



Warsaw, 4 April 2017

Dom Development: Trading update Q1 2017

1. Sales

In the first quarter of 2017, DOM sold a record number of units, 806 net, giving a rise of 31% against the same period last year. Sales across all projects were very good. The biggest sales volumes were seen on the following projects: Osiedle Premium, Żoliborz Artystyczny, Wilno, Osiedle Moderna, Saska and Palladium.

2. Deliveries

In the first quarter of 2017 we delivered 230 units (10% decrease YOY). The most influential projects for the Q1 2017 financial results were Żoliborz Artystyczny (45 units) and Studio Mokotów (32 units).

3. Market

In the first quarter Dom Development reported historically high sales, and unlike in the previous years there was no seasonal drop after the fourth quarter of the previous year. The best month in respect of sales was March.

The continued strong demand for apartments in the first quarter of 2017 has resulted in a high sales volume with a slight increase in achieved prices. An increase in activity by “cash” customers has also been observed (approx. 34% of sales of Dom Development S.A. in this period).

Low interest rates and a historically high level of household savings are currently supporting the housing market. Moreover, for a short period at the start of Q1, the new 2017 tranche of the *Homes for the Young* subsidy programme was available, and the popular segment continued to do well even after the exhaustion of the funds.

The strong YOY sales growth is primarily the result of the consistent expansion of our offer and foreshadows another good year for Dom Development S.A. It is expected that yearly sales in 2017 will exceed last year’s total.

To take advantage of such a strong market, our diversified land bank and projects that are ready to be launched quickly are critical. The current situation in the housing market is favourable to Dom Development and makes us optimistic about the outlook for the upcoming quarters.

Jarosław Szanajca – President of the Management Board

Janusz Zalewski – Vice President of the Management Board, CFO