



# The state of the housing market August 2021

# Summary - August

- Lower propensity to buy when the pandemic effect wears off
- Supply held down by short sales times
- Continued high sales volumes in the apartment market

The apartment market in August was largely reminiscent of last spring, with high sales volumes and short sales times. In the house market, however, there are signs of a slight slowdown with less intensity compared to before the summer. Sales times in the house market are now somewhat longer and biddings are not driving up prices as much as before the summer.

Price expectations among buyers in September's survey showed relatively little change compared to the previous month, but with some increased belief in stagnant prices. We are also not seeing the same high buying intention in the market as was the case in the autumn of 2020. This is probably a result of a reduced focus on housing as the impact of the pandemic on society has since diminished with more people vaccinated and more going back to work.



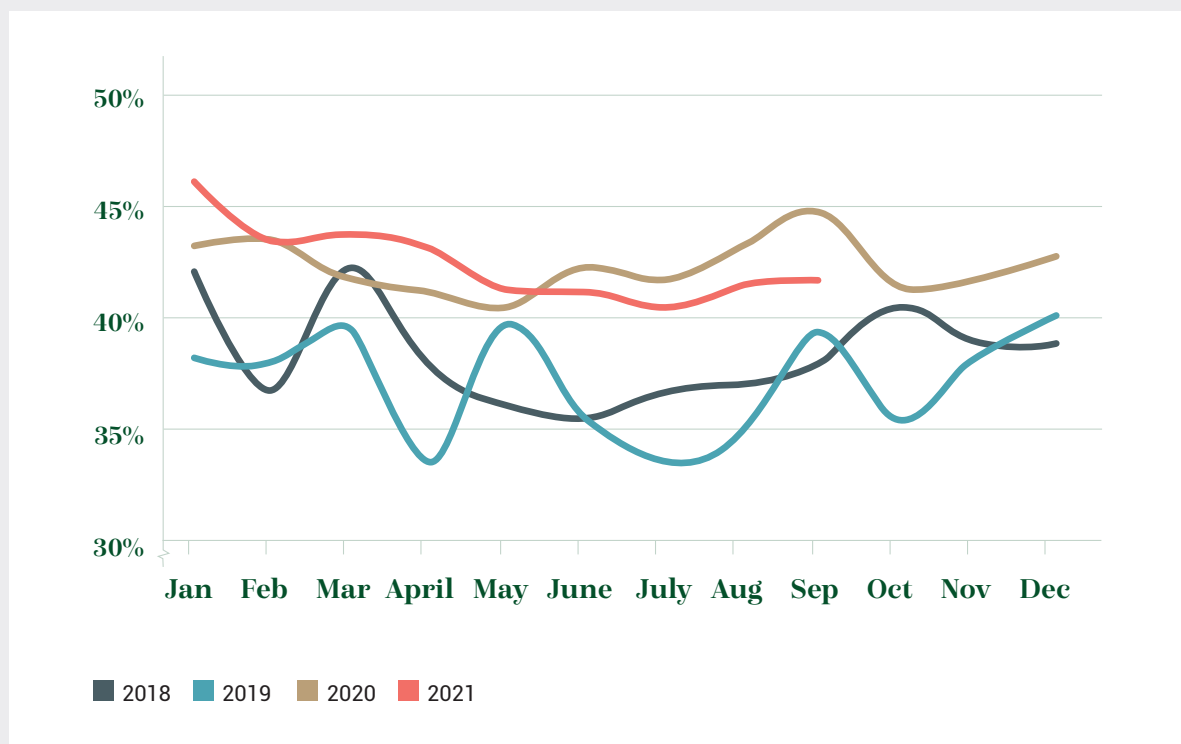
# The Buyers' Barometer - little change in buyers' price expectations

Of the visitors surveyed on Hemnet at the beginning of September, 42 percent said they were planning to buy a home in the next six months. This means that the propensity to buy remains at the same level as in the corresponding survey a month ago but decreases by 3 percentage points compared to September 2020. The clear year-on-year decline in propensity to buy is likely to be influenced by the fact that society is becoming more open and that the big focus on housing that characterised the market during the pandemic is then waning slightly. Also, the previous option of pausing mortgage repayments has now expired, which may also have affected purchase intentions.

However, it should be mentioned that the propensity to buy remains relatively high compared to recent years and the current trend can be seen as a normalisation.

The survey on which the Buyers' Barometer is based is carried out at the beginning of each new month, which means that the results in this August report refer to figures from the beginning of September.

## Proportion of Hemnet visitors planning to buy a home in the next six months



In Hemnet's September Buyers' Barometer, 36 percent of buyers surveyed said they expect prices to rise in the next six months. This is a decrease of 1 percentage point since the August survey. The share believing in falling prices also fell in September. From 22 to 20 percent of buyers surveyed.

Overall, this gives a difference of 16 percentage points between those who believe in rising and falling prices. One percentage point higher than in August's survey. As a result, price expectations are now levelling off after three months of decline.

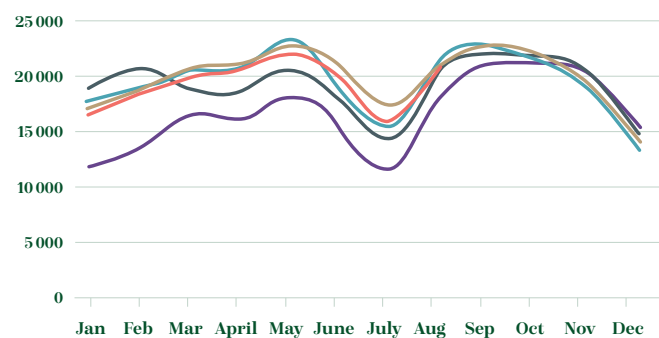
## Hemnet's Buyers' Barometer



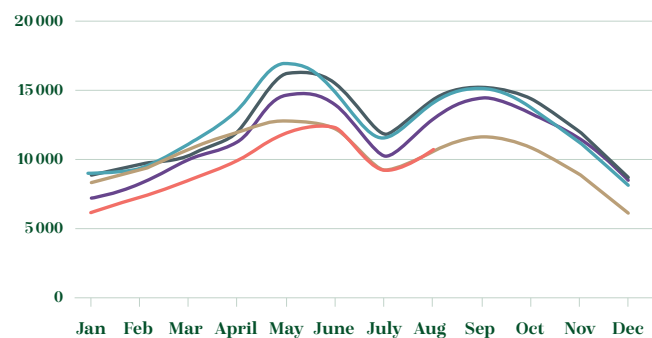
“Price expectations remain at about the same level as in the previous month. In particular, the share of those who believe that prices will remain unchanged is increasing, indicating a slightly more cautious market than during the spring. The fact that the previous pandemic effect, with a strong focus on housing, is now beginning to weaken slightly at the same time as the mortgage repayment requirement is being reintroduced, also suggests this. Similarly, we have a continued good economy and record low mortgage rates, which could very well contribute to a stable price development during the autumn”, says Erik Holmberg market analyst at Hemnet.

# Supply - supply held down by short sales times

Supply of apartments on the succession market - Sweden



Supply of houses - Sweden



■ 2017 ■ 2018 ■ 2019 ■ 2020 ■ 2021

In August, there were 20,871 apartments for sale on Hemnet. This is 1 percent less than in August 2020 and on a par with how it looked in August in recent years. Of the apartments for sale, 11,077 had been published in August. This is 7 percent more than in the corresponding month of 2020. The fact that supply is not higher despite a high influx of new apartments onto the market in recent months is due to the short sales times that have characterised the market over the past year.

On the house market, there were 10,701 houses for sale on Hemnet during the same month, which is 1 percent higher than in August last

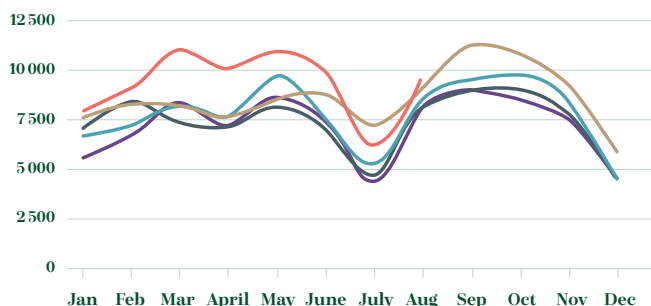
year but clearly lower than in previous years. Of these, 5,541 houses were listed in August, which is 11 percent more than in August 2020 but lower than in previous years.

Over the past two years, the seasonal pattern of the house market, with lower activity in the summer months, has evened out to some extent, probably largely as a result of the pandemic, with more people spending the summer at home. As a result, the number of listed houses has been relatively high in June and July but lower than normal in May and August.

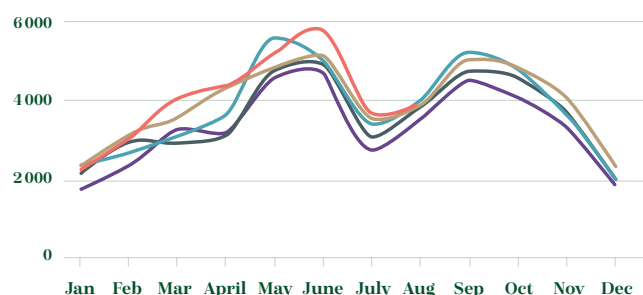
Area (county)	Supply	Annual rate, supply	Number of listed	Annual rate, listed
<b>SWEDEN</b>				
Houses	10,701	+1%	5,541	+11%
Apartments	20,871	-1%	11,077	+7%
Holiday homes	2,602	+1%	1,093	+1%
<b>STOCKHOLM</b>				
Houses	1,388	+8%	765	+15%
Apartments	7,978	-5%	4,387	+1%
<b>VÄSTRA GÖTALAND</b>				
Houses	1,577	-4%	857	+8%
Apartments	2,903	+8%	1,581	+20%
<b>SKÅNE</b>				
Houses	1,606	+2%	902	+17%
Apartments	2,615	-1%	1,519	+11%

# Sales - continued high sales volumes

## Apartments sold - Sweden



## Houses sold - Sweden



■ 2017 ■ 2018 ■ 2019 ■ 2020 ■ 2021

In August, 9,565 apartment sales were reported in the country. This is 4 percent more than in August 2020 and the highest entry for a month of August as far back as there is a continuous time series.

On the house market, 3,941 sales were reported in the same period, 1 percent more than in the corresponding month last year but at a relatively normal level compared to previous years. It is likely that a

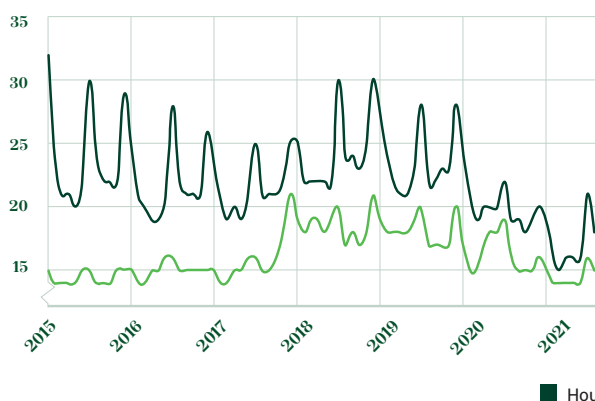
change in the seasonal pattern plays a role in the distribution of the number of houses sold in recent months in the same way as for the number of published house ads. With more people at home during the summer holidays, activity increases in June and July. This means that houses that in more normal years would have been sold in August are now more likely to be sold in June or July.

**“During the early autumn, the apartment market has continued to be characterised by high activity with many sales. A similar pattern to that seen during most of the pandemic. There is a lot of property being listed and although demand seems to have decreased slightly, it remains at a high level in general, which is a prerequisite for these high sales volumes”, says Erik Holmberg.**

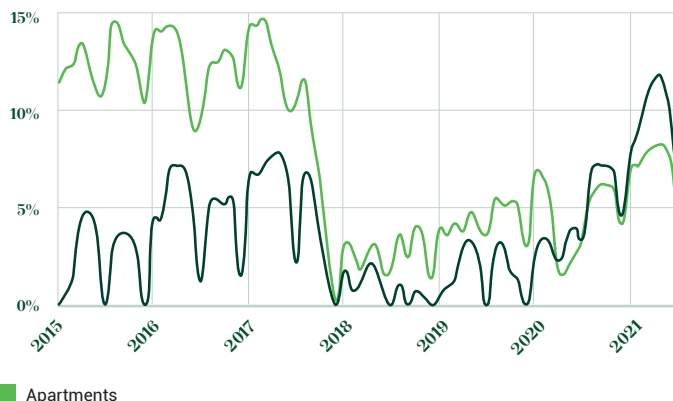
Area (county)	Number sold	Annual rate, sold
<b>SWEDEN</b>		
Houses	3,941	+1%
Apartments	9,565	+4%
Holiday homes	929	-4%
<b>STOCKHOLM</b>		
Houses	510	-5%
Apartments	3,638	+1%
<b>VÄSTRA GÖTALAND</b>		
Houses	585	-5%
Apartments	1,404	+12%
<b>SKÅNE</b>		
Houses	611	-2%
Apartments	1,329	+6%

# Sales time, asking price and closing price - Reduced sales times after summer

Sales time (median days)  
- Sweden



Difference between asking price and closing price  
- Sweden



In August, the average sales time for apartments was 15 days. Compared to the corresponding month in 2020, this is a decrease of 1 day. In the house market, sales time also decreased by 1 day compared to August 2020, from 19 to 18 days. Compared to last spring, the average sales time is now slightly higher. Sales time may continue to be affected to some extent by seasonal effects, but this is also likely to be a sign of slightly lower pressure on the house market.

The price of apartments sold in August increased by an average of 7.6 percent from the asking price to the closing price. This is 2 percentage points more than in the corresponding month of 2020.

The corresponding percentage increase for house sales was 8.7 percent in August. Also an increase of 2 percentage points compared to August 2020.

**“In the apartment market, the buoyant market from last spring looks set to continue into early autumn. In the house market, activity remains high, but there is some evidence of slightly lower pressure than we saw in the spring”, says Erik Holmberg.**

Area (county)	Median difference, asking price and closing price	Annual rate, difference between asking price and closing price	Median sales time (days)	Annual rate, sales time
<b>SWEDEN</b>				
Houses	+8.7%	+2 pp	18 days	-1 day
Apartments	+7.6%	+2 pp	15 days	-1 day
Holiday homes	+10.5%	+2 pp	21 days	+1 day
<b>STOCKHOLM</b>				
Houses	+7.5%	+2 pp	15 days	-1 day
Apartments	+10.8%	+3 pp	14 days	-1 day
<b>VÄSTRA GÖTALAND</b>				
Houses	+8.6%	+3 pp	18 days	-1 day
Apartments	+6.6%	+3 pp	15 days	-1 day
<b>SKÅNE</b>				
Houses	+7.5%	+/-0 pp	15 days	-1 day
Apartments	+5.2%	+2 pp	13 days	-1 day

# About the statistics

- Hemnet's Buyers' Barometer is based on a survey that is sent out to visitors to hemnet.se at the beginning of each month. The respondents who state that they plan to buy a home within six months are asked: "How do you think housing prices will develop in your area over the next six months?" In total, the survey is answered by between 2,000 and 3,000 people each month. (During March and April 2020, an additional survey was also conducted in the middle of each month.)
- In May 2021, a change was made in how we calculate sales time. The change means that we now do not count the days that a property has been "upcoming" on Hemnet. This means that the average sales time will be slightly shorter than with the previous way of calculating. Historical data has also been corrected, which means that there will be no break in series.
- In May 2021, a review and change in methodology was carried out regarding how we calculate supply. This implies that statistics that have been communicated previously may differ somewhat from the figures we have been communicating since then. Historical data has also been corrected, which means that there will be no break in series.
- All housing data in the report are based on property in the succession market, i.e., excluding new construction.
- The aim of the report is to provide a clear overview of the housing market. The report therefore presents data for the dwelling types: house, apartment and holiday home. These make up about 90 percent of the housing ads on the succession market on Hemnet. Dwelling types not covered by the report include terraced houses and plots.
- The supply on Hemnet is defined as the number of active property listings during a given time period. In this case during one month.
- Published listings are property listings that are published for the first time during the given period.
- Sales means property that have a reported sale date to Hemnet. The statistics are based on the data available at the beginning of each month covered by the report. This means that sales reported later are not included but may have some impact on the statistics retrospectively.
- The median difference between the starting price and the closing price is the middle percentage value that a property increases with from the starting price to the closing price during a given period.
- The sale time is the average (median) number of days that a property sold has been for sale on Hemnet. The reason why the median is used as an average is because the number of days a property is for sale on Hemnet is not normally distributed and that individual extreme values otherwise have an unreasonably large impact.



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