



VBO

Vereniging van
makelaars en taxateurs

DUTCH REAL ESTATE MARKET

Miami Global Real Estate
Congress | 6-8 November





VBO

Vereniging van
makelaars en taxateurs

HARRY BRUIJNIKS

Chairman of the Board



AGENDA

1. ABOUT OUR ORGANIZATION

2. CURRENT RESIDENTIAL MARKET OVERVIEW

3. WHY INVEST IN DUTCH REAL ESTATE MARKET

4. BENEFITS OF THE DUTCH REAL ESTATE INVESTMENT CLIMATE

5. CONNECT WITH OUR MEMBERS

6. QUESTIONS

ABOUT OUR ORGANIZATION

ASSOCIATION OF REALTORS AND VALUERS

70
EMPLOYEES

1150+
MEMBERS

1400+
REALTORS/
VALUERS

3
EXPERTISE
GROUPS

COMMERCIAL REAL
ESTATE

RESIDENTIAL REAL
ESTATE

RENTAL PROPERTY

“STRONGER TOGETHER. THAT’S WHAT WE AIM FOR.”

Active in change and improvement of the real estate sector since its inception

Acting proactively and seeing opportunities based on entrepreneurship

Sharing opportunities from connection and alliance

Serving members, consumers, government and other stakeholders

ABOUT OUR ORGANIZATION

HOW DO WE ESTABLISH THIS?

1. GOVERNMENT ADVOCACY
2. IMPROVING REALTORS AND VALUERS
3. TOOLS AND SERVICES





VBO Vereniging van
makelaars en taxateurs

CURRENT RESIDENTIAL MARKET OVERVIEW



CURRENT MARKET SIZE

8,1M households

-High demand for new houses

3,2M one person households

-Increasing number of one person households

Average of 2,13 person per household

-Decreasing average (eg. divorce rate)

Total of 17,7M inhabitants

-Fast growing population (eg. Immigration)



STRONG INCREASE IN PROPERTY VALUE LAST 5 YEARS

Transactions existing homes Q2 2022



Sold existing homes: amount

Number of sales

35 940

+ 23,6 %



Prices existing homes Q2 2022



Price index existing owner-occupied homes: value

price index existing
owner-occupied homes

187,5

+ 2,8 %



Transactions new-build homes Q2 2022



Sold new-build homes: amount

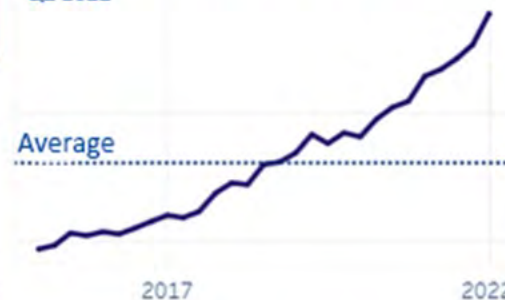
Number of new-build
owner-occupied homes

6 884

- 28,2 %



Prices new-build homes Q2 2022



Price index new-build homes: value

price index of new
owner-occupied homes

188,2

+ 6,8 %



HIGHLIGHTS

Number of transactions existing homes (Q2 2022)

35.940

+23,6% (towards Q1)

Existing own homes purchase price index

187.5 (2015 = 100)

+2,8% (towards Q1)

Number of transactions newbuild

6.884

-28,2 (towards Q1)

Prices newbuild

188,2 (2015 = 100)

+6,8 (Q1)



NUMBER OF TRANSACTIONS IN DUTCH RESIDENTIAL MARKET

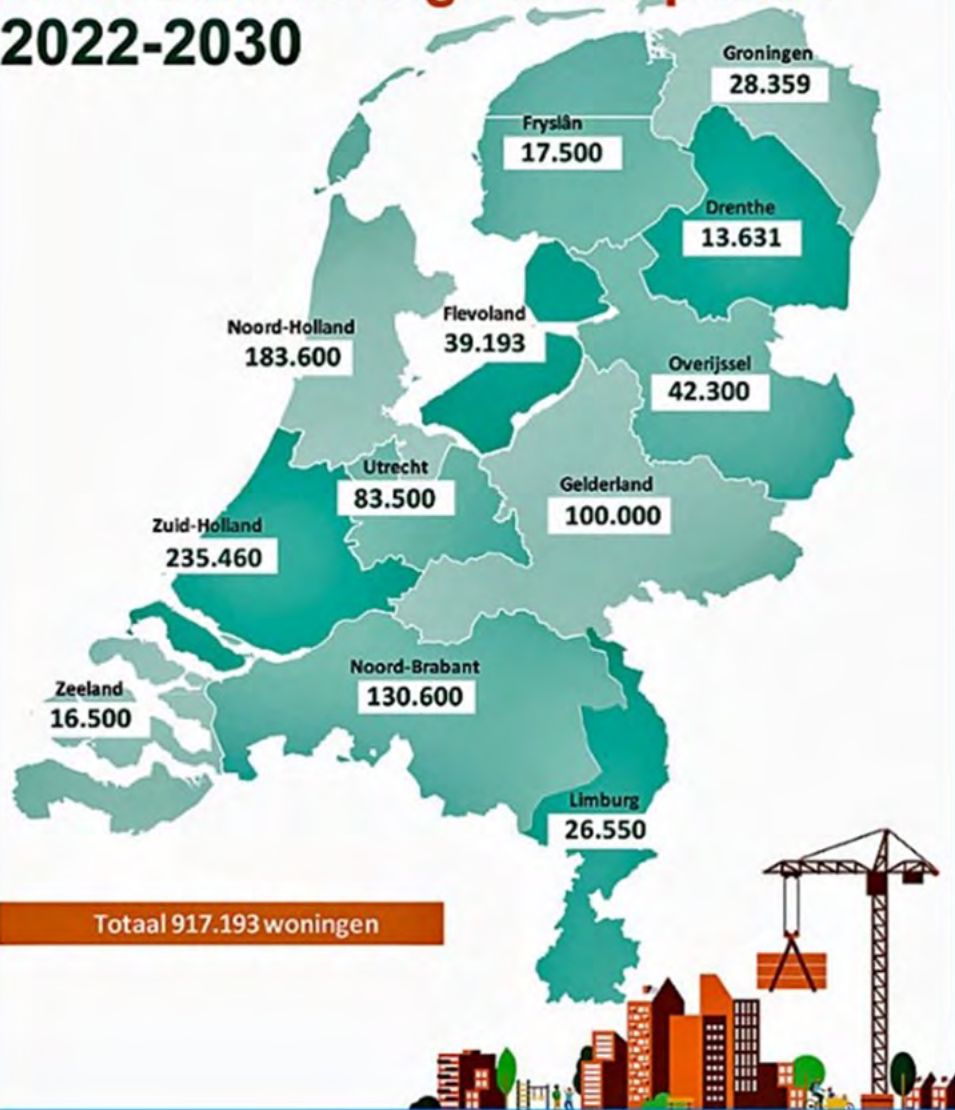
In 2020: 172K

In 2021: 140K

In 2022 (YTD Q3): 111K

Still increasing demand for houses, but a consistent lack of available properties has an impact on the number of transactions

Provinciale woningbouwafspraken 2022-2030



INCREASING VALUE OF REAL ESTATE IN THE NETHERLANDS

The property market in the Netherlands seems to be cooling down in 2022. When a hot housing market cools down a bit, it doesn't mean the prices are plummeting (or even going down). It just means they're growing at a slower rate. If we take a look at the numbers, the drop is relatively small at 2.1%, and if you compare it with the year before, prices are still 13.7% higher.

Prices are mainly determined by these factors:

- Interest rates
- Housing shortage
- Tax benefits
- Mortgage standards



ATTRACTIVE MARKET FOR BUYERS

- Dutch homes buyers are allowed to finance the full value of their property with a mortgage loan. These borrowing standards are different to those in other countries. Therefore, buyers can pay increasingly more for their homes.
- In most other countries, buyers pay 10-20% of the sale out of pocket. Maybe it would be more healthy to the market if buyers can finance up to 90% of the value of a property.

SUSTAINABLE GROWTH OVER OVERHEATED GROWTH

Most real estate experts continue to predict that property prices will rise because the demand for houses is still much greater than the supply. This gap is long-term and structural, and will probably not be closed any time soon, but the rise in mortgage interest rates may make growth a little bit more modest. The latter is a good thing: better to have sustainable growth than overheated growth.



WHY STILL INVEST IN REAL ESTATE IN THOSE VOLATILE TIMES?

In today's uncertain times with high inflation, falling stock markets and 0% interest on your savings account, it is hard to find the right spot for your money. Real estate has historically proven to be a great alternative in such periods.

- **Stable rental income**
- **Inflation-hedge**
- **Property appreciation is very strong in the long run**



BENEFITS OF THE DUTCH REAL ESTATE INVESTMENT CLIMATE

- Stable political and economic climate
- With its seaports and airports, the Netherlands is one of Europe's most important logistics ports and transit regions
- The Netherlands' legal landscape is characterized by stability and the rule of law
- Dutch practice comprises extremely efficient and integrated procedures for investing in real estate
- The Netherlands has an extremely reliable land register system
- An excellent digital infrastructure, enough renewable energy sources and qualified personnel
- Joining a warm and welcoming community





VBO

Vereniging van
makelaars en taxateurs

CONNECT WITH OUR MEMBERS



vbo@vbo.nl



0031 - 070 - 345 87 03



vbomakelaar.nl



VBO

Vereniging van
makelaars en taxateurs

QUESTIONS





VBO

Vereniging van
makelaars en taxateurs

THANK YOU

