



# The state of the housing market September 2021

# Summary - September

- **Record number of apartments sold**
- **Slightly higher price expectations**
- **High influx of houses**

The high level of activity that has characterised the housing market over the past year continued in September, with a record number of sales and a high influx of homes for sale. September was the month when the most apartments were sold as far back as Hemnet has a continuous time series.

Price expectations in Hemnet's October Buyers' Barometer are up slightly from the decline we saw in the summer months. Overall, 38 percent of buyers now expect prices to rise over the next six months, compared with 36 percent in the last survey in September.

At the same time, we see a slight decline in purchase intentions at the start of October. It could be related to lifted restrictions and consumption patterns returning to normal. Of those surveyed, 39 percent said they were planning to buy a home in the next six months. This compares with 42 percent in September and 46 percent in January, when the intention to buy was highest. However, levels of propensity to buy in October are still at a relatively normal level historically.



# The Buyers' Barometer - slightly higher price expectations

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 September report refer to figures from the beginning of October.

## Hemnet's Buyers' Barometer

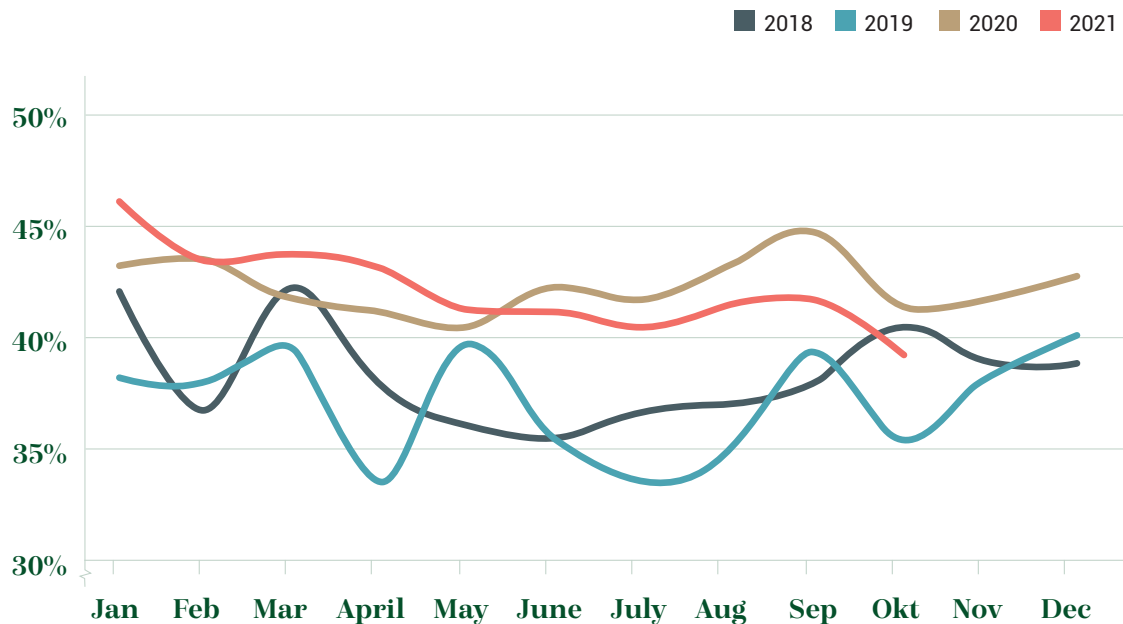


In Hemnet's October Buyers' Barometer, 38 percent of respondents said they expect prices to rise over the next six months. This is an increase of 2 percentage points compared to the previous month's survey. At the same time, the share of buyers who believe prices will fall fell

from 20 percent to 19 percent over the same period. The net figure, i.e., the difference between those who believe in rising and falling prices, thus increased by 3 percentage points, from 16 to 19 percent.



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



Of the visitors surveyed on Hemnet at the beginning of October, 39 percent said they were planning to buy a home in the next six months. This is a decrease of 3 percentage points since the corresponding survey in September and the lowest purchase intention in almost two years. The

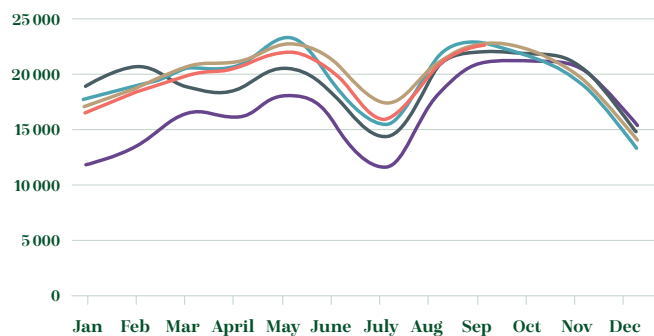
decline in purchase intentions may be influenced by the current pandemic situation, with enforced restrictions, which is likely to reduce the strong focus on housing seen during the pandemic.



**“The housing market continues to be very active in September with, for example, a record number of apartments sold and an expectation of rising property prices. However, purchase intentions are back to pre-pandemic levels. This may be related to lifted restrictions and an increase in other consumption such as travel and entertainment. However, there are no clear signs of any direct slowdown yet”, says Erik Holmberg market analyst at Hemnet.**

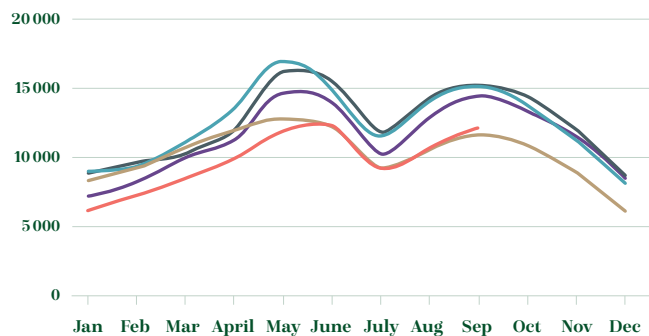
# Supply - continued high influx of homes onto the market

Supply of apartments on the succession market - Sweden



■ 2017 ■ 2018 ■ 2019 ■ 2020 ■ 2021

Supply of houses - Sweden



In September, there were 22,762 apartments for sale on Hemnet. This is 1 percent lower than the corresponding month in 2020. Of these, 11,374 apartments were published in September, 5 percent more than in September last year.

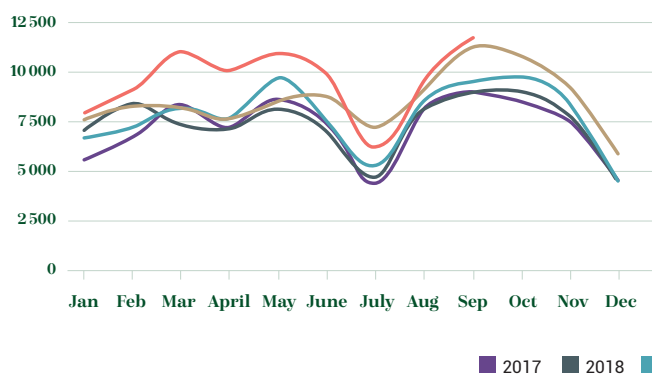
In the house market, supply remains relatively low. A total of 12,141 houses were for sale in September, 4 percent more than in September

2020 but clearly lower than in the corresponding month in previous years. Of these, 5,580 houses were listed in September, which was a year-on-year increase of 9 percent and the highest number of listed houses for a month of September since 2017. The number of listed houses has been back to historically normal levels for some months now, after being relatively low during most of the pandemic.

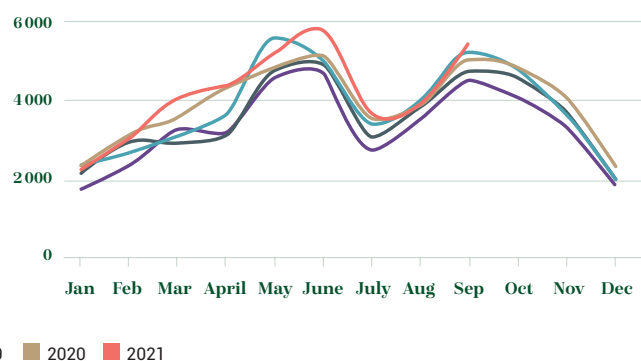
Area (county)	Supply	Annual rate, supply	Number of listed	Annual rate, listed
<b>SWEDEN</b>				
Houses	12,141	+4%	5,580	+9%
Apartments	22,762	-1%	11,374	+5%
Holiday homes	2,322	+3%	772	+/-0%
<b>STOCKHOLM</b>				
Houses	1,642	+6%	789	+3%
Apartments	9,156	-6%	4,741	-1%
<b>VÄSTRA GÖTALAND</b>				
Houses	1,867	+2%	848	+8%
Apartments	3,124	+6%	1,520	+6%
<b>SKÅNE</b>				
Houses	1,781	+8%	836	+8%
Apartments	2,728	+3%	1,499	+15%

# Sales - record number of apartments sold

Apartments sold - Sweden



Houses sold - Sweden



In September, 11,753 apartments were reported sold on Hemnet. It is the highest recorded sales volume for apartments in a single month as far back as Hemnet has a continuous time series. Compared to September 2020, which was the previous record, the number of sales increased by 4 percent. All metropolitan counties recorded record sales volumes for apartments in September.

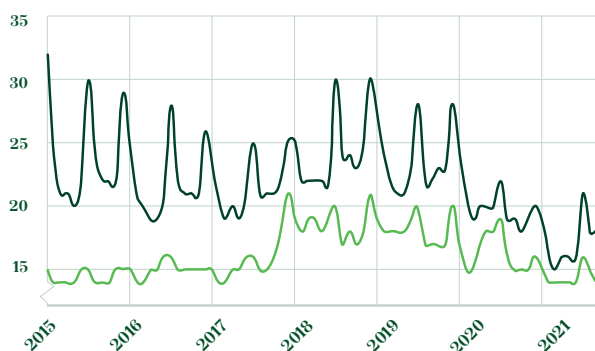
The number of sales on the house market was also high. A total of 5,454 house sales were reported in September, which is the highest September number as far back as Hemnet has data and slightly above the month of September 2020. In Skåne County, it was also the highest number of houses sold in a month as far back as Hemnet has a continuous time series and a full 21 percent more than in September last year.

**"The high level of activity that has characterised the market over the past year continued in September. There is a high influx of homes on the market and a continued high demand, which makes these high sales volumes possible", says Erik Holmberg.**

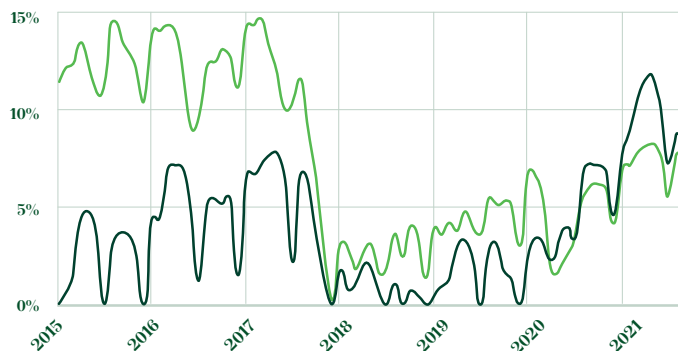
Area (county)	Number sold	Annual rate, sold
<b>SWEDEN</b>		
Houses	5,454	+8%
Apartments	11,753	+4%
Holiday homes	903	+1%
<b>STOCKHOLM</b>		
Houses	815	+1%
Apartments	5,043	+/-0%
<b>VÄSTRA GÖTALAND</b>		
Houses	822	+2%
Apartments	1,608	+5%
<b>SKÅNE</b>		
Houses	871	+21%
Apartments	1,471	+8%

# Sales time, asking price and closing price - market tempo remains high

Sales time (median days)  
- Sweden



Difference between asking price and closing price  
- Sweden



■ Houses ■ Apartments

On average, it took 14 days to sell an apartment in September. This is one day faster than the corresponding month in 2020 and it equals the previous historical low. On the house market, an average sale on Hemnet in September took 18 days, the same average sales time as in September 2020.

For apartments sold in September, the average increase from the starting price to the closing price was 7.5 percent. This is an increase of 2 percentage points compared to September 2020 and broadly in line with August. On the house market, the corresponding increase was 8.4 percent in September, up by 1 percentage point at an annual rate.

**“The housing market has remained strong this autumn, but there is some levelling off from last spring when it comes to houses regarding the average increase from starting price to closing price, as well as slightly longer sales times. It is however still clearly a seller’s market, with high demand relative to supply”, 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	+8.4%	+1 pp	18 days	-1 day
Apartments	+7.5%	+2 pp	14 days	-1 day
Holiday homes	+7.0%	+/-0 pp	22 days	+/-0 day
<b>STOCKHOLM</b>				
Houses	+7.3%	+/-0 pp	15 days	+/-0 day
Apartments	+10.6%	+2 pp	13 days	-1 day
<b>VÄSTRA GÖTALAND</b>				
Houses	+6.9%	+1 pp	18 days	-1 day
Apartments	+5.3%	+/-0 pp	15 days	+/-0 day
<b>SKÅNE</b>				
Houses	+7.1%	+/-0 pp	16 days	+/-0 day
Apartments	+4.4%	+1 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.



# Contact

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