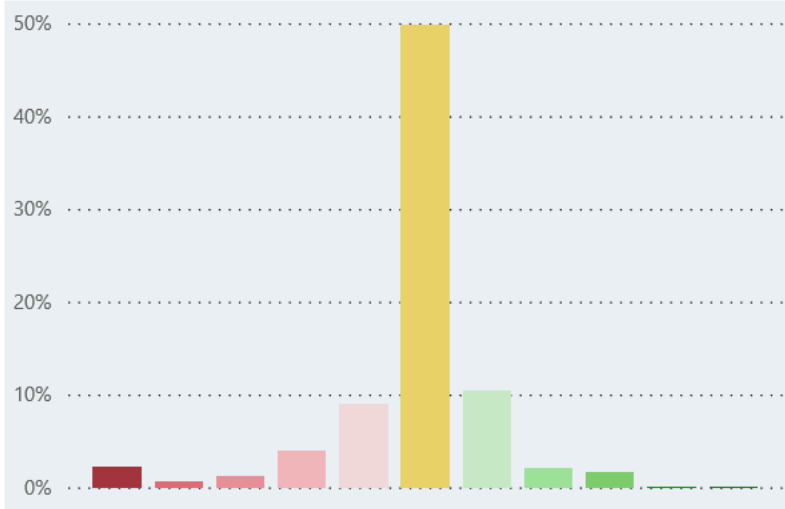
58% Express the opinion that the market remains stable or see a moderate increase.

For the next 3 months.

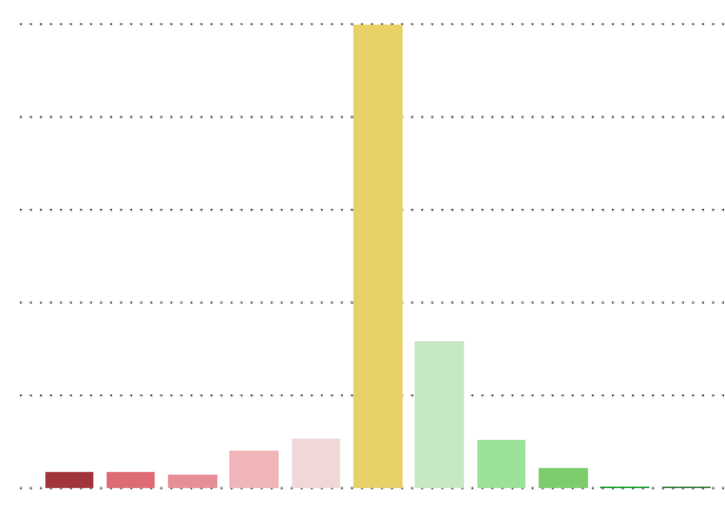
Express the opinion that the market will remain stable or increase moderately. **57%**



Evolution over last month

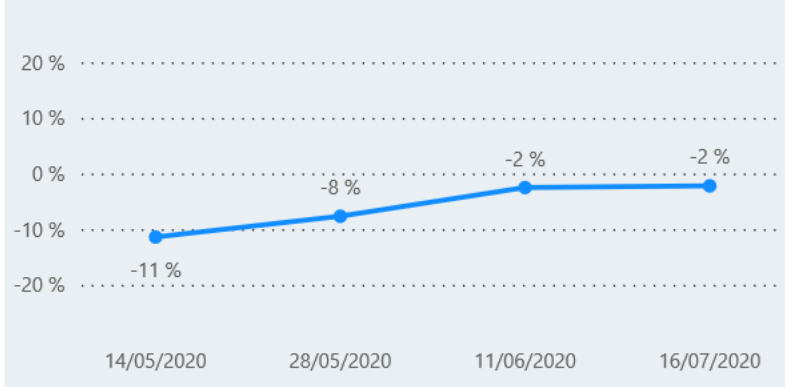


Expectations for next 3 months

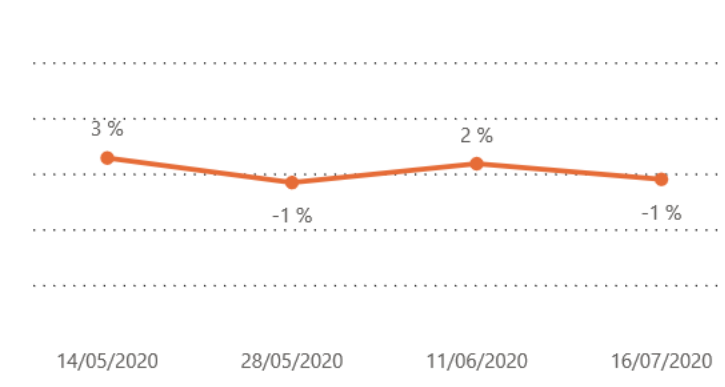


- Radical Contraction (+75%)
- Very Significant Contraction (From 50% to 75%)
- Significant Contraction (From 25% to 50%)
- Medium Contraction (From 10% to 25%)
- Moderate Contraction (From 5% to 10%)
- Stable (+/-5%)
- Moderate Expansion (From 5% to 10%)
- Expansion (From 10% to 25%)
- Significant Expansion (From 25% to 50%)
- Very Significant Expansion (From 50% to 75%)
- Radical Expansion (+75%)

Evolution Tendency



Expectations Tendency



Over the last month.

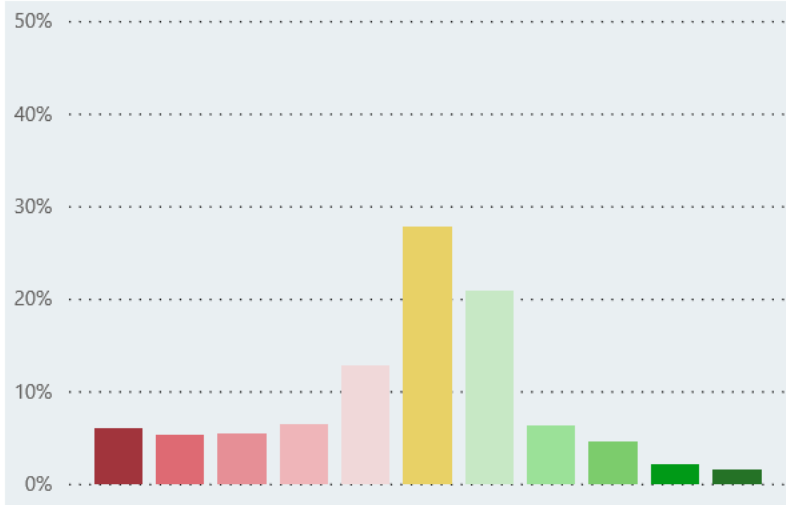
68% Express the opinion that the market remains stable.

For the next 3 months.

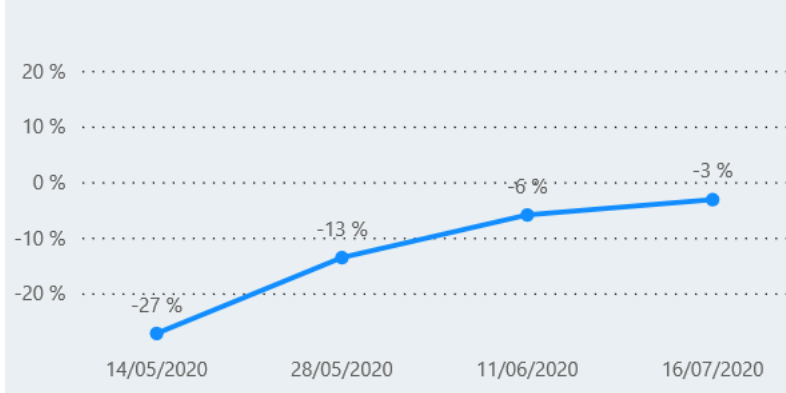
Express the opinion that the market will remain stable or increase moderately. **78%**



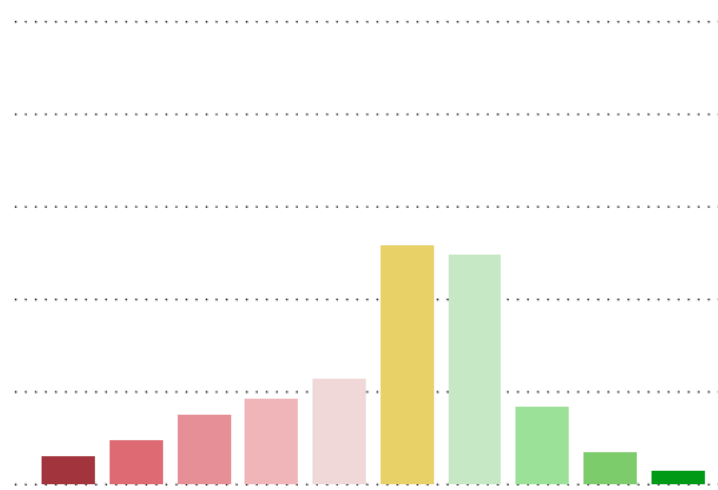
Evolution over last month



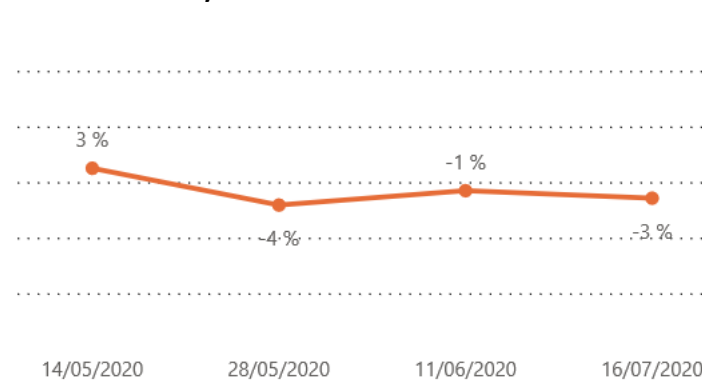
Evolution Tendency



Expectations for next 3 months



Expectations Tendency



- Radical Contraction (+50%)
- Very Significant Contraction (From 25% to 50%)
- Significant Contraction (From 15% to 25%)
- Medium Contraction (From 10% to 15%)
- Moderate Contraction (From 5% to 10%)
- Stable (+/-5%)
- Moderate Expansion (From 5% to 10%)
- Expansion (From 10% to 15%)
- Significant Expansion (From 15% to 25%)
- Very Significant Expansion (From 25% to 50%)
- Radical Expansion (+50%)

Over the last month.

49% Express the opinion that the market remains stable or see a moderate increase.

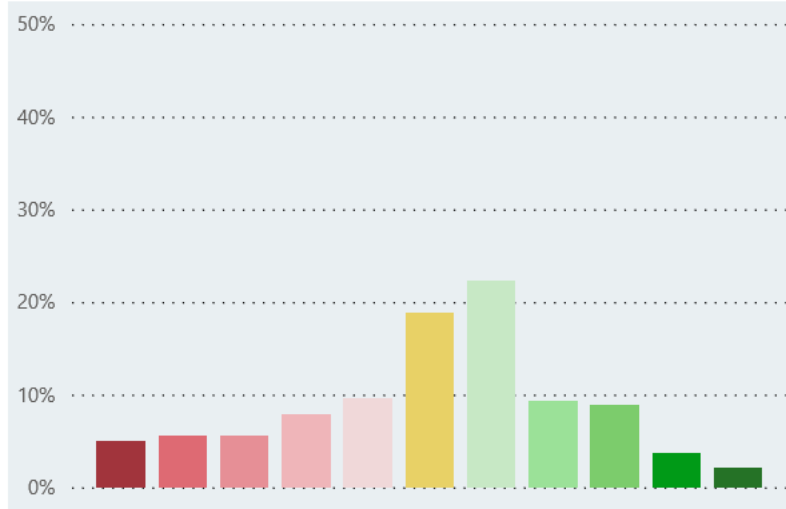
For the next 3 months.

Express the opinion that the market will remain stable or increase moderately.

51%

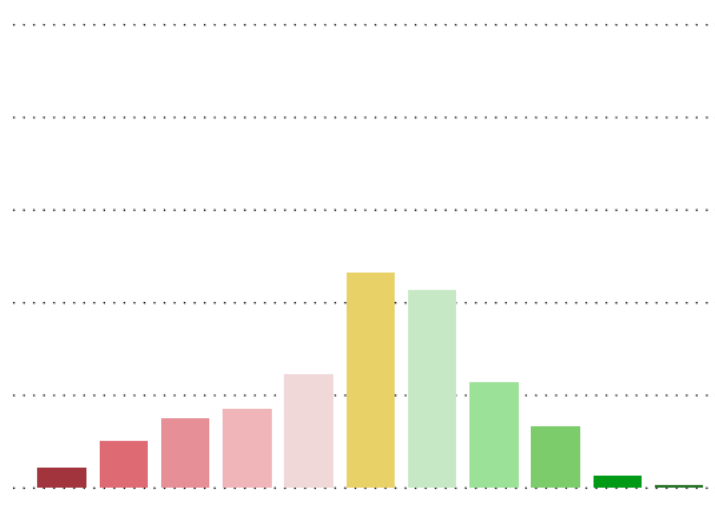


Evolution over last month



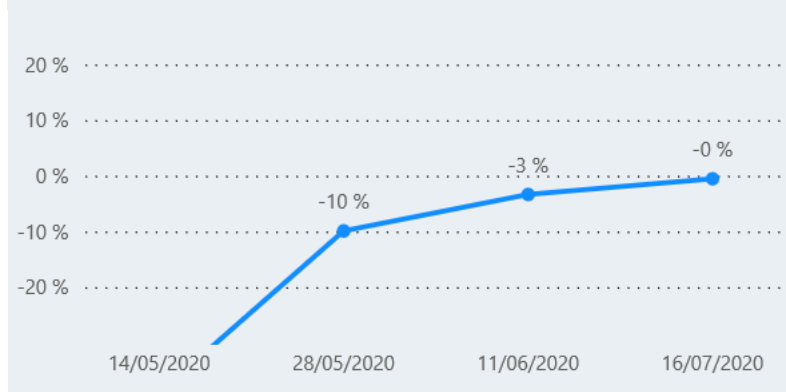
Number of Property Visits

Expectations for next 3 months

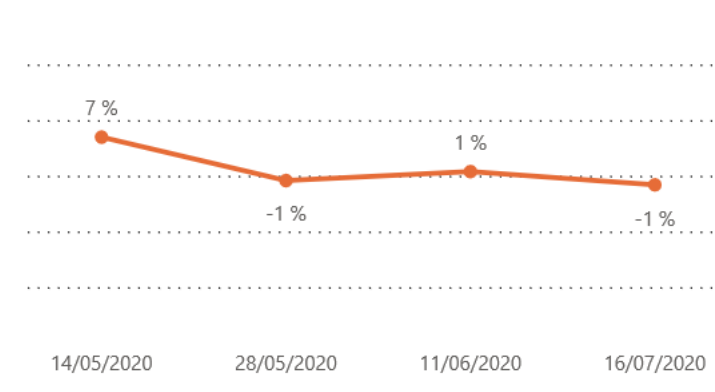


- Radical Contraction (+50%)
- Very Significant Contraction (From 25% to 50%)
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- Medium Contraction (From 10% to 15%)
- Moderate Contraction (From 5% to 10%)
- Stable (+/-5%)
- Moderate Expansion (From 5% to 10%)
- Expansion (From 10% to 15%)
- Significant Expansion (From 15% to 25%)
- Very Significant Expansion (From 25% to 50%)
- Radical Expansion (+50%)

Evolution Tendency



Expectations Tendency



Over the last month.

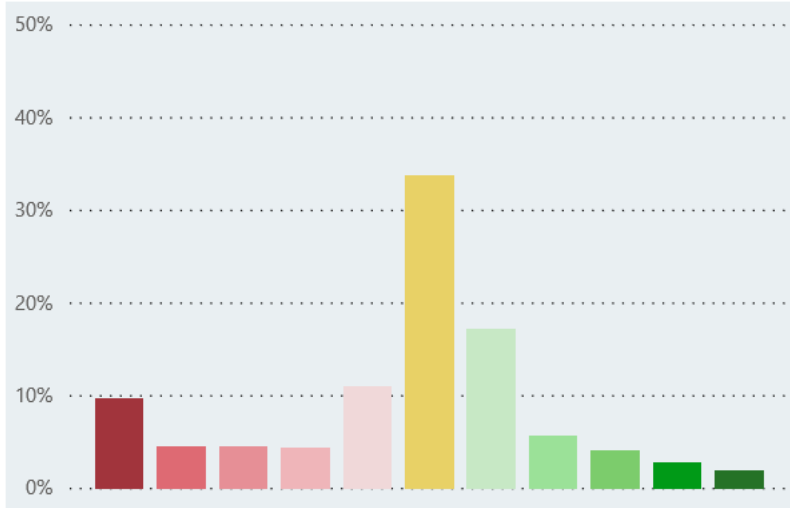
41% Express the opinion that the market remains stable or see a moderate increase.

For the next 3 months.

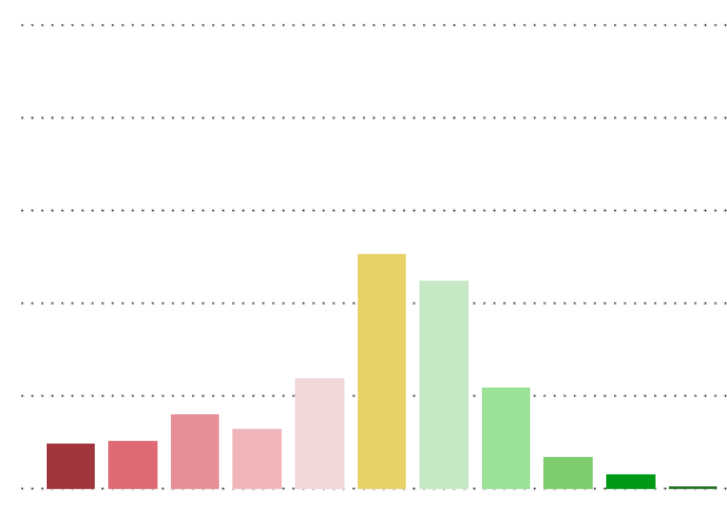
Express the opinion that the market will remain stable or increase moderately. **45%**



Evolution over last month

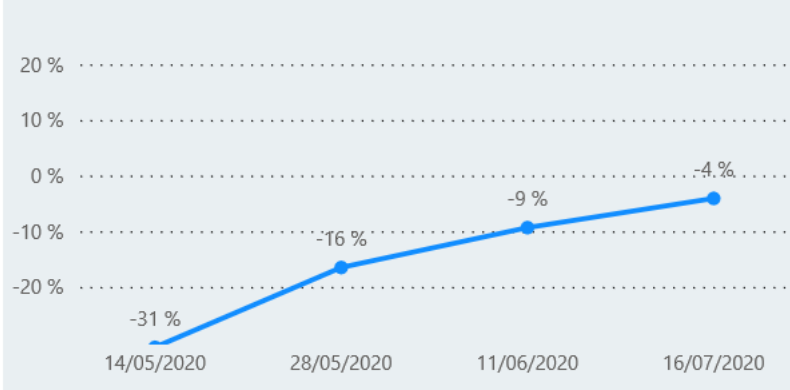


Expectations for next 3 months

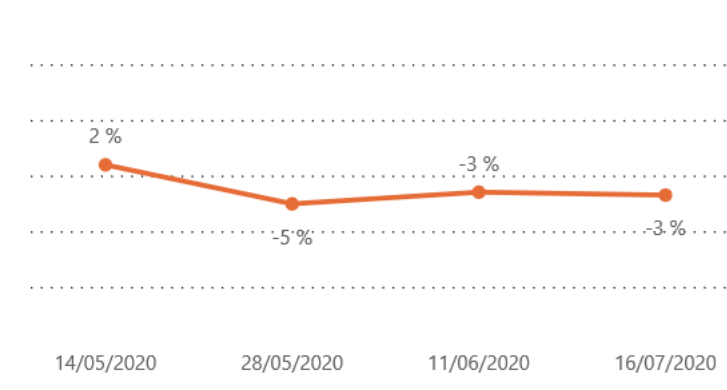


- Radical Contraction (+50%)
- Very Significant Contraction (From 25% to 50%)
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- Medium Contraction (From 10% to 15%)
- Moderate Contraction (From 5% to 10%)
- Stable (+/-5%)
- Moderate Expansion (From 5% to 10%)
- Expansion (From 10% to 15%)
- Significant Expansion (From 15% to 25%)
- Very Significant Expansion (From 25% to 50%)
- Radical Expansion (+50%)

Evolution Tendency



Expectations Tendency



Over the last month.

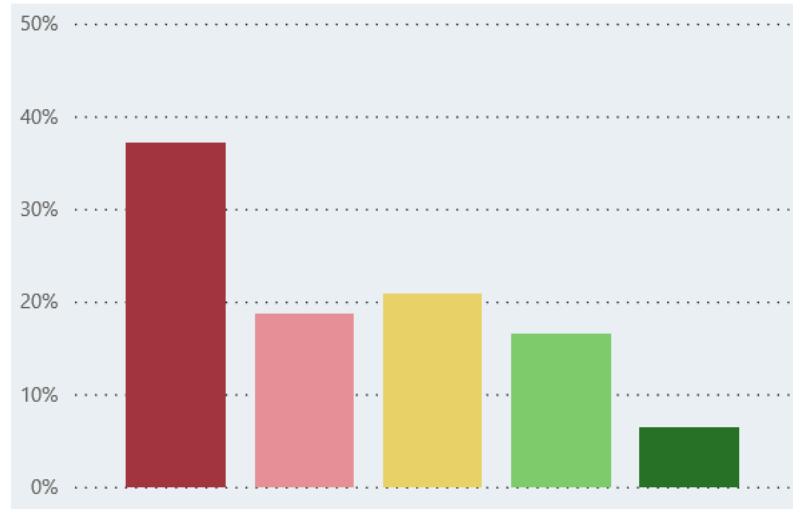
51% Express the opinion that the market remains stable or see a moderate increase.

For the next 3 months.

Express the opinion that the market will remain stable or increase moderately. **48%**



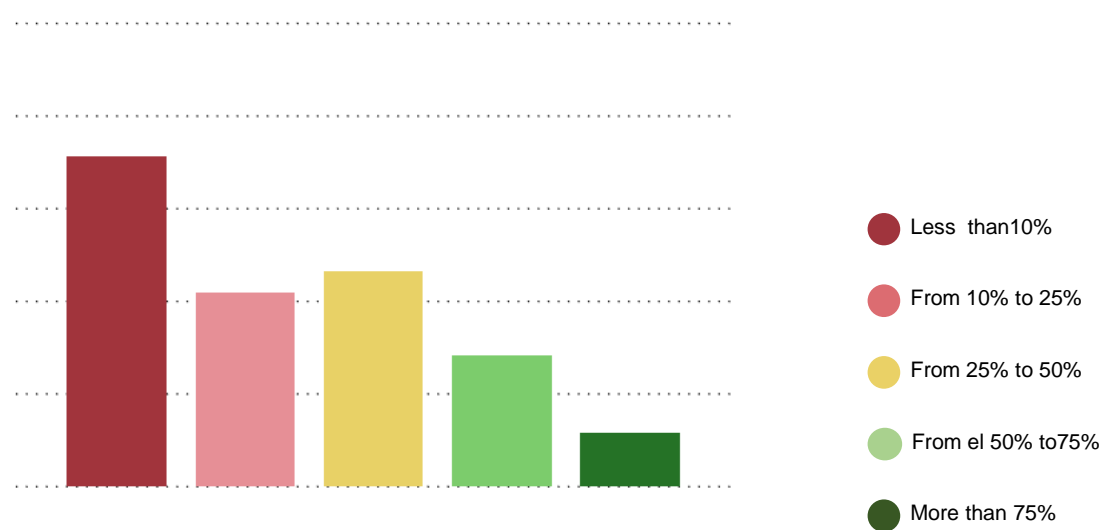
Evolution over last month



Over the last month.

37% Express the opinion that they have carried out less than 10% of their work remotely.

Expectations for next 3 months



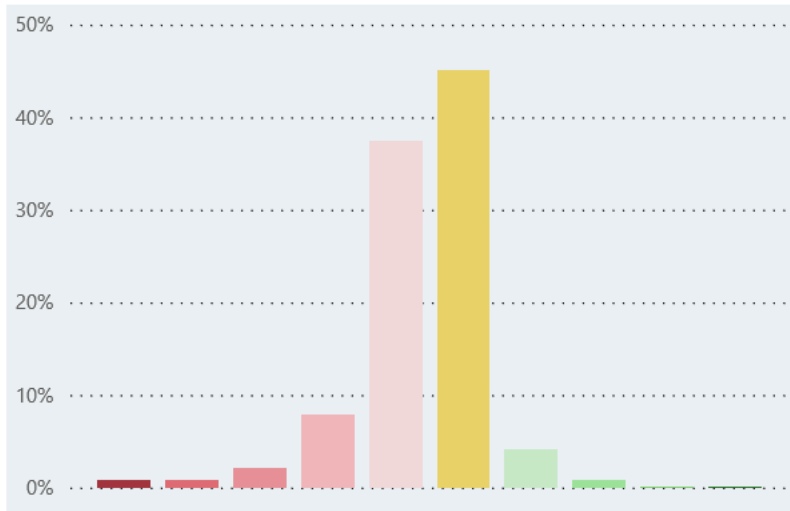
For the next 3 months.

Express the opinion that they will carry out less than 10% of their work remotely **36%**



Price of Properties For Sale

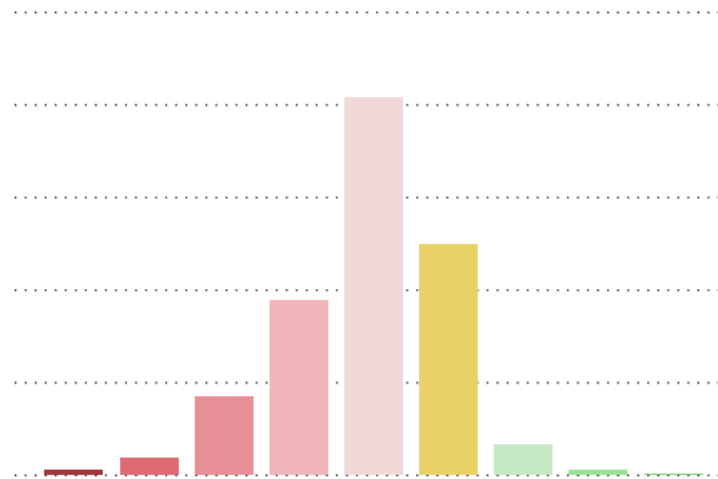
Evolution over last month



Over the last month.

83% Express the opinion that prices remain stable or have seen a moderate decrease

Expectations for next 3 months



For the next 3 months.

Express the opinion that prices will remain stable or foresee a moderate reduction. **66%**

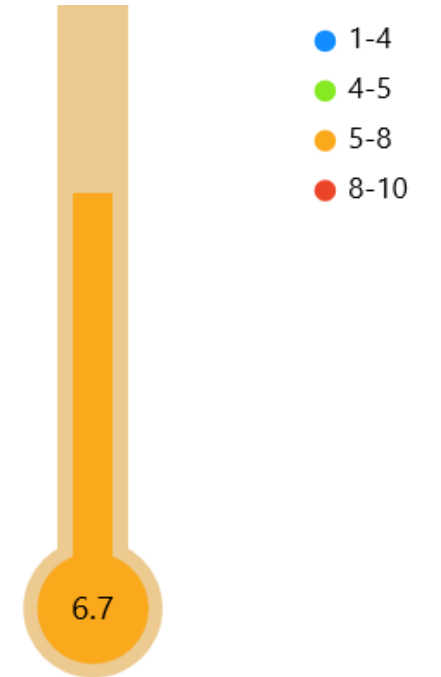
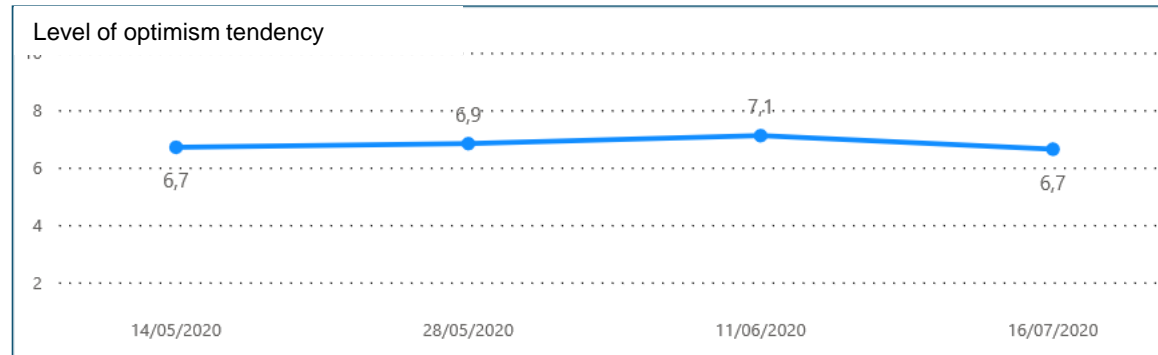
- Radical Contraction (+50%)
- Very Significant Contraction (From 25% to 50%)
- Significant Contraction (From 15% to 25%)
- Medium Contraction (From 10% to 15%)
- Moderate Contraction (From 5% to 10%)
- Stable (+/-5%)
- Moderate Expansion (From 5% to 10%)
- Expansion (From 10% to 15%)
- Significant Expansion (From 15% to 25%)
- Very Significant Expansion (From 25% to 50%)
- Radical Expansion (+50%)



Optimism

6,7

In response to the question: **How would you rate your level of optimism regarding the future?**. The panelists' responses show a moderate level of optimism regarding the recent evolution of the market and expectations for the coming months.





THANK YOU