

Hemnet's Year in Review 2022



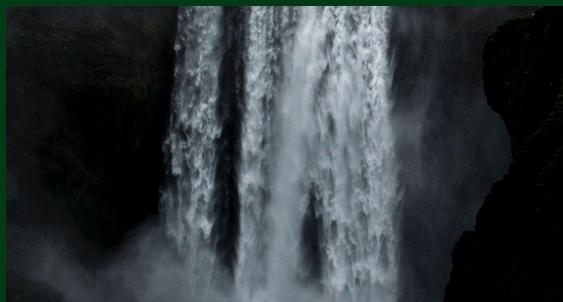
Search terms with increased popularity in 2022



1 Safety room **+127%**



2 Accept **+83%**



3 Hydroelectric **+62%**



4 Mill **+38%**



5 Fireplace **+23%**

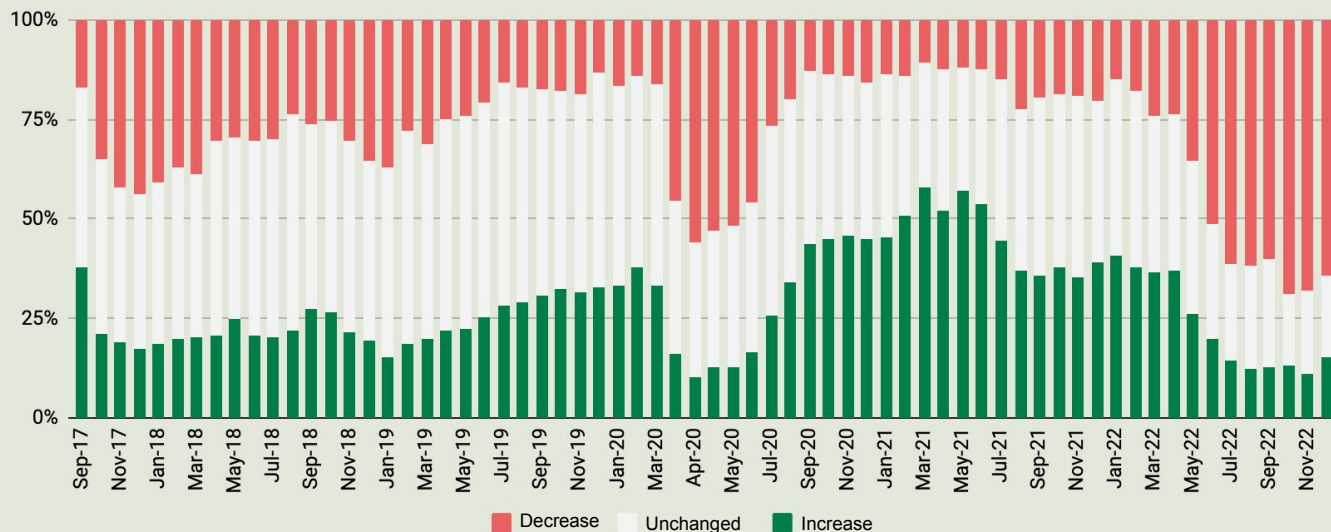


6 Geothermal **+23%**

Record low price expectations among buyers

Question:
(buyers)

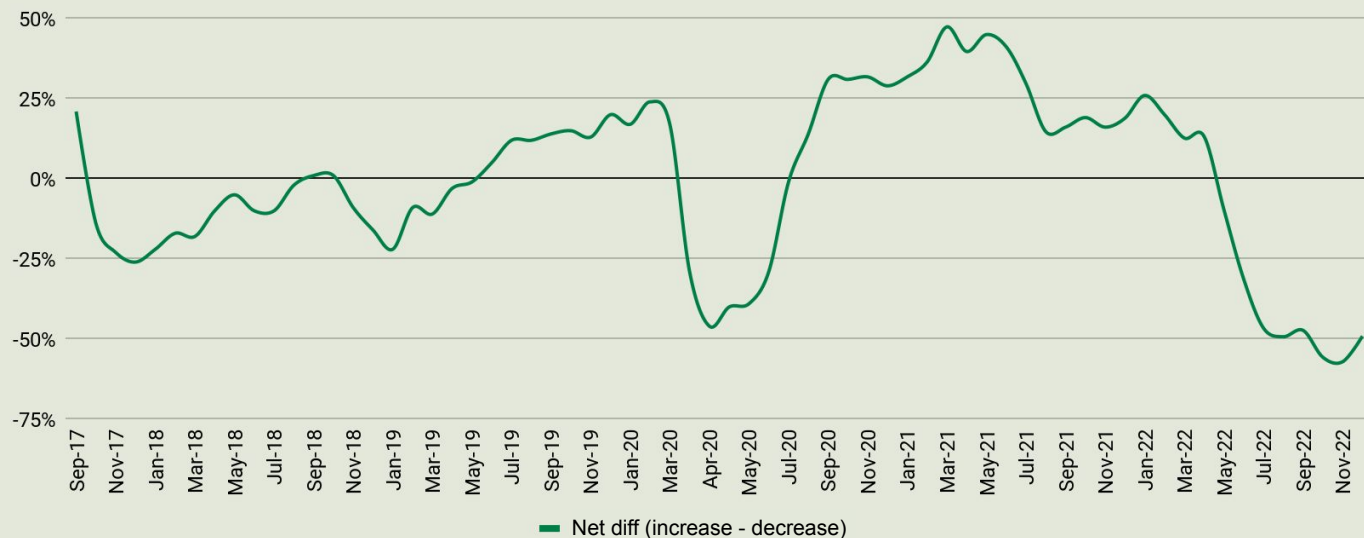
How do you think housing prices will evolve in your area in the next 6 months?



Record low price expectations among buyers

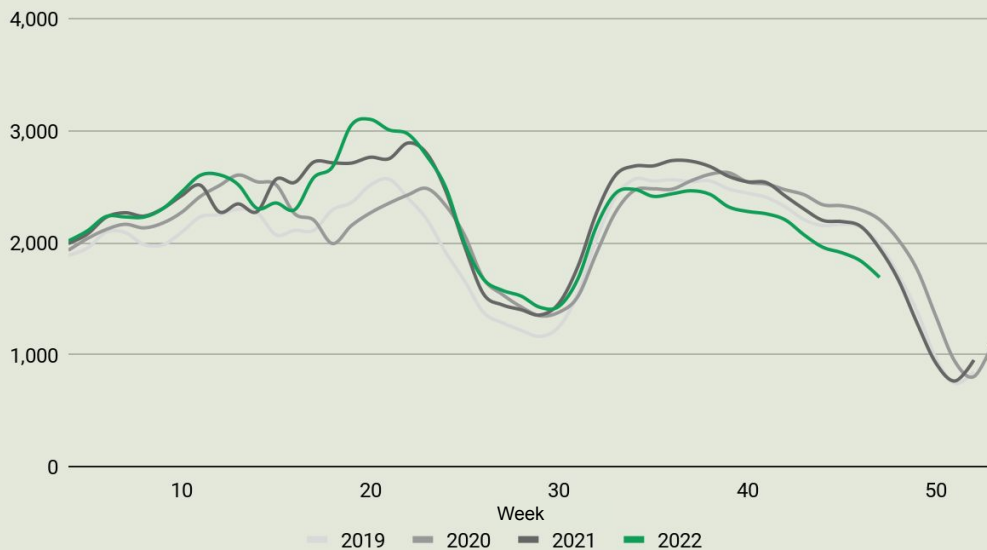
**Question:
(buyers)**

How do you think housing prices will evolve in your area in the next 6 months?



Significant differences in the number of published listings throughout the year

Published apartments (Country, three weeks rolling average)



Published properties (Refers to 2022, annual rate)

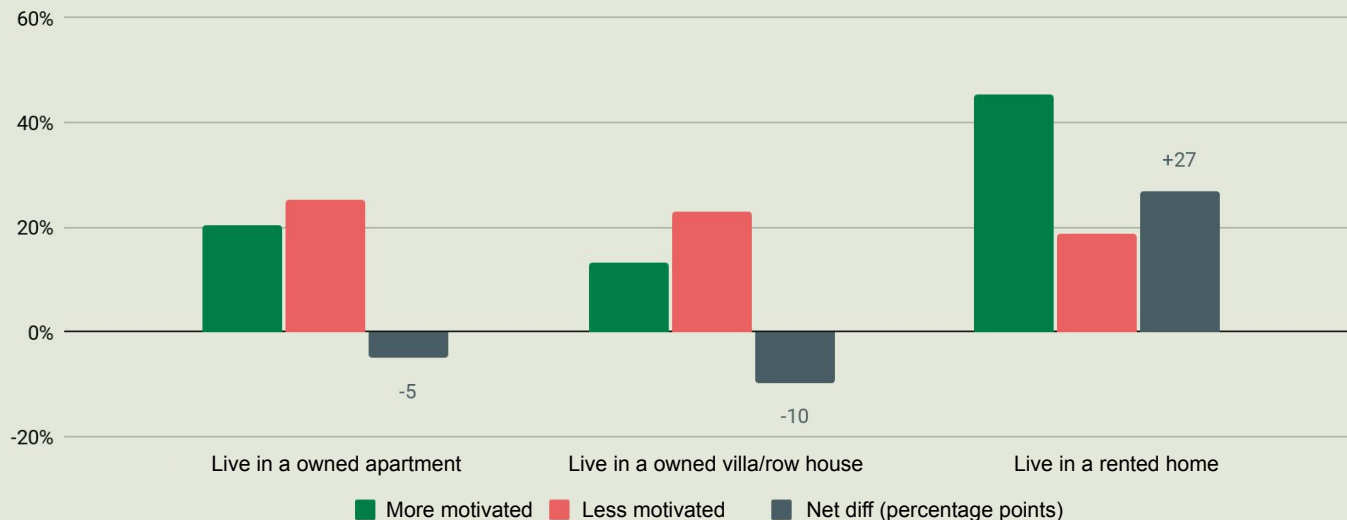
Region	Apartments	Villas
Country	-3%	+7%
Stockholm	-7%	+/-0%
Västra Götaland	+1%	+5%
Skåne	-1%	+7%

Refers to the period 1 Jan to 30 Nov

Lower home prices increases the motivation among outsiders on the property market

Question:
(visitors)

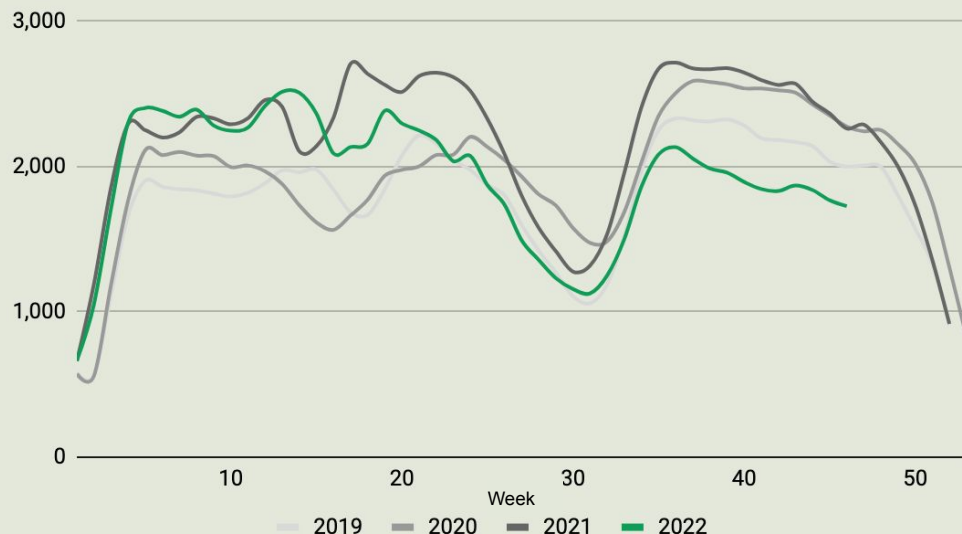
Has the price development the last year affected your willingness to change home?



Uncertainty and restraint pressing the sales volumes during the autumn

Sold apartments

(Country, three weeks moving average)



Sold properties

(Refers to 2022, annual rate)

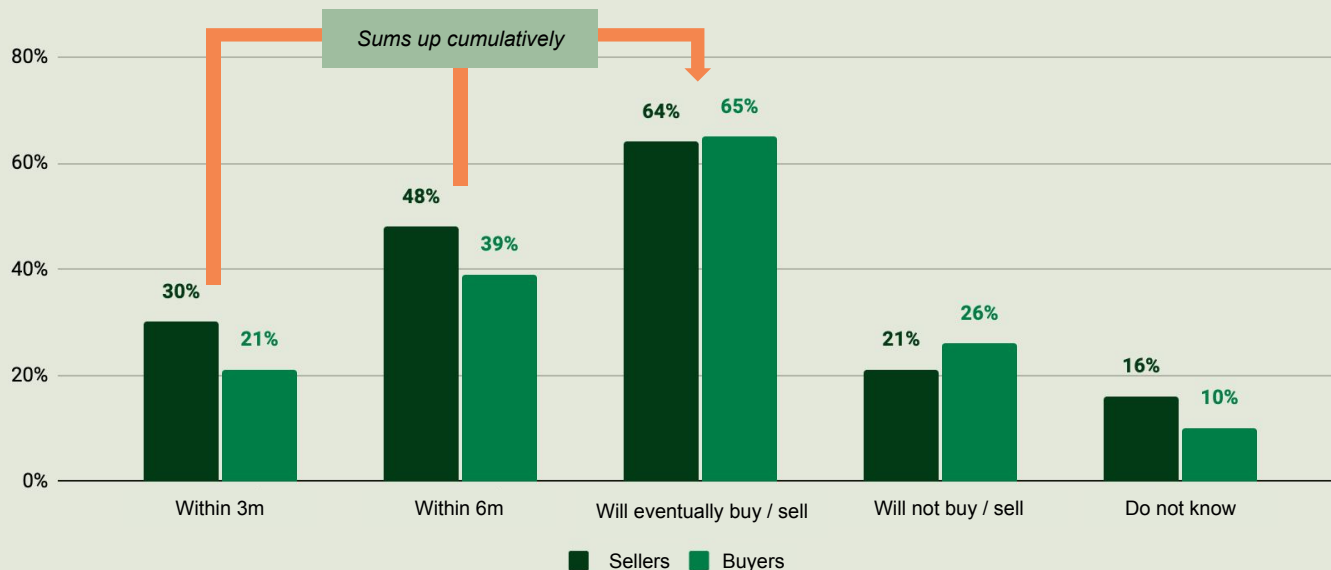
Region	Apartments	Villas
Country	-14%	-9%
Stockholm	-15%	-15%
Västra Götaland	-13%	-11%
Skåne	-14%	-13%

Refers to the period 1 Jan to 30 Nov

The autumn housing market is characterized by waiting

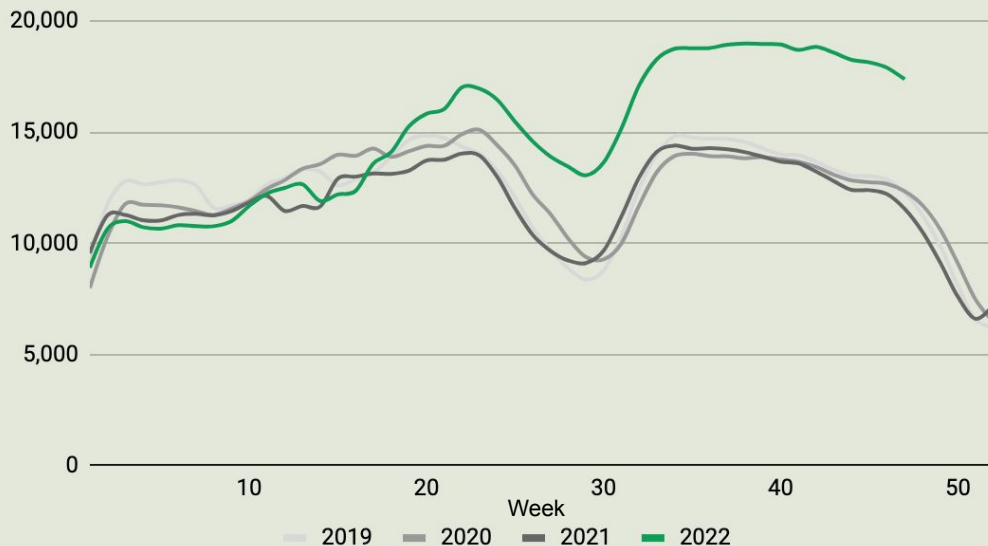
Question:
(sellers & buyers)

Which statement best fits your conditions as a seller / buyer?



Slower property market builds up supply

Supply apartments (Country)

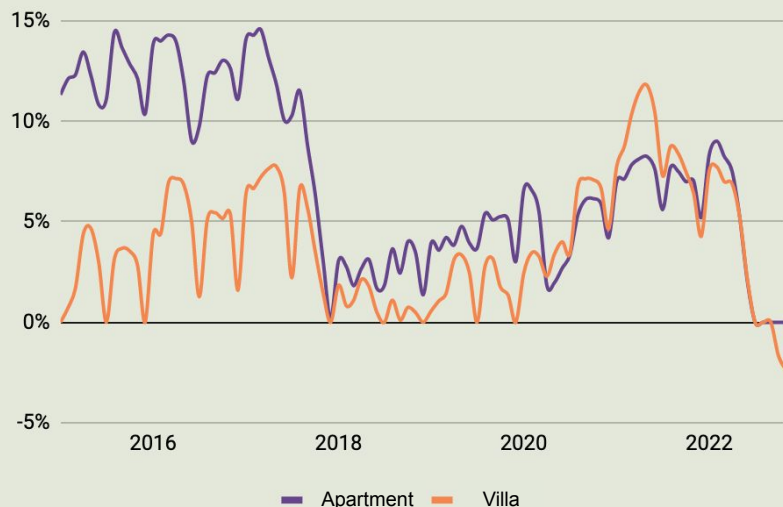


Property supply, Nov (Refers to 2022, annual rate)

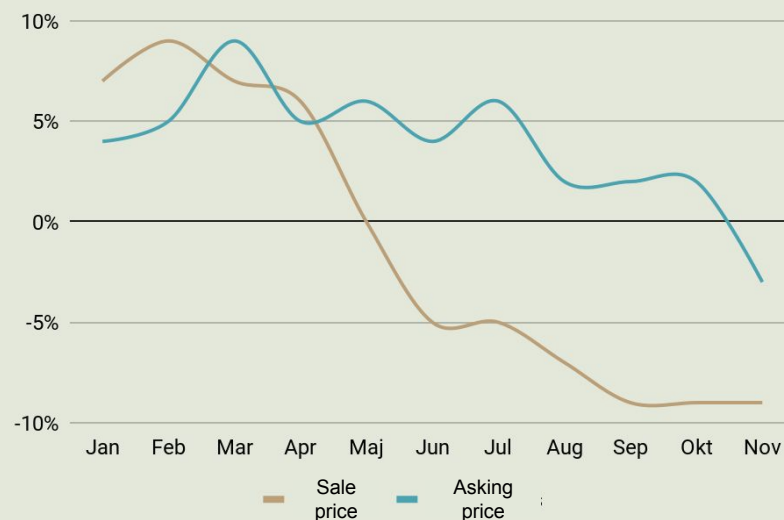
Region	Apartments	Villas
Country	+26%	+60%
Stockholm	+18%	+60%
Västra Götaland	+36%	+54%
Skåne	+38%	+88%

The average property is now sold under asking price

Difference between asking and sale price (Country)



Annual pace for apartment prices 2022 (Country)

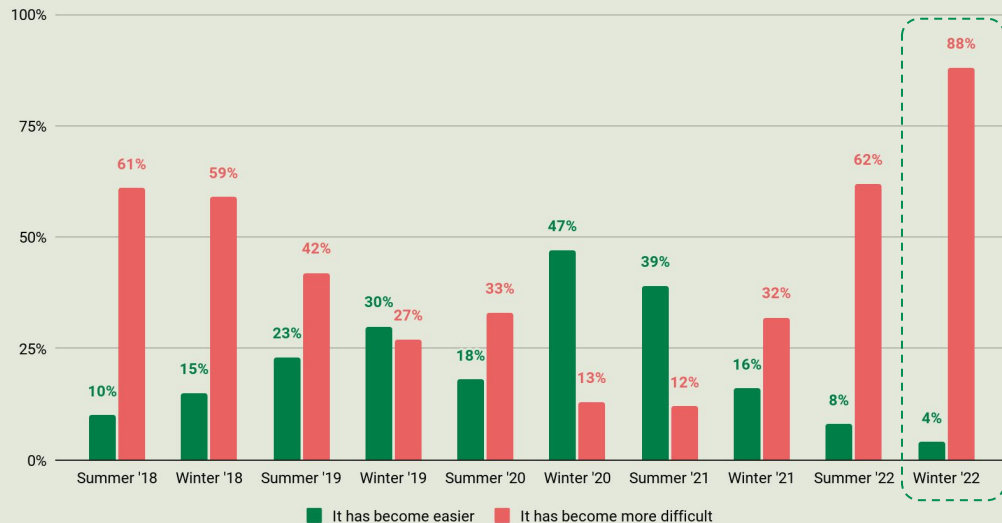


Brokers: Higher interest rates and worry for declining prices create a more difficult market

Question: (real estate brokers)

Do you find it easier or more difficult to sell properties in your area compared to one year ago?

Perceived drivers behind a more difficult market

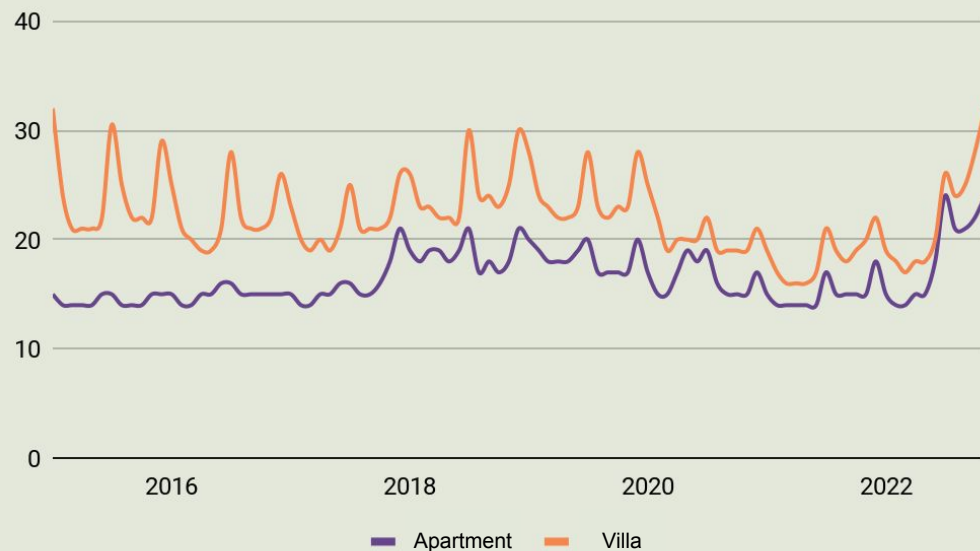


- Worry around declining prices: **77%**
- Decreased demand as a result of higher interest rates: **76%**
- Sellers have unreasonable price expectations: **44%**
- Increased supply: **44%**

Significant increase in sale duration

Sale duration

(Country, median number of days)



Sale duration

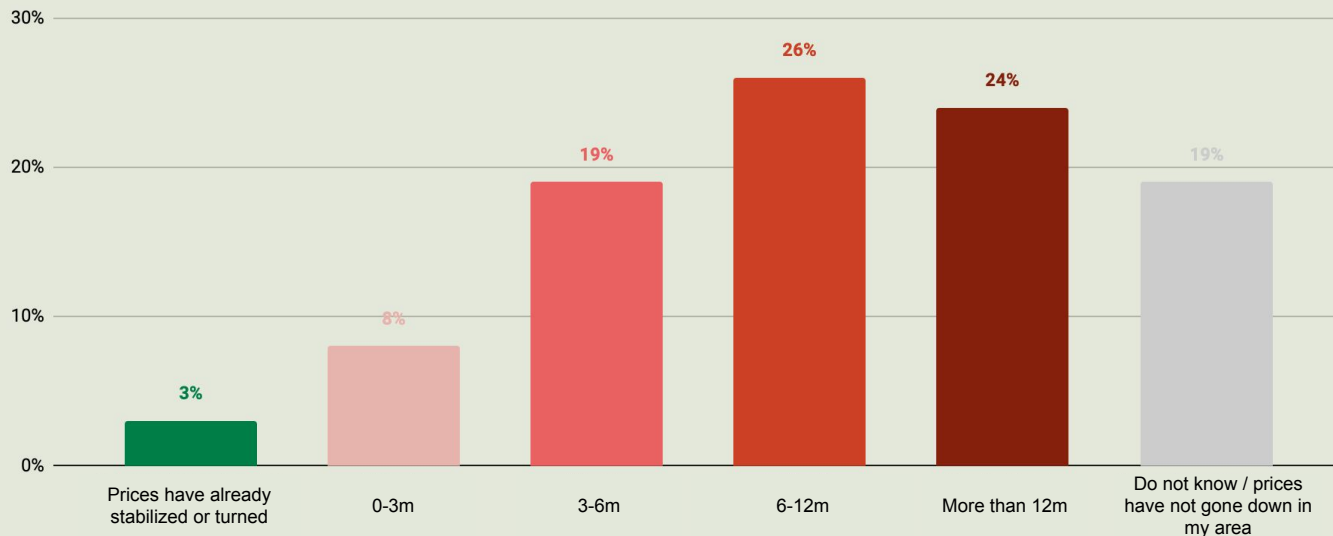
(By property type)

Property type	Nov 2022	Nov 2021	Diff.
Apartment	24 days	15 days	+60%
Villa	32 dagys	20 days	+60%
Vacation home	43 days	30 days	+43%

The market believes that the majority of the price decline is behind us

Question:
(visitors)

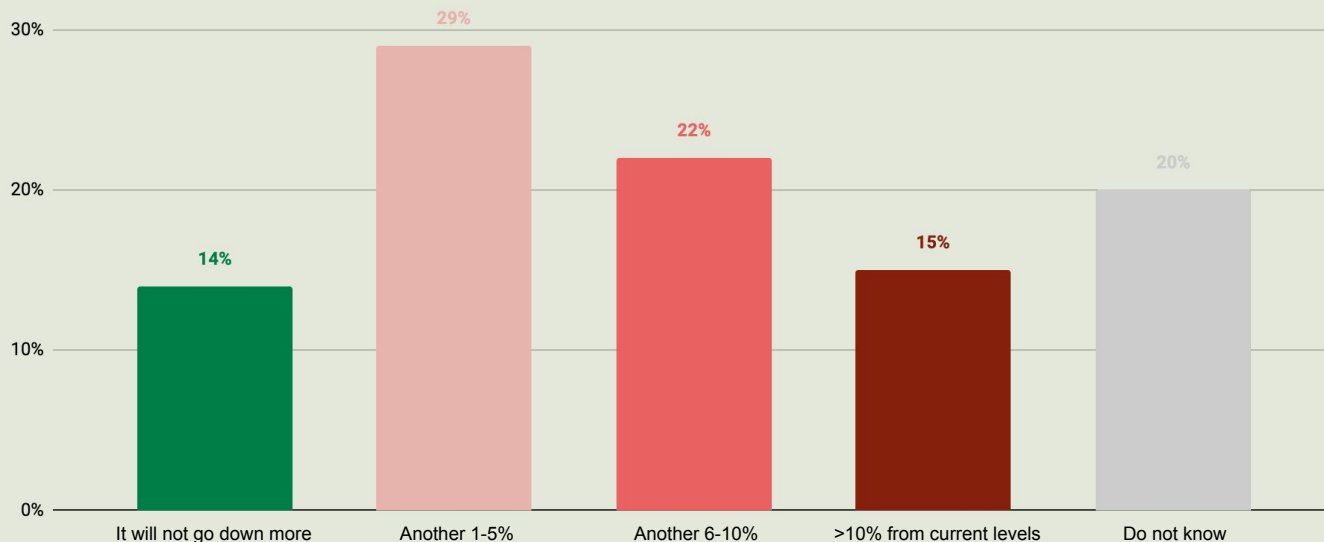
For how long will prices continue to go down in your area, before they turn or stabilize?



The market believes that the majority of the price decline is behind us

Question:
(visitors)

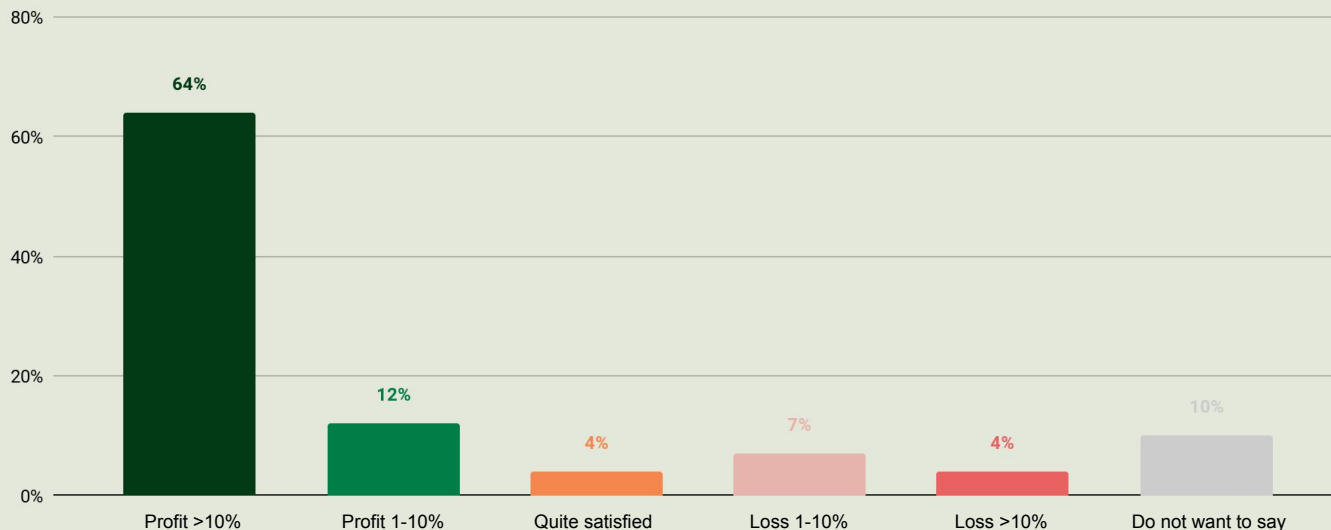
How much more will prices go down in your area before they turn or stabilize?



Only 1 in 10 property sellers were dissatisfied with their sale

Question:
(property sellers)

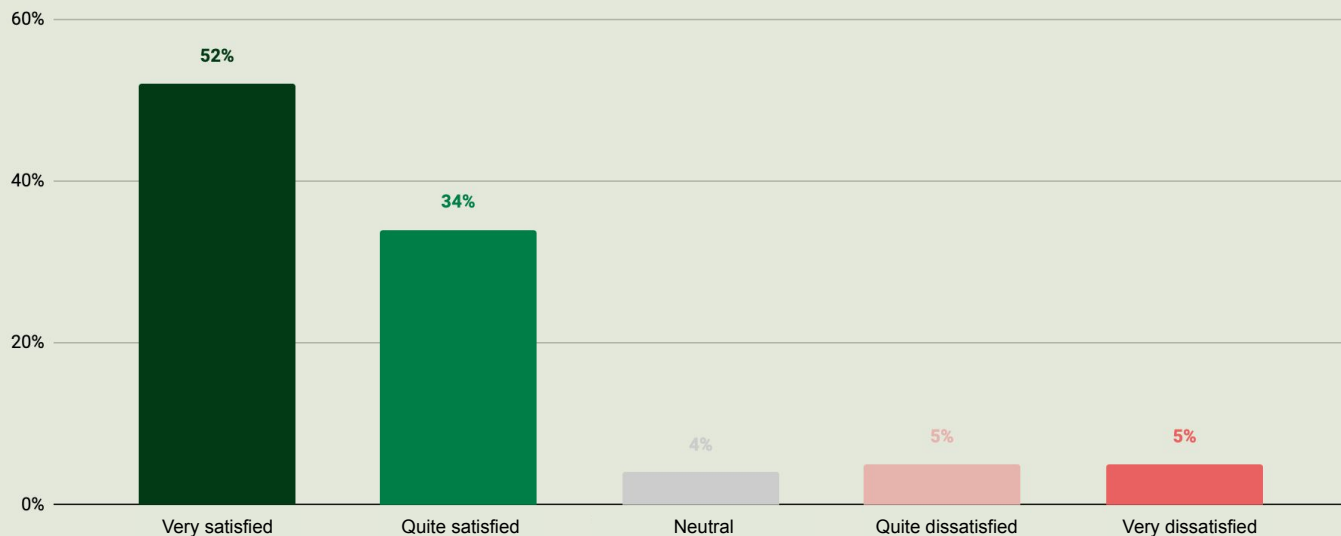
How much profit or loss did you make on your sale, compared with the price you bought the property for?



Only 1 in 10 property sellers were dissatisfied with their sale

Question:
(property sellers)

How satisfied were you with your property sale?



What factors will affect the property market in 2023?



What will affect the property market ahead?

Macro factors

- Interest rate
- Inflation
- Energy prices
- Unemployment rate
- Support measures
- Restrictions
- Subsidies

Long term factors

- Buy to live
- Limited speculation
- Regulated subletting
- Housing shortage
- Urbanization
- Dysfunctional rental market
- Economic growth



Thank you!