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Characteristics of buyers and sellers of residential property***

Keywords: Real estate market, Adjusted Number of Transactions (NTN), buyers, sellers

Abstract A relevant piece of information about the characteristics of real estate contractors can be obtained matching data from income tax returns and real property registries.

The analysis focuses mainly on buyers and sellers (in both cases individuals) in the residential market. For these contractors we report a study on declared income, age and prevalent employment activity.

We provide the distributions of NTN and property size for each characteristics of buyers and sellers.

The availability of information regarding place of residence of individuals who purchased properties allows a study of the characteristics of the market in relation to purchasers' geographical origins and destinations.

Data referring to buyers' residence places will be analyzed along with different property market types.

Hence, it is possible to analyse the market composition distinguishing the share of purchases made by individuals which are resident in the same municipality of the property (municipal market), in other municipality of the same province (infraprovincial market), or in another province (extra-provincial market).

The latter research has interesting implications if applied on single cities. Hence, we highlight the results for the markets of Milan, Rome and Naples.

INTRODUCTION

This article describes the most significant results of a broader study regarding the analysis of the socioeconomic characteristics of buyers and sellers (in both cases individuals) and market characteristics in relation to purchasers' geographical origins and destinations. The study is based on information regarding place of residence, declared income, age and prevalent employment activity contained in the income tax returns of individuals who purchased or sold property. The analysis focuses fundamentally on the residential market, providing, however, some indications regarding other real estate property types. The data regards 2007 transactions, for which it was possible (by using the Italian equivalent of Social Security numbers) to correlate transfers of deed in real estate records with income tax returns (presented in 2008 for 2007 income). Nevertheless, the share of correlated NTN¹ is quite high - 88% for buyers and 92% for sellers. The article is divided into three chapters in order to render the exposition more effective. The first chapter contains statistics regarding the distribution of transactions according to real estate property type. The second chapter contains a description of the characteristics of buyers and sellers (individuals). The third chapter contains a market analysis according to buyer origin and destination.

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¹ NTN is the acronym for Numero di Transazioni Normalizzato (Adjusted Number of Transactions) and refers to the number of transactions adjusted for share of property indicated in the purchase agreement. The Italian acronym will be used throughout the text (translator's note).

DISTRIBUTION OF TRANSACTIONS ACCORDING TO REAL ESTATE TYPOLOGY

The NTN distribution of buyers illustrated in Figure 1 shows the weight of the residential sector in terms of the number of properties bought and sold equivalent to 48% nationally. In terms of different geographical areas, this weight is greater in southern Italy (60%) followed by northern Italy (46%) and central Italy (42%).

The weight of the market of related and subordinate facilities (always expressed in numbers of units) is relatively high in the north (40%), while the south and center carry respective weights of 31% and 30%. The category entitled "other" regards 25% of purchases in central Italy, 13% in northern Italy and 5% in southern Italy. Decidedly lower percentages can be found in all areas for the tertiary industrial and commercial sectors.

The divisions of NTN for sellers illustrated in Figure 2 also shows in this case the prevalence of the residential sector at 52% nationally, 51% in northern Italy, 52% in central Italy and 56% in southern Italy, followed by related and subordinate facilities equal to 35% in northern Italy and 28% in central and southern Italy.

The major differences between the distribution of buyers and sellers occurs in the residential sector with 48% of purchases and 53% of sales.

Figure 1 % of purchases by use and geographical area

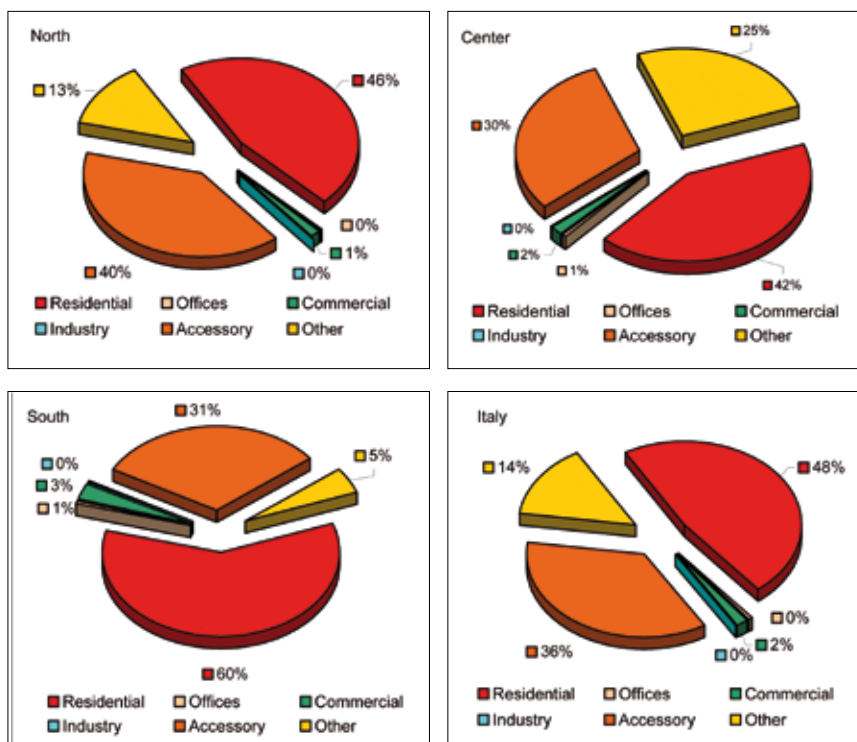
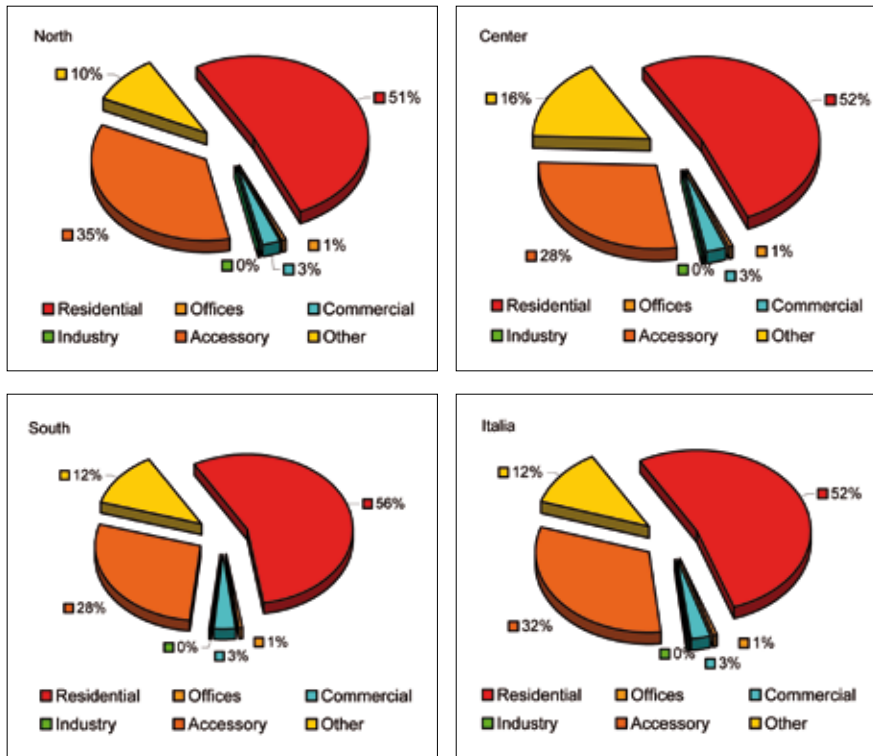


Figure 2 % composition of sales by use and geographical area



CHARACTERISTICS OF BUYERS AND SELLERS OF RESIDENTIAL PROPERTY ACCORDING TO DWELLING UNIT DIMENSIONS

As noted in the introduction, cross-referencing data allows us to analyze the socioeconomic characteristics of buyers and sellers. It is useful to illustrate the results of this analysis in relationship to the dimensions of the residential properties bought and sold².

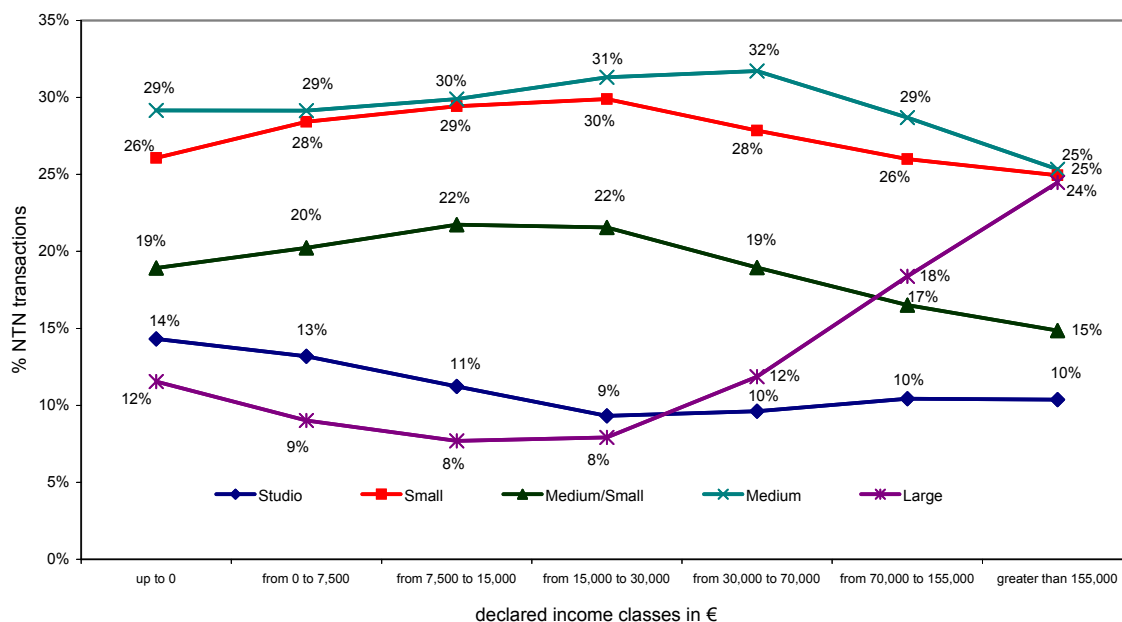
Figure 3 illustrates the income declared by buyers and NTN share according to dwelling unit dimensions. It is clear that the medium size dwelling unit has the most elevated values for all income classes with a total percentage of 31%. In relation to income classes, its percentage grows (up to an income level of €70,000) with percentages ranging from 29% to 32% and then decreases in the last two income classes with 29% and 25%.

The trends for small and medium/small size units are similar although having different percentages. For the small size, the trend grows (up to an income level of €30,000) from 26% to 30% and then decreases in the successive classes. Similarly the medium/small sizes show increasing percentages from 19% to 22%, between the income ranges from €15,000 to €30,000, and then decrease to 15% in the last class. The studio size shows decreasing percentages with increasing income. In fact, the highest percentage can be found in the first income class at 14% which decreases to 9% in the income class up to €30,000 and remains constant at 10% in the successive classes.

On the contrary, the large size grows with increasing income from 12% in the first income class to 18% and 24% in the last two classes.

² Classification of the sizes of residential units: studio apartments - from 0 to 2.5 cadastral rooms (< 50mq), small - from 2.5 to 4 cadastral rooms (50-70mq), - medium/small from 4 to 5.5 cadastral rooms (70-90mq), medium - from 5.5 to 7 cadastral rooms (90-130mq), large - more than 7 cadastral rooms (> 130mq).

Figure 3 NTN distribution by income and property size for buyers



The distribution of buyer employment type and NTN by housing unit dimension shown in Figure 4 illustrates high percentages of the medium size for all employment categories: 32% for salaried employees, 31% for the retired, 29% for professionals, entrepreneurs and other self-employed workers and 27% for other workers. Small units purchased mostly by the retired follow at 31%. The medium/small sizes are purchased by salaried employees and the retired at 21% with percentages between 18% and 19% for the other categories. The studio size is between 9% and 14%. The large size is purchased mostly by professionals and the self-employed at 13%.

Figure 4 NTN distribution by dwelling unit dimension and by buyer age

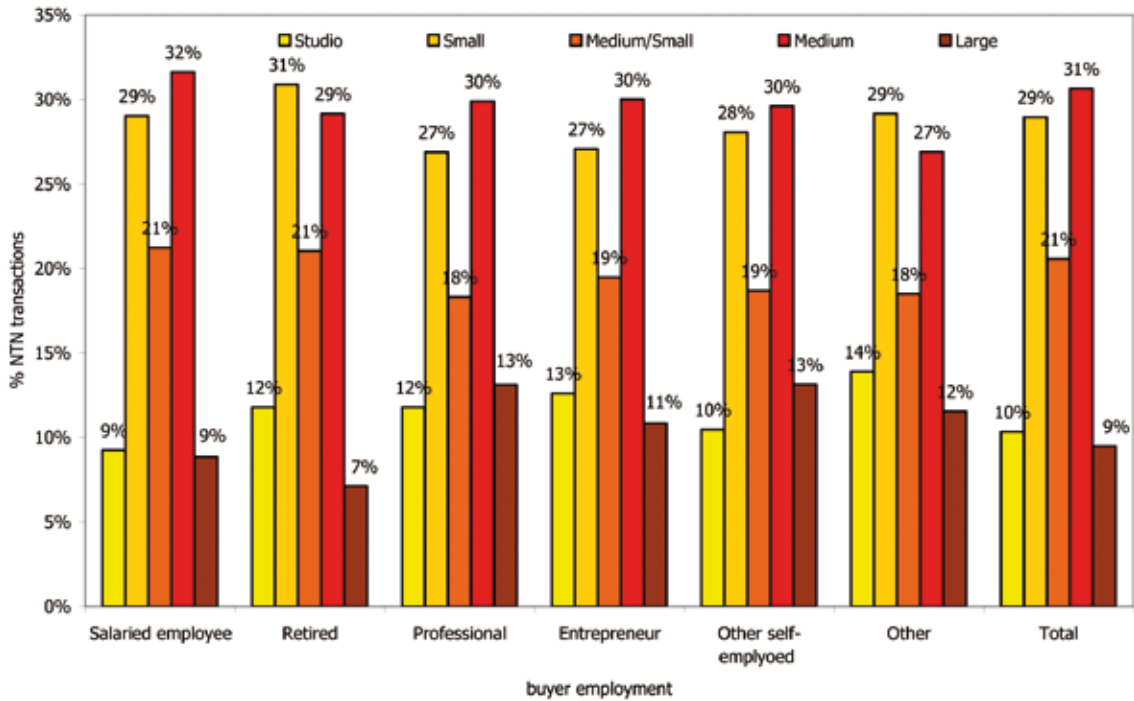


Figure 5 NTN distribution by income and dwelling unit dimension for sellers

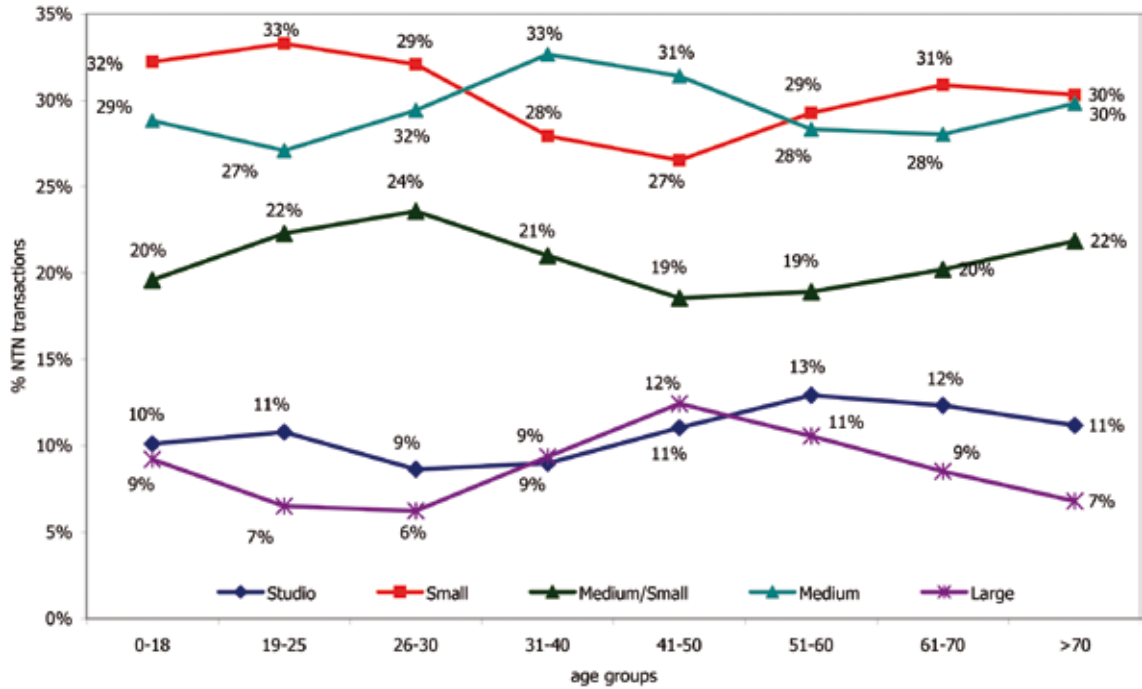
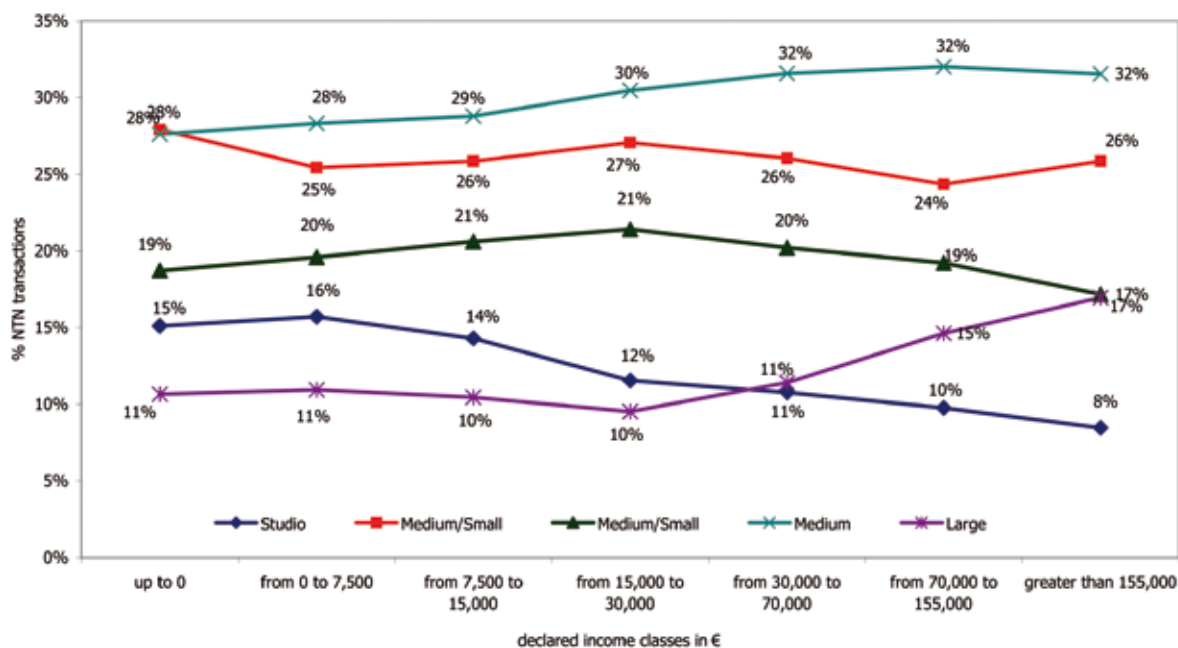


Figure 6 NTN distribution by seller employment type and dwelling unit dimension



In terms of buyer age classes illustrated in Figure 5, it can be noted that for the under-26 age class the small size is the one most often purchased at approximately 32%. For the two central age classes (31-40 and 41-50), the medium size is purchased most often at 33% and 31%. The medium/small size has values at approximately 21% with a minimal percentage of 19% in the 41-60 year-old age classes and a maximum of 24% in the 26-30 age class.

The studio and large size show lower percentages. For the studio, higher percentages are found in the 61-70 age class and above 70. The large size has a higher percentage in the age class from 41-50 at 12%.

For sellers, Figure 6, illustrating seller income and NTN according to dwelling size, shows higher values for the medium size with an increasing percentage of 28% for the first class reaching 32% for the last one. The small size is sold more often in the income classes up to 0 euro at 28%, and from €15,000-€30,000 at 27%.

For the medium/small size, higher percentages can be observed for intermediate incomes ranging from €7,500-€30,000. The percentages for the studio size decrease with increasing income and analogously those referring to the large size increase with increasing income.

Regarding seller employment type and dwelling size (Figure 7), the medium size shows higher percentages for all categories at approximately 30%.

The highest value can be observed for entrepreneurs at 32%. The small size is the one most sold by salaried employees at 28% and less by the retired population at 24%.

For other professional categories, percentages lie in a range from 26% to 27%. For the medium/small size, a percentage greater than the average of 20% can be found for salaried employees at 22% and approximately 20% for the other categories.

The studio size is sold more by the retired population at 15%, while the large size is sold more by professionals and salaried employees at 13%.

Figure 7 NTN distribution by seller employment type and dwelling unit dimension

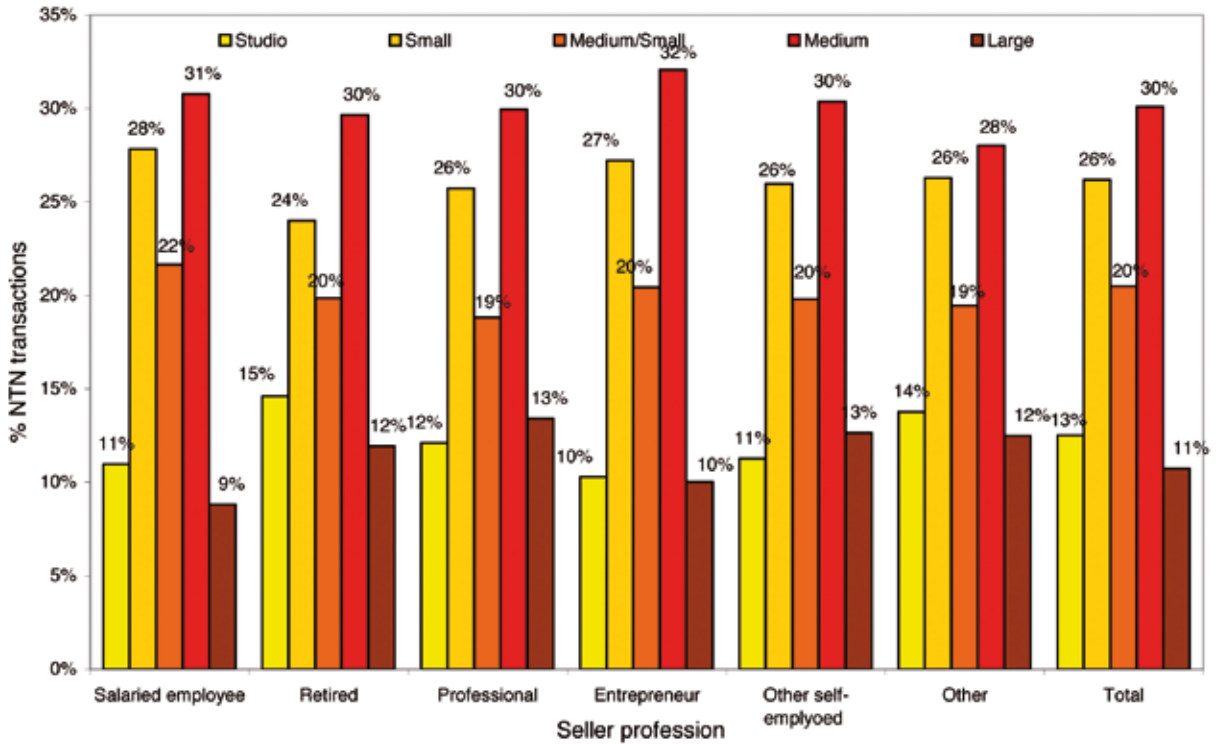
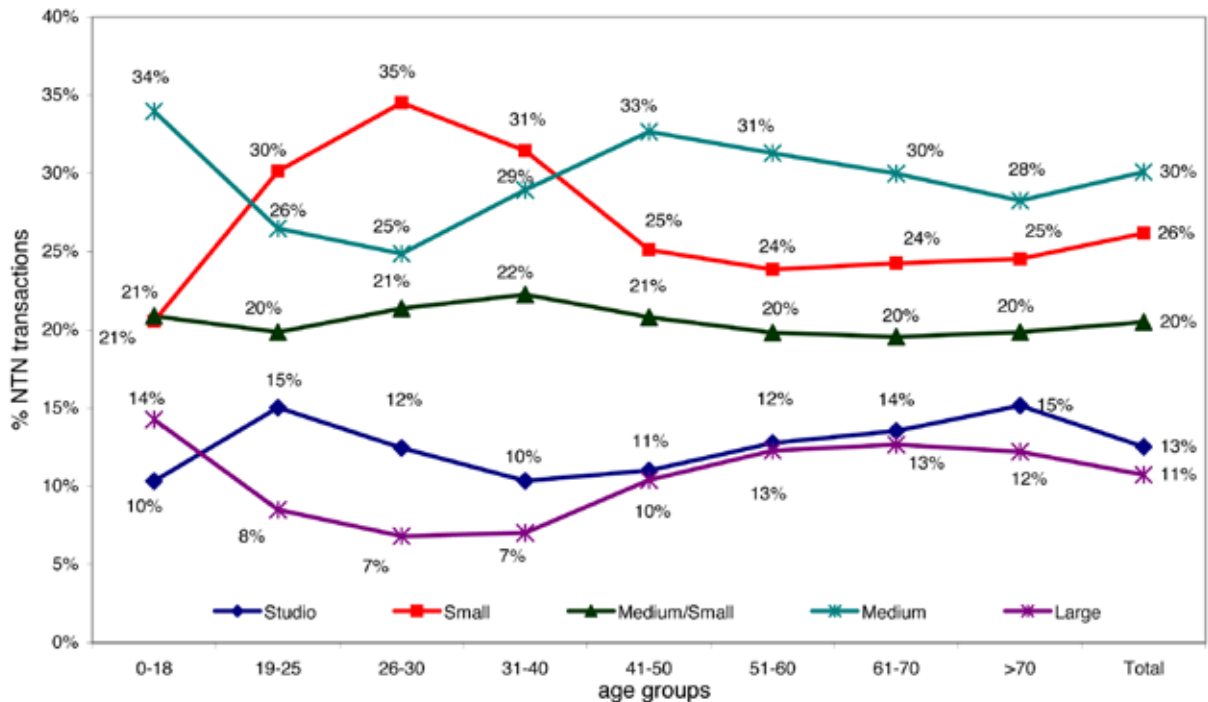


Figure 8 NTN Distribution by seller employment type and dwelling unit dimension



Regarding age, the percentages of sales of the small size are higher for the 19-40 year-old age classes (Figure 8); in particular, 30% for the 19-25 age class, 35% for the 26-30 age class and 31% for the 31-40 age class. Lower percentages can be observed in the other age classes. For the medium size, the highest percentage can be observed in the 0-18 age class, 34%, followed by the 41 - 50 age class at 33%.

PROVINCIAL MARKETS IN RELATION TO BUYER RESIDENCE

The analysis of the relationship between place of residence and location of the property purchased allows us to clarify location-choice behaviors in the real estate sector. In this chapter, data referring to buyer residence will be analyzed along with different property market types.

Synthetically the chapter will define:

- municipal markets: relating to transactions of properties located in the same municipality as buyer residence;
- infraprovincial markets: relating to transactions of properties located in a given municipality of a given province and purchased by residents in a different municipality in the same province
- Extra-provincial market: relating to transactions of properties located in a given municipality purchased by residents in other provinces.

Table 1 shows the NTN share for property market type in relation to buyer residence. The same table illustrates that the municipal market represents a very important number, equal to 75.4% on a national level; it is slightly higher in northern Italy (76.6%) and central Italy (76.1%) and slightly less in southern Italy (72.1%). The provincial market, (13.1%) shows a slightly higher percentage in northern Italy (13.5%) compared to approximately 13% in southern Italy and 12.1% in central Italy. Mirroring this, the extra-provincial market, equal to approximately 12% nationally, has higher percentages in southern Italy (15%) and central Italy (12%) and lower in northern Italy (approximately 10%).

Table 1 Composition of Provincial Markets in relation to buyer residence

Area	Municipal market	Provincial market	Extra-provincial market	Total
North	76.55%	13.49%	9.96%	100%
Center	76.08%	12.06%	11.87%	100%
South	72.13%	12.96%	14.92%	100%
Italy	75.37%	13.06%	11.58%	100%

For almost half the provinces, the impact is very high. In fact the municipal market percentage is higher than the national average of 75%. In particular, impacts greater than 85% can be found in the provinces of Enna (89%), Bari (87%), Prato (86%) and Caltanissetta (85%). The lowest percentages are found in the provinces of Imperia and Rieti (approximately 49%), Sondrio (48%), Nuoro and Aosta (46%). The percentage distribution of the impacts of the provincial market (Figure 10) is quite low; for most provinces (approximately 65), they are lower than the national average of (13%). Higher numbers can be found in the provinces of Lecce (20%), Brescia, Catania and Naples (19%) and Verona and Cagliari (18%). The provinces in which this impact does not exceed 5% are Enna (3%), Livorno (4.6%) and Brindisi (5%).

With an average of approximately 12%, the extra-provincial market represented in Figure 11 reaches an elevated impact between 30%-45% in 11 provinces; this concerns the regions of Sardinia, L'Aquila and Aosta, all with well-known tourist callings. In particular, the highest percentages can be observed in L'Aquila (43%), Imperia and Nuoro (42%). However, higher numbers than the national average of 12% can be found in many other provinces especially in southern Italy. The scarce appeal of some provinces is illustrated by percentages of the extra-provincial markets at less than 5% in Bari (3.3%) Turin (3.8%), Naples (4.8%) and Padua (4.9%).

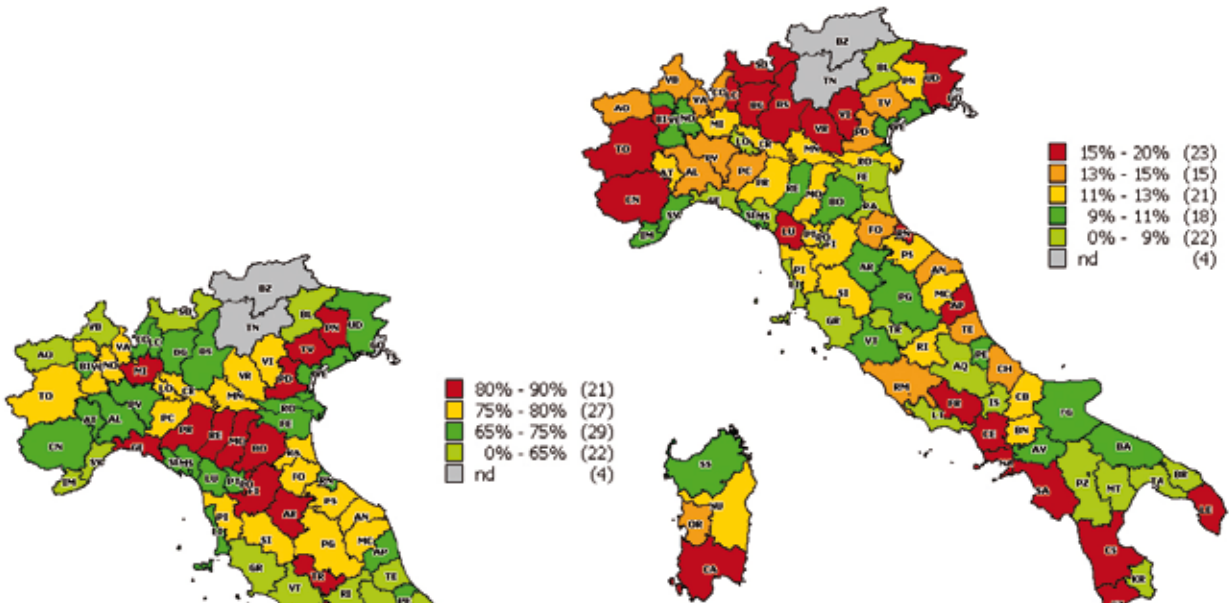


Figure 9 Percentages of the municipal market

Figure 10 percentages of the provincial market

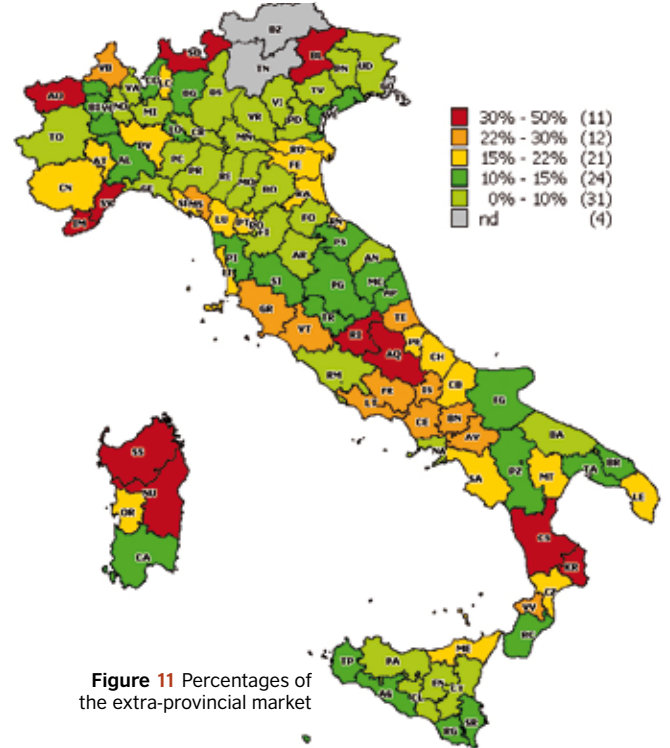
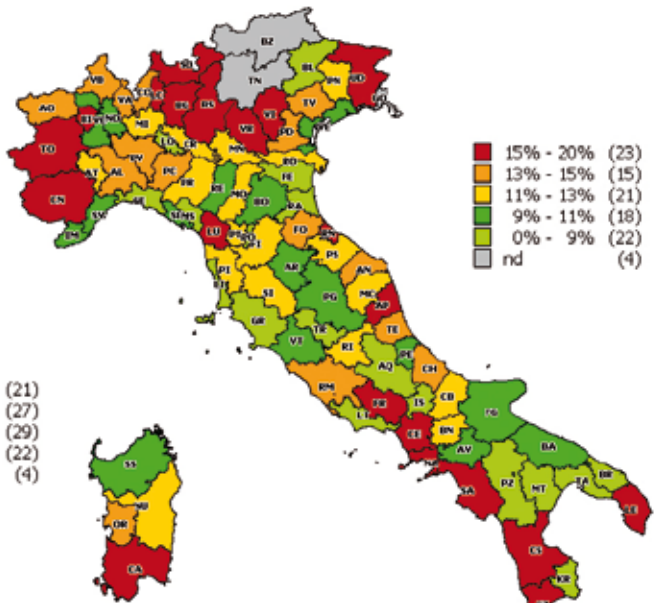


Figure 11 Percentages of the extra-provincial market

AN EXAMPLE OF SOME CITIES

MILAN

In this chapter, the infra-provincial and extra-provincial markets of the municipalities in the Province of Milan will be analyzed.

The percentage distribution for macro-areas in the Province of Milan are shown in Table 2, illustrating a high impact of the municipal market (equal to 82.7%) for the entire province, a few points higher than the national average of 74.8%. Even with slightly higher or lower levels in all of the macro-areas, the provincial average is confirmed with the only exception of the city of Milan whose percentage reaches 87.4%. The infra-provincial market has an impact of 12.3%, slightly above the national average, in large part due to purchases in the areas of Abbatense Magentino (20.4%) and Alto Milanese (17%) by residents in other municipalities of the same province.

Table 2 Property market types in the province of Milan by buyer residence

Macro-area	Municipal market	Infra-provincial market	Extra-provincial market (Lombardy provinces)	Extra-provincial market (rest of Italy)	Total
Abbatense Magentino	76.0%	20.4%	1.1%	2.5%	100%
Alto Milanese	79.3%	15.8%	3.0%	1.8%	100%
Cintura Nord	79.9%	17.0%	1.0%	2.1%	100%
Direttrice Est	83.3%	13.7%	1.2%	1.7%	100%
Milano Città	87.4%	4.1%	2.4%	6.1%	100%
Monza e Brianza	82.4%	14.4%	1.8%	1.4%	100%
Sud Milano	78.8%	16.5%	2.3%	2.5%	100%
Province	82.7%	12.3%	1.8%	3.2%	100%

Milan is also an exception on this market since the impact of the infra-provincial market is equal to 4.1%, much lower than the provincial and national averages. The extra-provincial market of other Lombardy provinces is quite low (1.8%). Among all of the areas the most interest seems to lie with the zone of Alto Milanese (3%). The impact of the extra-regional market is equal to 3.2%, principally due to interest in buying in the city of Milan (6%).

Table 3 shows the details of purchases made in the Province of Milan by residents in other Lombardy provinces. The percentages of purchases made by buyers from the other provinces in the region are quite fragmented. Nevertheless, the highest percentages regard the neighboring Varese (22.8%), Como (15.5%), Pavia (14.6%), Bergamo and Lecco (approximately 12%). These last ones purchase mostly in neighboring areas. In fact, referring to Varese, we observe a high percentage of purchases (84.3%) in the municipalities in the Alto Milanese area with lower percentages in the Northern Belt (33%) and Abbatense Magentino (22.1%). Residents in Como and Lecco purchase mostly in the municipalities of Monza and Brianza (34.3% and 31.3% respectively). Residents in Pavia are interested in the Abbatense Magentino zone (34%); and those in Bergamo purchase mostly in the Direttrice Est area (43.6%). The Milan South area attracts residents especially from Lodi and Pavia (at approximately 30%). Although neighboring, Cremona has a low percentage of purchases (4.5%) in the Province of Milan. Mantua shows the least interest in properties in the Province of Milan with a minimal percentage of 1.4%.

Table 3 Percentages of NTN purchased in macro-areas by residents in other Lombardy provinces

Macro-area	Bergamo	Brescia	Como	Cremona	Lecco	Lodi	Mantova	Pavia	Sondrio	Varese	Totale
Abbatense Magentino	9.1%	4.0%	14.5%	3.4%	1.0%	4.0%	2.0%	34.0%	6.0%	22.1%	100%
Alto Milanese	5.0%	2.6%	4.8%	0.0%	0.8%	1.3%	0.0%	0.8%	0.4%	84.3%	100%
Cintura Nord	5.3%	10.8%	13.3%	4.6%	13.1%	3.5%	1.1%	13.6%	1.6%	33.0%	100%
Direttrice Est	43.6%	8.5%	2.4%	7.0%	13.4%	7.1%	1.2%	6.9%	4.1%	5.8%	100%
Milano Città	12.2%	6.1%	14.8%	5.5%	9.8%	6.2%	2.4%	19.1%	7.2%	16.7%	100%
Monza e Brianza	10.7%	3.6%	34.3%	0.5%	31.3%	1.2%	0.2%	4.1%	1.2%	13.0%	100%
Sud Milano	6.4%	6.7%	6.3%	11.2%	3.1%	30.4%	1.8%	30.0%	0.0%	4.0%	100%
Province	12.3%	5.8%	15.5%	4.5%	12.4%	6.9%	1.4%	14.6%	3.8%	22.8%	100%

Figure 12 shows the municipal level detail of the impact of purchases made by residents in the same municipality in which the property is located. The map shows that, as opposed Table 2, Milan City is not the municipality with the greatest market share. It can be noted, in fact, that in many areas there are municipalities with high impacts and municipalities with lesser ones. The map of the extra-provincial market of purchases made by residents in other Lombardy provinces shown in Figure 13 illustrates a high impact especially for neighboring municipalities.

Figure 12 Municipal market by municipality

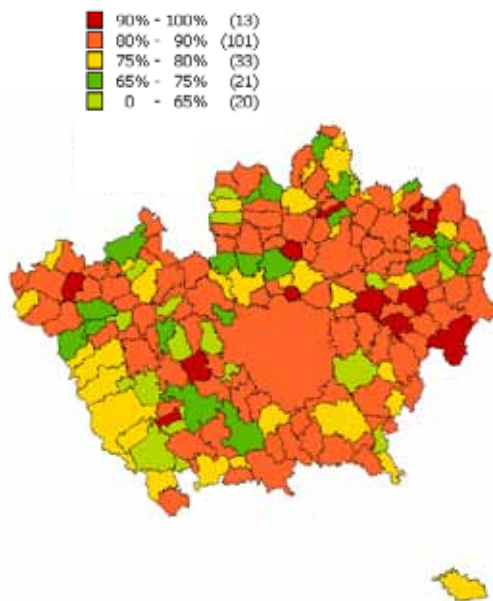
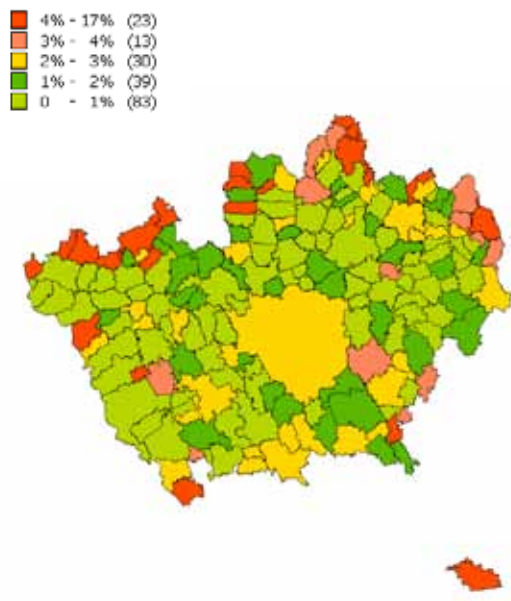


Figure 13 Extra-provincial market by municipality of residence in other Lombardy provinces



The map in Figure 14 shows the distribution of purchases in Milan made by residents in other provinces. We can observe widespread interest in property located in Milan. In fact, this market is not only sustained by the transactions of residents in the provinces of the same region or from neighboring Varese but also by those residing in other provinces in the rest of Italy. Many purchases are made by residents in Rome, Naples, Genoa and Bari.

Figure 14 Purchases in Milan by residents in the rest of Italy by buyer residence

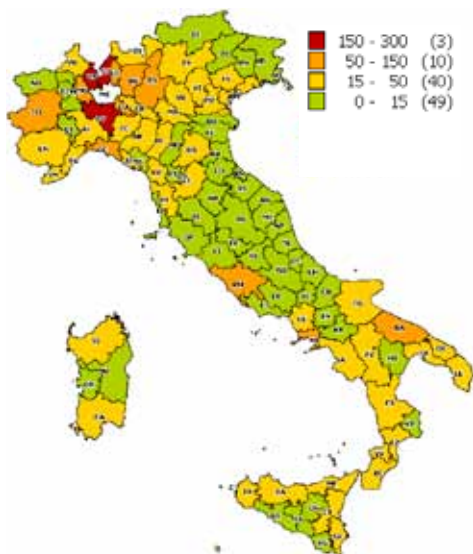


Figure 15 NTN purchased in the municipalities of the Province of Milan by residents in northern Italy (excluding Lombardy)

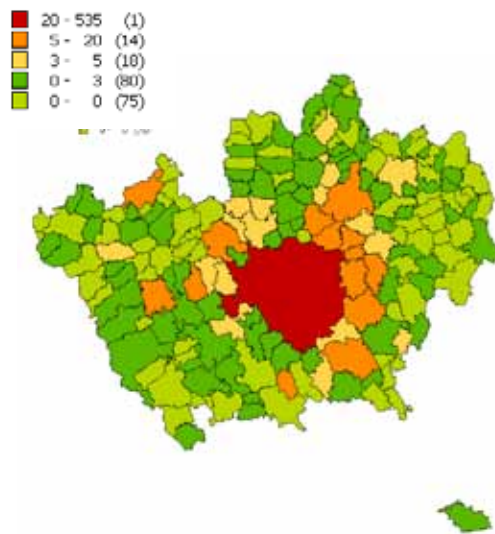


Figure 16 NTN purchased in the municipalities of the Province of Milan by residents in central Italy

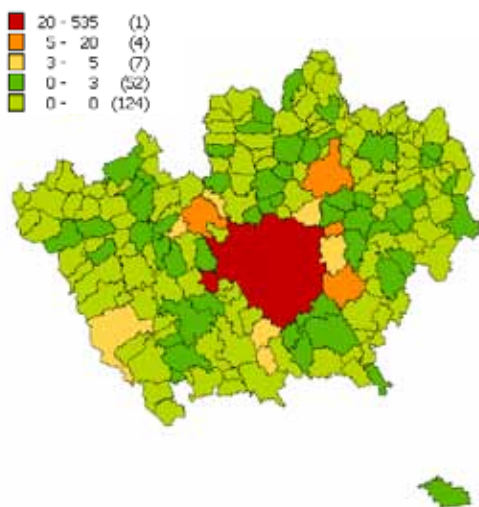
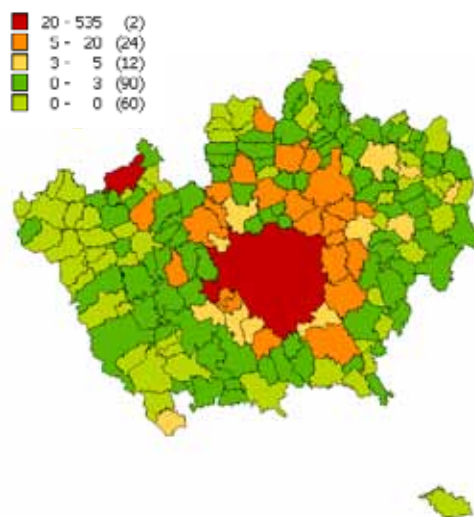


Figura 17 NTN purchased in the municipalities of the province of Milan by residents in south Italy



To understand the specific location-related choices of those who purchased in the province of Milan from other provinces, Figures 15, 16 and 17 show the distribution of purchases made in the province by residents from northern, central and southern Italy respectively. In all three cases, the clear preference is for the city of Milan and the municipalities in the Direttrice Est area.

Table 4 shows the percentage distribution of purchases made by residents in Milan and in the rest of the province by infra- and extra-regional markets. The table shows that the two percentages of purchases, within the region (53.2%) and outside the region (46.8%) are not very distant from one another. If we distinguish purchases considering Milan and the rest of the province, we observe the preference of Milan residents for purchasing property outside the region (61.2%) while residents in the rest of the province have a slight preference for purchasing within the same Lombardy region (52%).

Table 4 Distribution of purchases by residents in Milan and in the rest of the Province

Market	Residents in Milan	Residents in the rest of the Province of Milan	Total
Extra regional	61.2%	48.0%	53.2%
Infra regional	38.8%	52.0%	46.8%
Total	100%	100%	100%

Table 5 Distribution of purchases by residents in Milan and in the rest of the Province by area

Area	Residents in Milan	Residents in the rest of the Province of Milan	Total
North	74.1%	75.5%	74.9%
Center	8.7%	6.1%	7.2%
Sout	17.2%	18.4%	17.9%
Total	100%	100%	100%

If we take into consideration infra - and extra-regional purchases in relation to geographical area as shown in Table 5, we note that, beyond the elevated percentage for northern Italy (74.9%), 17.9% is reserved for purchases in southern Italy and only 7.2% for purchases in the provinces of central Italy. This consideration is confirmed by the map in Figure 18 which shows quite an elevated number of transactions in Sardinia and, in general, the coastal provinces.

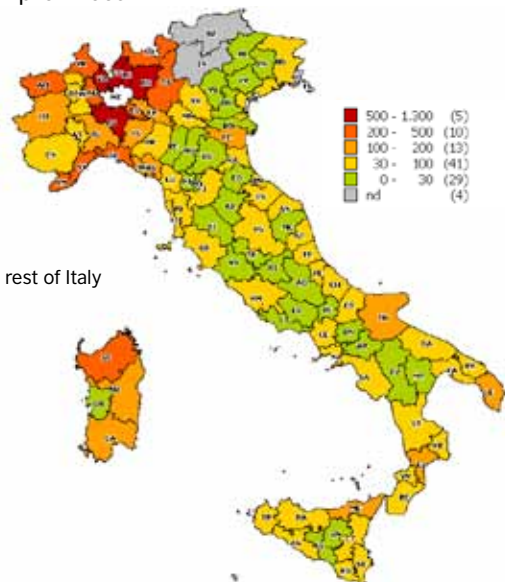


Figure 18 Purchases by Milan residents in the rest of Italy

ROME

Following is a brief analysis of the property market types in the municipalities in the province of Rome.

Table 6 shows the percentage distribution by macro-area in the province of Rome.

It shows a high impact of market share (81.3%) for the entire province, greater than the national average of 74.8%. Among the macro-areas, Rome registers the greatest impact of purchases by residents of the same municipality (92.2%).

On the contrary, the lowest impact is registered in the southern coastal area (46.5%).

The infra-provincial market share is equal to 13.3%, greater than the national average. This is especially due to the elevated impact registered in the southern coastal area (47.5%) and in the Fiume Aniene Area (43.8%). The infra-provincial market share is very low (1.2%). The extra-provincial market share is, on the contrary, in keeping with the national average at 4.2%, directed especially towards Rome (4.6%), Monti della Tolfa (4.3%) and the Castelli Romani area (4%).

Table 6 Property Market types in the province of Rome by buyer residence

Macro-area	Municipal market	Infra-provincial market	Extra-provincial market (Lazio provinces)	Extra-provincial market (rest of Italy)	Total
Area Braccianese	74.1%	20.9%	2.0%	3.0%	100%
Area Fiume Aniene	52.8%	43.8%	1.0%	2.4%	100%
Asse Casilina	66.3%	29.6%	1.1%	3.0%	100%
Asse Flaminia	58.7%	35.8%	1.8%	3.7%	100%
Asse Salaria	70.9%	24.5%	1.3%	3.2%	100%
Asse Tiburtina	71.3%	24.5%	0.8%	3.4%	100%
Castelli Romani	60.8%	33.5%	1.7%	4.0%	100%
Litorale Nord	73.5%	23.0%	0.7%	2.9%	100%
Litorale Sud	46.5%	47.5%	2.1%	3.9%	100%
Monti Della Tolfa	78.3%	17.4%	0.0%	4.3%	100%
Roma e Fiumicino	92.2%	2.2%	1.0%	4.6%	100%
Province	81.3%	13.3%	1.2%	4.2%	100%

The percentage distribution of purchases made in the Province of Rome by residents in other Lazio provinces is shown in Table 7. Above all, residents in the Province of Latina show the most interest in properties in the capital (39.3%); in particular they purchase in the Castelli Romani area, (71.3%), in the southern coastal area (69.2%) and in the Fiume Aniene Area. These numbers are followed by purchases made by residents in the province of Frosinone, (23.2%) in the Fiume Aniene Area, (35%) and in Rome (30.1%). Residents in Viterbo, with an impact of 20.1%, purchase above all in the Braccianese Area (80%) and in the northern coastal area (54.8%). Finally 17.4% of purchases are made by residents in Rieti who show a preference for the Salaria axis area (44.8%), the Flaminia axis area (29.8%) and the Tiburtina axis areas (29%).

Table 7 Percentages of NTN purchased in macro-areas by residents in other Lazio provinces

Macro-area	Viterbo	Frosinone	Rieti	Latina	Totale
Area Braccianese	80.0%	0.0%	6.7%	13.3%	100%
Area Fiume Aniene	25.0%	35.0%	0.0%	40.0%	100%
Asse Casilina	13.8%	27.6%	0.0%	58.6%	100%
Asse Flaminia	49.9%	8.8%	29.8%	11.6%	100%
Asse Salaria	22.1%	8.3%	44.8%	24.9%	100%
Asse Tiburtina	22.1%	24.9%	29.0%	24.0%	100%
Castelli Romani	4.3%	15.6%	8.8%	71.3%	100%
Litorale Nord	54.8%	6.5%	9.7%	29.0%	100%
Litorale Sud	12.0%	15.8%	3.0%	69.2%	100%
Monti Della Tolfa	0.0%	0.0%	0.0%	0.0%	0%
Roma e Fiumicino	17.2%	30.1%	21.8%	30.9%	100%
Province	20.1%	23.2%	17.4%	39.3%	100%

The details on a municipal scale of the percentage impact of purchases made by residents in the same municipality in which the property is located is shown in the map in Figure 19. The map shows, as evidenced previously in Table 6, that the highest impacts are registered in Rome, in the Monti della Tolfa area, in the Bracciano area, in the Tiburtina and Salaria areas, while municipalities with lower market shares are found in the south of the province. The map of the extra-provincial market of purchases made by residents in other provinces in the Lazio region, shown in Figure 20, shows a high impact not only for the municipalities in the Castelli Romani and the southern coastal areas but also in many municipalities along the Flaminia and Salaria axes.

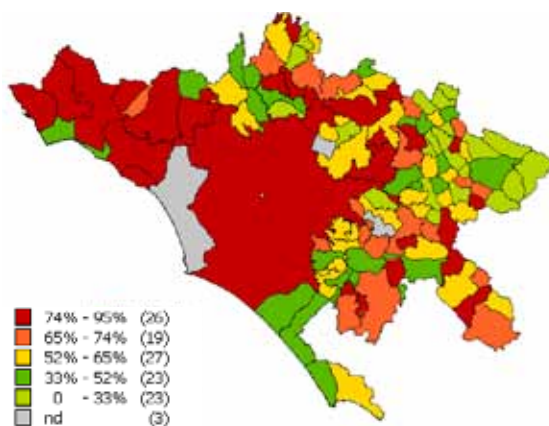


Figure 19 Municipal market by municipality

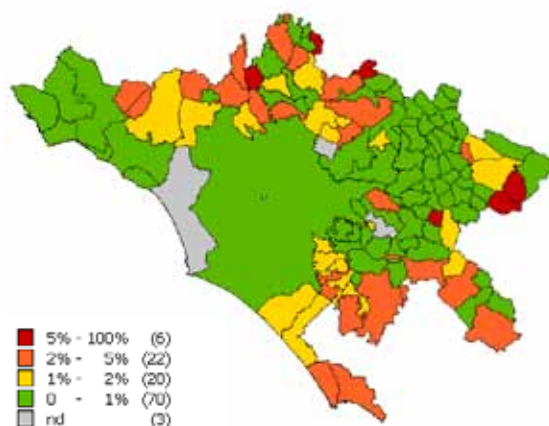


Figure 20 Extra-provincial market by municipality of residence in other Lazio provinces

Purchases in the Province of Rome by residents in the rest of Italy, shown in the map in Figure 21, are made, even with a different intensity, by residents in almost all other Italian provinces. Particularly high levels are registered, other than for the neighboring Latina, Frosinone and Viterbo, for some of the provinces in the Campania region such as Naples and Salerno. From central Italy, purchases are made mostly by residents in the neighboring province of L'Aquila. From northern Italy, purchases are made mostly by residents in Milan, while from southern Italy, transactions (NTN) referred to residents of Bari and Cosenza are important.

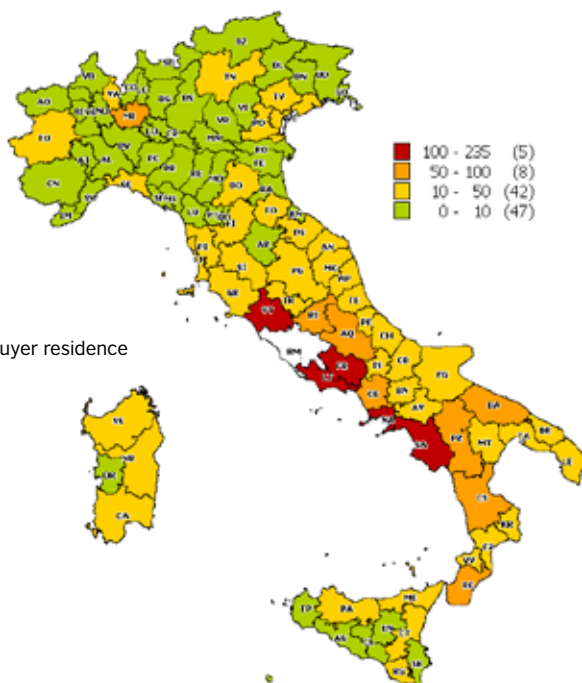


Figure 21 Purchases in Rome by residents in the rest of Italy by buyer residence

The distribution of purchases made in the province by residents in northern, central and southern Italy is shown in the maps in Figures 22, 23 and 24 illustrating a clear preference for Rome and nearby municipalities.

Figure 22 NTN purchased in the municipalities of the province of Rome by residents in northern Italy

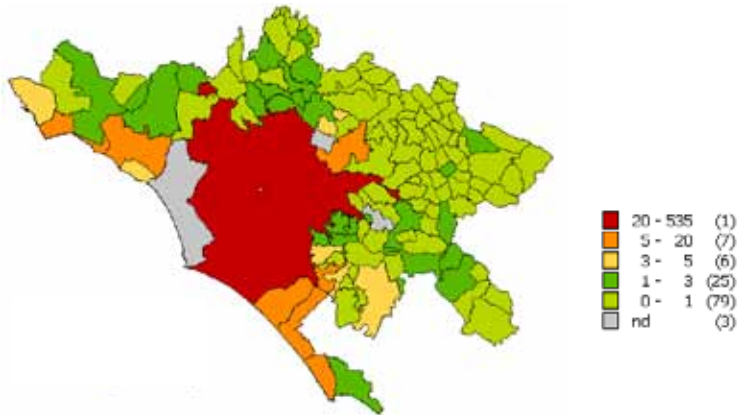


Figure 23 NTN purchased in the municipalities of the province of Rome by residents in central Italy (excluding Lazio)

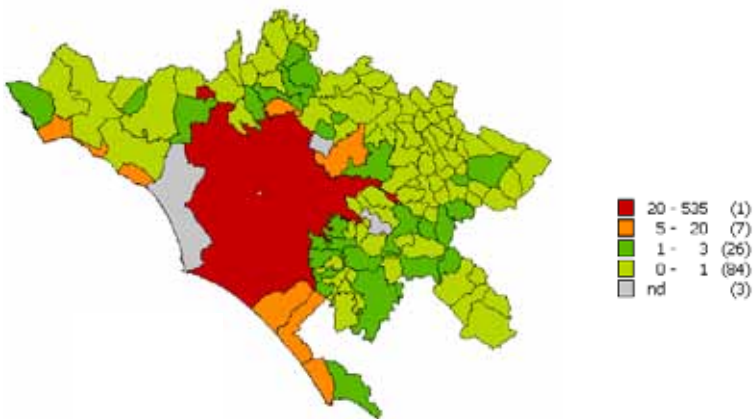


Figure 24 NTN purchased in the municipalities of the province of Rome by residents in south Italy

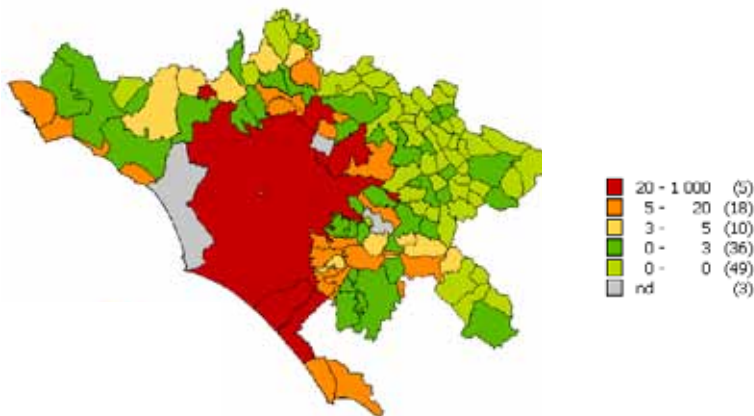


Table 8 Distribution of purchases by residents in the Capital and the rest of the Province of Rome

Market	Residents in Rome	Residents in the rest of the province of Rome	Total
Extra regional	66.5%	63.1%	65.8%
Infra regional	33.5%	36.9%	34.2%
Total	100%	100%	100%

The analysis of purchases made by residents in the capital and in the rest of the province, shown in Table 5.8, show a low share of purchases in the provinces in northern Italy (7.5%) in favor of those in central (51.6%) and southern Italy (40.9%). The situation becomes increasingly evident if we consider purchases made only by residents in the rest of the province of Rome for which the share of purchases in southern Italy rises to 44.9%. This is all well-represented in the map in Figure 25 which shows elevated purchases in the neighboring provinces in central Italy and in many provinces in southern Italy, with the only exception of purchases in the Province of Milan.

Table 9 Distribution of purchases by residents in the Capital and the rest of the Rome province by area

Area	Residents in Rome	Residents in the rest of the province of Rome	Total
North	7.7%	6.7%	7.5%
Center	52.4%	48.3%	51.6%
South	39.9%	44.9%	40.9%
Total	100%	100%	100%

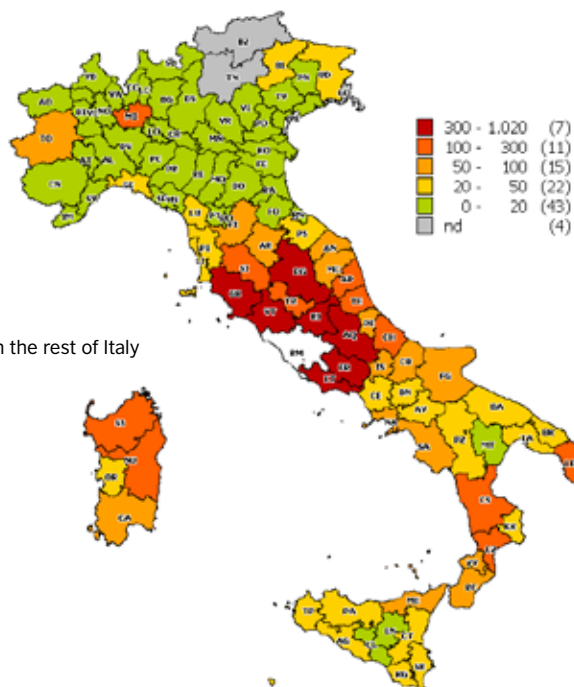


Figure 25 Purchases by Romans in the rest of Italy

NAPLES

Following is a brief analysis of the markets in the Province of Naples. The impact of the municipal market for the entire province is equal to 76.6%, as shown in Table 10, in keeping with the national average of 74.8%. Among the macro-areas an impact greater than the provincial average is found in the city of Naples (86.7%) and in the Vesuvius Coastal area (78.3%). Lower impacts are found in the other macro-areas with the lowest percentage (64.7%) in the Sorrento Peninsula. The infra-provincial market is very active, with a provincial average of 18.7%, greater than the national average of 13.1%. This percentage can be attributed above all to the elevated impacts, at approximately 29%, in the Flegrea area, the Sorrentino Peninsula and the Giuglianese area. The impact of the infra-provincial market is much lower in the city of Naples (8.9%). Purchases by residents in other provinces of the Campania region counted for 1.9% and are made above all in the city of Naples (3.2%). Purchases from other provinces in the rest of Italy are made above all in the Sorrentino Peninsula (4.4%), North Naples (4%) and the Nolano area (3.9%).

Table 10 Property market types for the province of Naples by buyer residence

Macro area	Municipal market	Infra-provincial market	Extra-provincial market (provinces in the Campania region)	Extra-provincial market (rest of Italy)	Total
Acerra - Pomigliano	73.5%	22.5%	1.3%	2.6%	100%
Flegrea	65.0%	29.6%	1.5%	3.9%	100%
Giuglianese	67.8%	29.0%	1.2%	2.0%	100%
Napoli Città	86.7%	8.9%	1.9%	2.6%	100%
Napoli Nord	68.4%	24.5%	3.2%	4.0%	100%
Nolano	66.2%	27.6%	2.3%	3.9%	100%
Penisola Sorrentina	64.7%	29.2%	1.8%	4.4%	100%
Vesuviana Costiera	78.3%	16.5%	2.3%	2.9%	100%
Vesuviana Interna	70.9%	24.6%	1.6%	2.9%	100%
Province	76.6%	18.7%	1.9%	2.9%	100%

As evidenced in Table 11, above all residents in the Province of Caserta purchase property in the Province of Naples at 44.7% of the extra provincial market residing in other provinces of the Campania region. Residents of Caserta purchase especially in the Giuglianese area (85.4%) and Naples north (73.7%). Approximately 30% of this market are purchases made by residents of Salerno in the Sorrentino Peninsula (67%) and the Vesuvius area, both in the interior and along the coast (65.1% and 67% respectively). With a lower overall percentage (17.8%), purchases are made by residents in the Province of Avellino who mostly purchase in the Nolano area (77.4%). The lowest percentage is represented by purchases made by residents in Benevento (7.4%) who purchase mostly in the Acerra-Polmigliano area (14.8%).

Table 11 Extra-provincial market: buyers residing in other provinces of the Campania region

Macro area	Avellino	Benevento	Caserta	Salerno	Totale
Acerra - Pomigliano	22.1%	14.8%	43.3%	19.8%	100%
Flegrea	17.5%	7.8%	61.4%	13.3%	100%
Giuglianesse	0.0%	4.9%	85.4%	9.7%	100%
Napoli Città	20.4%	10.4%	43.8%	25.4%	100%
Napoli Nord	15.1%	2.8%	73.7%	8.4%	100%
Nolano	77.4%	0.0%	7.0%	15.6%	100%
Penisola Sorrentina	0.2%	0.0%	32.8%	67.0%	100%
Vesuviana Costiera	3.1%	8.1%	27.5%	61.3%	100%
Vesuviana Interna	20.9%	0.0%	14.0%	65.1%	100%
Province	17.8%	7.4%	44.7%	30.1%	100%

The map in Figure 26 shows the municipal detail of the percentage impact of purchases made by residents in the same municipality in which the property is located, showing that, besides Naples, there are many other municipalities in the coastal and interior Vesuvius areas having very high percentages of the municipal market (greater than 76%). On the contrary, municipalities with a low market percentages (less than 50%) are found both in the Sorrentino Peninsula and in the Acerra-Pomigliano and Flegrea areas.

As far as the markets from other provinces in the Campania region are concerned, aside from Naples north, the impact is also high in other municipalities of the Vesuvius and Nolano area.

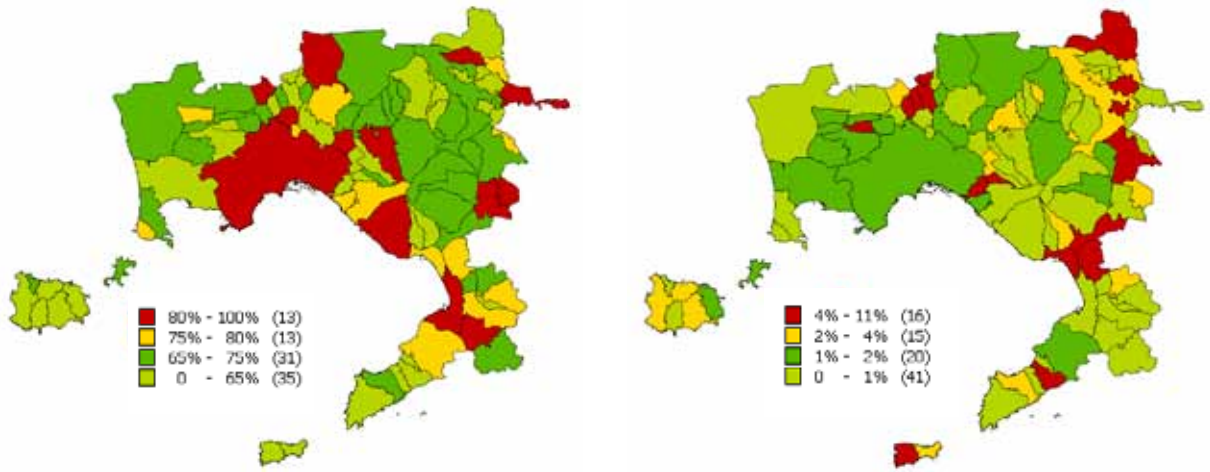
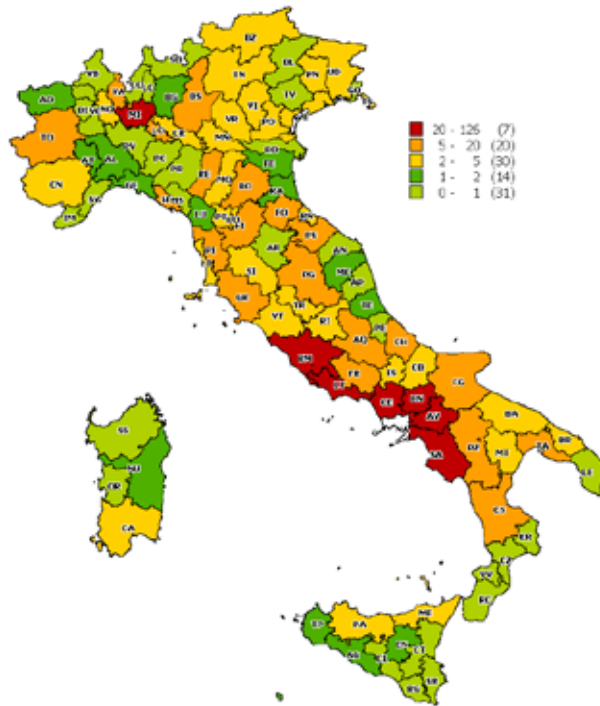


Figure 28 Purchases in Naples by residents in the rest of Italy by buyer residence



The provincial analysis of purchases in the Province of Naples made by residents in other Italian provinces, as shown in the map in Figure 28, shows interest, other than the province of the same region, also for Rome, Latina and Milan. In particular after the 125 and 85 NTN referring to Caserta and Salerno, we find Rome with 69 NTN. The southern provinces of Cosenza and Potenza have an NTN of 15; the provinces of Florence, Bologna and Chieti (center and north) number approximately 10 transactions.

Table 12 shows the percentage distribution of purchases in the other provinces of the region and outside the region made by residents in Naples and in the rest of the province of Naples. 56.4% of purchases were made in the provinces outside of the Campania region; above all Naples' residents purchase outside the region (62%), while 53% of the residents in the rest of the province purchase outside the region.

Table 12 Distribution of purchases made by residents in Naples and the rest of the province of Naples

Market	Residents in Naples	Residents in the rest of the province of Naples	Total
Extra regional	62.0%	53.0%	56.4%
Infra Regional	38.0%	47.0%	43.6%
Total	100%	100%	100%

Most of the purchases within and outside the region are made in the provinces of southern Italy at (75%), with 18% in the provinces of central Italy and 7% in the provinces of northern Italy, as shown in Table 13. The same table shows that the residents in the rest of the province purchase in southern Italy (77.8%) as compared to 70.3% of the residents in Naples. Naples' residents purchase more in central Italy (21.6%) and in northern Italy (8%).

Table 13 Distribution of purchases by Naples’ residents and residents in the rest of the province of Naples by area

Area	Residents in Naples	Residents in the rest of the province of Naples	Total
North	8.0%	6.4%	7.0%
Center	21.6%	15.8%	18.0%
South	70.3%	77.8%	75.0%
Total	100%	100%	100%

The detail of purchases made in the other provinces by Naples’ residents is shown in Figure 29. The map shows that, aside from the provinces of the region, the most interesting provinces for Neapolitans are in southern Italy (Cosenza and L’Aquila) and in central Italy (Latina and Rome) which together count more than 200 NTN. In northern Italy, Milan totals more than 50 purchases.

Figure 29 Purchases made by Neapolitans in the rest of Italy

