

AN EXAMPLE PART OF THE REPORT (OLSZTYN IN QUARTER 4 OF 2010) BASED ON THE PRIMARY REAL ESTATE MARKET MONITORING RUN BY REDNET CONSULTING

✓ OFFER BY COMPLETION TIME

The composition of the offer of new flats in the fourth quarter of 2010 in Olsztyn has been presented below according to the completion time.

Completion time	Number of dwellings	Share
Completed before 2010	38	6.1%
1 st quarter of 2010	0	0.0%
2 nd quarter of 2010	0	0.0%
3 rd quarter of 2010	73	11.7%
4 th quarter of 2010	54	8.6%
1 st quarter of 2011	24	3.8%
2 nd quarter of 2011	177	28.3%
3 rd quarter of 2011	123	19.6%
4 th quarter of 2011	107	17.1%
1 st quarter of 2012	30	4.8%
total	626	100.0%

Table: Composition of the offer of new flats in Olsztyn as of the end of the 4th quarter of 2010, by completion time; Source: redNet Consulting

Completed flats constituted 26.4% of the whole offer. Another 68.8% of supply were dwellings which are to be completed in 2011. In this group, 28% of the offer are flats that are planned to be finished in the second quarter of 2011, and nearly 20% are those in investments planned to be completed in the third quarter of 2011. Over 17% of the offer are going to be put into use in the last quarter of this year. Flats in a very initial realisation stage that are planned to be completed not earlier than in 2012 are not very frequent.

✓ RELATION OF THE SALES TO THE OFFER IN INDIVIDUAL HOUSING ESTATES

The rate of sale of flats in the fourth quarter of 2010 compared with the offer available at the end of September 2010 has been presented below.

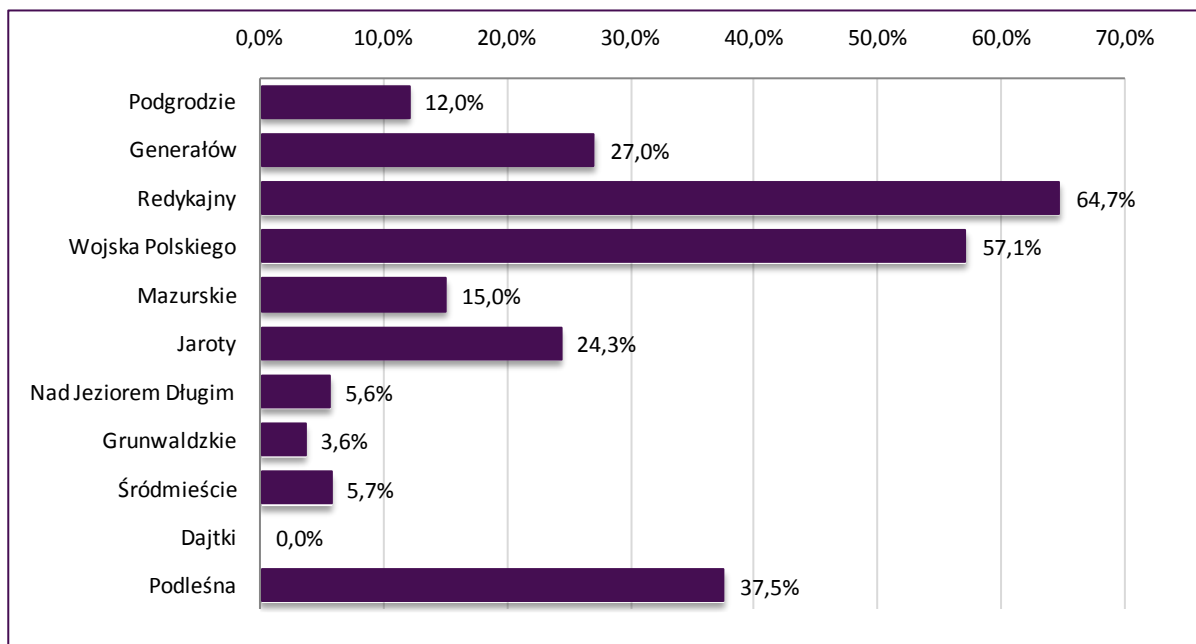


Chart: Relation of the number of flats sold in the 4th quarter of 2010 compared with the number of flats remaining on offer at the end of the last quarter in Olsztyn by housing estates, Source: redNet Consulting

In the fourth quarter of 2010 slightly more than 100 flats were sold (net). The offer at the beginning of the analysed period comprised over 530 flats, which means that the market sell-out indicator of the offer for Olsztyn in the fourth quarter of 2010 was about 18.9%. Compared with the offer available at the beginning of the quarter, the majority of flats were sold in the following housing estates: Redykajny, Wojska Polskiego and Podleśna. A very high market sell-out indicator was recorded in each of these estates due to a relatively small number of flats on offer.

✓ COMPOSITION OF SALES BY STANDARD (A, B OR C)

The original division into standards proposed by redNet Consulting is fully presented and explained in the complete version of the report.

In the fourth quarter of 2010 flats realised in the economy segment (C) constituted the majority of the turnover – they made up as much as 89.1% of all dwellings which were sold. The second biggest group of flats sold comprised units realised in the average standard (B) – 10.9% of the total sales. No flats categorised as luxurious standard (apartments) were registered in Olsztyn, thus no sales of units from this segment was recorded in the fourth quarter of 2010 either.

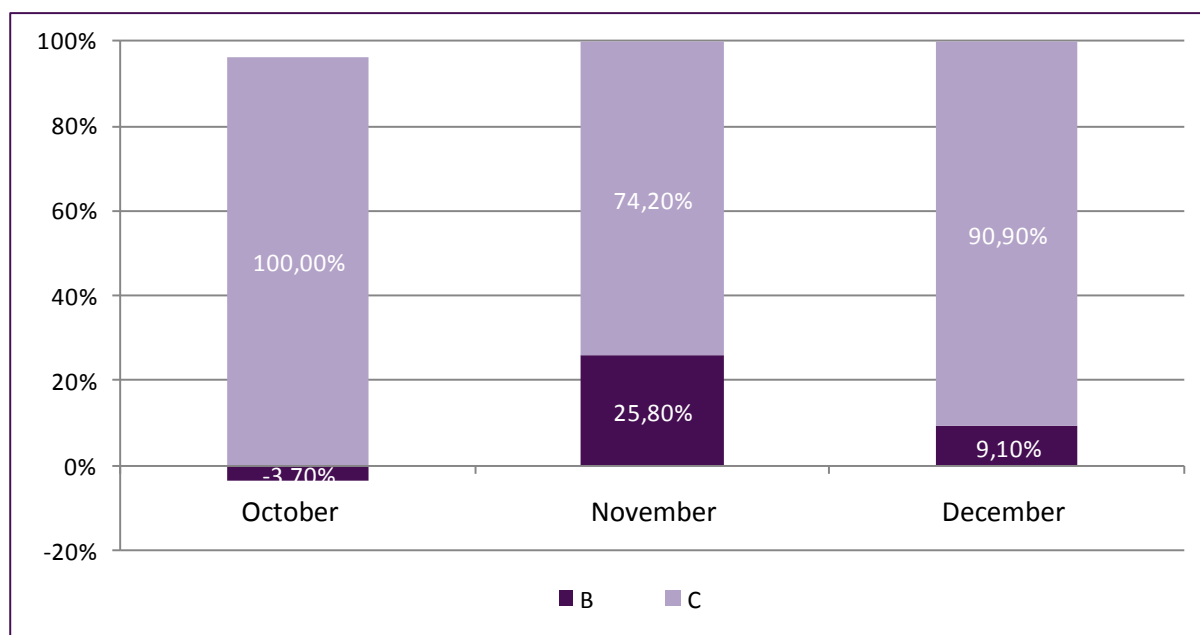


Chart: Composition of sales in Olsztyn in the 4th quarter of 2010 by standard, Source: redNet Consulting; Legend: [in the chart from the left] October, November, December.

✓ COMPOSITION OF SALES BY INVESTMENT COMPLETION TIME

The composition of flats sold in the fourth quarter of 2010 in Olsztyn by investment completion date has been presented below:

Completion time	Number of dwellings	Share
Completed before 2010	1	1.0%
1 st quarter of 2010	0	0.0%
2 nd quarter of 2010	0	0.0%
3 rd quarter of 2010	16	15.8%
4 th quarter of 2010	21	20.8%
1 st quarter of 2011	4	3.9%
2 nd quarter of 2011	29	28.7%
3 rd quarter of 2011	18	17.8%
4 th quarter of 2011	10	10.0%
2012	2	2.0%
Olsztyn in total	101	100.0%

Table: Composition of flats sold in Olsztyn in the 4th quarter of 2010 by investment completion time; Source: redNet Consulting

In the composition of flats sold, dwellings in investments completed before the end of 2010 constituted 47.6% of the total Olsztyn sales. Also, flats which were planned to be completed by the end of 2011 were sold in large numbers – their turnover constituted 60.4% of the total sales.

An excerpt from a quarterly review (market monitoring) in the form of tables, charts and comments on the data presented in them has been provided above. Each element of the report (a table, or chart) is described and commented on.

On the basis of market monitoring we are able to present a report relating to Warsaw, Kraków, Tri-City, Wrocław, Poznań, Łódź, Katowice, Szczecin, and also, slightly in advance, to Lublin or any other city that constitutes an important real estate market.

Our review comprises information on supply and demand situation on the market, considering investment standards, investment completion dates, and others. Besides this, it presents the offer prices of flats on offer, and the offer prices of flats sold. The material also contains information on the local market absorption capacity. The report makes it possible to determine the most interesting areas and districts of a given city in respect of primary residential market development.

We try to adjust our offer to individual customer needs in every case. Detailed information regarding our reviews is available from:

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