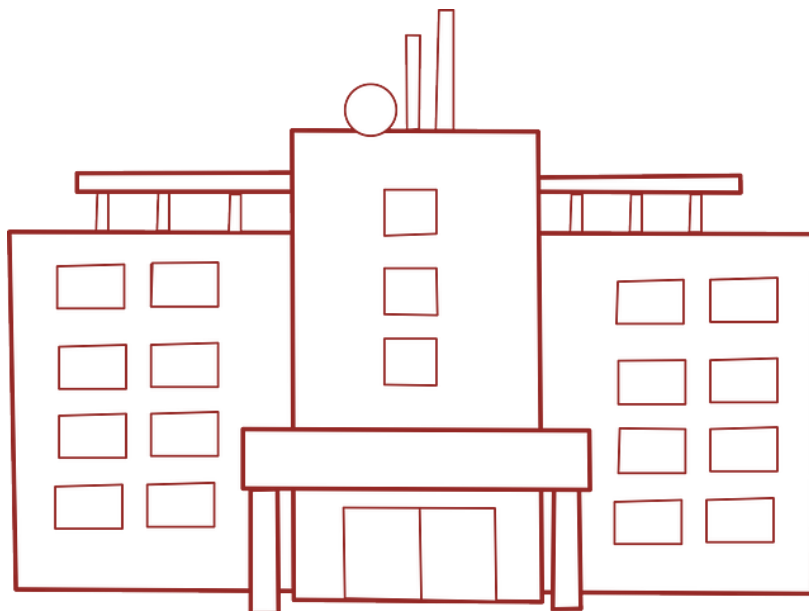


## NEW APARTMENTS LET FIGURES SPEAK FOR THEMSELVES

### RE MARKET TRENDS January 2015



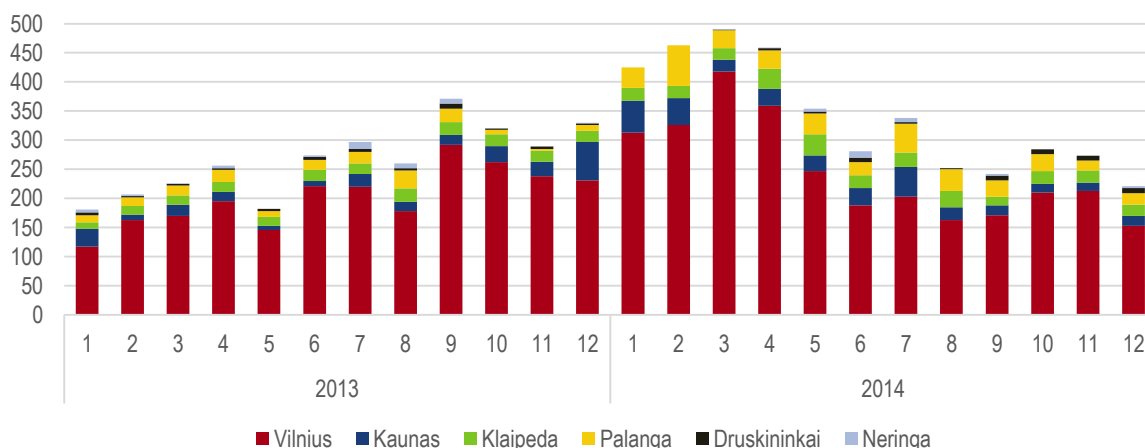
- Within 2014, 4,080 new apartments were sold in Lithuania – 28 percent more than in 2013. Respectively, there was 117 percent growth of sales in Palanga city.
- During 2014, 6,230 new apartments were offered to Lithuanian market – 91 percent more than in 2013. Number of new apartments offered in Vilnius and Palanga has more than doubled.
- Unsold housing fund in the country increased up to 6,360 apartments at the end of 2014 – 45 percent more in total and 67 percent more in Vilnius.
- Prices of new apartments grew approx. 4-7 percent in main Lithuanian cities. Meanwhile, in Palanga they jumped by almost 15 percent.

## STATISTICS OF NEW APARTMENTS MARKET IN 2013 AND 2014: SALES, SUPPLY, PRICE

In 2014, approx. 4,080 new apartments were sold in Lithuanian cities and second home segment – 27.9 percent more than in 2013.

- In Vilnius – approx. 2,960 apartments, + 21.8 percent.
- In Kaunas – approx. 340 apartments, + 29.4 percent
- In Klaipeda – approx. 285 apartments, + 33.6 percent
- In Palanga – approx. 405 apartments, + 116.6 percent
- In Neringa – 32 apartments, - 30.4 percent
- In Druskininkai – 54 apartments, + 10.2 percent

Transactions of newly built apartments in Lithuania, units

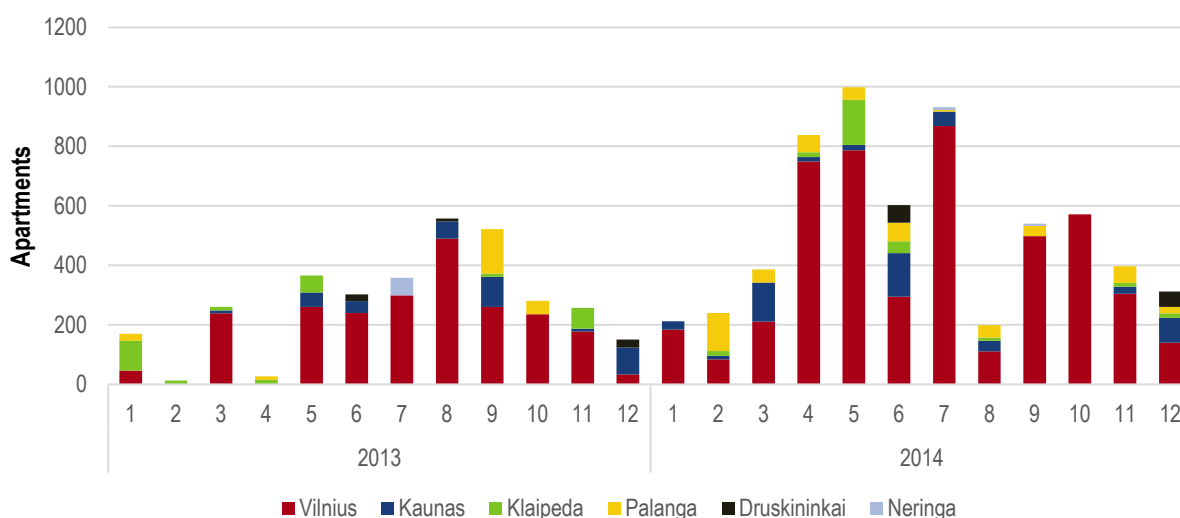


Source: Inreal

In 2014, approx. 6,230 new apartments were offered in Lithuanian cities and second home segment – 90.9 percent more than in 2013.

- In Vilnius – approx. 4,800 apartments, + 110.6 percent.
- In Kaunas – approx. 540 apartments, + 53 percent.
- In Klaipeda – approx. 260 apartments, - 5.8 percent.
- In Palanga – approx. 495 apartments, + 113.4 percent.
- In Neringa – 18 apartments, - 69.5 percent.
- In Druskininkai – approx. 110 apartments, + 85 percent.

Newly offered supply in 2014

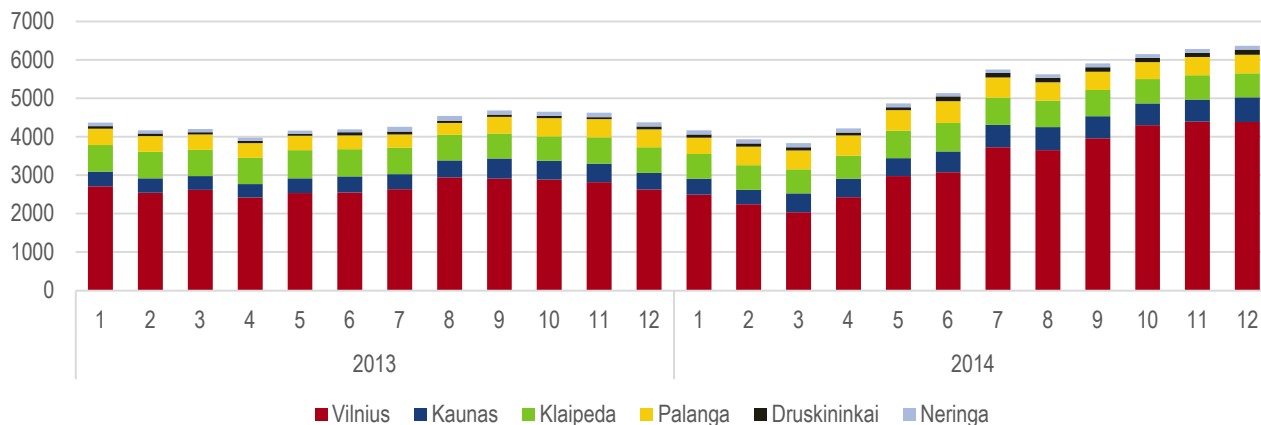


Source: Inreal

In 2014, there were approx. 6,360 new apartments unsold (free or reserved) in Lithuanian cities and second home segment – 45.3 percent more than in 2013.

- In Vilnius – approx. 4,380 apartments, + 67 percent
- In Kaunas – approx. 640 apartments, + 46.1 percent
- In Klaipeda – approx. 620 apartments, - 6.6 percent
- In Palanga – approx. 485 apartments, + 5.2 percent
- In Neringa – 95 apartments, - 12.8 percent
- In Druskininkai – approx. 140 apartments, + 71.3 percent

### Unsold stock of newly built apartments, units

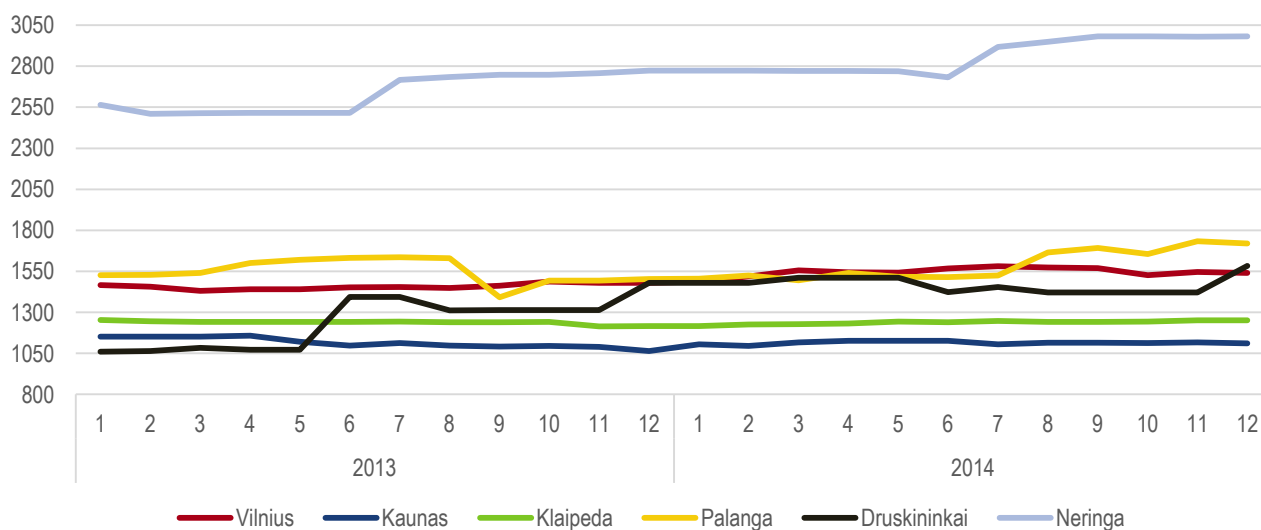


Source: Inreal

In 2014, growth of newly built apartment's prices was unequal in Lithuanian cities and second home segment:

- In Vilnius – average price was 1,540 EUR/sq. m (5,310 Lt/sq. m), + 4 percent
- In Kaunas – average price was 1,110 EUR/sq. m (3,840 Lt/sq. m), + 4.3 percent
- In Klaipeda – average price was 1,250 EUR/sq. m (4,320 Lt/sq. m), + 2.7 percent
- In Palanga – average price was 1,720 EUR/sq. m (5,940 Lt/sq. m), + 14.5 percent
- In Neringa – average price was 2,980 EUR/sq. m (10,300 Lt/sq. m), + 7.5 percent
- In Druskininkai – average price was 1,580 EUR/sq. m (5,470 Lt/sq. m), + 6.9 percent

### Average asking price level of newly built apartments, EUR/sq. m



Source: Inreal

## AUTHOR

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## ABOUT COMPANY / CONTACTS

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### INREAL GROUP



JSC "Inreal GEO", JSC "Inreal valdymas" and JSC "Inreal", provides probably the widest spectrum of services in Lithuania, related to real estate. Inreal group companies belong to SC "Invalda privatus kapitalas". About 90 employees are currently working in Inreal group; mediations in lease or sale of more than 550 thousand sq. m. of commercial premises, over 1,000 residential housing objects, and over 200 land plots. The company mediates in 40 residential housing projects, 24 investment projects, or their portfolios. More than 4,900 valuation reports and about 80 consultations (feasibility studies, investment memorandums, and market research) are being drawn up annually. The value of asset of valuation is above 2.5 milliard Lit. Company offices or representations are operating in Vilnius, Kaunas, Klaipėda, Šiauliai, Panevėžys, Mažeikiai, Alytus, Plungė and Utena. Currently JSC "Inreal Valdymas" develops two real estate projects: houses in Nida "Kopų vetrunges" ("Dunes weathervanes"; „Kopų vētrungēs“) and apartments and comercial premises in Klaipeda oldtown "Danes uzutekis" ("Danes Bay"; „Danės užutēkis“).

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