

Sales of real estate units and loans

IV quarter 2016

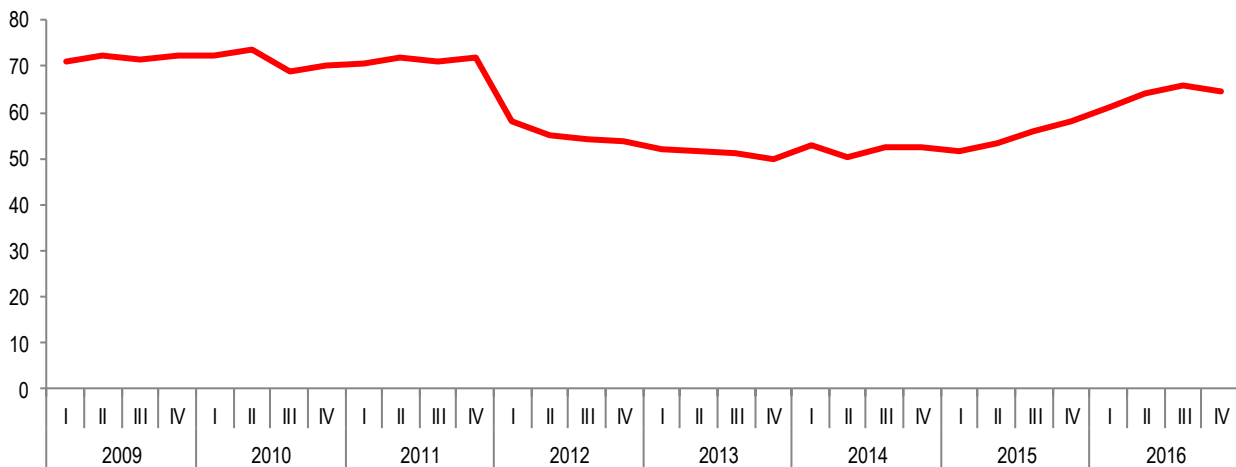
Notarial deeds – Transfers of properties of real estate units

In the fourth quarter of 2016, nationwide real estate unit sales agreements¹ totalled 202,652, increasing by 10.3% over the same period of the previous year. 189,899 (93.7%) transfers of properties concerned homes and appurtenances, 11,607 (5.7%) real estate units for business purposes and 1,146 (0.6%) estates for special uses and multi-owned properties (Figure 3).

In relation to the type of use, sales of residential properties increased by 10.7% , while sales of properties for business use increased by a smaller amount (4.4%) (Figure 4).

Seasonally adjusted sales of real estate units dedicated to all kinds of use registered a decrease by -2.1% compared to the previous quarter in all geographical areas. Homes and appurtenances decreased by -1.5%, while properties for business purposes registered a more marked decrease (-10.8%) (Figure 1 and Figure 2).

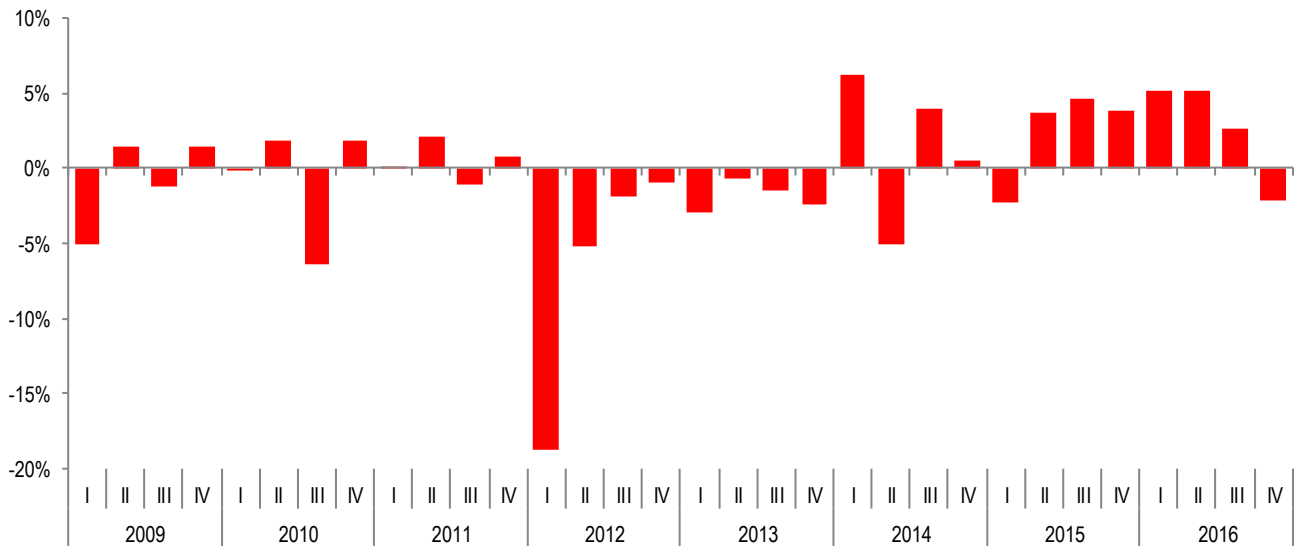
FIGURE 1 - SALES OF REAL ESTATE UNITS (a) - Seasonally-adjusted index (base year 2006=100), I quarter 2009 - IV quarter 2016



(a) Agreements stipulated by notaries for sales of real estate units.

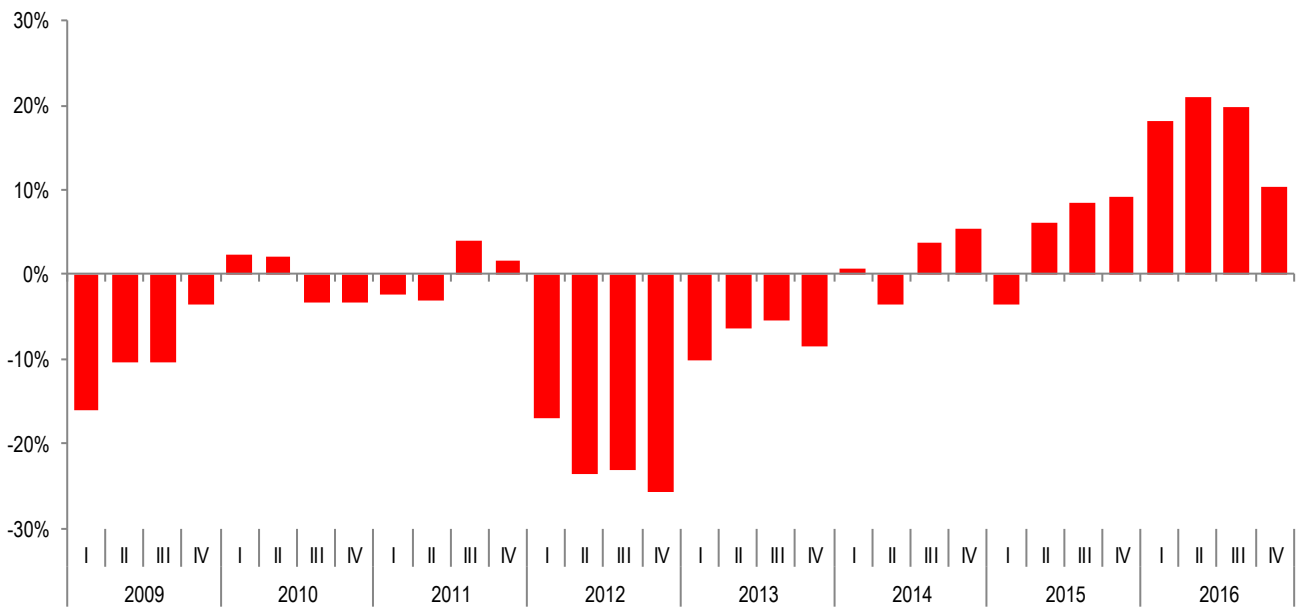
¹ Including sales of properties and appurtenances for residential use, business use, special use (excluding boat moorings) and time-share properties.

FIGURE 2 - SALES OF REAL ESTATE UNITS (a) - Percentage changes on the previous period, seasonally-adjusted data, I quarter 2009 - IV quarter 2016



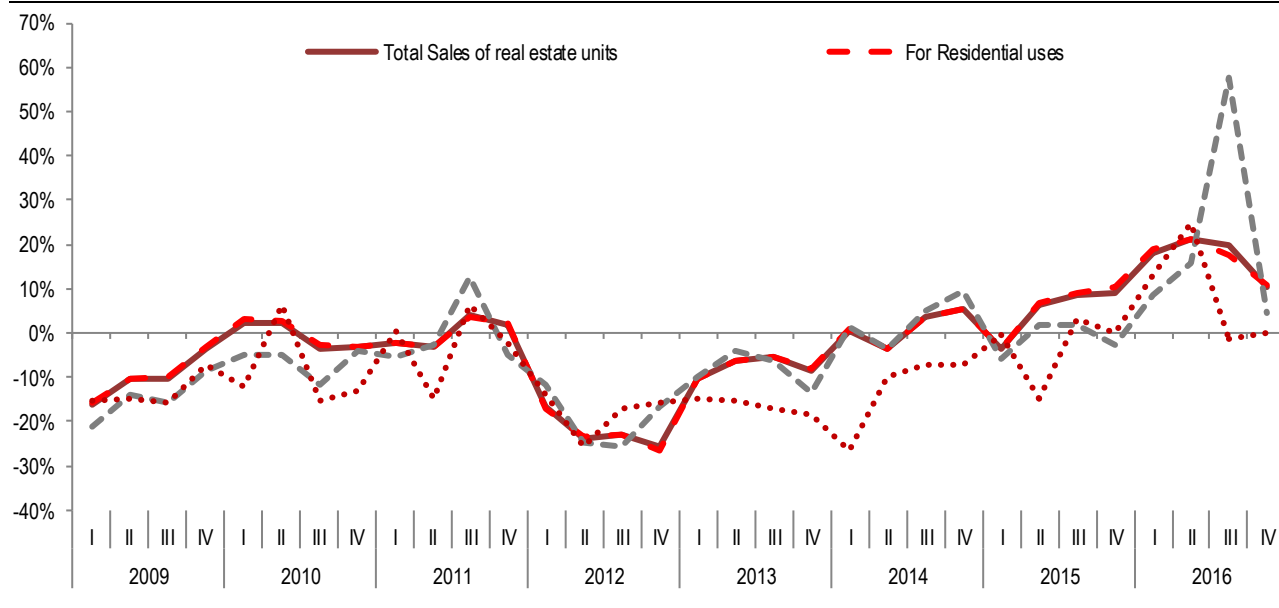
(a) Agreements stipulated by notaries for sales of real estate units.

FIGURE 3 - SALES OF REAL ESTATE UNITS (a) - Percentage changes on the same period of the previous year, rough data, I quarter 2009–IV quarter 2016



(a) Agreements stipulated by notaries for sales of real estate units.

FIGURE 4 - SALES OF REAL ESTATE UNITS (A) BY TYPE OF USE - Percentage changes on the same period of the previous year, I quarter 2009–IV quarter 2016



- (a) Agreements stipulated by notaries for sales of real estate units.
- (b) Artisan, commercial, industrial use; office use; rural use (rural buildings not appurtenant to agricultural land).
- (c) Excluding boat berths.

For the full year 2016, the total number of real estate unit sales (728,817) increased by 17.0% over the previous year, transfers of properties for residential use (680,836) increased by 16.8%, and real transfers of properties for business purposes (44,079) increased by 19.9%.

In the fourth quarter of 2016, all geographical areas had positive trends for transfers of properties for homes and appurtenances, and the North-East (+14.7%) and the North-West (+12.5%) geographical areas registered the most positive result. On the contrary, as far as transfers of units for business use were concerned, the South and the North-West were the geographical areas performing better than the national average: the South area increased by 7.6%, and the North-West area increased by 5.7%.

Notarial deeds – Stipulation of mortgages-secured loans

Nationwide, the mortgage-secured loans stipulated in the fourth quarter of 2016 were 108,584, that is a 8.1% increase (Figure 6).

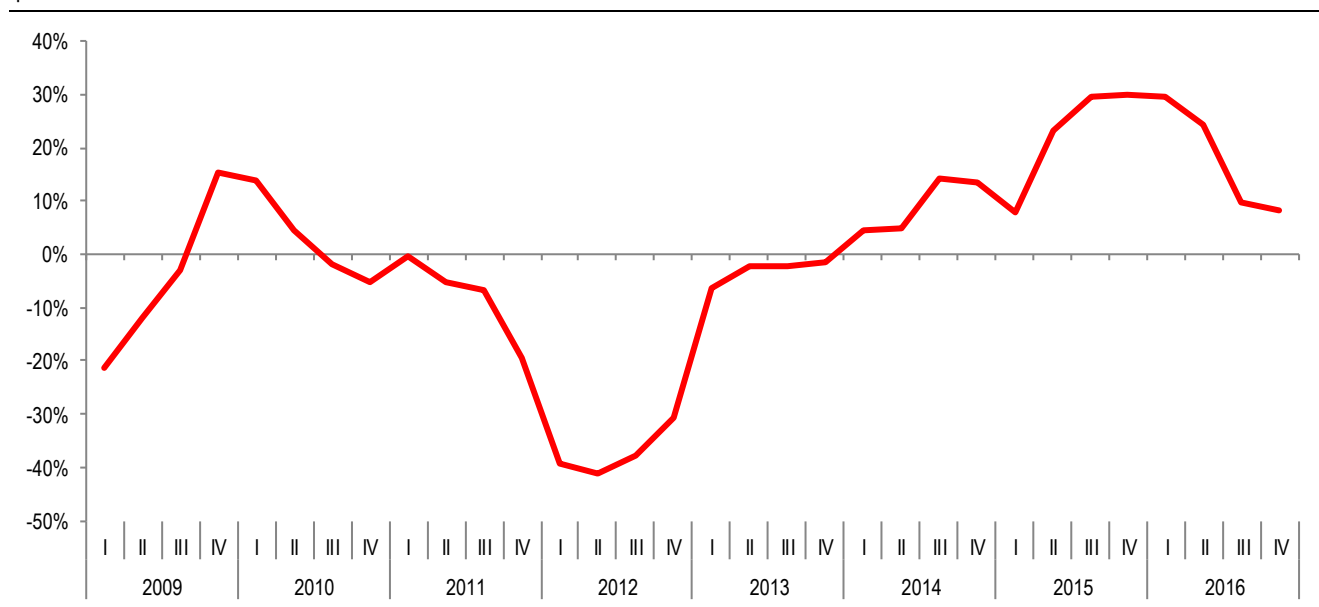
The comparison with the previous quarter also showed an increase. The mortgage-secured loans stipulated in the fourth quarter were 1.4% more than the one in the third quarter of 2016 (Figure 6).

For the full year 2016, mortgage-secured loans (400,173) increased by 17.0% over the previous year, registering a positive trend in all the geographical areas.

Mortgage-secured loans were above the national average in the Islands (+20.3%) and in the North-West (+18.3%) .

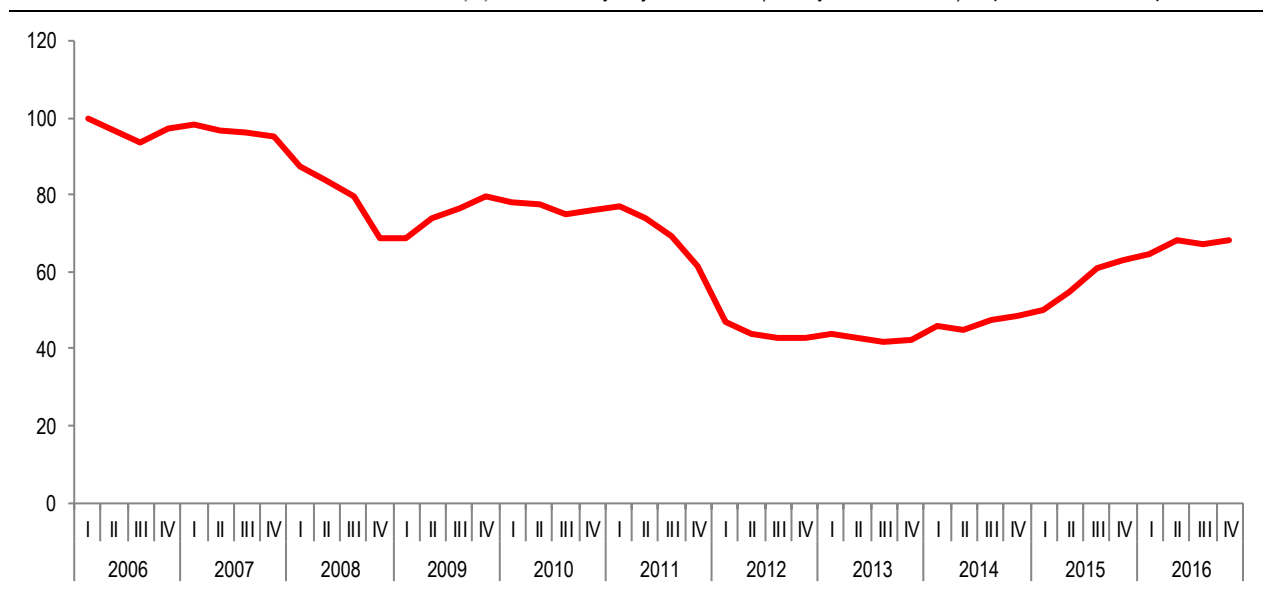
Mortgage-secured loans stipulated in metropolitan cities showed a more accentuated increase (+19.0%) than the one registered in small cities (+15.6%).

FIGURE 5 - MORTGAGE-SECURED LOANS (A) - Percentage changes on the same period of the previous year, I quarter 2009 - IV quarter 2016



(a) Agreements stipulated by notaries for mortgage secured-loans.

FIGURE 6 - MORTGAGE-SECURED LOANS (A) - Seasonally-adjusted index (base year 2006=100), I quarter 2006 - IV quarter 2016



(a) Agreements stipulated by notaries for mortgage secured-loans

Glossary

District notarial archive: under the administration of the Ministry of Justice, its task is to preserve past notarial deeds, monitor the exercise of notarial functions, regularise deposited notarial deeds, publish testaments and manage the general registry of testaments, and issue copies of the preserved deeds. At present there are 94 District Notarial Archives in Italy².

Notarial deed: formal expression of the will of an individual or group of associates made before a notary.

Sale of real estate units: agreements relating to the sale of: rural buildings not appurtenant to agricultural land; real estate units and appurtenances for residential use; real estate units for office use; real estate units for artisan, commercial and industrial use; real estate units for special use (excluding boat moorings); time-share properties. For statistical purposes the sale of a share in a property is considered equivalent to the sale of an entire property. Therefore both the sale of an entire property or a share (or several shares simultaneously) are surveyed as individual agreements.

Sale of rural buildings, that are not appurtenant to agricultural land: instrumental asset for the exercise of agricultural activity (art. 9 of Legislative Decree 557/93 and subsequent amendments and integrations). Land registry category D/10.

Sales of real estate units and appurtenances for residential use: land registry category A (excluding A/10) and C (excluding C/1 and C/3).

Sales of real estate units for office use: land registry category A/10.

Sales of real estate units for artisan, commercial and industrial use: land registry categories C/1, C/3 and D (excluding D/10).

Sales of real estate units for special use (excluding boat moorings): land registry category B.

Sales of time-share properties: purchase of a share of a property, occupancy of which is limited to a given rotating time period.

Agreement: understanding or contract contained in a notarial deed.

Mortgage-secured loan: agreement by which a loan, finance or other bonds issued by a bank is secured by a real estate mortgage; agreement by which a loan, finance or other bonds issued by an entity other than a bank is secured by a real estate mortgage.

² Ministry of Justice: Decree of 30 July 1997 (published in ordinary supplement n. 199 of the Official Journal of 1 October 1997 – general series – n. 229); Decree of 23 December 2009 (published in the Official Journal of 28 December 2009 – general series – n. 300).

Methodological notes

A survey is conducted each year on notarial activity by collecting data directly from the approximately 5,000 notaries in operation. Notaries submit quarterly statistical data to the relevant District Notarial Archive which first checks that the data are complete and compliant with quality requirements then transmits them to the Central Notarial Archives Office. The latter, after performing further verification, sends the data to Istat.

The survey model used³ provides a comprehensive overview of notarial activity and a set of socio-economic information that is significant for the collectivity as a whole. The agreements stipulated by notaries are organized into groups to highlight the most significant phenomena. Among the main agreements contained under the category “Deeds of transfer for valuable consideration” is the sale of real estate units distinguished in terms of their intended use: residential; business (rural buildings, offices, artisan, commercial and industrial use); special use; time-share. Among the agreements contained under the category “Warranty deeds” are mortgage-secured property loans, finance and other bonds distinguished according to whether they are granted by a bank or entity other than a bank. Lastly, in the category “Mandatory deeds” are included agreements for the stipulation of loans, finance and credit facilities that are not secured by real estate mortgage.

From the IV quarter 2016, together with raw data, seasonal adjusted data have been provided as well.

Taking into account the Eurostat Guidelines on Seasonal Adjustment, seasonal adjusted data are obtained through the Arima-model-based methodology provided by the software TRAMO-SEATS (TS). More precisely, to generate the seasonal adjusted series the 2010 Linux version of TS has been used.

All the seasonal adjustment methods are founded on the assumption that each series can be decomposed in three different unobserved components: the trend-cycle component, which represents the long-run movement of the series (like those associated to the business cycle); the irregular component, which defines short term fluctuations that are not systematic and in some instances not predictable; the seasonal component, representing the intra-year fluctuations caused by various factors (e.g. weather changes, calendar, vacation or holidays) and that usually consists in periodic, repetitive and generally regular and predictable patterns.

Although the series may be decomposed in different ways, to seasonally adjust those related to both *sales of real estate units* and *mortgage-secured loans*, a multiplicative model has been used (the observed data are modeled by the product of all the unobserved components). In particular, the direct approach is used for the series disaggregated by both use⁴ and geographic breakdown⁵, while for the aggregate series the indirect approach has been adopted. More in details: *the national totals of the series related to each use* come from the sum of the seasonal adjusted data of each geographic breakdown; the *Total sales of real estate units* is defined by an indirect two stage approach. First, data related to each use are summed by geographic breakdown, afterwards the national total is obtained by summing the partial totals coming from the first stage.

Considering that the inclusion of a new quarter in the series allows a better evaluation of the different components of the series, each quarter previously published data for the past few years are revised. The statistical models used for direct seasonal adjustment are revised at the beginning of each year to ensure their ability to properly represent the characteristics of every time series. In order to allow the users to reproduce the seasonally adjustment process under TS, the specifications used are made available upon request.

For more detailed information please refer to the Italian version

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³ Cf. Appendix to Information Volume n. 43 of 2001 “Notarial activity. Years 1998-1999. A regional analysis.”

⁴ Sales for residential uses, sales for business purposes, sales for special uses and multi-owned properties, mortgage-secured loans.

⁵ North-West, North-East, Center, South, Islands