



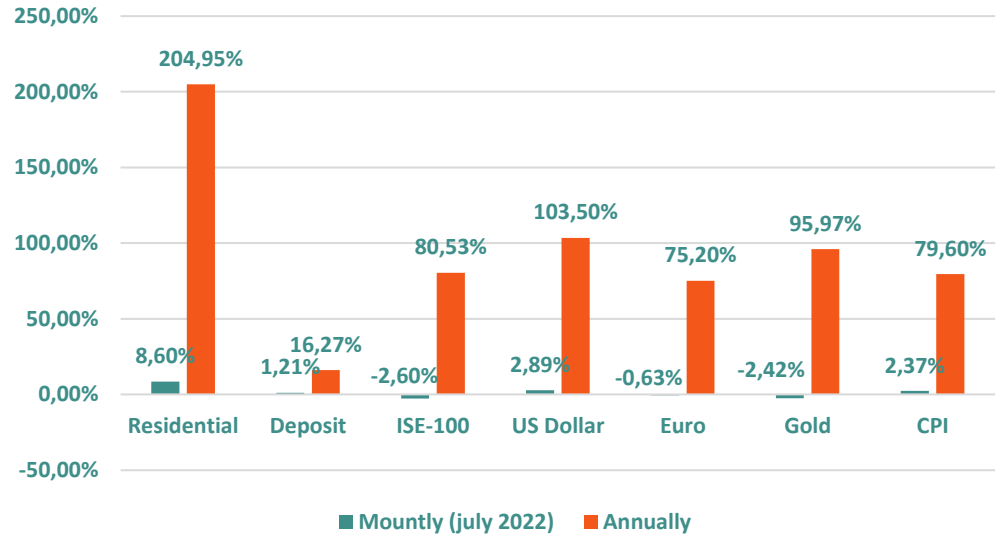
**ISTANBUL HOUSING  
MARKET REPORT  
SEPTEMBER 2022  
NO:20**



## ISTANBUL: NOMINAL ANNUAL RETURNS OF RESIDENTIAL & FINANCIAL INVESTMENTS

Date	Residential-Total Return	Deposit	ISE-100	US Dollar	Euro	Gold	CPI
2011-07	15,50%	8,82%	7,40%	7,59%	20,31%	41,23%	6,31%
2012-07	18,27%	9,33%	0,44%	9,37%	-5,80%	10,77%	9,07%
2013-07	22,24%	9,82%	18,75%	7,02%	13,86%	-13,83%	8,88%
2014-07	26,01%	7,37%	8,18%	9,84%	13,92%	11,74%	9,32%
2015-07	31,69%	9,03%	0,50%	27,42%	3,44%	9,74%	6,81%
2016-07	21,39%	9,13%	-4,81%	9,90%	10,29%	29,56%	8,79%
2017-07	13,18%	9,89%	35,90%	19,89%	24,80%	11,40%	9,79%
2018-07	7,12%	11,39%	-9,60%	33,80%	35,83%	34,12%	15,85%
2019-07	2,56%	15,53%	6,17%	18,86%	14,13%	35,42%	16,65%
2020-07	27,83%	19,91%	16,77%	21,02%	23,26%	57,17%	11,76%
2021-07	34,22%	7,92%	16,86%	25,56%	30,06%	23,38%	18,95%
2022-07	204,95%	16,27%	80,53%	103,50%	75,20%	95,97%	79,60%
<b>Historical Average</b>	<b>26,81%</b>	<b>11,03%</b>	<b>12,87%</b>	<b>21,91%</b>	<b>19,92%</b>	<b>26,99%</b>	<b>13,86%</b>

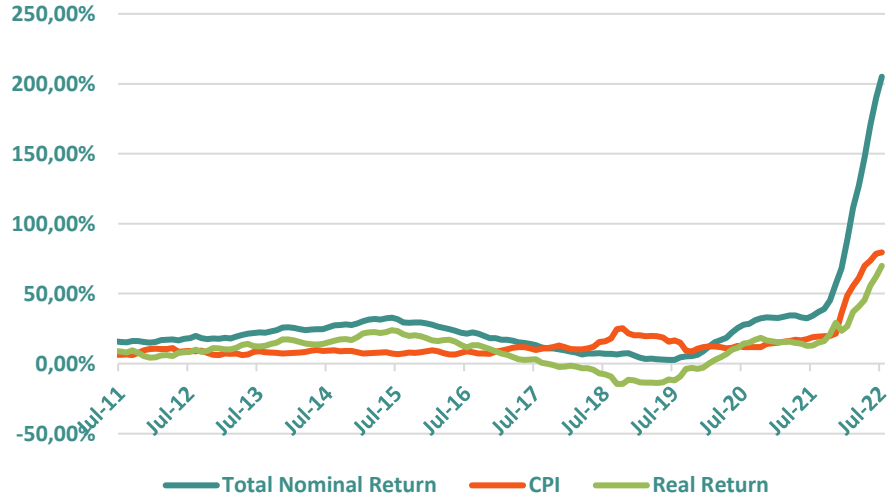
## ISTANBUL: ANNUAL RETURNS OF RESIDENTIAL & FINANCIAL INVESTMENTS



Specific to Istanbul, total returns including capital gain and gross rental income in July reached 8,60% monthly and 204,95% annually. In the retrospective 12 years as of July 2022, total returns of housing investments in Istanbul (26,81%) was higher than returns of financial investment tools rather than gold (26,99%).



### ISTANBUL: NOMINAL & REAL RETURN



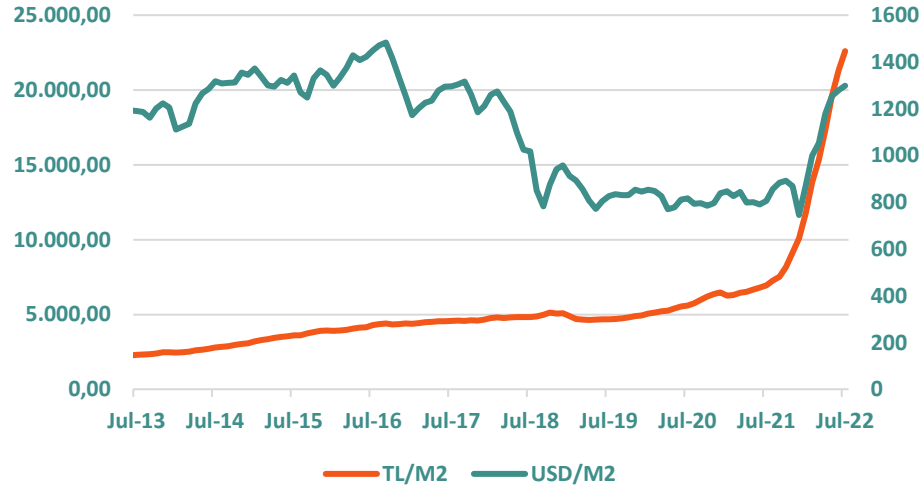
### ISTANBUL: RESIDENTIAL PROPERTY PRICE INDICES (RPPI)



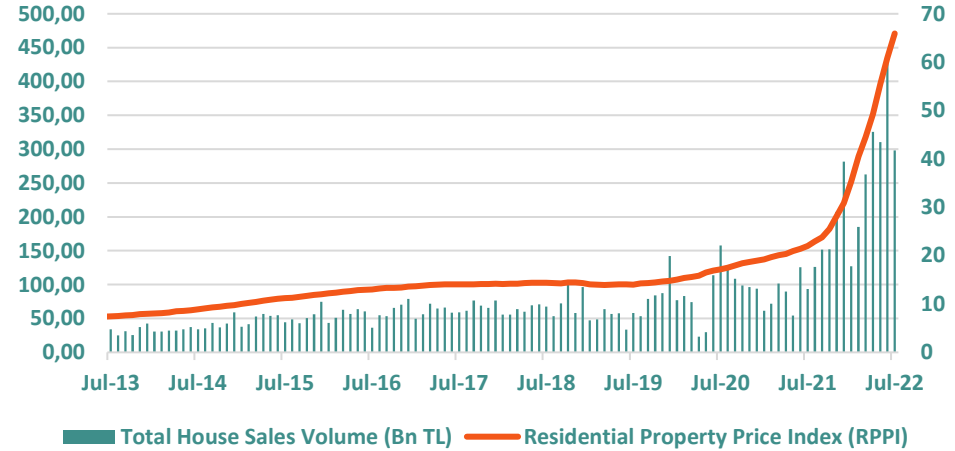
When Residential Property Price Index published by Central Bank of the Republic of Turkey for July is analyzed, it could be seen that all across Istanbul there was a nominal increase in housing prices by 8,18% monthly; 62,56% half-yearly; 200,13% annually, and 78,67% 5 yearly. It could be said that in the long run real return in Istanbul reflected positively. On the other hand, our Istanbul residential property price index expectation change for August is +6,35%.



### ISTANBUL: HOUSING UNIT PRICES (TL/M2 & USD/M2)



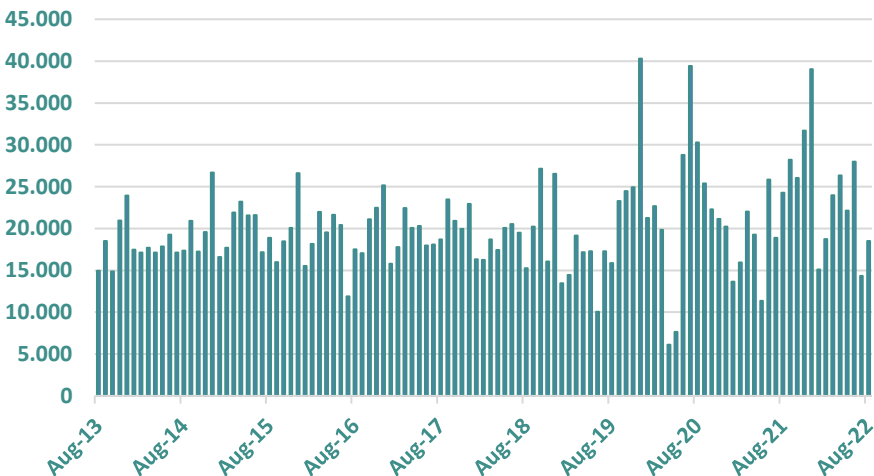
### ISTANBUL: TOTAL HOUSE SALES VOLUME (BN TL) & RPPI



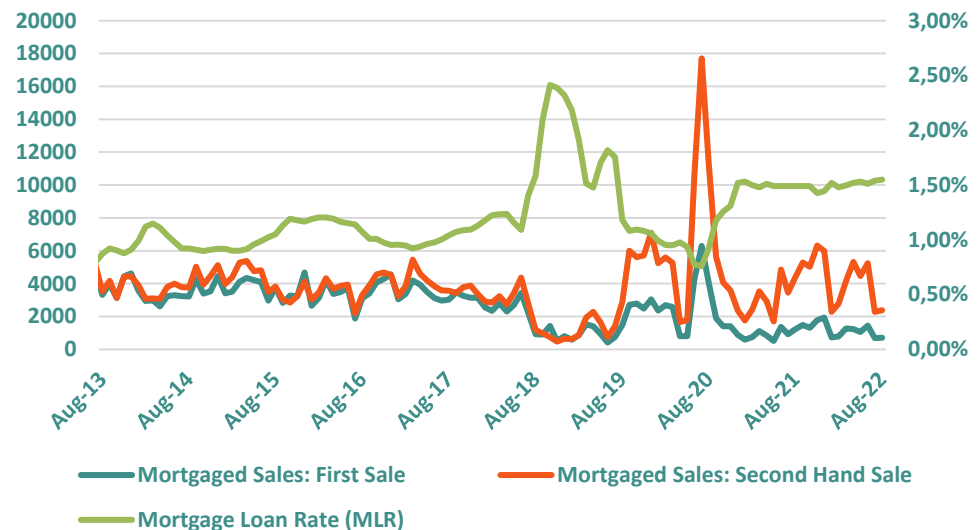
Housing prices in Istanbul were calculated as 22.590 TL/m<sup>2</sup> and 1.298 U.S. Dollars/m<sup>2</sup> as of July. Housing prices increased by 225% in local currency and increased by 61% in U.S. Dollars compared to the same month of last year. The level of «House Sales Volume» calculated by MintLab considering number of housing sales and average sales prices in Istanbul in July 2022 is 41,8 billion TL.



### ISTANBUL: TOTAL HOUSE SALES



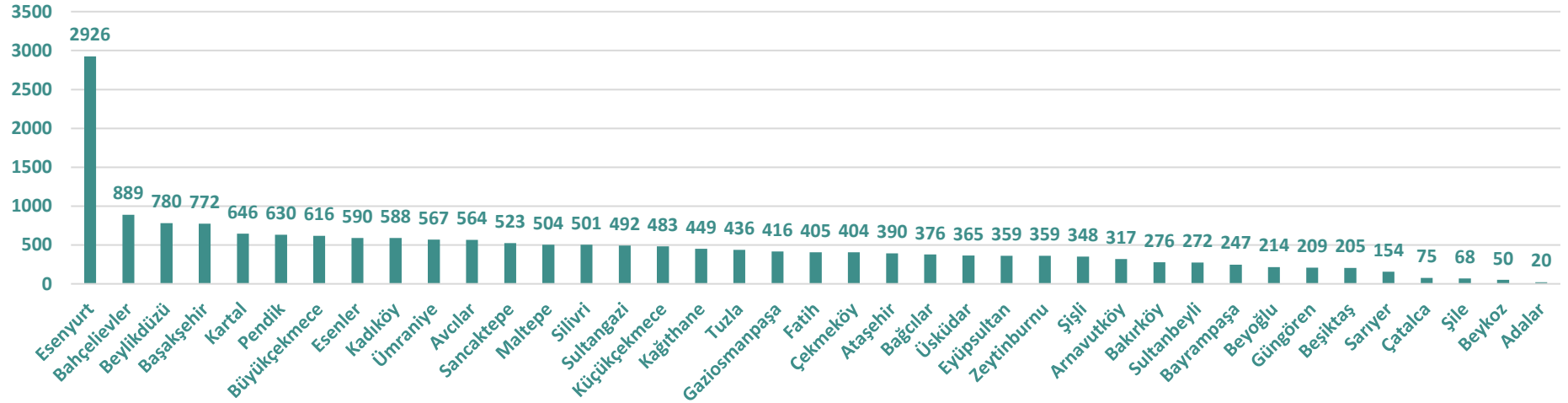
### ISTANBUL: MORTGAGED SALES & MLR



In August in Istanbul 18.485 housing sales were concluded (historic average: 20.267). 27% of sales in July are first hand sales while 73% are second-hand sales. Against every first hand house sold in Istanbul, 2,67 second-hand houses were sold. It could be said that consumers gravitate towards relatively low cost houses.



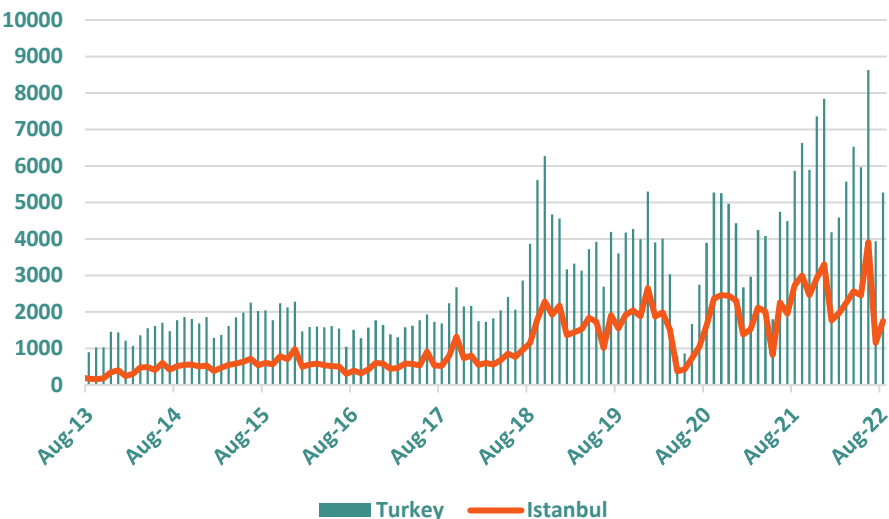
## ISTANBUL: HOUSE SALES BY DISTRICTS (AUGUST 2022)



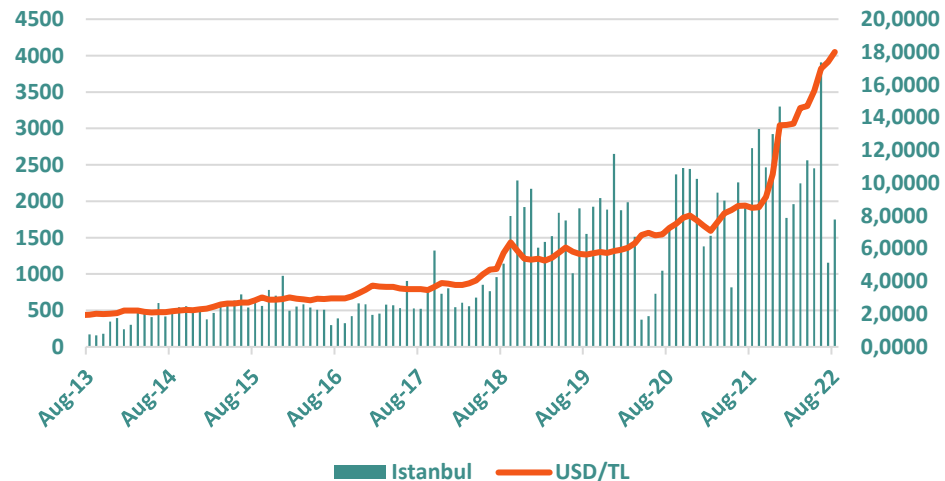
In Istanbul the highest number of housing sales in August were made in Esenyurt (2.926 houses). Sales in Esenyurt were 16 percent of total sales in Istanbul. While 449 houses were sold in Kağıthane and only 20 sales were made in Adalar which made Adalar the district with the lowest number of sales.



## ISTANBUL: HOUSE SALES TO FOREIGNERS



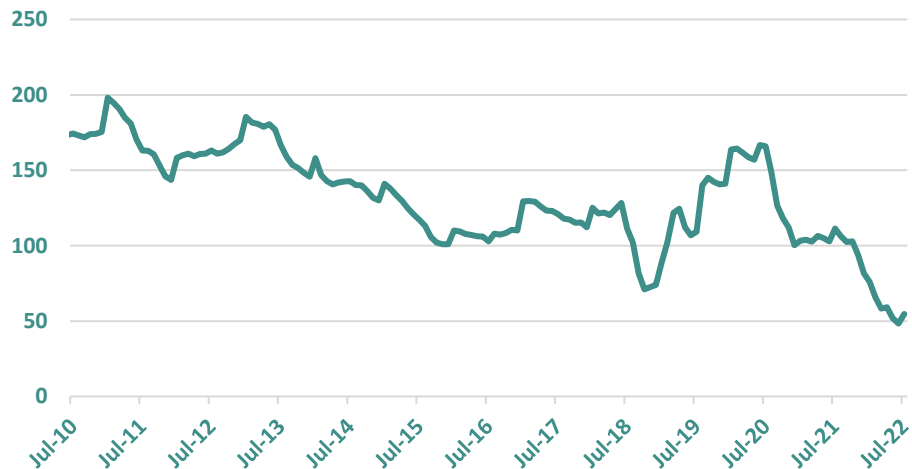
## ISTANBUL: HOUSE SALES TO FOREIGNERS



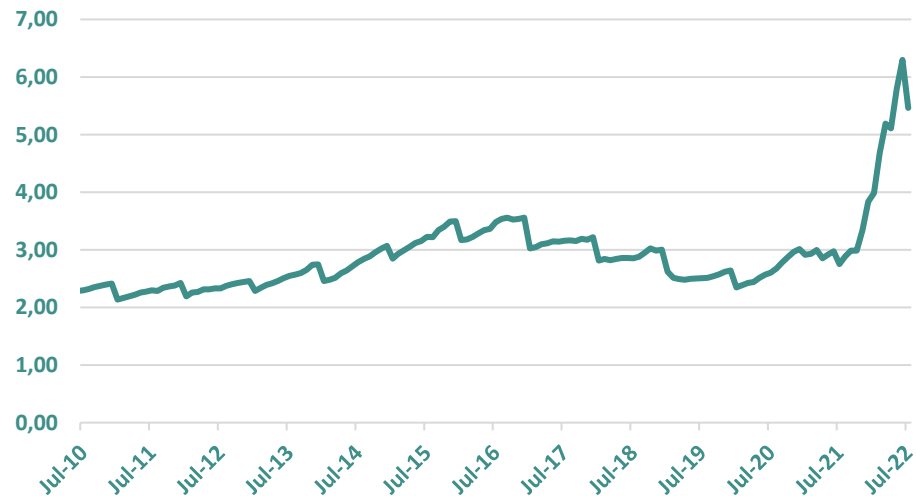
In Istanbul in August 2022, 1,750 houses were sold to foreigners. Sales in Istanbul were 33% of the total houses sold to foreigners in Turkey. On the other hand, the level of sales in August were higher 596 houses than the July sales. It could be said that there was a correlation of +0,76 between the exchange rate and the housing sales to foreigners.



### ISTANBUL: HOUSING AFFORDABILITY INDEX



### ISTANBUL: HOUSE PRICE TO INCOME RATIO

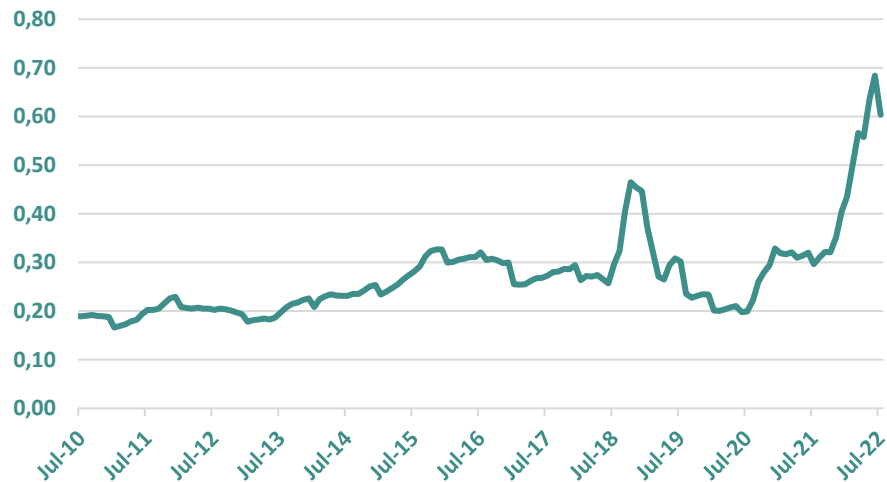


According to data from «Housing Affordability Index» prepared by MintLab, in Istanbul the index was calculated as 55 in July. Housing prices, disposable household income, and interest rate affect housing affordability. (100 and higher parity values in housing affordability index demonstrate that with the existing loan rate a house could be purchased using a 10-year loan; while index belows 100 point at the fact that the family cannot own a house under existing financial circumstances and using mortgage loan.) On the other hand, according to data from «House Price to Income Ratio» calculated by MintLab, in Istanbul housing prices were 5,47 times average household disposable income in July and above to 3,00 threshold value.

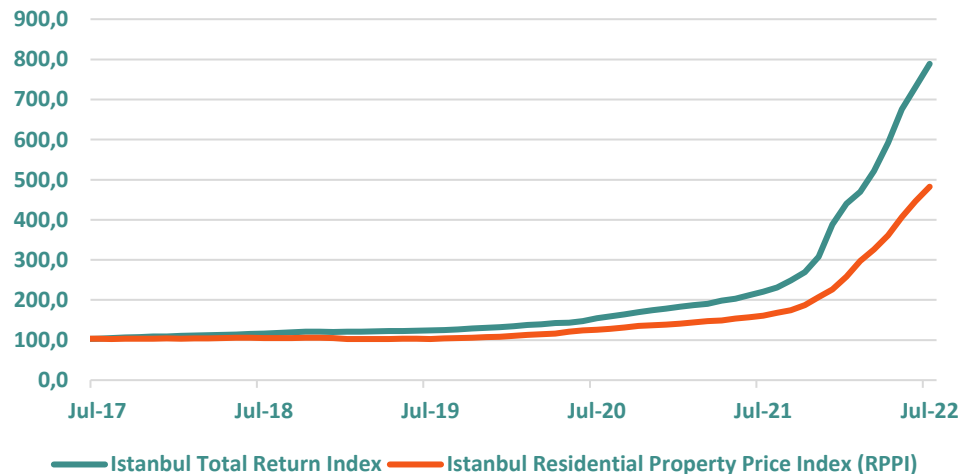




### ISTANBUL: MORTGAGE PAYMENTS TO INCOME RATIO



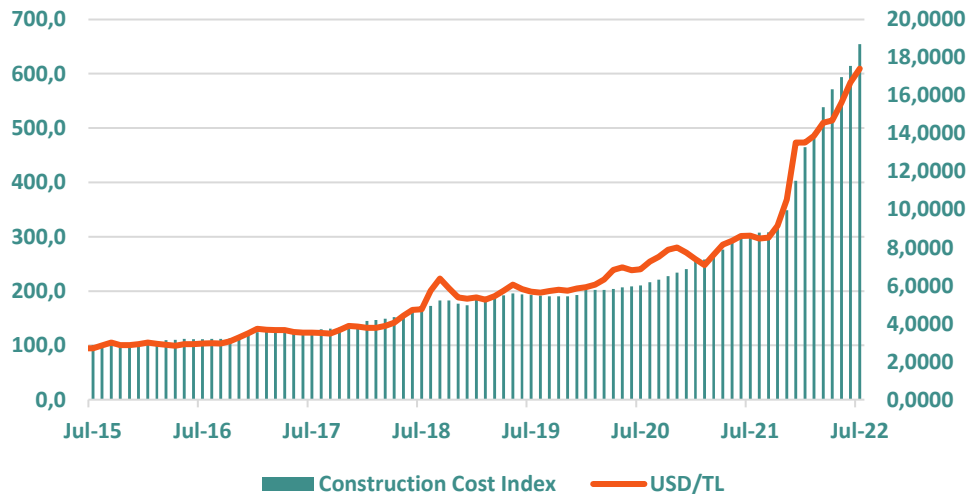
### ISTANBUL: HOUSING TOTAL RETURN INDEX



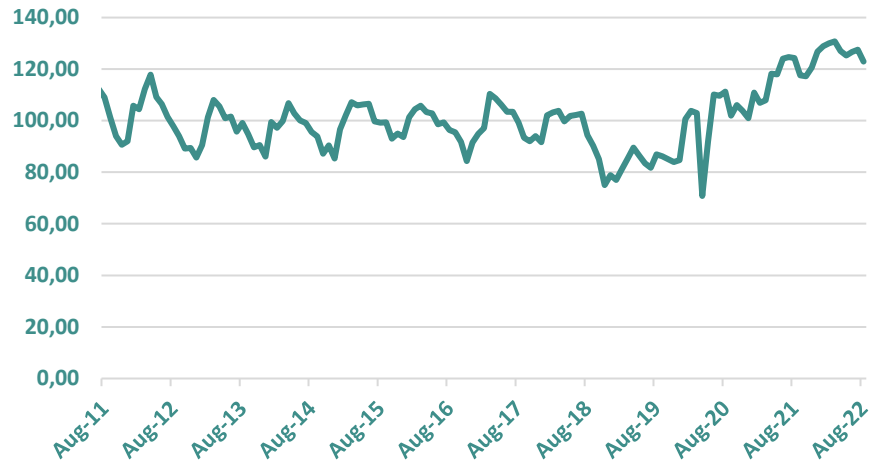
According to data from «Mortgage Payments to Income Ratio» prepared by MintLab, it is seen that the monthly payments of the mortgage loan to be used in the purchase of a house with an average sales price in Istanbul (average house sales price: 2.259.000 TL) are 60% of the household's net disposable income in July 2022. As a general rule, mortgage payments shouldn't be more than 28% of the monthly net disposable income of a household. On the other hand, the «Housing Total Return Index (2017 January = 100)» prepared by MintLab, tracks both the capital gains as well as rental yields. The Index increased 788,9 points; which represents an increase of 7,78% in July 2022.



### TURKEY: CONSTRUCTION COST INDEX (2015=100)



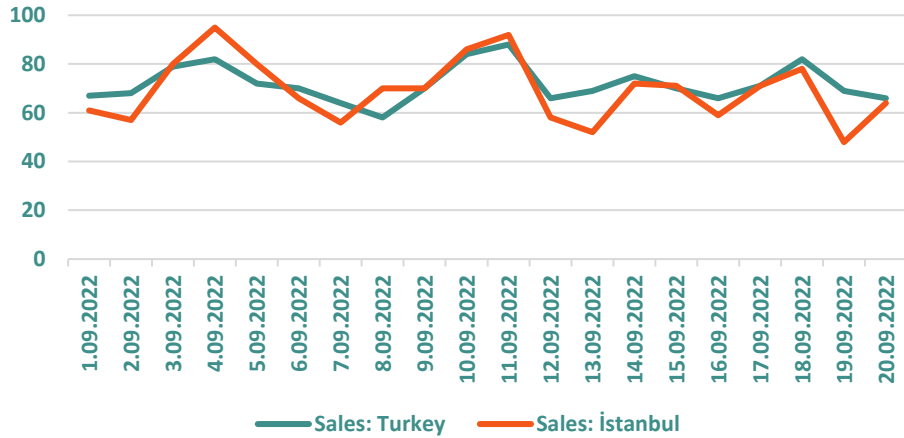
### TURKEY: SALES PRICE EXPECTATION OVER NEXT 3 MONTHS



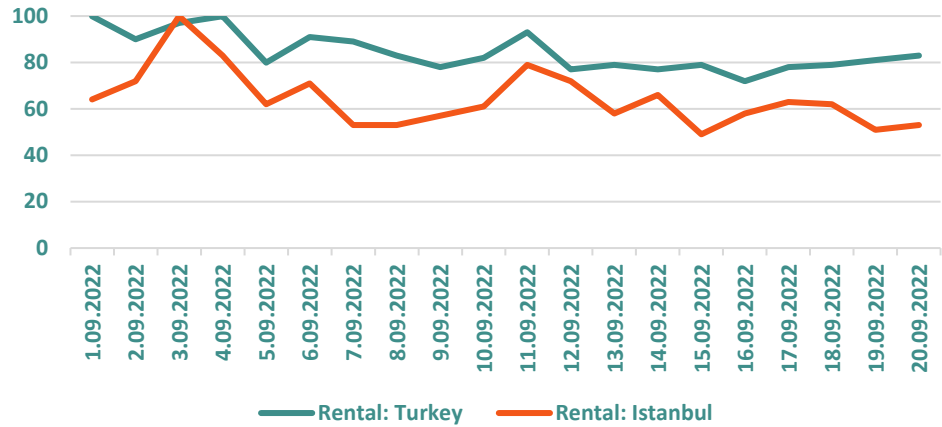
Based on «Construction Cost Index» data prepared by Turkish Statistical Institute, construction costs increased by 6,45% monthly, and increased by 114,73% annually in July 2022. The fact that correlation between construction cost index and exchange rate of dollar is at +0,99 level, demonstrates that variability in exchange rate has absolute effect on construction input costs. On the other hand, in August according to «Sales Price Expectations Over Next 3-Months» data, expectations of sales prices will increase in the next 3-months show a decrease trend (-4,2%) compared to the previous month.



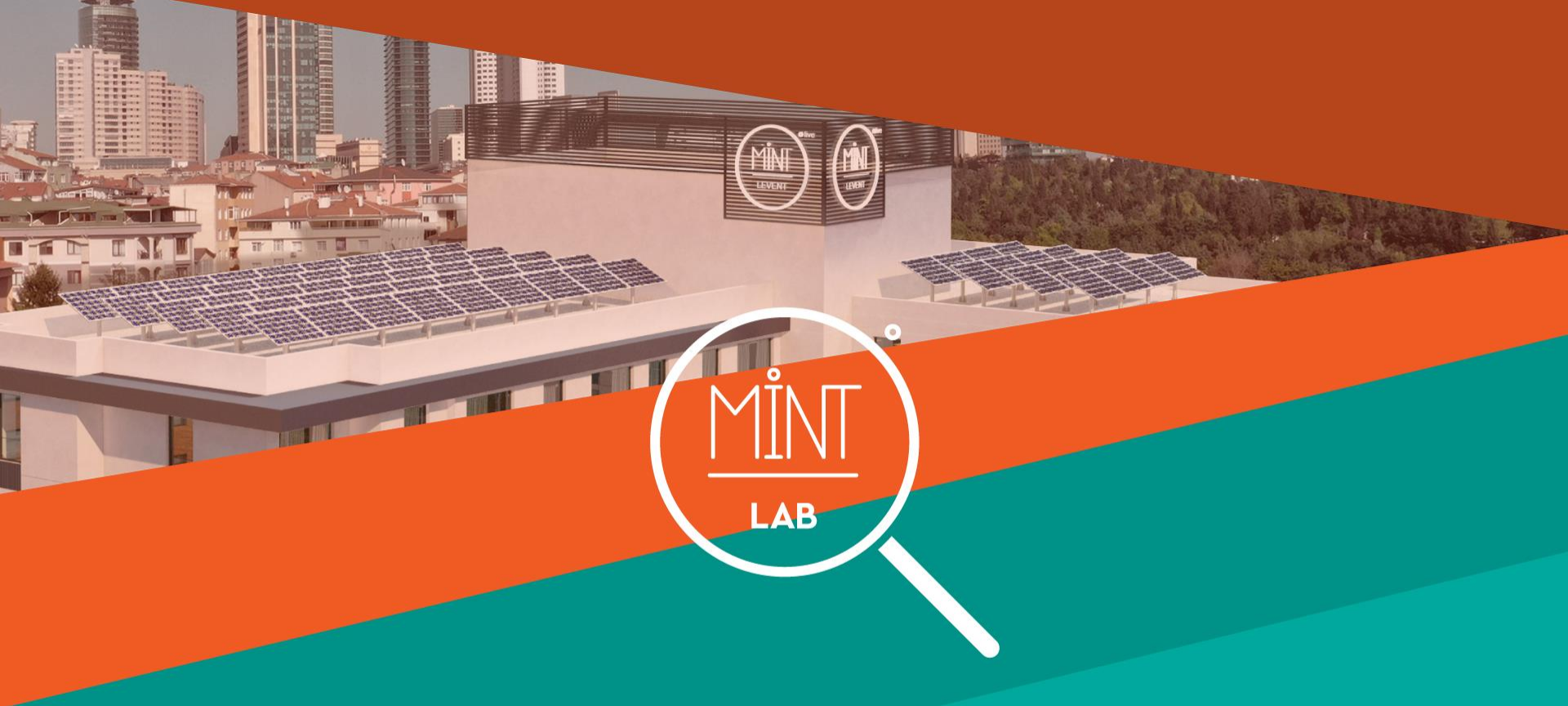
### GOOGLE SEARCH FREQUENCY: SALES (RESIDENTIAL)



### GOOGLE SEARCH FREQUENCY: RENTAL (RESIDENTIAL)



When «Google Trends» search statistics for houses for sale or rent in September are analyzed, Google searches for houses for sale and rental across Istanbul increased compared to the previous month. (Relevance in Time: Numbers show search relevance relative to the highest point on graph for a certain time and area. The value 100 means that the term has the highest popularity. The value 50 means term is half as popular as that. The value 0 means there is not sufficient data for this term.)



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