

Informations *Rapides*

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■ Quarterly business survey in real-estate development – October 2018

In October 2018, developers' opinion on demand for new dwellings deteriorates sharply

In October 2018, far fewer developers than in July deem that the demand for new dwellings is high. The corresponding balance has decreased again and has deviated further from its long-term average.

Prospects for housing starts darken

In October 2018, the outlook for housing starts for the next three months has worsened. The corresponding balance has slipped back and has returned below its long-term average. This drop is mostly due to a sharp downturn in expected housing starts for rent. After bouncing back sharply in July, the corresponding balance has practically fallen back to its average. In comparison, the balance on housing starts for sale is virtually stable and remains slightly above its long-term average. At the same time, many more developers than in July 2018 have indicated an increase in unsold dwelling stocks. The corresponding balance has increased again, more largely than in July. It stands well above its long-term average.

Decline in the balances of opinion about the financing for housing purchases

Almost as many developers as in July have indicated a rise in the average price of new dwellings for sale: the corresponding balance of opinion stands at a lower level than early year but remains above its average. About house-purchase financing, slightly fewer developers than in July consider that downpayment to acquire a new dwelling has increased during the last few months; the balance has returned to its long-term average. Likewise, fewer developers think that the

financing capacity to purchase new housing will increase over the next quarter, the balance also returning to its long-term average.

Real-estate development economic outlook

	Mean*	Jan. 18	April 18	July 18	Oct. 18
New dwelling demand	-9	-12	-8	-11	-22
Expected housing starts	-7	-11	-10	-4	-9
- for sale	-15	-12	-16	-12	-13
- for rent	0	-8	0	12	1
Unsold dwelling stock tendency	-26	-21	-29	-26	-17
Housing average price for sale	5	15	15	10	9
Downpayment	-20	-11	-12	-18	-20
Financing capacity	-21	-17	-16	-16	-21

* Mean since July 1991.

Source: French business survey on real-estate development - INSEE

New dwelling demand tendency

Balances of opinion, in %, SA



For further information

The balance of opinion is calculated as the difference between the percentage of responses "increase" and the percentage of responses "decrease".

- Additional information (long series, methodology, links, etc.) is available on the web page of this indicator: <https://www.insee.fr/en/statistiques?debut=0&theme=30&conjoncture=11>
- Historical data are available on the BDM: <https://www.insee.fr/en/statistiques/series/102874954>
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