

ATHENS, GREECE
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Real Estate market in the Netherlands What support Kadaster provides?

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Structure of presentation

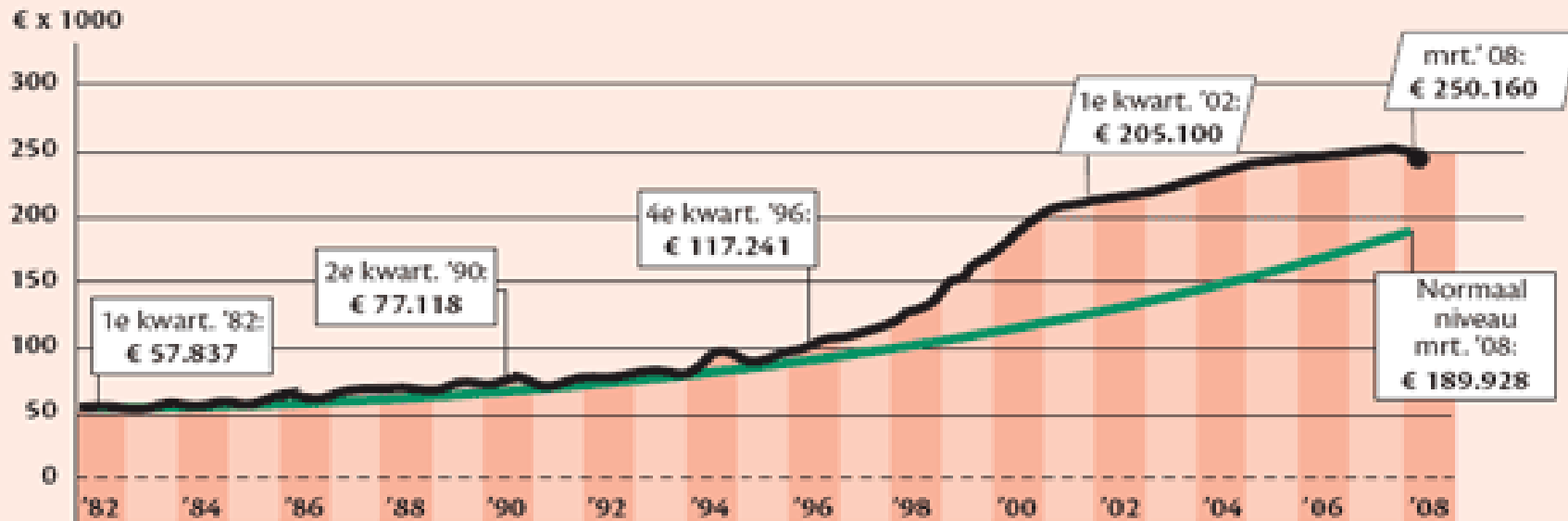
- Real estate market between 2000-2016
- How to defeat the crisis
- Trends that influence the market
- Real estate market: role of Kadaster

What happened in the past years

- Price levels of houses
- Mortgage interest rates
- Number of transactions

Price trends of real estate

Prijontwikkeling gemiddelde koopwoning

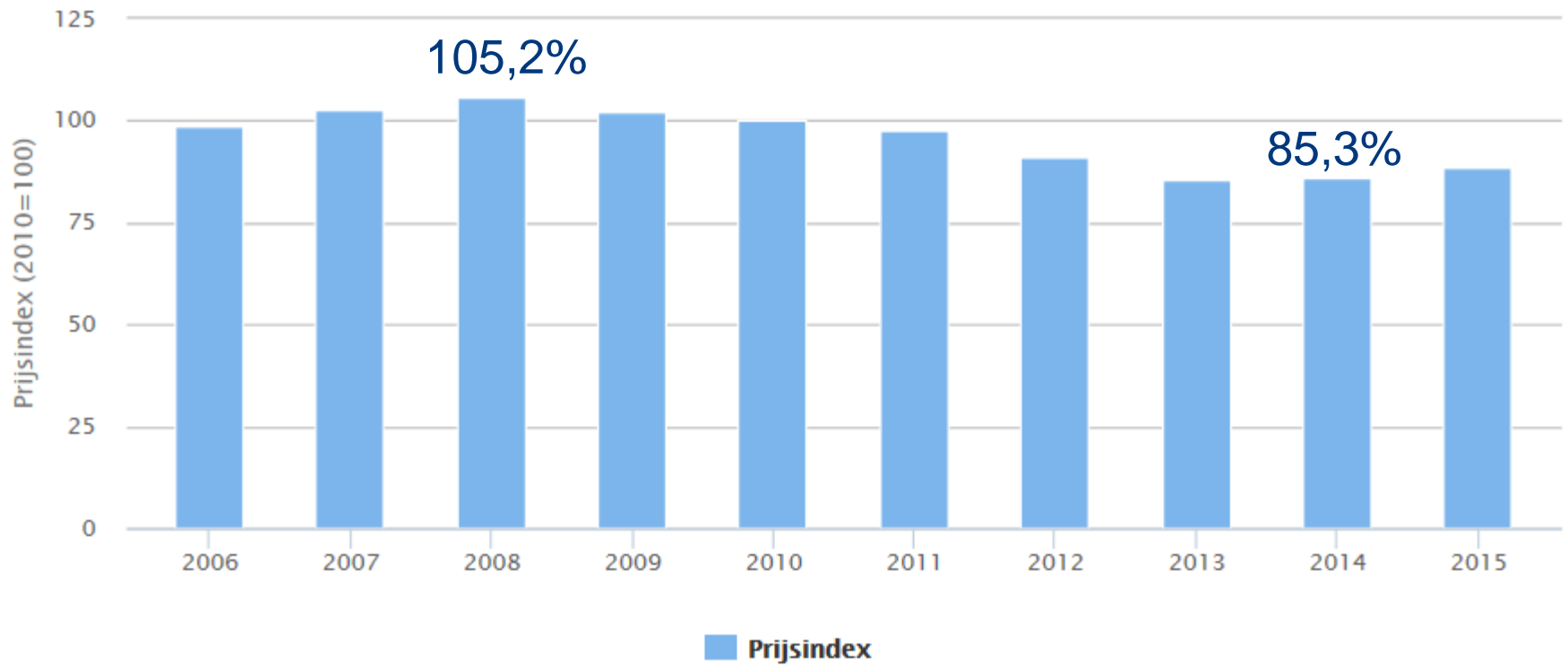


Bron: Academica Market Research

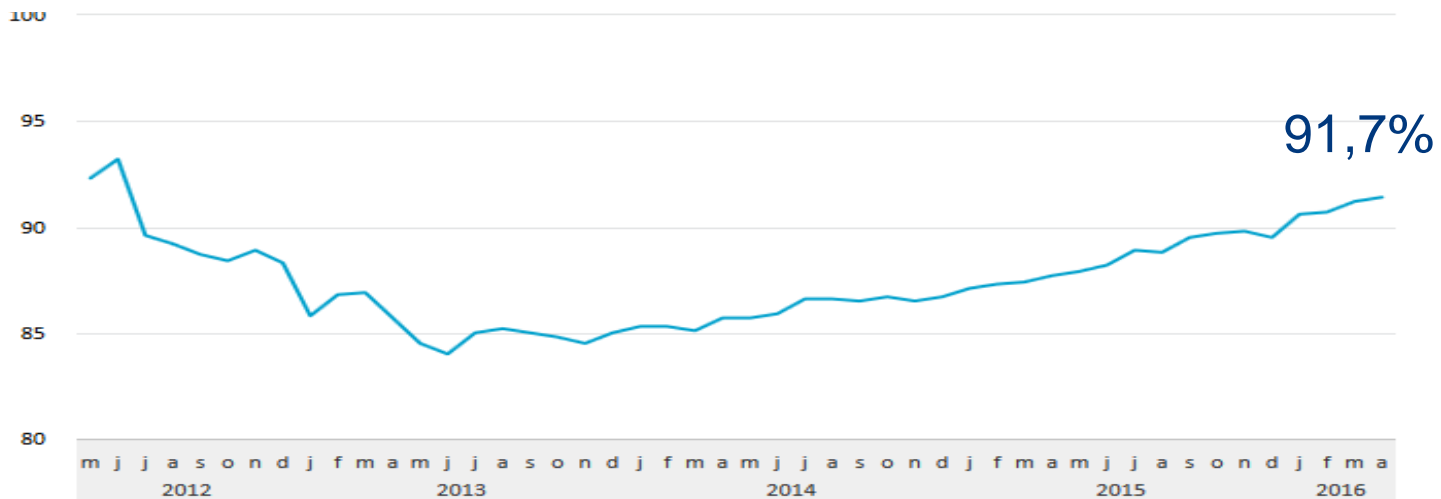
Prijsindex Bestaande Koopwoningen (PBK)



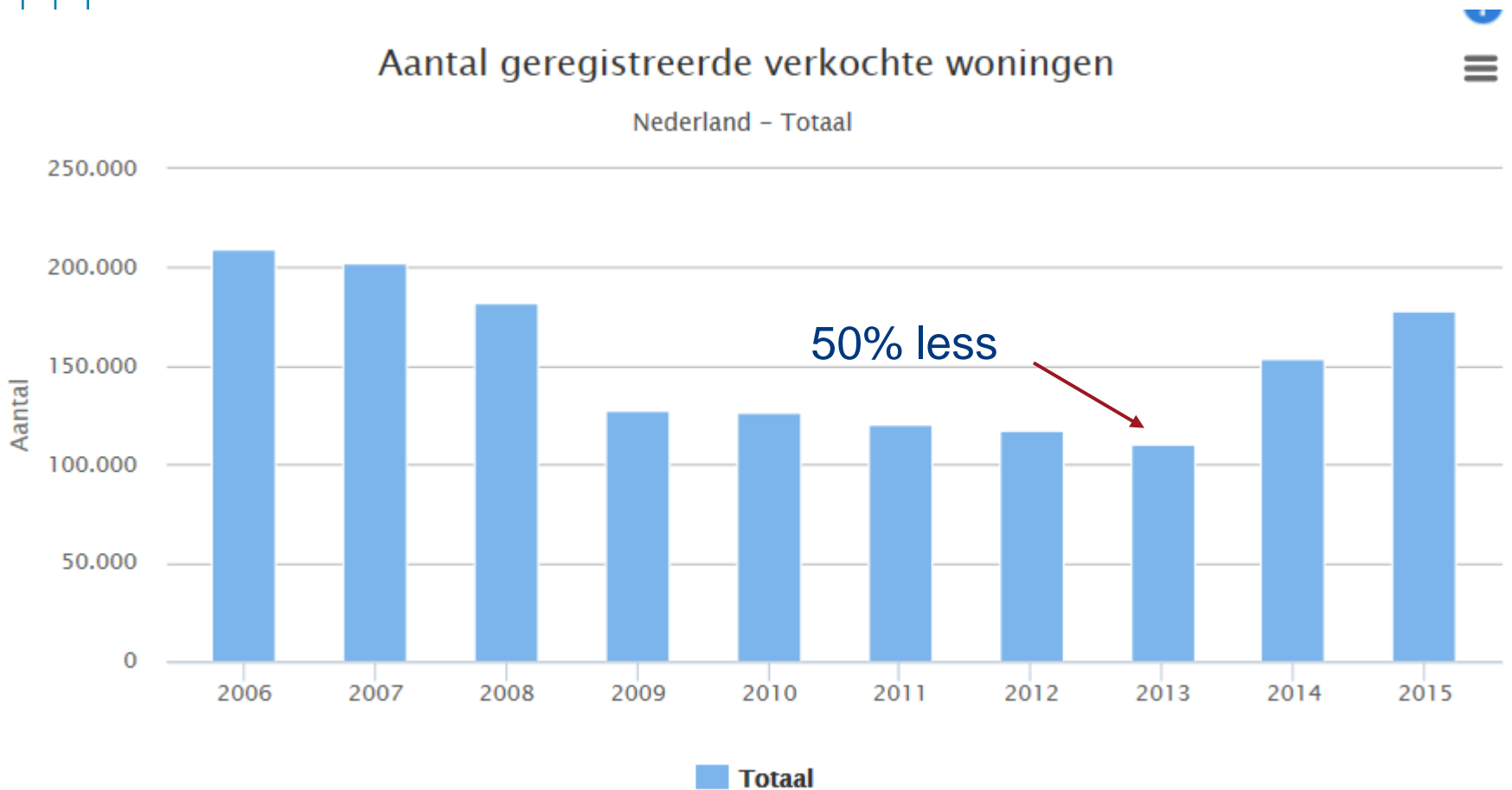
Nederland - Totaal



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Number of transactions 2006-2015

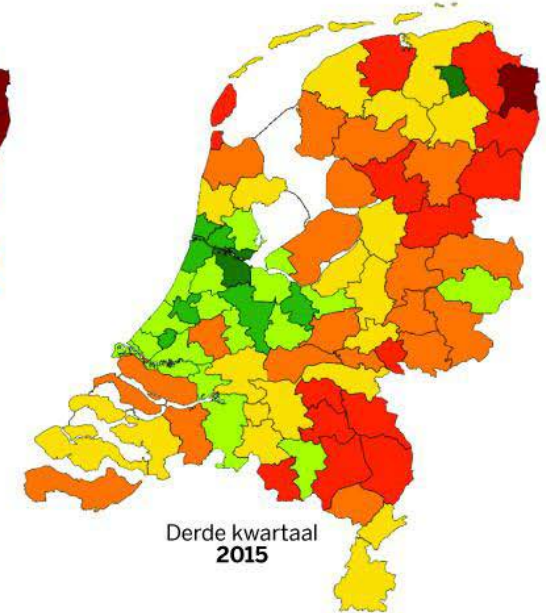
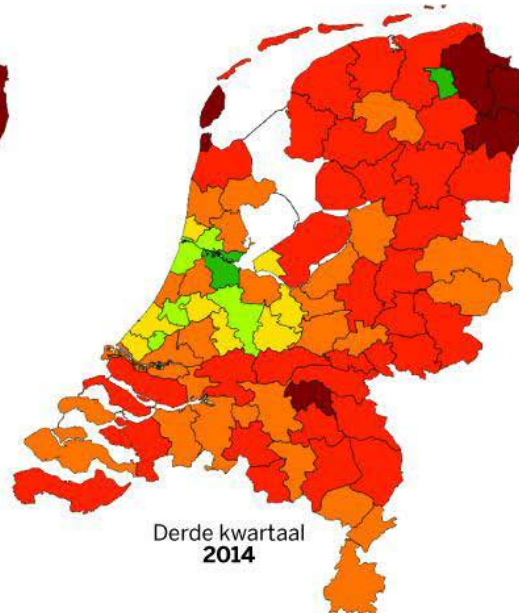
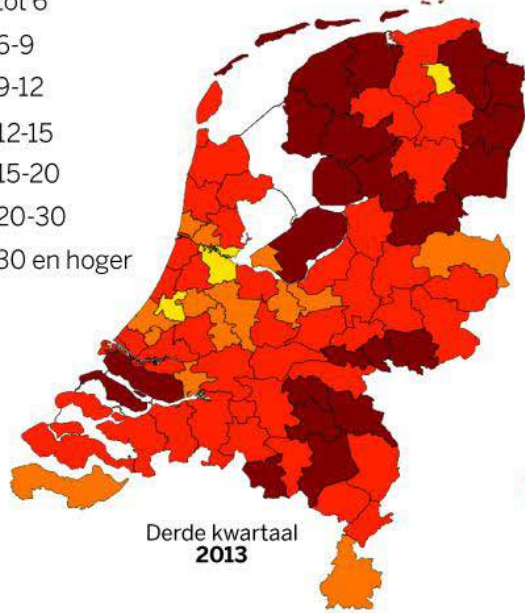


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NB: huge impact on income of Kadaster

The real estate market: availability of houses

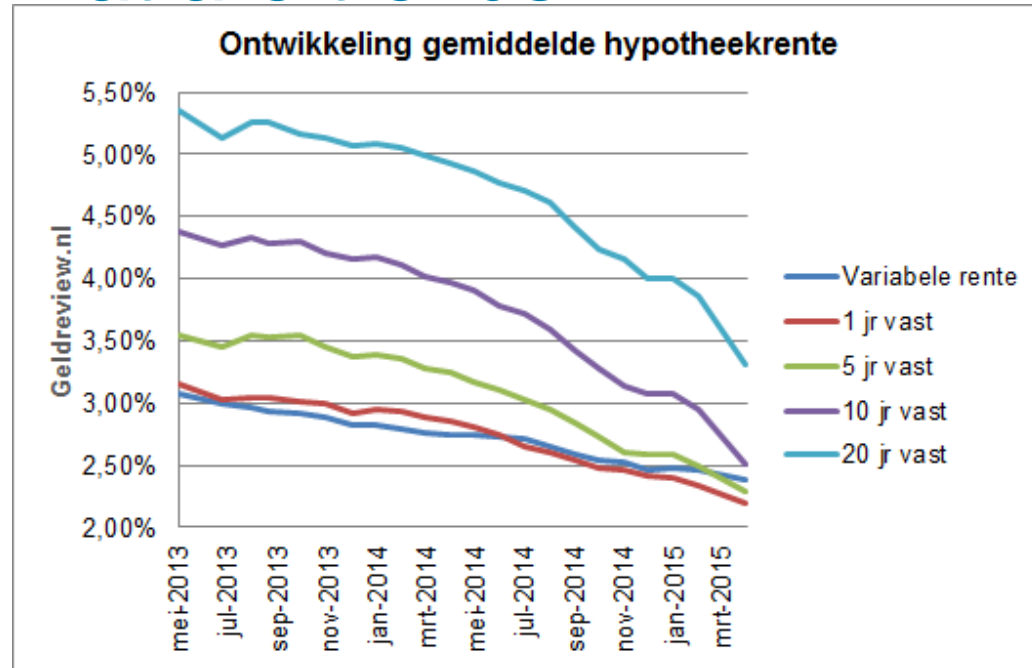
Number of houses available per buyer



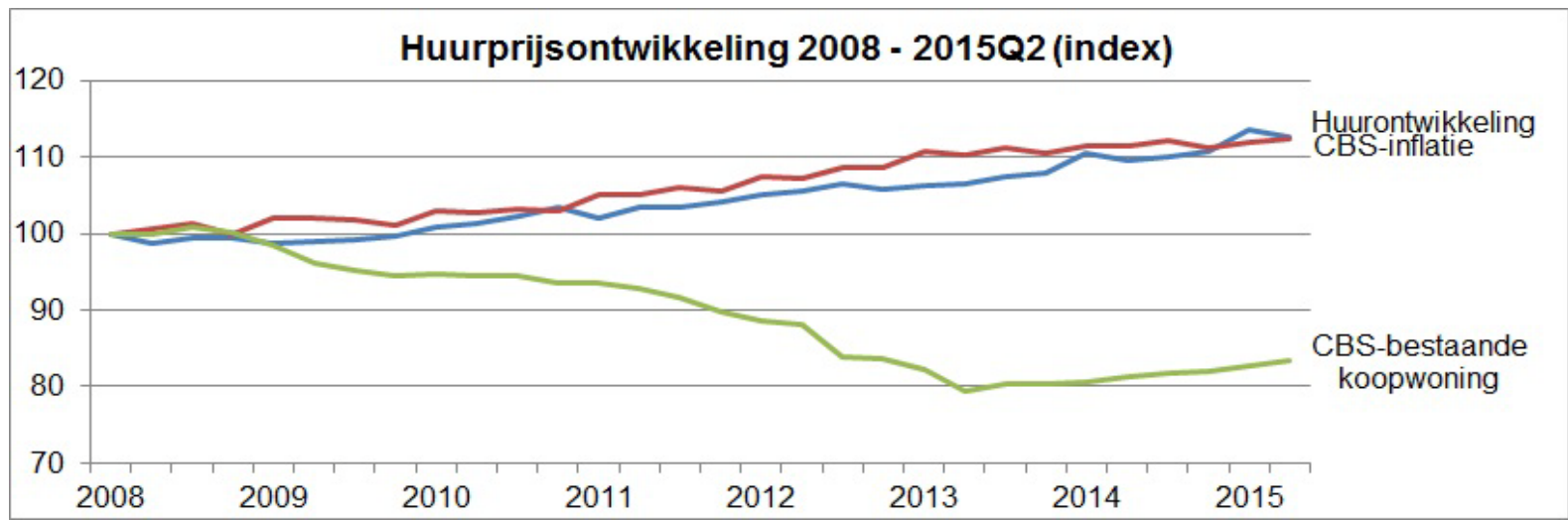
091015 © de Volkskrant. Bron: NVM

Market analysis: what are trends

- Interest rates



- Rent of house (index)



General observations

Since 1982:

- Income double and two-income family 20% → 60%.
- Interest for mortgage loans 12% → 1 %
- Consumers trust changing: high in 1990, 1999 en 2007
low in 1993, 2009

The crisis

- A real estate market crisis period 2009-2013
- Lack of trust! → Frozen market
- Vicious circle less sellings, lower prices, even less selling, etc
- buy not a new house before you sell your old one

Initially stimulating measures failed: trust was blocking

Present situation

- Many loans are higher than collateral
- People have difficulties to pay the interest
- Important rules and regulations to stimulate the market
 - Lowered transaction tax 6% → 2%
 - State guarantee in case a mortgagor gets in trouble
- House rents much higher than price levels → people are “forced” to buy
- NB: quite an unexpected recovery of the market

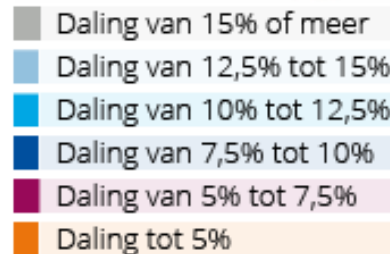
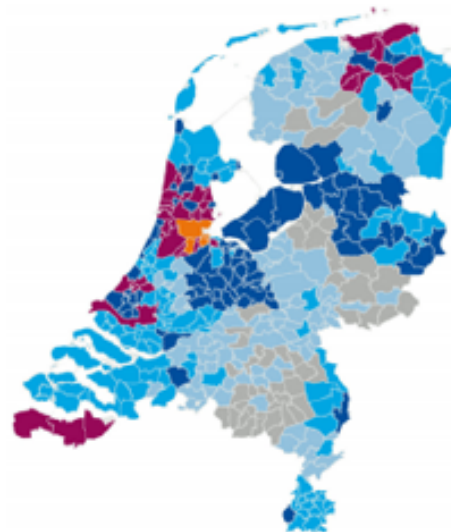
What are the trends

- Internet is supporting the real estate market (and not only realtors)
- New providers of mortgages
 - Foreign investors (not necessarily banks)
 - Crowd mortgages
- Low or even lower interest rate also due to EU-policy
- House prices up but large regional differences
- Continued good behaviour of mortgage lender
 - But many families are still in financial trouble

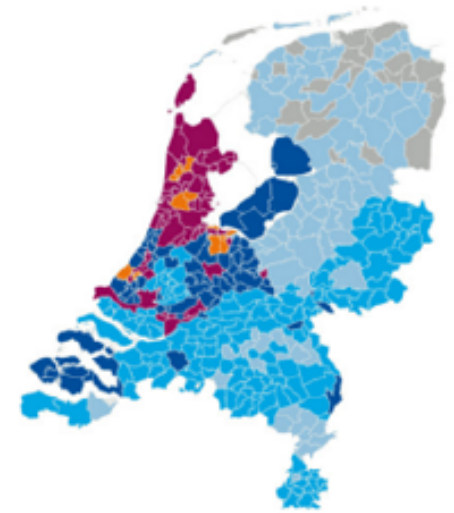
Huge regional difference in house prices

Ontwikkeling huizenprijzen eind 2014

Tegenover hoogtepunt 2008



Tegenover dieptepunt 2013



Brondata: Calcasa

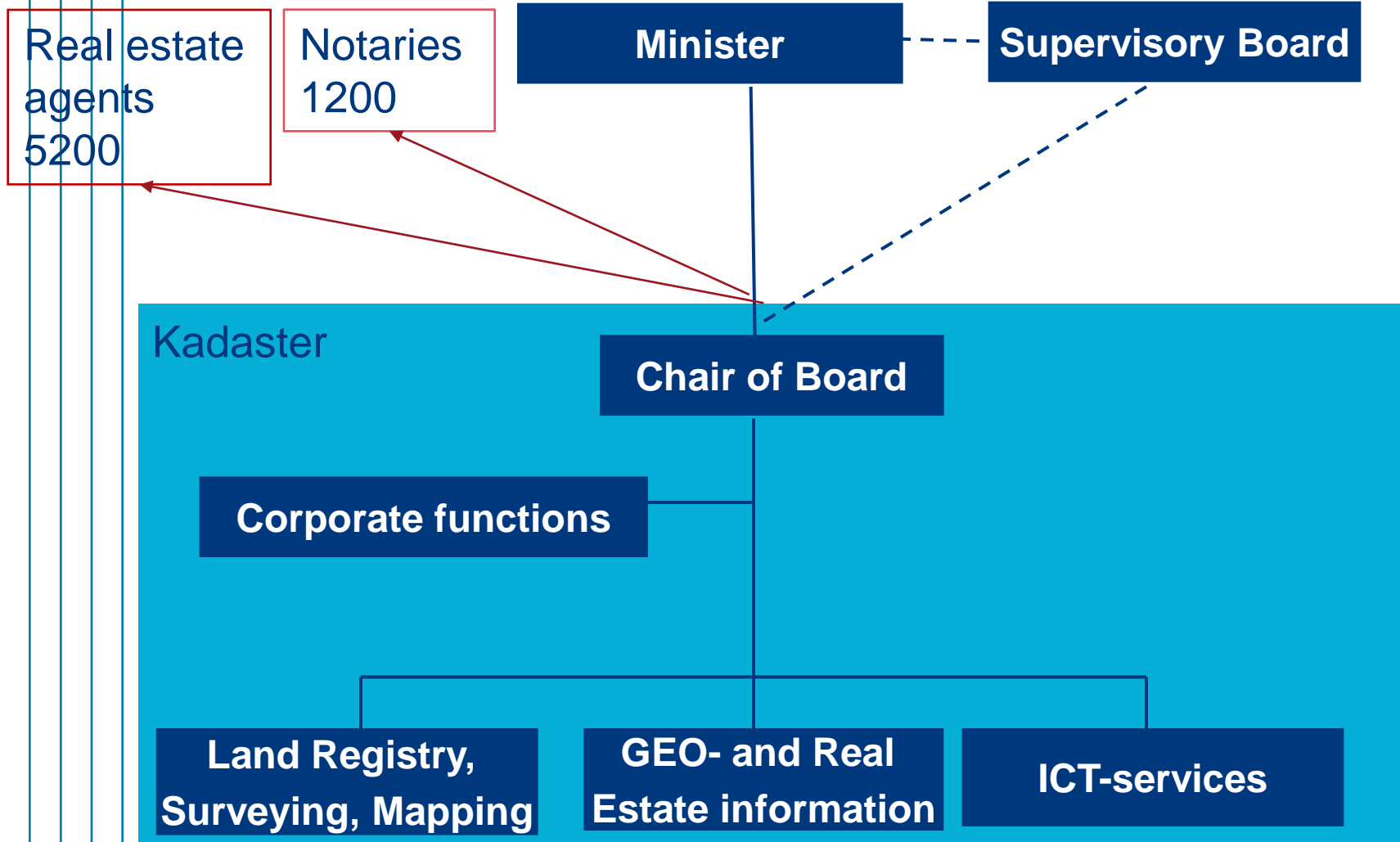
Trends: Gouvernement policy

Basically: mortgage loan with lower risks!

- gradual reduction of mortgage **loan-to-values ratio**;
- encourage **full amortization** of mortgages;
- promote the use of **family savings** for home purchases;
- **more competition**
 - Easier for foreign investors to enter the NL mortgage market.
- **improved funding** in the mortgage market.
 - These investors can either supply new mortgages directly to consumers or invest in mortgages through so-called Residential Mortgage Backed Securities or covered bonds.

Role of Kadaster

Organisation Kadaster

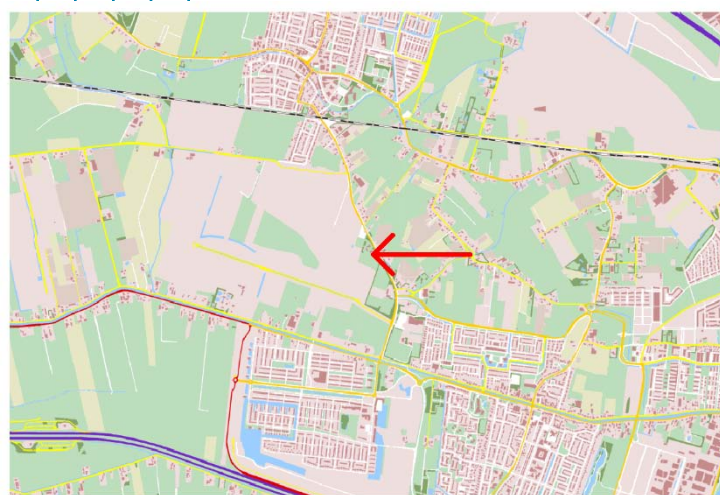


Role of Kadaster (1-2)

- Security of tenure
 - Excellent base register of deeds/titles/restrictions
 - Accurate surveying of plots and cadastral maps
 - Relevant data: tax value, sales price, mortgage data (bank, amount, rate, etc)
- General service
 - Good, cheap and fast support in transactions RE
 - Collecting statistical information (incl sales price)
 - Maintaining price index (scientific approach)

Role of Kadaster (2-2)

- Information supply
 - Online information: extracts of ownership, mortgage, object (22 million/year)
 - 150 different information products, websites, statistics, graphics, etc
 - Online property report → crucial for banks



Kadastraal object	
Kadastrale aanduiding:	VLEUTEN E 6050
Grootte:	3 a 2 ca
Coördinaten:	129737-456172
Omschrijving kadastraal object:	WONEN
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Ontstaan op:	6-6-2010
Ontstaan uit:	VLEUTEN E 4004 gedeeltelijk
Aantekening kadastraal object	
LOCATIEGEGEVENS ONTLEEND AAN BASISREGISTRATIES ADRESSEN EN GEBOUWEN	
Ontleend aan:	ATG 75251 d.d. 14-9-2011
KWALITATIEVE VERBINTENIS	
Ontleend aan:	HYP4_54142/176 d.d. 27-2-2008
Publiekrechtelijke beperkingen	
Er zijn geen beperkingen bekend in de Landelijke Voorziening WKPb en de Basisregistratie Kadaster.	
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Gerechtigde	
1/2	EIGENDOM
De heer Erik Helena Arnoldus Elisabeth Smulders	
Het Helhuis 15	
3452 NA VLEUTEN	
Geboren op:	30-11-1969
Geboren te:	TERNEUZEN
(Persoonsgegevens zijn conform GBA)	
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Aantekening recht	
BURGERLIJKE STAAT ONGEHUWD	
Ontleend aan:	HYP4_54142/176 d.d. 27-2-2008



A photograph of a row of colorful Dutch canal houses in Amsterdam, reflected in a canal. The houses are in various colors including brown, blue, and white, with many windows. The reflection in the water is clear and detailed. The sky is a clear blue.

Thank you for your attention

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