

IPAV Property Survey Findings November 2008

(1) How many house sales are you completing on average:

Per Month	No Sales per month				
79% selling an average of 2.6 properties	17.7% not selling any properties				

(2) How does this compare to last year:

Similar	Better	Much better	Worse	Much Worse	
4%	0.7%	0.7%	13%	81%	

(3) What is the average price of:

3 bed semi outside Dublin	3 bed semi in Dublin	3 bed semi - National	2 bed apt outside Dublin	2 bed apt in Dublin	2 bed apt - National
€226,000	€468,000	€249,000	€178,000	€327,000	€194,000

(4) The average length of time it is taking you to sell a property

Average of 6.3 months				

(5) In what % of cases are vendors reducing asking price

Average of 69%				

(6) If so, how many times, on average, are they reducing the price to make a sale

Once	Twice	More than twice			
11%	35%	54%			

(7) What % of vendors have withdrawn their property off the market in the last month and last 6 months

Month	6 Months				
Average of 9%	Average of 16%				

(8) What are the most difficult types of properties to sell

23% = Higher End of their market	17% = Apartments	13% = All properties	13% = Rural & detached	4% = 3 Bed Semi (new dev. & estates)	4% - New builds

(9) In general, how realistic are vendors' expectations when selling a property

Unrealistic	Very Unrealistic	Realistic	Very Realistic		
38%	6%	52%	3%		