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## DOM DEVELOPMENT GROUP POSTS NEW RECORDS IN 2025 AND IS POISED FOR FURTHER GROWTH IN 2026

In 2025, the Dom Development Group (the “Group”) recorded net sales of 4,448 units, the highest in its history and 4% above the figure posted in 2024, previously its strongest sales year. In each quarter of the past year, the Group sold at least 1,000 units, demonstrating the consistency of its performance and reinforcing its leading position in the Polish residential market.

The number of units delivered to buyers also reached a record high, and translated into the best-ever financial results. The Group reported consolidated net profit of more than PLN 654 million for 2025, up 15% year on year, while its total revenue rose 3% year on year to PLN 3.26 billion.

The Dom Development Group’s ambition is to maintain this upward trajectory in 2026. At the end of 2025, cumulative net sales to be recognised in future periods (i.e. units already sold but not yet delivered to buyers) stood at 5,200 units, with a total value of more than PLN 4 billion. By comparison, at the end of 2024 it was just under 5,000 units, valued at PLN 3.7 billion.

*“2025 was another year of improvement across the Dom Development Group’s key operating and financial metrics. We posted new records and further strengthened our position as a leading residential developer in Poland. Our net sales reached the highest level in Dom Development’s 30-year history, at 4,448 units, valued at PLN 3.46 billion. Both figures were 4% above the previous records set in 2024,”* said **Mikołaj Konopka, President of the Management Board and CEO of Dom Development.**

*“We ended the year on a very strong note, as the fourth quarter saw record sales of 1,232 units. At the same time, it was the sixth consecutive quarter in which the Group reported sales at or above 1,000 units. This shows that our strong performance is not a one-off but part of a sustained trend, underscoring our market leadership. It reflects both our ability to capitalise on favourable market conditions and our structural strengths: the brand’s reputation, our long-standing presence in the market, and the high level of customer trust,”* stressed **Mikołaj Konopka.**

As the President of the Dom Development Management Board noted, the Group’s successive sales records attest to the strong appeal of its offering and show how well it resonates with the needs of both mortgage-financed and cash buyers. In 2025, credit-supported transactions accounted for 56% of total sales across the Group.

The average value of a residential unit sold by the Group last year, including the price of the flat, together with any fit-out, storage unit and parking space, was PLN 816 thousand, net of VAT, broadly in line with the 2024 level of PLN 833 thousand. The slight year-on-year decline was mainly due to differences in the mix of projects and units on offer, both in terms of average total selling price and floor area.



## **Over PLN 654 million in net profit for 2025**

The Group closed 2025 with a record number of units delivered to retail customers: 4,228, up 8% compared with 2024. Including 97 units transferred to a PRS investor, total deliveries for the year reached 4,325 units, marking another all-time high for the Group.

Higher delivery volumes, combined with stable construction costs, had a positive effect on the Group's revenue and margins. Net profit for 2025 exceeded PLN 654 million, nearly 15% above the previous record reported a year earlier, while total revenue rose by 3% year on year, to PLN 3.26 billion.

*"We are also proud that, alongside this record volume of deliveries, we once again achieved a very high Net Promoter Score in 2025, at 69 points (on a scale from -100 to 100), which was higher than in the previous year. In addition to strong operating and financial performance, rising customer satisfaction remains a key pillar of our success,"* commented **Monika Dobosz, Vice President of the Management Board and Chief Financial Officer of Dom Development.**

## **Attractive offering, substantial land bank, and growing sales potential**

*"We have the capacity and all the resources required to continue improving our key operating and financial metrics in 2026 and beyond. Our goal for this year is to further strengthen our leading market position and keep sales well above 4,000 units. At the same time, we are preparing to achieve sales in excess of 5,000 units annually in the longer term,"* said **Mikołaj Konopka.**

At the end of 2025, the Dom Development Group's available stock comprised around 3,500 units. Depending on the city, the sell-out period (calculated as the ratio of stock at quarter-end to sales in the latest quarter) ranged from just 2,5 to 3,2 quarters. This is significantly shorter than the market average, which not only demonstrates the strong operational performance of the Group's sales teams, but also translates into a higher market share in terms of sales than the stock levels alone would suggest.

*"While many competitors are grappling with oversupply, the vast majority of our flats find buyers already at the construction stage, and the share of completed units in our available stock remains in the single digits,"* pointed out the **CEO of Dom Development.**

The Dom Development Group entered 2026 with projects under construction totalling nearly 7,200 units, 56% of which had already been sold. At the end of 2025, cumulative net sales to be recognised in future periods (i.e. units already sold but not yet delivered to buyers) stood at 5,200 units, with a total value of more than PLN 4 billion. By comparison, at the end of 2024 it was just under 5,000 units, valued at PLN 3.7 billion.

*"We consistently launch new projects and expand our land bank, making sizeable land acquisitions for new developments across all our markets: Warsaw, the Tricity, Wroclaw and Krakow. In 2025, our land acquisition spending totalled over PLN 840 million, compared with over PLN 560 million a year earlier. At the end of December, the Dom Development Group's land bank offered capacity for the development of 18,800 units, supporting sales at the current level for around four years,"* stated **Monika Dobosz.**



## Market conditions conducive to consolidation

Dom Development's Management Board notes that the operating environment for property developers is becoming more demanding year by year, not least due to an increasingly complex regulatory landscape. The price transparency rules introduced last year, new technical standards, and the legislative work on the so-called 'Shelter Act' have added further hurdles to the property development process. The legislative changes are also accelerating market consolidation.

*"For smaller players, the rising operational burden is a major challenge, leading some to exit the market, while larger organisations – with a solid capital base, the right expertise and strong marketing capabilities – are better positioned to navigate this new environment. As a result, large companies are increasing their share in the key residential markets. We are likewise monitoring the market for potential acquisition targets,"* concluded **Mikołaj Konopka, President of the Dom Development Management Board.**

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## Consolidated financial highlights of the Dom Development Group

Statement of profit or loss (PLN million)	2025	2024	Change y/y
<b>Revenue</b>	<b>3,255.6</b>	<b>3,168.2</b>	<b>3%</b>
<i>Revenue from sale of finished products</i>	<i>3,133.6</i>	<i>2,928.4</i>	<i>7%</i>
<i>Number of units delivered</i>	<i>4,228</i>	<i>3,916</i>	<i>8%</i>
<i>Revenue per unit (PLN thousand)</i>	<i>741.1</i>	<i>747.8</i>	<i>(1)%</i>
<b>Gross profit</b>	<b>1,121.1</b>	<b>1,019.2</b>	<b>10%</b>
<i>Gross profit margin</i>	<i>34.4%</i>	<i>32.2%</i>	<i>2.2 pp</i>
<b>Operating profit (EBIT)</b>	<b>801.0</b>	<b>697.2</b>	<b>15%</b>
<i>EBIT margin</i>	<i>24.6%</i>	<i>22.0%</i>	<i>2.6 pp</i>
<b>Profit before tax</b>	<b>810.1</b>	<b>706.4</b>	<b>15%</b>
<i>Pre-tax margin</i>	<i>24.9%</i>	<i>22.3%</i>	<i>2.6 pp</i>
<b>Net profit</b>	<b>654.1</b>	<b>569.2</b>	<b>15%</b>
<i>Net margin</i>	<i>20.1%</i>	<i>18.0%</i>	<i>2.1 pp</i>
<i>Earnings per share (PLN)</i>	<i>25.36</i>	<i>22.07</i>	<i>15%</i>

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The **Dom Development S.A. Group** (the “**Dom Development Group**”) is Poland’s largest residential property developer, offering properties to retail customers in Warsaw, Wroclaw, and Krakow, as well as in the Tricity and its vicinity (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 its projects. Over its 30 years of operation, the Group has delivered approximately 58,000 residential units. 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, Wroclaw, and Krakow, visit: [www.domd.pl](http://www.domd.pl)

For more information about our offerings in the Tricity, visit: [www.eurostyl.com.pl](http://www.eurostyl.com.pl)

