



Warsaw, 4 April 2013

## **Dom Development: Trading update 1Q 2013**

### **1. Sales**

In the first quarter of 2013 we sold 339 housing units net. We have achieved the biggest sales volumes on the following projects: Saska, Derby, Młyny Królewskie and Wilno.

### **2. Deliveries**

In the first quarter of 2013 we delivered 519 housing units. The most influential in terms of the Q1 2013 financial results were deliveries on Akropol (222 flats) and Saska (128) projects.

### **3. Market situation evaluation**

The situation in the new apartments market in the first quarter of 2013 was stable. The close of the “Family’s Own Home” government support programme has not led to a significant sales decline, but rather to sales structure changes, with similar level of clients’ interest.

The share of new apartments bought for cash, without a mortgage support has considerably increased. Customers with high credit worthiness are also willing to take advantage of favorable market conditions caused by apartment price cuts and low interest rates. As a consequence of these factors, an increased share of the higher standard was observed.

Dom Development’s Management Board evaluates the first quarter 2013 sales results as very good. Even though the Company faced a strong competition and high pressure to cut prices, Dom Development increased its market share compared to the fourth quarter 2012. This was undoubtedly a result of fitting the Company’s offer structure to the current demand. Dom Development’s offer enjoys uninterrupted interest, which is proved by the constant level of client visits to sales offices.

*Jarosław Szanajca – President of the Management Board*

*Janusz Zalewski – Vice President of the Management Board, CFO*