

MORTGAGE LENDING IN POLAND, 2013-2015



by Inteliace Research
March 2013

SAMPLE

REPORT ORDER FORM / ZAMÓWIENIE



We order following report:

MORTGAGE LENDING IN POLAND, 2013-2015

Report features and delivery options:

Publication date: [March 2013](#)

Number of pages: 30

Language: [English](#)

Delivery: [pdf file delivered by email](#)

Price:

- 400 EUR + VAT tax* (if applicable)

Customer details: (Will be used for issuing of invoice)

| | |
|--|--|
| Full company name | |
| Name of the authorized person | |
| Address /street/ | |
| City & Zip/Postal Area Code | |
| Country | |
| Phone/Fax | |
| Email address /for delivery/ | |
| EU – VAT ID* /tax identification/ | |

Our contact details:

Inteliace Research
Pod Lipa 6
02-798 Warszawa, POLAND

Tel. +48502512178, Fax. +48224086620

email: info@inteliace.com
website: www.inteliace.com

EU VAT ID: PL-1230807095
Local company registry (REGON) ID:
140235909

Bank: BRE Bank, Mickiewiczza 10,
90-050 Lodz, Poland

Account: IBAN:
PL 94 1140 2004 0000 3102 3953 4011
BIC/SWIFT: BREXPLPWMBK

* In most cases VAT tax is charged to our customers from Poland only. Customers from the EU area need to provide us with their valid EU VAT Id number. This is a mandatory condition for VAT exemption

Place and Date

Signature of authorized person confirming the order

PLEASE RETURN THIS FORM SIGNED BY FAX TO: +48 22 349 2140 or scan and email to: info@inteliace.com

TABLE OF CONTENTS

Executive summary

1. Residential real estate stock & prices

Slide 1: Housing stock in Poland, dwellings, rooms, occupied space, census data 2002/2011

Slide 2: New dwellings completed , starts, permits, 2006-2012

Slide 3: New dwellings completed by regions, 1-3Q 2012

Slide 4: Residential real estate prices in key cities, 2006-3Q2012

2. Mortgage lending

Slide 5: Total lending to households by client segments (individuals, entrepreneurs, farmers), GDP-penetration, 2006-2012

Slide 6: Total lending to households by type of loan, 2006-2012

Slide 7: Mortgage lending penetration benchmarks - International comparison, 1H2012

Slide 8: Mortgage loans to households, local vs. foreign currency, 2006-2012

Slide 9: Number of new mortgage loans, average loan size, value of new loans, 2006-2012

Slide 10: New mortgage loans by size and LTV, 3Q2008-3Q2012

Slide 11: New mortgage loans by currency, 1Q2008-3Q2012

Slide 12: Top players (market share>5%) on the mortgage loans market, 3Q2012

Slide 13: The role of financial intermediaries in mortgage loans distribution, 2008-2011

Slide 14: Reference rates: WIBOR3M & LIBOR CHF 6M, 2009-2012

Slide 15: Average lending margins evolution – PLN loans, 2010-2012

Slide 16: Average lending margins evolution – FX (EUR) loans, 2010-2012

3. Regulatory issues, risk

Slide 17: The evolution of mortgage loan NPLs, Mar.2009-Dec.2012

Slide 18: Regulatory environment with regards to mortgage loans and upcoming changes

Slide 19: CHF/PLN exchange rate, C/A balance, 2000-2012

4. Forecast

Slide 20: Mortgage loans – outstanding value forecast, 2013-2015

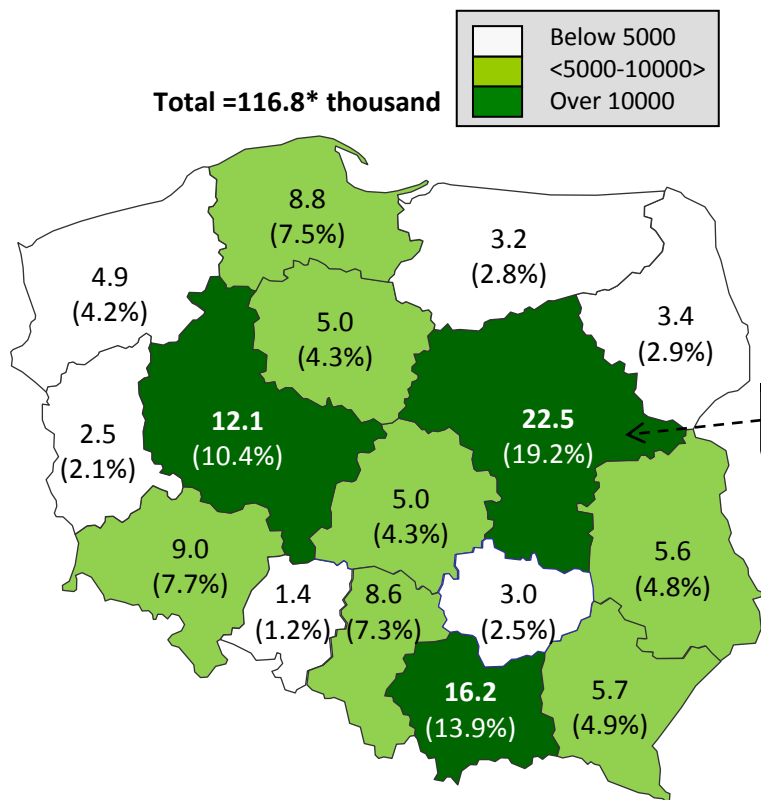
Methodological notes

SAMPLE

NEWLY STARTED DWELLINGS ARE STILL HIGHLY CONCENTRATED AROUND MOST PROSPEROUS CITIES/REGIONS

Dwellings started by region, 1-3Q, 2012

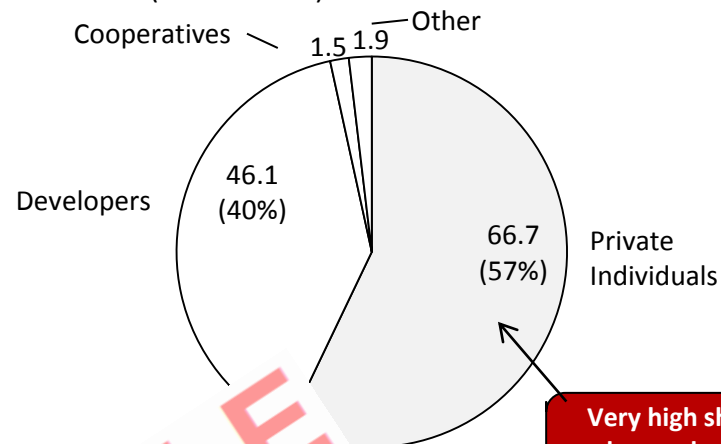
In thousand, (% of total)



Warsaw area is leading in terms of new starts

Dwellings started by type of investor, 1-3Q 2012

In thousand (in % of total)



Very high share of homes built by individuals

SAMPLE

Size of new dwellings completed, 2009-2012

| | Q1-Q3 2009 | Q1-Q3 2012 | Change 2009/2012 |
|--|------------|------------|------------------|
| Average size of a new dwelling (m ²) | 99.3 | 104.1 | +4.8% |
| Average number of rooms of a new dwelling | 4.09 | 4.23 | +3.6% |

Newly completed dwellings are significantly bigger today than in the past

* Data for the first three quarters of 2012
Source: GUS, Inteliace Research

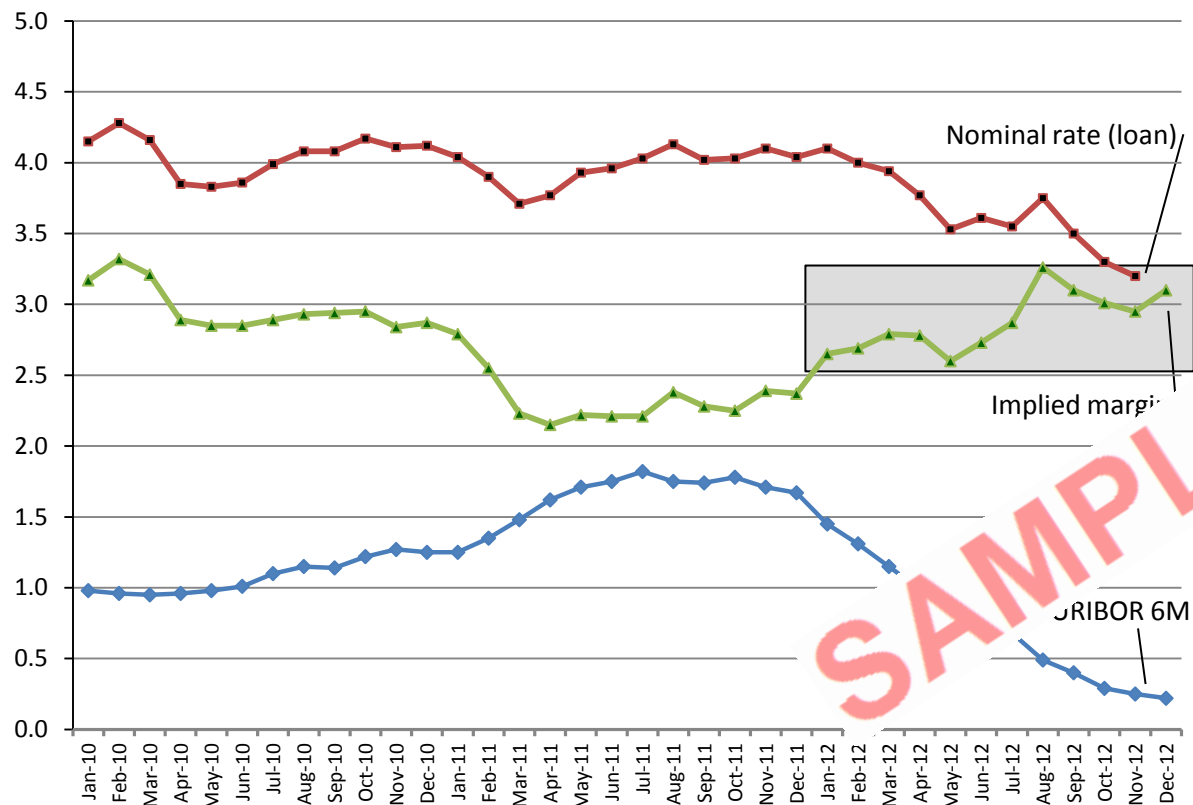
SIMILARLY TO PLN LOANS, MARGINS ON NEW FX-DENOMINATED MORTGAGE ARE ALSO RISING



LOANS
IN EUR

Average Margins* – New mortgage loans (loans in EUR)

Interest rate (%)



- Margins are in a slowly growing trend since mid-2011
- Almost all **fx-denominated mortgage contracts** in Poland are based on a **variable rate** (3M or 6M LIBOR)
- Market interest rate changes are automatically passed on clients so that margins are typically little affected over the long run

Mortgage Lending in Poland, 2013-2015

SAMPLE

* Average margin calculated as difference between interest rate charged on new mortgage contracts and interbank rate (LIBOR EUR 6M)

OUR RECENT PUBLICATIONS

Recent documents:

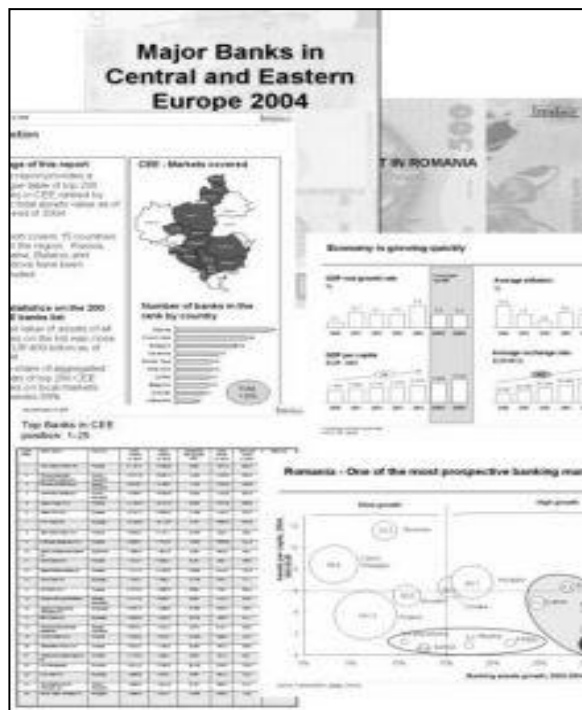
2011

- February - Mortgage Lending in Poland '11
- April - Banking Market in Poland '11
- June - Insurance Market in Poland '11
- July - Banking outlets database '11
- September - Top 200 CEE banks '10
- October - Investment Funds and Asset Mgmt. '11
- October - Banking Market in Poland – Update 1H11
- November - Banking Market in Ukraine '11

2012

- February - Mortgage Lending in Poland '12
- April - Banking outlets database '12
- April - Banking Market in Poland '12
- June - Insurance Market in Poland '12
- July - Investment Funds and Asset Management '12
- September - Top 200 CEE banks '12
- October - Banking Market in Poland – Update 1H12

and many other ...



Visit <http://www.inteliace.com> for more details