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DOM DEVELOPMENT GROUP REPORTS RECORD SALES AND HIGHEST-EVER NUMBER OF UNITS DELIVERED TO BUYERS

Preliminary Trading Update for Q4 2024 and entire 2024

SALES

- In Q4 2024, the net sales of the Dom Development Group (the “Group”) reached 1,159 units, a 18% increase from 980 units sold in the same period of 2023. This includes 470 units in Warsaw, 296 in the Tri-City, 267 in Wroclaw, and 126 in Krakow.
- The highest sales volumes in the fourth quarter were recorded in the following projects: Dzielnica Mieszkaniowa Metro Zachód (130 units) and Osiedle Urbino (71) in Warsaw, Doki (43 units), Konstelacja (41) and Osiedle Synteza (40) in the Tri-City, Osiedle Rapsodia (60 units) and Osiedle Międzyleska (41) in Wroclaw, and Apartamenty Park Mateczneg (43 units) and Osiedle 29. Aleja (38) in Krakow.
- For the full year 2024, the Group achieved a record-breaking net sales figure of 4,269 units, up 9% on the already strong results of 2023 (3,906 units sold). This figure also surpasses the previous record set in 2021, when net sales totalled 4,066 units, by 5%.

UNITS DELIVERED TO BUYERS

- In Q4 2024, the Group delivered 1,681 units to individual customers, relative to 1,298 units in Q4 2023. These deliveries included 618 units in Warsaw, 454 in the Tri-City, 396 in Wroclaw, and 213 in Krakow. Additionally, 300 units in Warsaw were delivered to a Private Rental Sector (PRS) investor.
- Key contributors to the Q4 2024 financial results were deliveries in the following projects: Osiedle Wilno (149 units) and Osiedle Jagiellońska (139) in Warsaw, Perspektywa (158 units), Dynamika (106) and Osiedle Beauforta 2 (85) in the Tri-City, Osiedle Zielna (148 units), Braniborska 80 (123), Apartamenty nad Rzeką (98) in Wroclaw, and Osiedle Górka Narodowa (134 units) and Osiedle 29. Aleja (79) in Krakow.
- Over the course of 2024, the Group delivered 4,216 units to customers, including 3,916 units to individual buyers and 300 units to the PRS investor. This represents a significant increase over the previous record year of 2023, when 3,831 units were delivered.

MARKET OVERVIEW

“The residential market in Poland’s largest urban areas experienced a cooling in demand in 2024 compared to 2023. Contributing factors included uncertainty regarding the proposed government mortgage support scheme, which the government ultimately abandoned in December, and persistently high interest rates, making mortgages in Poland some of the most expensive in the European Union. At the same time, we saw



a gradual recovery in housing supply from property developers, following very low levels at the beginning of the year. For buyers, this meant a wider range of available properties and a slowdown in the growth of housing prices. Conversely, for developers, the market has become more challenging, with many of our competitors experiencing year-on-year declines in sales.

In this environment, the Dom Development Group reported net sales of 4,269 units in 2024, marking the highest result in our 29-year history. This is a testament to the strong appeal of our offering and its excellent alignment with the needs of both mortgage-financed and cash-funded clients. In Q4 2024, mortgage-financed purchases accounted for 56% of our total sales, while cash transactions made up the remaining 44%. The vast majority of our properties are sold during the construction phase. Accordingly, we plan to maintain our growth momentum, continually expanding our land bank and launching new projects,” comments **Mikołaj Konopka, President of the Dom Development S.A. Management Board**

“All indications are that our financial results for 2024 will also be very strong, as they are primarily driven by the number of units delivered to buyers. Over the past year, the Dom Development Group delivered 4,216 units to customers, including 3,916 units to individual buyers, representing an 2% increase compared to the previous record of 3,831 units delivered in 2023. Moreover, the revenue will be bolstered by a substantial rise in the value of units delivered. Considering the extensive scale of projects currently being executed by the Dom Development Group, the sustained strong pace of sales, and the on-schedule completion of all our projects, we are optimistic about achieving results in 2025 that will meet the expectations of our shareholders, both in terms of revenue and margins,” added **Leszek Stankiewicz, Vice President of the Management Board, Chief Financial Officer of Dom Development S.A.**

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The **Dom Development S.A. Group (the “Dom Development Group”)** is Poland’s largest property developer, offering properties to retail customers in Warsaw, Wrocław, and Kraków, as well as in the Tri-City and its region (through the subsidiary **Euro Styl S.A.**). The Group’s portfolio includes both affordable segment flats and premium apartments. The Group also owns the construction companies **Dom Construction Sp. z o.o.** and **Euro Styl Construction Sp. z o.o.**, which provide general contracting services for a part of its projects. Over its 29 years of operation, the Group has delivered more than 53,000 homes. Since 2006, Dom Development S.A. has been listed on the Warsaw Stock Exchange.

For more information about the Company and our offerings in Warsaw, Wrocław, and Kraków, visit: www.domd.pl

For more information about the offering in the Tri-City, visit: www.eurostyl.com.pl

