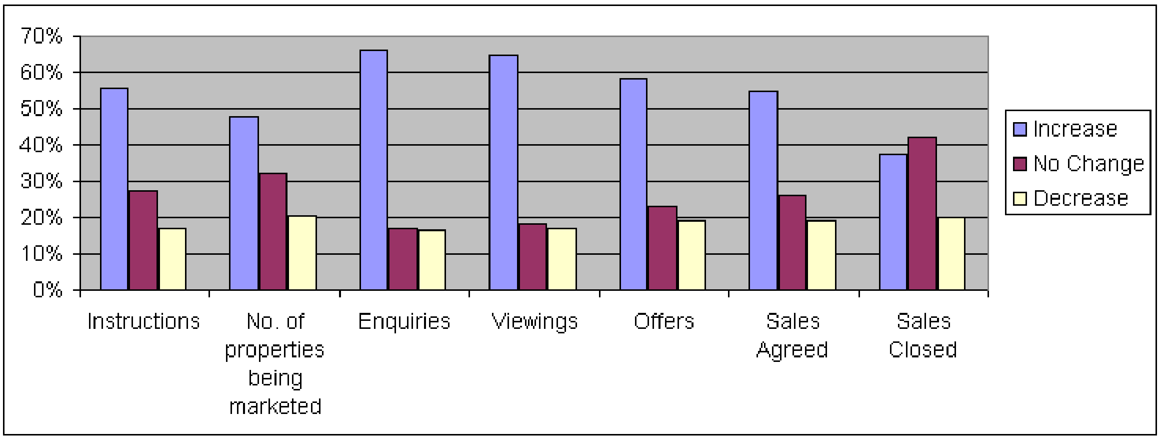
IAVI Q1 2010 Residential Survey Results

➢ Pick up in activity levels in Q1-2010

Q1. How have your activity levels changed over the PAST QUARTER (Jan 1 - Mar 31)?

The majority of respondents surveyed nationally reported increases in activity levels including instructions, enquiries, viewings, offers and sales agreed.



The national net balance of auctioneers reporting an increase rather than a decrease in sales agreed was +36% in Q1-2010 compared to -5% in Q4-2009.

Residential activity indicators for **Q1-2010**
Percentage of survey respondents recording an increase/no change/decrease
during Q1 2010 in each of the following areas in relation to residential properties

	All ROI				Dublin	Rest of Leinster	Munster	Connaught	Northern Ireland
	Increase	No Change	Decrease	**Balance ***	Balance*	Balance*	Balance*	Balance*	Balance*
Instructions	56	27	17	**+39**	+30	+22	+63	+43	+80
No. of properties being marketed	48	32	20	**+27**	+9	+6	+49	+60	+82
Enquiries	66	17	17	**+49**	+62	+39	+53	+38	+47
Viewings	65	18	17	**+47**	+64	+30	+53	+37	+35
Offers	58	23	19	**+39**	+55	+26	+43	+25	+44
Sales Agreed	55	26	19	**+36**	+47	+27	+44	+18	+53
Sales Closed	37	42	20	**+17**	+37	+8	+19	-5	+53

* Balance = increase less decrease

The "net balance" refers to the proportion of IAVI members reporting a rise in activity minus those reporting a fall. In Q1 55% reported an increase in sales agreed and 19% report a fall so the net balance is +36. I.e 36% more respondents reported an increase rather than a decrease. Please note <u>it does not mean that sales agreed increased by 36%.</u> This approach is commonly used in surveys of this nature, including the RICS Monthly Housing Market Survey, the NCB / Markit Manufacturing and Services Sector PMIs and the Ulster Bank / Markit Construction PMI.

> Continued trend of increased activity levels in Q1 2010 on Q4 2009 in Dublin

In Dublin, the trend of increased activity levels in Q4 2009 has continued into Q1 2010 with a higher proportion of agents reporting an increase in activity levels. The net balance for sales agreed in Dublin was +47% in Q1-2010 compared to +15% in Q4-2009.

Residential activity indicators for **Q4-2009**
Percentage of survey respondents recording an increase/no change/decrease during Q4 2009 in each of the following areas in relation to residential properties

	All ROI				Dublin	Rest of Leinster	Munster	Connaught	Northern Ireland
	Increase	No Change	Decrease	Balance*	Balance*	Balance*	Balance*	Balance*	Balance*
Enquiries	41	16	43	-2	+27	-18	-2	-28	+62
Viewings	39	16	45	-6	+27	-28	-5	-28	+50
Offers	40	15	44	-4	+20	-14	-4	-32	+43
Sales Agreed	42	12	47	-5	+15	-16	+3	-39	+37
Sales Closed	34	19	47	-13	+9	-20	-11	-48	+25

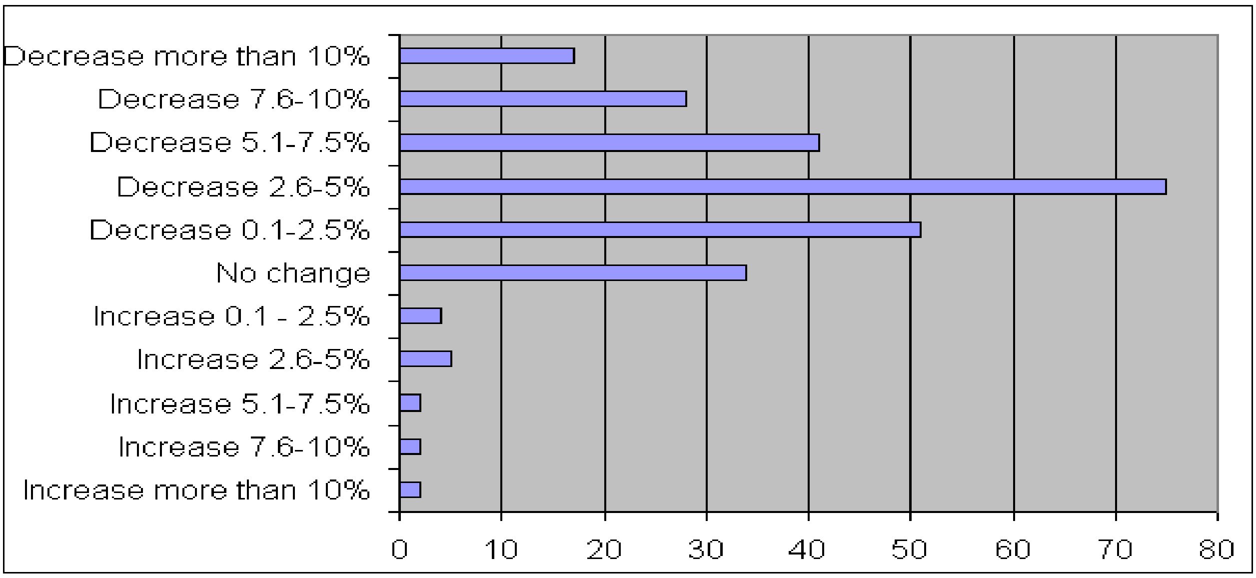
* Balance = increase less decrease

➢ Modest decline in property values in Q 1 2010

Q2. What, in your opinion, was the average % change in Residential Property Values in your AREA for the FIRST QUARTER OF 2010 (Jan 1st- Mar 31st)?

The survey results also points to a relatively modest decline in values in Q1, with the highest number of respondents reporting an average decrease of between **2.6% and 5%.**

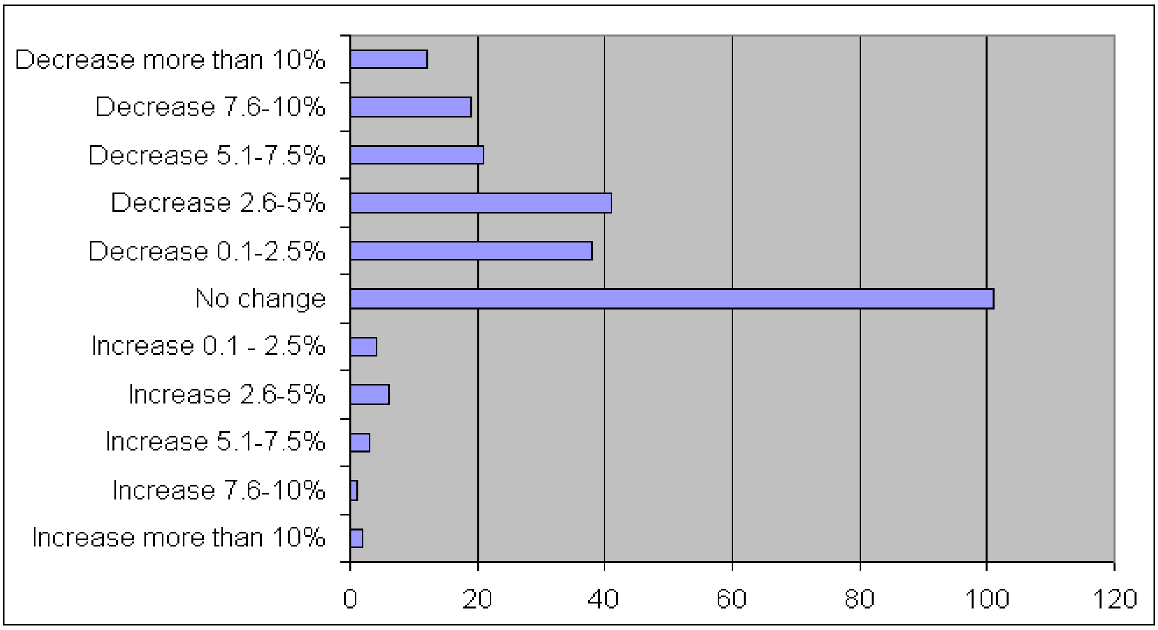
Average National Property Values Q1 2010



➢ No Change in Rents Q1 – 2010 – Nationally

Q3. What, in your opinion, was the average % change in residential RENTS in your AREA for the FIRST QUARTER OF 2010 (Jan 1 - Mar 31)?

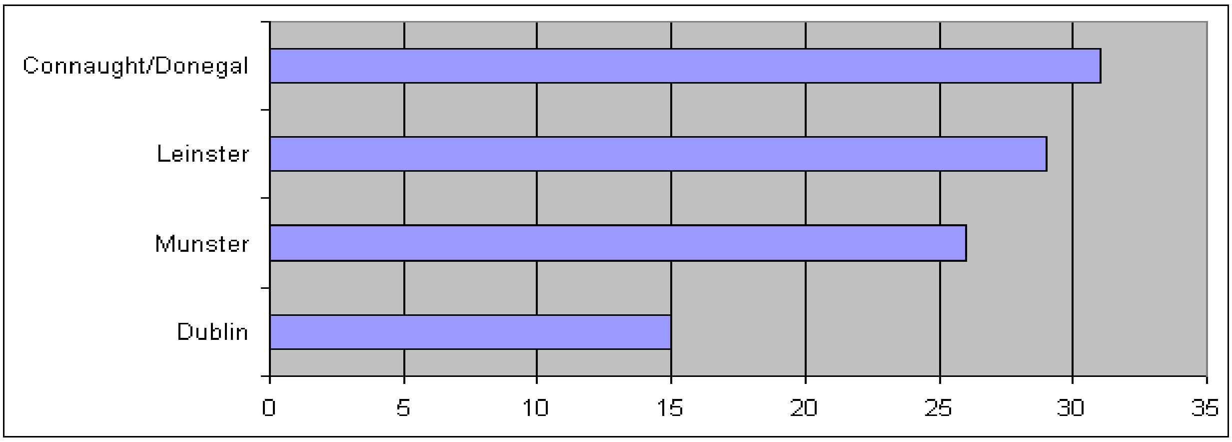
All indicators point to rental values levelling off in Q1 2010, with most respondents recording no change in rents.



➢ Time it takes to sell a property

Q4. On average, how long does it now take to sell a property? (I.e. from the time it goes on the market to time sale agreed)

The time it takes to sell a property varies considerably across the country with the weighted national average time to sell standing at **24 weeks**. In Dublin, the average time to sell is currently **15 weeks,** a considerably shorter period of time than recorded in Munster where it is **26 weeks**, Leinster where it is **29 weeks** and Connaught/Donegal where it is **31 weeks**.



➢ Average Drop of in values of 42% nationally since the peak in 2006

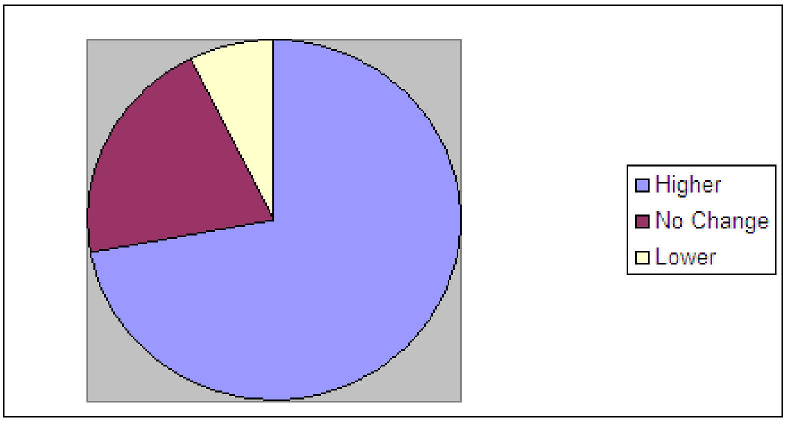
Q5. In the area you are active in, what was the average % drop in Residential Property Values from the peak?

The survey results also suggest that the weighted national average decrease in property values since the peak now stands at 42% nationally, with respondents reporting average declines from peak levels of 45% in Dublin, 38% in Munster, 44% in Leinster and 41% in Connaught/Donegal. However, as the IAVI Annual Property Survey published at the beginning of the year showed, there is **a considerable variation in price trends across property type and location.**

➢ Expectation that the outlook will improve

Q6. Do you expect the volume of sales activity at your office to be higher, the same or lower in 12 months time?

IAVI members hope that the outlook for the residential property market is set to improve. When asked if they expected the volume of sales activity at their office to be higher, unchanged or lower in 12 months, 72% of respondents reported that they expected it to be higher nationally.



Increase	No Change	Decrease
72%	21%	7%

The IAVI Q1 Survey is based on 283 responses from IAVI members between April 19th-23rd 2010 and responses may represent individual members as well as member firms.

For further information contact:
Conor O'Donovan B.Comm (Hons) MMII PRII
IAVI Communications Officer
(01) 661 1794 or by email at conor@iavi.ie