

Report

of Real Estate Market in the Federation of BiH for Year 2018

March
2019

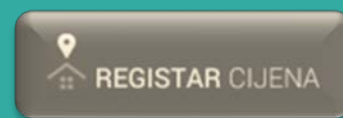


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1. Introduction

1.1. The “Capacity Building for Improvement of Land Administration and Procedures in Bosnia and Herzegovina” – CILAP project

The Sales Price Register of the Federation of Bosnia and Herzegovina (SPR FBH) is the result of the cooperation between the Federal Administration for Geodetic and Real Property Affairs (FGA) and the Tax Administration of the Federation of BH (TA FBiH), and the Local Self-Government Units (LSG) in the Federation of Bosnia and Herzegovina in implementing CILAP project activities. The “Capacity Building for Improvement of Land Administration and Procedures in Bosnia and Herzegovina” – CILAP project, is a long term project aimed to build capacity and transfer knowledge with the overall objective to increase the effectiveness and reliability of land administration processes in Bosnia and Herzegovina (BH).

The project contributes to the expected long- term impact:

- By efficient land administration contribute to economic and social development, sustainable market and usage of real estates, and BH accession to EU.

The project main goal is:

- Make the Land Administration system more efficient, secure and reliable.

CILAP April 2016 - December 2019 will contain six (6) components:

1. Support to the strengthening of land administration organizations, development of human resources, relevant legal framework and project management
2. Support to the Establishment of Address register,
3. Support to the Establishment of Sales Price Register,
4. Support to the Development of Geodetic Infrastructure,
5. Support to the Development of ICT and Geoinformatic’s system,
6. Support to the Establishment of digital archive, its integration in the business processes and usage in daily operations.

1.2. The development of the Sales Price Register

Through the realization of the 3rd component of the CILAP project, during 2016 and 2017, the development of the IT system of the Sales Price Register of the Federation BH was carried out. Considering of current legal and institutional frameworks, the Sales Price Register system has been developed in close cooperation with the Tax Administration of the Federation of BH, whose employees are internal users of the system with the Real Property Valuation Commissions on behalf of the Local Self-Government Units in the Federation of Bosnia and Herzegovina. Complex work processes required a flexible development of the SPR IT system to implement business processes within the existing legal framework and organization. Real Property Valuation Commissions of Local Self-Government Units together with Tax officers in the FBiH collect all necessary data for entry into SPR through a harmonized form of the Minutes during the process of estimation of real estate value that are the subject of the sale.

The basis for cooperation between the TA FBiH, LSG and FGA was a memorandum of understanding between the federal administrations signed on 3 November 2016, and ongoing process of signing individual agreements of FGA with each of the local government units in the FBH starting from March 21,2018.

The Sales Price Register is in service to provide relevant information to real estate market participants, FGA as well as TA FBH and LSG. At the time of writing this Report the system is in use in 72 local self-government units, out of a total of 79 and in 75 tax offices, out of a total of 77 in the Federation of BiH.

The excellent cooperation of the Federal Administration for Geodetic and Real Property Affairs and Tax Administration of the Federation of Bosnia and Herzegovina during the realization of the CILAP project resulted in a functional and up-to-date Sales Price Register of the Federation of Bosnia and Herzegovina and by development of a public presentation of SPR data (Public Access).

The purpose of establishing and maintaining the SPR is the records of legal transactions related to real estates (such as buying, selling, replacing real estate, inheritance, divisions etc.), as well as planned price monitoring and real estate market analysis based on data obtained from the sales.

The main objective of public presentation of Sales Price Register data of the Federation of BiH is to provide realistic insight of real estate market and its developments/ trends and at the same time data on real estate prices (purchases) at different locations in order to achieve transparency and security of the real estate market. Public access to SPR FBH data is available from June 05, 2018 on the portal katastar.ba.

1.3. Methodology of data collection

In the Federation of Bosnia and Herzegovina, internal users of the SPR system are the Tax officers together the Real Property Valuation Commissions on behalf of the Local Self-Government Units in the Federation of Bosnia and Herzegovina and the Federal Administration for Geodetic and Property Legal Affairs.

The process of collecting data start by initiating an case in the SPR by a tax officer. The Tax Officer, when receiving a request for a real estate transaction taxation, uses the functionalities of the SPR application to enter the general contract data (municipality, number of protocol, date of contract, notary, contract number, total price from the contract, type of transaction, and buyer and seller data) and uploads the scanned contract with all the attachments (land registry folio and cadastral data extract). After entering the general data the case is available for processing by LSG.

The Municipal Commission, upon receipt of a request from a tax officer, take case from SPR, carry out field inspection of the property, locates the property and fill out the minutes that is the subject to transaction. After recording all the required data, and estimation of the value of the real estate itself, the commission returns to the office where they scan minutes and enter data from the same into SPR. The Municipal Commission collect all necessary data for SPR through the harmonized form of the Minutes during the process of assessing the value of real estate. The final conclusion of the case is carried out by employees of the Tax Office at the same time SPR data is also recorded in the TA internal business system for the purpose of taxation on real estates.

After entering data into SPR transactions are archived for the purpose of for the purpose of analysing the data, i.e. the separation of quality data for analysis. These activities are carried out at the central level by the FGA. Another activity is public display of basic sales data for the purpose of transparency and the analysis of data for the purpose of creating reports from the market.

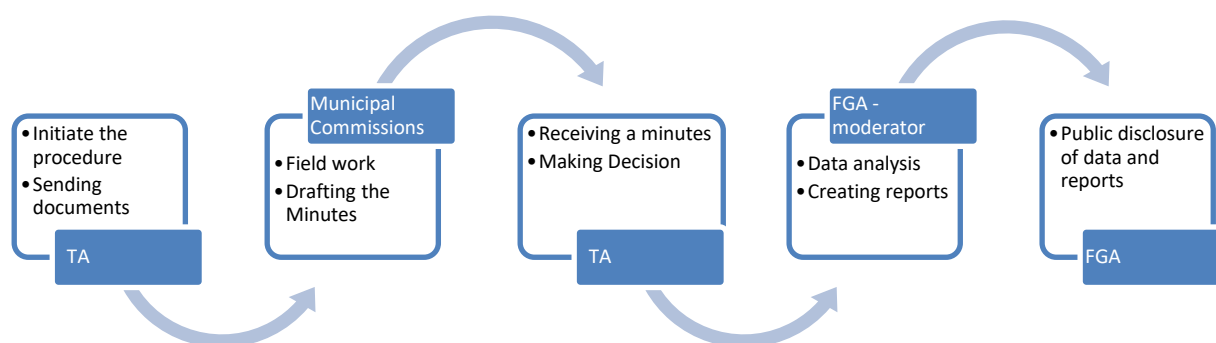


Figure 1: SPR Process Model in the Federation of BiH

1.4. Methodology used for the preparation of Report

The input data for the analysis of real estate market in Year 2018 are data from sale contracts and the Minutes made by the municipal commission for the purposes of taxation on real estate, which are entered into a SPR database.

The Annual Real Estate Market Report is primarily based on the principle of transparency, which seeks to ensure that the results are clear, publicly available and resulting from the minimum data manipulation in cases where there was no representative sample. This principle directed the entire process of reviewing the sales and analysis of data for the Annual Report. The value of the statistical indicators depends mainly on the size and representativity of the sample.

Types of contract: When viewing the statistical data for market analysis, only the sales contracts that were in the secondary market (i.e. the second and the next real estate transaction – does not include the first sale) were taken into account and for which it was established that they have the data quality and the individual price if the contract contains more real estate. The data published in the Report depends on the maturity of the Real Estate Market that is reflected in the quality of the data from a sale contracts.

Date: All sales contracts concluded in Year 2018, and the number of registered in SPR for that period represents the size of the sample.

Volume: Despite a large number of LSG units who recorded data in SPR during 2018, the number of transactions is statistically still insufficient for more detailed market analyses due to the relatively small size of the market and the gradual inclusion of LSG units throughout the Year. Exceptions are apartments and agricultural land. Accordingly, more detailed analysis of market activity by real estate type or smaller analytical area depends entirely on data entry in all Year 2018, and on the market volume for certain types of real estate. The statistical indicators of certain types of real estate are based on the classifications collected from the sales contracts and minutes for real estate valuation.

Types of real estate: The first Real Estate Market Report will therefore describe a housing market that includes apartments, dwellings and garages, an overview of agricultural and construction land and business real estates. For certain types of real estate for which, during the review of contract was found not to belong to the registered classification, a change was made in the actual property type. Properties that have good quality data are those for which contracts contain current status on the field.

Analytical areas: Depending on the number of representative samples, the individual real estate type were analysed only on the Entity level, and some on the local level of self-government units. In this Report, the analytical areas listed for apartments do not reflect the boundaries of local real estate markets, but the administrative boundaries. The statistical indicators are presented for those specific areas that have a relevant number of recorded transactions available in the observed period, and data entry was made throughout the Year 2018.

Price: The price per unit area of real estate (BAM/ m²) is presented for special parts of buildings, which include apartments, garages and business premises. In the case of objects involving residential and business buildings, the total price of the object including land (BAM) is presented.

2. The annual review of the Real Estate Market

2.1. The volume and money assets of the Real Estate Market in the Federation of Bosnia and Herzegovina

Total number of sales contracts registered in the period from 01.01.- 31.12.2018, in the territory of the Federation of BiH, is **12 759**, while the realized value from the sales contracts is **762 240 614,44 BAM**.

An overview table containing the reference dates for data recording for each LSG unit and the number of registered contracts with contract values per LSG is given in *Appendix 1*. In *Appendix 2* is given an overview of registered contracts per real estate sub-market that are processed by the LSG and which do not include mixed contracts¹.

Of the 12 759 registered sale contracts, the subject of taxation were 11 794, of which Municipal Commission entered data for 9347 sale contracts in SPR, and only such transactions were taken in preparation for real estate market analysis. Out of 9347 sales contracts, 1035 refers to mixed contracts and the value of such is 68,509,285 KM.

During the preparation for the analyses, FGA performed professional data processing and for analysis extracted only quality transactions. Professional processing implies an overview of each sales supplemented by the commissions: additional control of data entry and assessment of the quality of sales on the basis of statistical analysis. Only sales that are rated as quality sales enter into analysis for Real Estate Market interpretation. Mixed sales is not taken into analysis of individual real estate sub-markets.

Figure 2 shows the number of sales contracts divided according to the individual sub-market, and Figure 3 shows the value of the same contracts at the FBH level. There are three dominant categories of real estate according to the number of transactions: agricultural land, apartments and building land. The value of contracts prevails over the apartments, commercial properties and agricultural land markets.

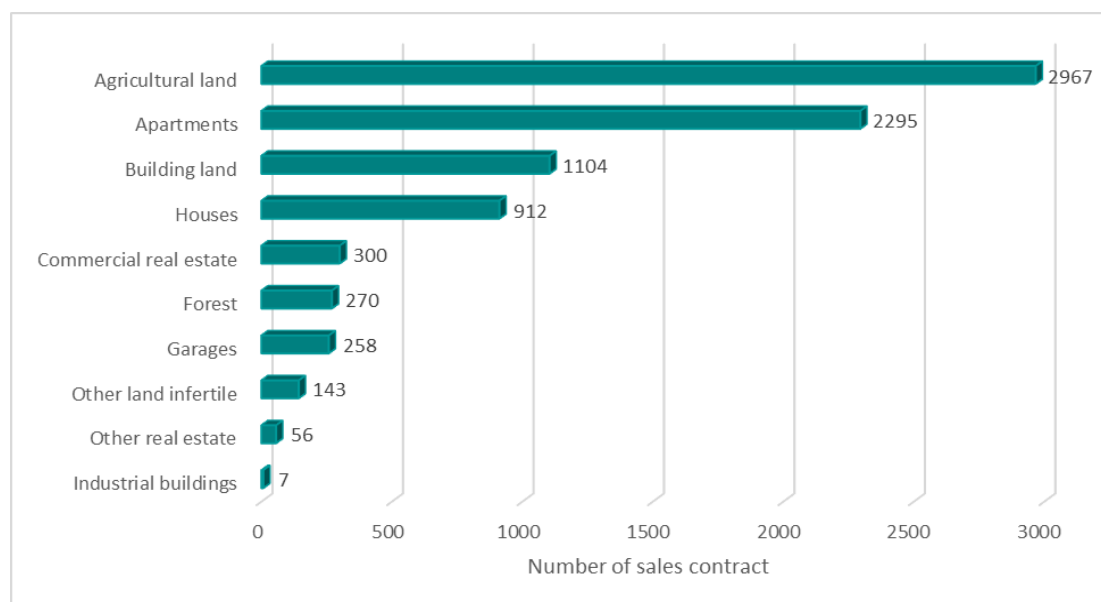


Figure 2: The number of sales contracts divided according to the real estate market

¹ The mixed contract contains multiple real estates of different classifications and no individual prices for each property.

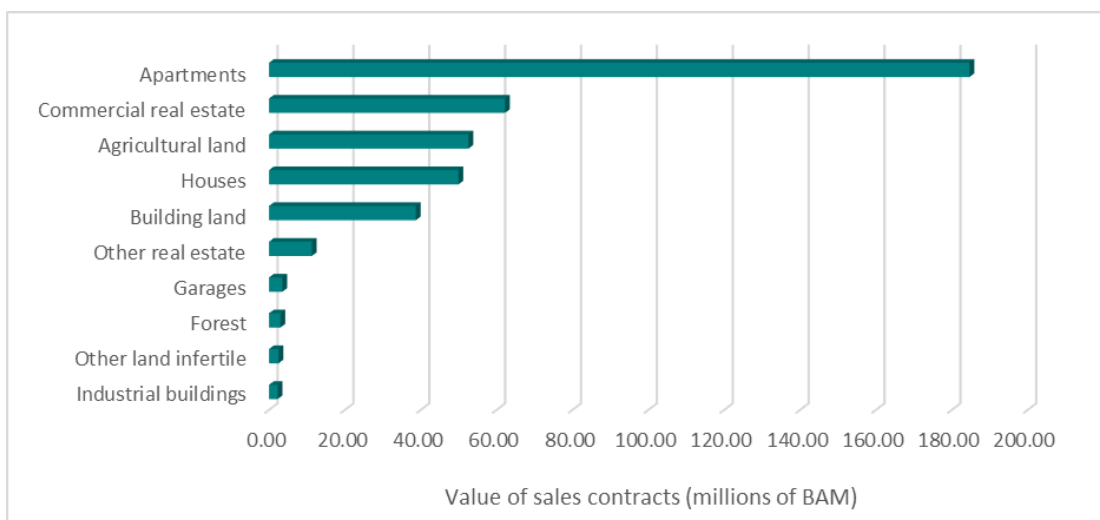


Figure 3: The value of transferred real estates divided according to the real estate market

Figure 4 shows the number of registered sales contracts in Year 2018 according to the most frequent types of real estates classified per cantons in FBiH.

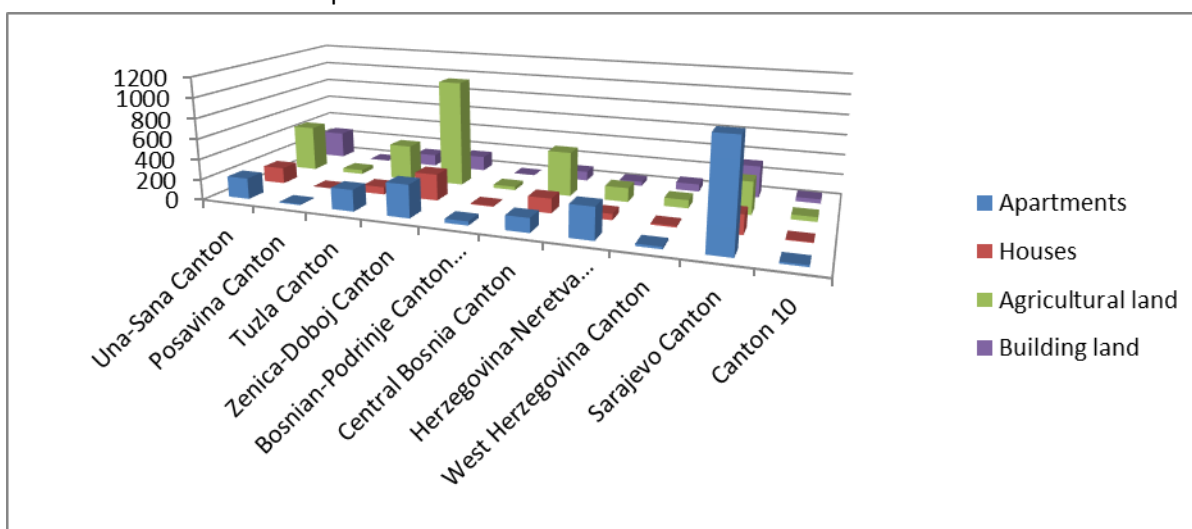


Figure 4: Number of registered sales contracts according to the most frequent types of real estates classified per cantons

2.2. Real Estate Market in the Federation of BiH from the point of view of the gender structure

From the point of the gender structure in the total number of sales contracts, 74% of men and 26% of women participated as buyer. If we observe different types of markets, the review is given in Table 1.

Purchase of real estate				
Market	Men		Women	
	Alone in sale	Participant in sale	Alone in sale	Participant in sale
Land	4289	613	811	316
	81 %		19 %	
House	707	111	226	83
	73 %		27 %	
Apartments	1104	248	839	256
	55 %		45 %	

Table 1: The representation of gender structure for land, houses and apartments

3. Market overview

The total number of real estates in sales contracts registered in the period from 01.01.-31.12.2018, and recorded by the municipal commission for real estate valuation is **15 373**. Of the total number of real estates that have been registered in the SPR, the percentage of share of certain types of real estate market, is shown in Figure 5 on Federation BH level.

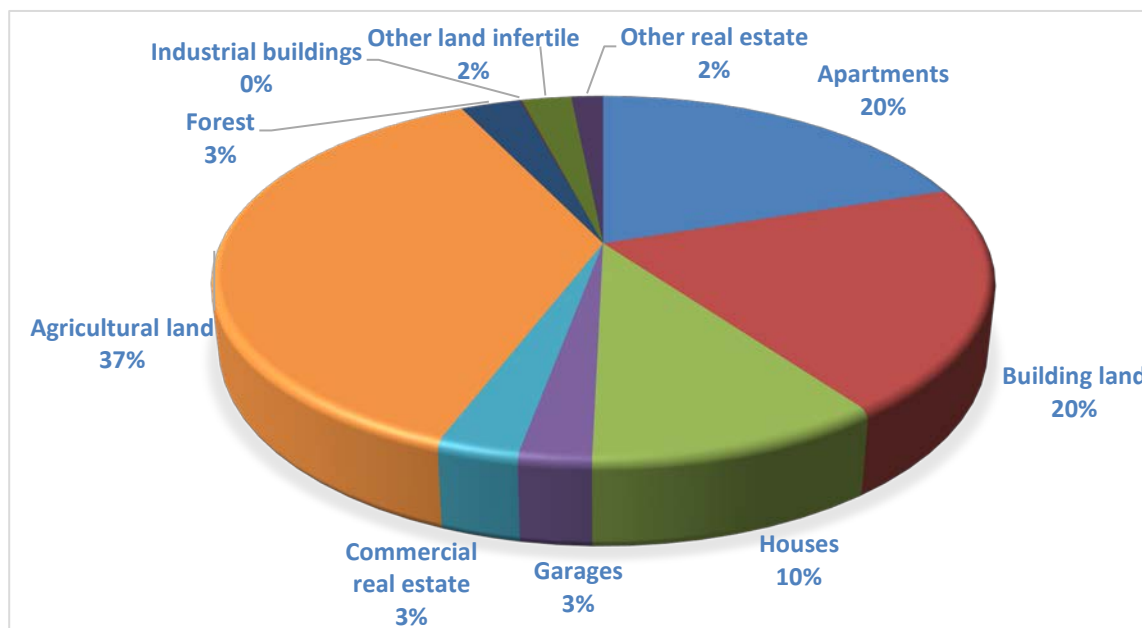


Figure 5: Participation of certain types of real estate on the market at the level of the Federation of BiH

3.1. Overview of the Housing Market

3.1.1. Apartments

The total number of registered sales, which refers to apartments is 2380, and in those contracts were 2396 real estate classified as a apartment and apartment in the house². The largest volume of apartments transactions in 2018 were registered in Municipality Novo Sarajevo, Municipality Centar Sarajevo, City of Mostar, City of Zenica and City of Tuzla. Local Self-Government Units with the most transactions of apartments are shown in Figure 6.

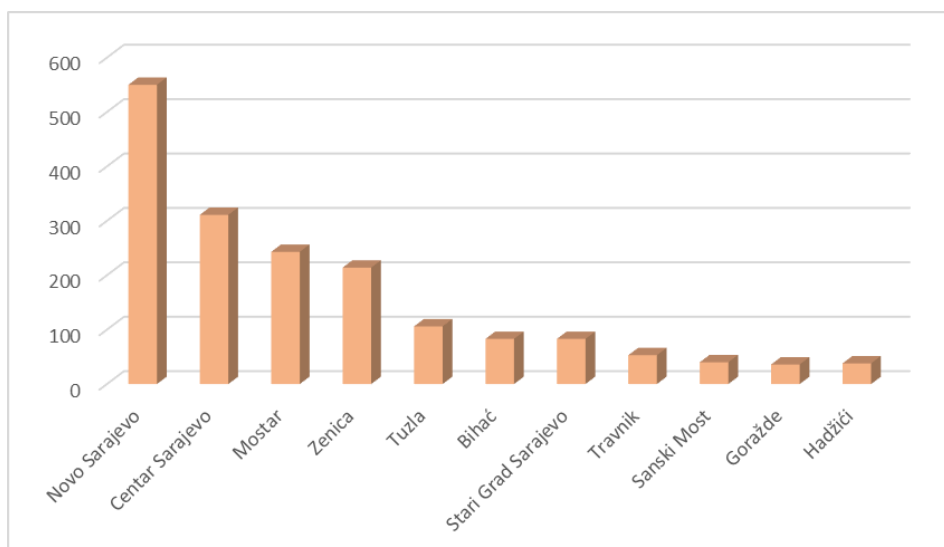


Figure 6: Graphical representation of the number of sales related to apartments

² This number is not final, since the data collection system depends on the operation of LSG commissions.

Analysis of prices and areas of sold apartments were made on a sample of 1653 contracts, where the number of municipalities with the most sales is shown in Figure 6, while the statistical parameters of the price are calculated on the basis of the samples presented in Table 2. In accordance with the available data, the average price of the apartment in the Federation of BiH is 1600 BAM/m².

Municipality	Average value	Price range		Number of data
		Min	Max	
	[BAM/m ²]	[BAM /m ²]	[BAM /m ²]	
Bihać	1350	1000	1969	66
Centar Sarajevo	2200	1200	4371	260
Mostar	1400	700	2200	212
Novo Sarajevo	1900	1091	4150	501
Stari Grad	2300	1200	6474	60
Travnik	850	356	1427	43
Tuzla	1300	696	2113	88
Zenica	1250	614	2016	151

Table 2: Statistical parameters of apartment price in the Federation BH

The highest prices of apartments in the Federation of Bosnia and Herzegovina are in the municipalities of Centar Sarajevo and Stari Grad Sarajevo. The most expensive apartment in the Federation of Bosnia and Herzegovina in the Year 2018 was in the Municipality of Stari Grad Sarajevo and its total paid price was 580,000 BAM. Figure 7 shows the cadastral municipalities of the City of Sarajevo, divided into two categories, depending on the realized average price. We can see that the highest prices of apartments were realized in cadastral municipalities Sarajevo I, Sarajevo III, Sarajevo XIII (Stari Grad Municipality) and Sarajevo IV, Sarajevo VII and Sarajevo VIII (municipality Centar Sarajevo).

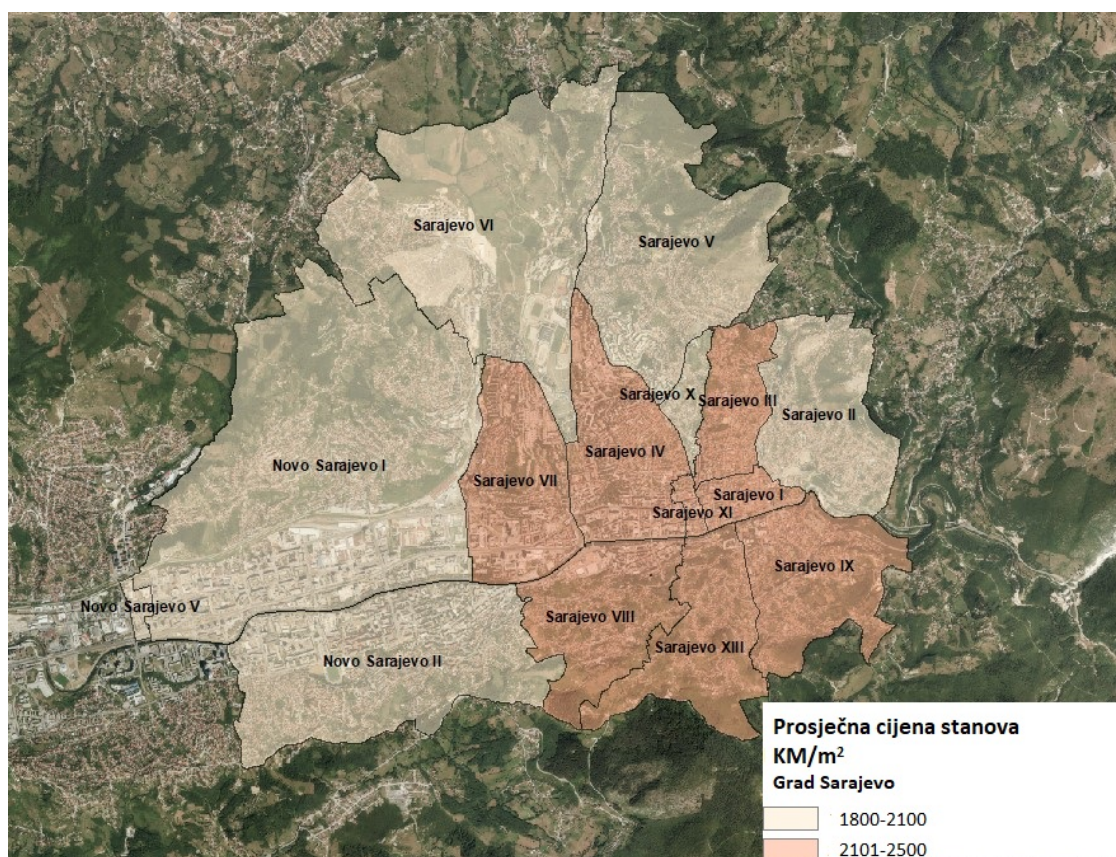


Figure 7: Graphic representation of cadastral municipalities of the City of Sarajevo in two levels of price

The following graph on Figure 8 shows the apartments sold according to the different squares of the apartment. Most of the apartments sold are between 40 and 70 m², and at least apartments over 100 m².

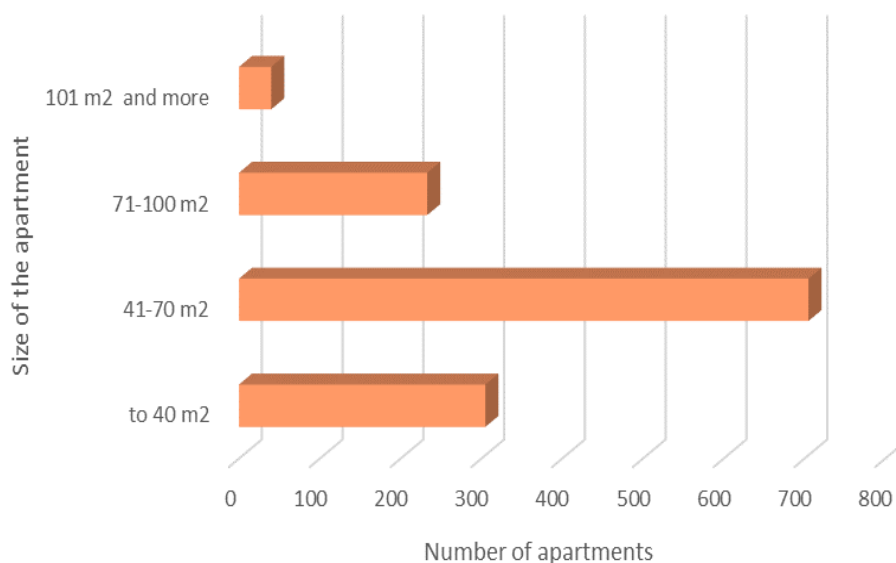


Figure 8: Graphical presentation of the apartments sold according to the area

3.1.2. Residential buildings

The total number of registered sales contracts, which refers to residential buildings, is 1460 and in those contracts there are 1533 real estates classified as residential buildings market. The residential real buildings market includes the following classifications of real estate: house, duplex house and cottage. Table 3 gives an overview of the prices at the level of the Federation of BH, while a review of the registered prices for residential buildings by cantons of the Federation of BH is given in Annex 3.

Type of residential building	Number of real estate	Minimum realized price (BAM)	Location	Maximum realized price (BAM)	Location
House	1442	400	Tomislavgrad	1 000 000	Hadžići
Terraced house	10	2000	Bihać	600 000	Centar Sarajevo
Duplex house	6	19600	Tuzla	50 000	Centar Sarajevo
Summer house	75	500	Busovača	195 583	Bihać

Table 3: Statistical parameters of residential buildings price in the Federation BH

3.1.3. Garages

The total number of registered sales contracts, which relates to garages, is 390 and in these contracts there are 420 real estates classified as the garage market. The garage market includes the following classifications of real estate: a garage or a garage place in the building, a garage in a row or freestanding and garage/parking place outdoor. Table 4 gives an overview of the prices of garages at the FBiH level.

Type of garage	Number of real estate	Minimum realized price [BAM/m ²]	Location	Maximum realized price [BAM/m ²]	Location
Garage or garage place in the building	181	122	Gračanica	2 725	Centar Sarajevo
Garage in a row or freestanding	208	11	Maglaj	2 000	Centar Sarajevo
Garage/Parking place outdoor	31	39	Konjic	2 174	Centar Sarajevo

Table 4: Statistical parameters of garage price in the Federation BH

Also, the following graph on Figure 9 shows sold garages according to the different square meters of the garage. Most of the sold garages are between 10 and 20 m², and at least garages are over 60 m².

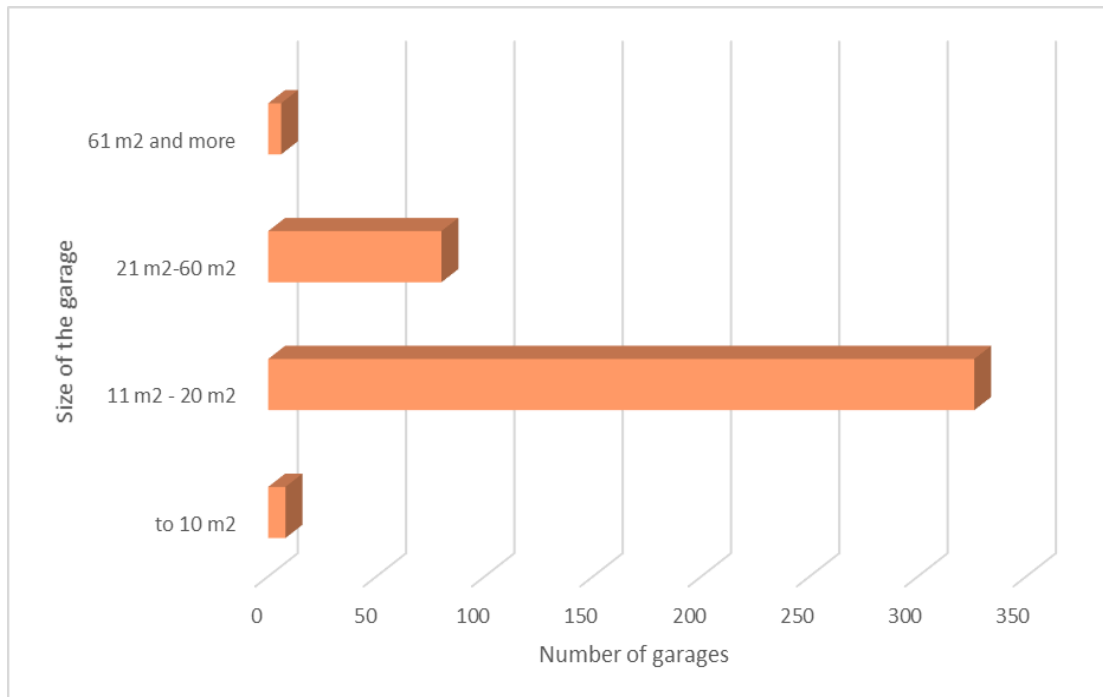


Figure 9: Graphical presentation of the garages sold according to the area

3.2. Overview of the land

The total number of registered sales contracts relating to land, in the Federation of Bosnia and Herzegovina in Year 2018 is 6198 and in these contracts there are recorded 10 169 real estates. Figure 10 shows the number of registered sales contracts according to the type of land market.

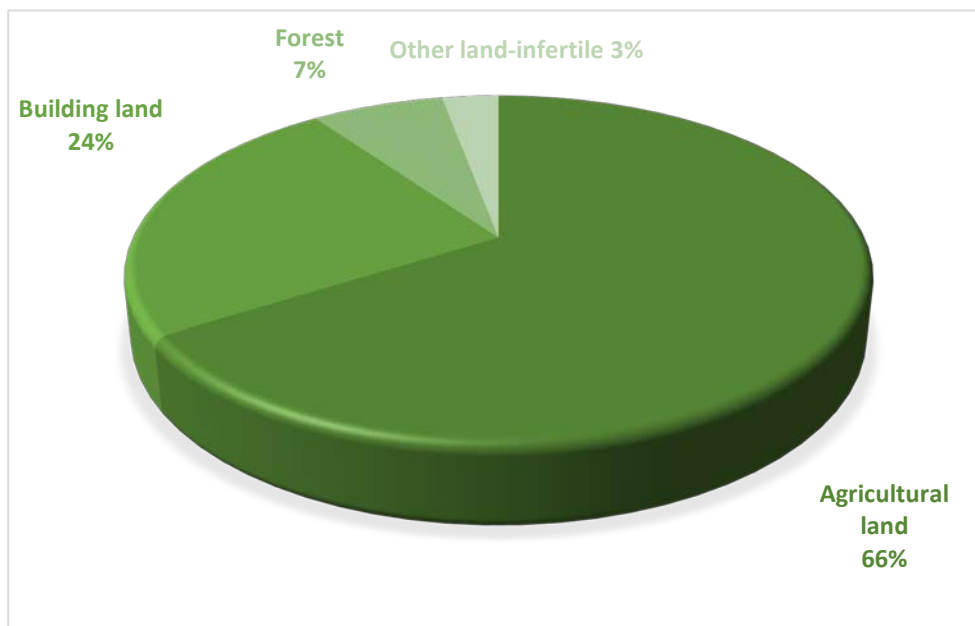


Figure 10: Graphical representation of the number of sales according to the type of land market

The largest share in the contracts related to the purchase of land is agricultural land with 66%. The largest volume of agricultural land in Year 2018 was registered in Hadžici, Tešanj, Visoko, Zenica and Travnik. Local Self Government Units with the most sales of agricultural land are shown in Figure 11.

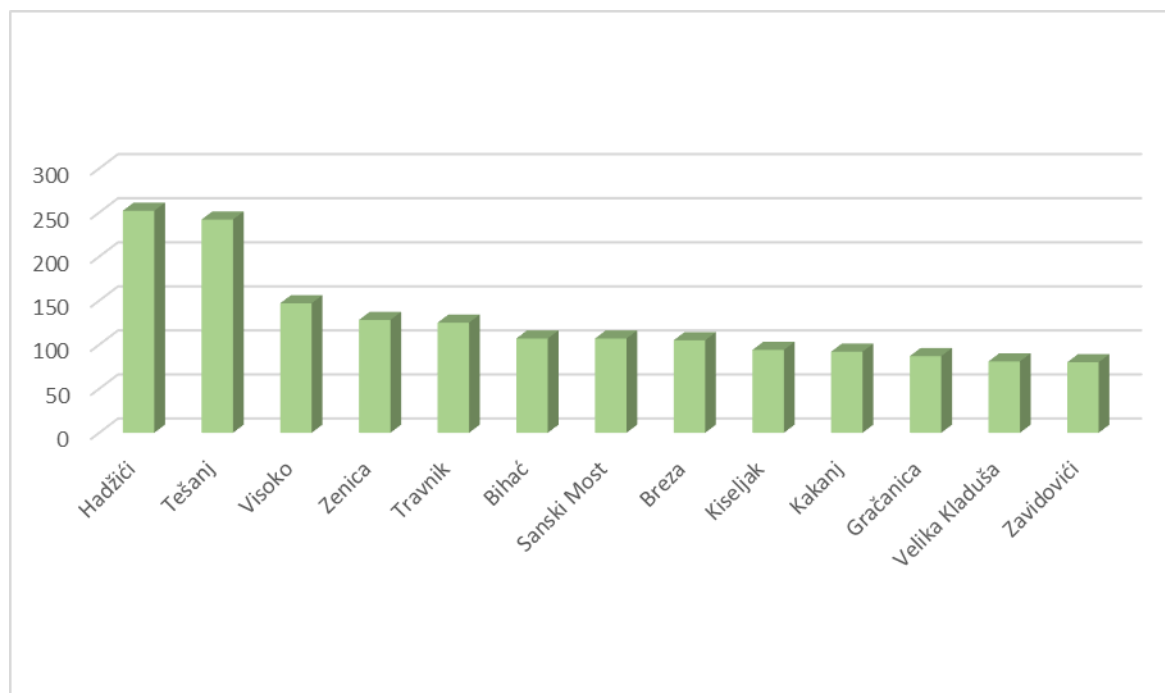


Figure 11: Graphical presentation of the number of sales of agricultural land

Statistical parameters of the prices of agricultural land on the territory of the Federation of BH were calculated on the basis of the price from the sales contracts registered in the period 01.01-31.12.2018. The total separated sample for the analysis includes 500 contracts, which were found to be actually agricultural land, representing less than 20% of the total number of transactions that were contracted as agricultural land.

The agricultural land market has not been regulated and often in the contracts it is stated that it is the agricultural land, where in reality building land is sold, which can be even built land. This opens the challenge of arranging the existing methodology so that in the steps preceding to FGA analysis such transactions are not classified as agricultural land.

Due to the aforementioned, the FGA will pay more attention to the classification of real estate in the coming period, and consider the introduction of a special classification that would divert agricultural land from non-agricultural land to present a realistic picture of the participation of the individual sub-markets of real estate in the total turnover.

Therefore, during this analysis, the sample did not include sales contracts in which the share of real estate is traded, real estate located in the building area, as well as the land where it was established that there is a built object. On the basis of this sample, the average price of agricultural land at the level of the Federation of BiH is 3,6 BAM/m², the minimum price of 0,11 BAM/m² is realized in Municipality Travnik and the maximum price of 9,0 BAM/m² in the Municipality of Visoko.

Regarding the construction land market, in the period 01.01-31.12.2018 the total number of registered contracts is 2141 in the territory of FBH and there are recorded 3006 real estate classified as building land with existing infrastructure, building land without infrastructure and building land with building permit. Statistical parameters of the realized price of construction land on the territory of the Federation of BH are shown only for the classification of building land with a building permit. Based on a sample of 627 contracts, the minimum price of 9 BAM/m² was realized in the Municipality of Jajce and the maximum of 2000 BAM/m² in the City of Mostar.

There are 639 purchases that are classified as agricultural land and in reality it is a construction land. In this Report, such sales were not taken into account for presentation of statistics on the price of agricultural land, nor for statistics on the price of construction land.

Statistical parameters of prices for the forest and other land markets are not shown due to the low number of sales contracts.

3.3. Overview of commercial real estate

The commercial real estate market consists of business building and business premises. The business building market includes the following classifications of real estate: object of business services, tourist object, restaurant, merchant object, object for sport and recreation and residential-business building, and business premises market for special parts of the buildings includes business-office premises and business-commercial premises.

The total number of registered sales contracts for commercial real estates in Year 2018 is 358 in the territory of the Federation of Bosnia and Herzegovina, and there are 400 registered properties. Figure 12 shows the number of commercial real estate depending on the type of real estate. The largest share in the contracts related to the sale of commercial real estate has special parts of the buildings including business-commercial and offices premises, and the object of business services.

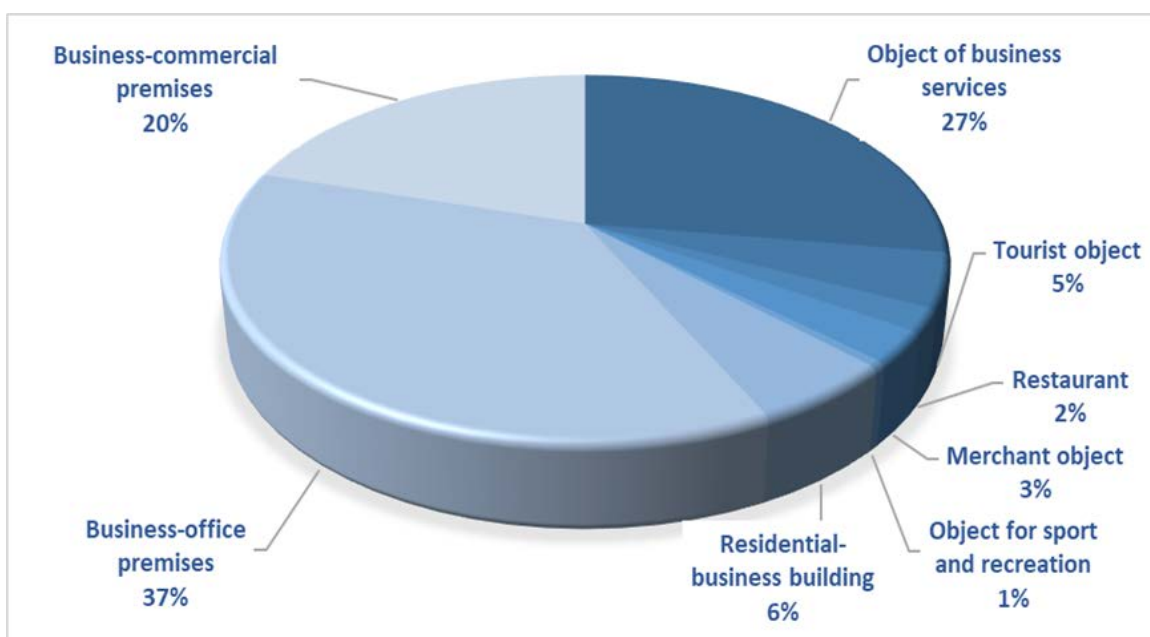


Figure 12: Graphical presentation of commercial real estate by type

Table 5 gives an overview of the prices of business buildings at the level of the Federation of BH, and in Table 6 an overview of prices for business special parts of the buildings (premises).

Business buildings	Number of real estate	Minimum realized price (BAM)	Location	Maximum realized price (BAM)	Location
Object of business services	110	3 510	Kakanj	5 135 702	Novo Sarajevo
Tourist object	19	5 000	Travnik	160 000	Stari Grad Sarajevo
Restaurant	8	20 000	Žepče	1 600 000	Stari Grad Sarajevo
Merchant object	11	5 000	Kakanj	1 300 000	Maglaj
Object for sport and recreation	2	171 482	Kakanj	1 791 661	Jajce
Residential-business building	22	35 000	Žepče	2 300 000	Čitluk

Table 5: Statistical parameters of the prices of business buildings in the Federation of BiH

Business premises	Number of real estate	Minimum realized price [BAM/m ²]	Location	Maximum realized price [BAM/m ²]	Location
Business-commercial premises	147	97	Fojnica	10 656	Centar Sarajevo
Business-office premises	81	263	Gračanica	3 333	Stari Grad Sarajevo

Table 6: Statistical parameters of the prices of business special parts of the buildings (premises) in the Federation of BiH

Also, Figures 13 and 14, show business-commercial premises and business-office premises sold according to the different square meters. Most of the sold business-commercial premises are up to 40 m², and business-office premises up to 60 m².

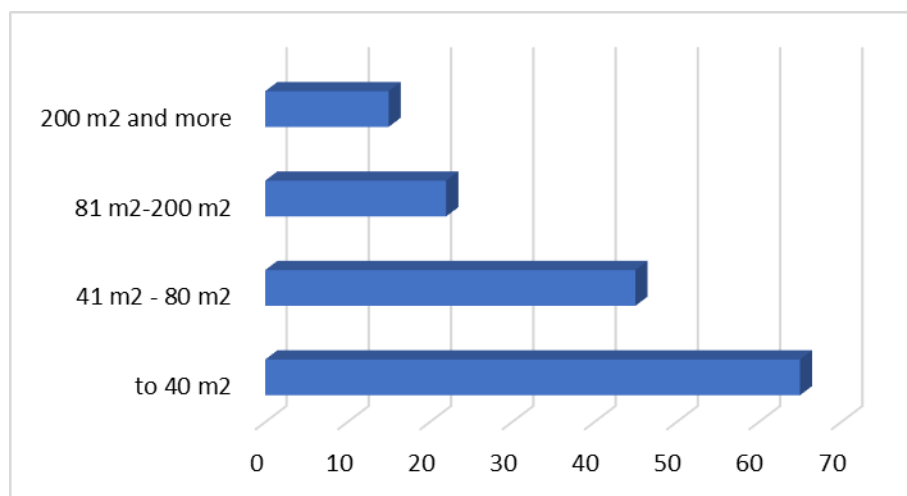


Figure 13: Graphical presentation of the business-commercial premises sold according to the area

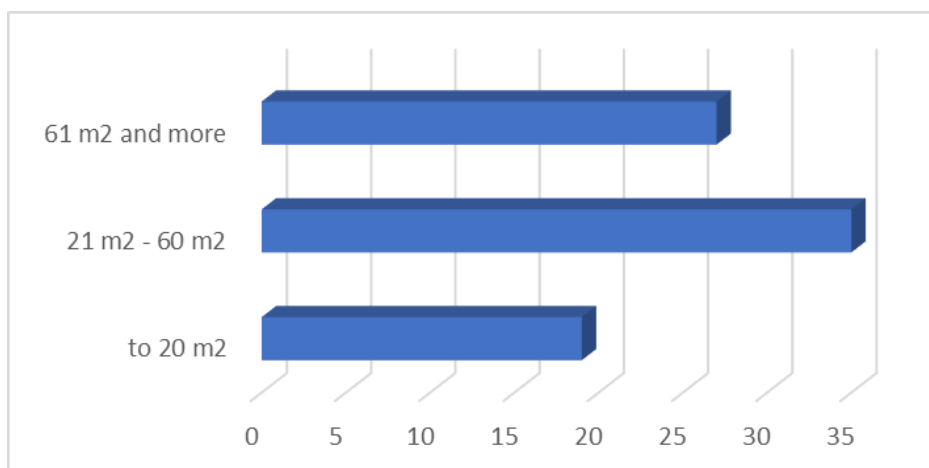


Figure 14: Graphical presentation of the business-office premises sold according to the area

4. Public access of Sales Price Register data of the Federation of BiH”

A Public Access into the Sales price register data provides information to the public and all market participants with accurate and reliable information on real estate transactions from sales contracts. You can start a data viewer from your computer, tablet, mobile or other device by visiting www.katastar.ba/rcn and clicking on the REVIEW. The content is adapted to all currently available device platforms.

Number of public access to the data of SPR in the period 01.01.- 31.12.2018 is 10 227, out of which 8661 was generated from Bosnia and Herzegovina and the rest from 63 different countries, as shown in the Figure below.

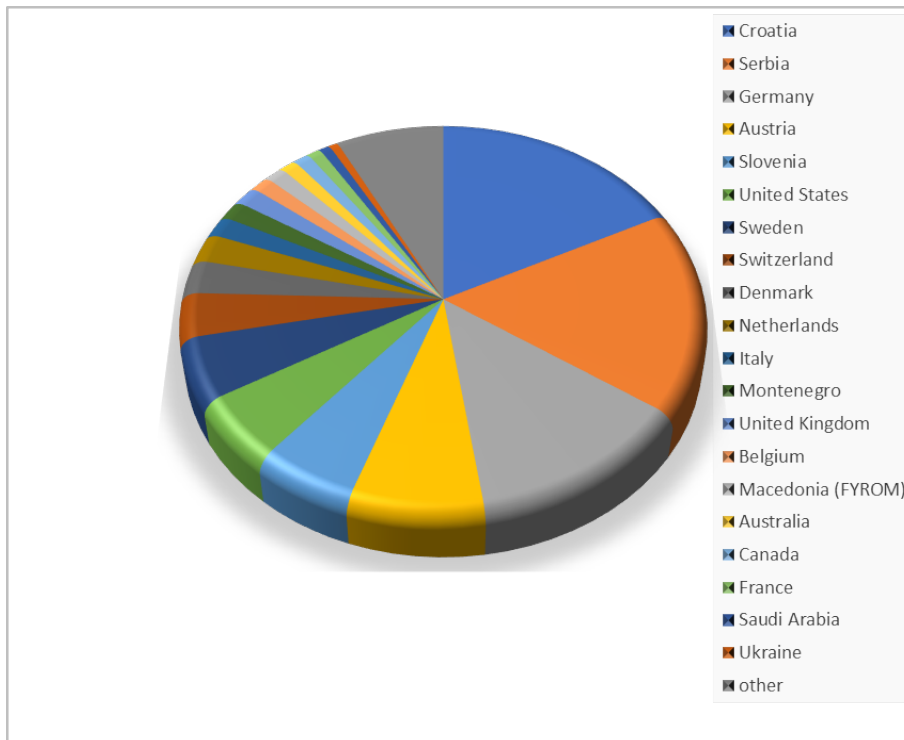


Figure 15: Graphical overview of the insights into the SPR data by country

APPENDICES

APPENDIX 1: Number and value of registered contracts per LSG unit

Canton	LSG unit	SPR entry start	Number of contracts	The sum of money realized
Unsko-sanski	Bihać	04.01.2018	413	17,790,618.04
	Bosanska Krupa	04.01.2018	166	2,358,490.60
	Bosanski Petrovac	25.05.2018	51	558,445.15
	Bužim	20.12.2017	81	1,813,980.32
	Cazin	12.09.2017	268	6,116,530.36
	Ključ	15.01.2018	80	3,013,129.83
	Sanski Most	19.12.2017	314	11,622,022.39
	Velika Kladuša	20.12.2017	262	7,056,289.49
TOTAL			1635	50,329,506.18
Posavski	Domaljevac-Šamac	19.10.2018	12	94,549.00
	Odžak	01.10.2018	92	1,359,054.40
	Orašje	15.10.2018	50	834,724.46
TOTAL			154	2,288,327.86
Tuzlanski	Banovići	30.04.2018	89	2,197,001.80
	Čelić	14.08.2018	37	412,111.70
	Doboj-Istok	15.02.2018	12	79,029.10
	Gradačac	23.07.2018	173	3,875,704.91
	Gračanica	13.02.2018	346	9,418,434.52
	Kalesija	27.07.2018	120	2,105,332.65
	Kladanj	03.05.2018	30	534,410.00
	Lukavac	08.08.2018	95	2,874,430.71
	Sapna	06.08.2018	17	273,275.00
	Srebrenik	03.07.2018	75	1,684,694.00
	Teočak	06.11.2018	8	32,000.00
	Tuzla	05.09.2018	355	19,523,825.18
	Živinice	16.01.2018	133	5,964,161.31
TOTAL			1490	48,974,410.88
Zeničko-dobojski	Breza	19.02.2018	230	7,477,782.90
	Doboj-Jug	15.01.2018	46	2,589,491.74
	Kakanj	06.02.2018	242	4,854,568.41
	Maglaj	20.02.2018	119	7,941,341.96
	Olovo	10.07.2018	78	7,154,363.66
	Tešanj	17.05.2017	373	8,596,156.54
	Vareš	12.12.2017	94	6,721,452.15
	Visoko	26.02.2018	417	12,928,352.33
	Zavidovići	22.03.2018	228	4,640,120.20
	Zenica	12.02.2018	855	55,708,621.58
	Žepče	05.10.2017	239	9,383,024.43
	Usora	16.02.2018	22	397,386.04
	TOTAL			2943
Bosansko-podrinjski kanton Goražde	Goražde	06.02.2018	135	10,144,930.00
	Pale-Prača	08.03.2018	12	190,630.00
	Foča-Ustikolina	12.03.2018	21	267,310.00
TOTAL			168	10,602,870.00

Canton	LSG unit	SPR entry start	Number of contracts	The sum of money realized
Srednjobosanski	Bugojno	19.09.2017	240	5,897,772.63
	Busovača	09.11.2017	121	1,103,338.46
	Dobretići	12.01.2018	2	1,000.00
	Donji Vakuf	11.10.2017	114	1,455,459.25
	Fojnica	24.01.2018	62	2,674,233.95
	Gornji Vakuf-Uskoplje	16.11.2017	47	1,768,965.64
	Jajce	02.11.2017	120	3,949,882.60
	Kiseljak	02.11.2017	171	3,647,575.90
	Kreševo	04.10.2017	36	1,055,878.80
	Novi Travnik	15.02.2018	123	2,334,401.92
	Travnik	18.09.2017	478	13,883,202.74
	Vitez	14.09.2017	150	5,863,626.35
	TOTAL			1664
Hercegovačko-neretvanski	Čapljina	28.07.2017	140	4,734,778.93
	Čitluk	03.04.2018	32	4,812,474.32
	Jablanica	13.02.2018	77	2,438,032.43
	Konjic	04.05.2018	134	4,044,905.44
	Mostar	09.10.2017	582	61,135,643.54
	Neum	23.10.2018	16	2,550,015.45
	Prozor-Rama	09.07.2018	16	834,884.35
	Ravno	-	-	-
	Stolac	-	-	-
TOTAL			997	80,550,734.46
Zapadnohercegovački	Grude	29.08.2018	47	849,647.00
	Ljubuški	16.07.2018	66	1,944,085.00
	Posušje	26.03.2018	100	1,903,485.20
	Široki Brijeg	05.07.2018	75	3,043,057.63
TOTAL			288	7,740,274.83
Kanton Sarajevo	Centar Sarajevo	23.01.2017	678	109,767,769.65
	Hadžići	16.05.2017	431	24,596,729.32
	Ilidža	23.01.2018	485	42,460,453.45
	Ilijaš	13.10.2017	352	18,645,999.01
	Novi Grad Sarajevo	-	-	-
	Novo Sarajevo	16.03.2017	801	145,721,973.85
	Stari Grad Sarajevo	07.11.2017	246	30,599,904.68
	Trnovo	30.05.2018	65	4,081,723.20
	Vogošća	13.09.2018	138	9,925,439.26
TOTAL			3196	385,799,992.42
Kanton 10	Bosansko Grahovo	17.05.2018	7	49,425.79
	Drvar	17.05.2018	8	114,823.32
	Glamoč	04.07.2018	20	132,093.80
	Kupres	01.01.2019	40	888,016.10
	Livno	01.01.2019	8	242,456.52
	Tomislavgrad	19.02.2018	141	2,499,686.10
TOTAL			224	3,926,501.63

Note: The above table are indicated LSG in which registration of the contract was made throughout 2018.

APPENDIX 2: Overview of total registered contracts per real estate market with contract values that are processed by the LSG in Federation BH³

LSG unit		Apartments	House	Garaže	Agricultural land	Building land	Forest	Other land-infertile	Commercial real estate	Industrial buildings	Other real estate	TOTAL by LSG unit
Banovići	Volume	24	1	3	17	14		1	0			60
	Price	850,506	9,600	27,710	74,750	229,000		2,000	15,000			1,208,566
Bihać	Volume	83	33	10	107	92	1	2	9	1	1	339
	Price	5,710,411	1,848,759	85,200	1,214,824	2,731,818	15,000	20,500	1,151,949	290,000	100	13,068,560
Bosanska Krupa	Volume	11	10		52	11	6		2			92
	Price	304,970	226,000		305,920	85,500	18,287		194,000			1,134,677
Bosanski Petrovac	Volume	12	5		13	3						33
	Price	181,212	91,558		42,428	13,978						329,176
Bosansko Grahovo	Volume	3			1							4
	Price	35,426			3,800							39,226
Breza	Volume	17	17	3	105	10	4	6	1			163
	Price	558,500	830,224	9,800	2,657,455	174,500	53,390	50,854	57,000			4,391,723
Bugojno	Volume											
	Price											
Busovača	Volume	3	18		64	7	4	7	1			104
	Price	47,000	463,542		287,644	16,260	8,500	81,343	30,550			934,838
Bužim	Volume		13		41		10		1		1	66
	Price		380,289		536,480		50,250		200,000		5,000	1,172,019
Cazin	Volume	22	25	2	32	111	6		8		2	208
	Price	1,503,182	943,531	18,000	282,675	1,233,864	27,300		352,024		8,500	4,369,076
Centar Sarajevo	Volume	311	16	26	12	7	2		15		3	392
	Price	39,918,053	3,531,712	447,890	1,732,184	1,393,873	68,000		4,987,939		19,900	52,099,552
Čapljina	Volume	17	4	2	22	7	1		2		1	56
	Price	1,021,002	229,000	26,400	339,796	136,112	2,800		180,000		8,200	1,943,310
Čelić	Volume											
	Price											
Čitluk	Volume	12	1		7	5	1		2			28
	Price	1,259,021	120,000		462,044	235,208	1,000		2,340,000			4,417,273

³ Appendix 2 applies to contracts having a single price for each property in the contract (not containing mixed contracts).

LSG unit		Apartments	House	Garaže	Agricultural land	Building land	Forest	Other land-infertile	Commercial real estate	Industrial buildings	Other real estate	TOTAL by LSG unit
Doboj-Istok	Volume					1						1
	Price					10,000						10,000
Doboj-Jug	Volume		1		1	27	1					30
	Price		50,000		1,515	1,790,413	1,410					1,843,338
Dobretići	Volume											
	Price											
Domaljevac-Šamac	Volume				10	1						11
	Price				70,956	23,280	313					94,549
Donji Vakuf	Volume	8	13		54		3	1	2			81
	Price	165,000	263,000		249,270		18,100	500	139,000			834,870
Drvar	Volume	2	3						2			7
	Price	15,500	67,823						31,500			114,823
Foča u FBiH	Volume		0		14		1	3				18
	Price		73,575		139,121		14,335	28,599				255,630
Fojnica	Volume	5	13	2	13	1	1	2	3			40
	Price	165,500	285,865	60,865	79,000	48,285	4,000	551,642	243,000			1,438,157
Glamoč	Volume	1	1	1	5			1				9
	Price	15,000	8,000	800	16,784			5,000				45,584
Goražde	Volume	39	6	1	17		1	5	2			71
	Price	1,721,170	266,300	3,500	127,520		5,000	12,900	99,800			2,236,190
Gornji Vakuf-Uskoplje	Volume				1	1						2
	Price				5,000	21,000						26,000
Gračanica	Volume	20	48	1	87	24	23	3	6	1	3	216
	Price	921,740	1,706,614	8,450	1,385,882	241,250	46,000	8,400	563,600	250,000	47,880	5,179,816
Gradačac	Volume	5	1		46	9	9	2	2		1	75
	Price	294,325	25,000		679,705	204,000	32,550	1,700	245,000		1,000	1,483,280
Grude	Volume		3		19	15	2	1	1			41
	Price		152,000		258,040	115,764	62,400	4,900	54,500			647,604
Hadžići	Volume	38	48	2	252	23	15	7	5		2	392
	Price	1,912,668	4,592,210	8,900	12,301,728	1,224,086	723,250	26,667	116,000		13,000	20,918,510
Ilidža	Volume	4	2		27	3	5					41
	Price	340,000	309,788		1,083,552	751,350	60,500					2,545,190

LSG unit		Apartments	House	Garaže	Agricultural land	Building land	Forest	Other land-infertile	Commercial real estate	Industrial buildings	Other real estate	TOTAL by LSG unit
Ilijaš	Volume	19	28	2	5	238	11	3	3		1	310
	Price	1,009,800	1,766,201	21,500	57,100	10,159,712	149,226	84,742	94,900		15,000	13,358,181
Jablanica	Volume	7	2	2	23	12	4	1				51
	Price	373,384	125,000	17,840	220,090	192,390	49,379	120,000				1,098,082
Jajce	Volume	30	7	1	14	6	1	1	2		2	64
	Price	723,596	299,450	2,000	19,550	61,200	1,000	500	184,500		350	1,292,146
Kakanj	Volume	21	33	13	92	29	0	3	11			202
	Price	876,440	1,030,810	154,474	830,993	287,030	13,063	18,300	679,992			3,891,102
Kalesija	Volume	5	3	4	71	6	8	1	1			99
	Price	233,900	103,000	30,900	632,435	162,000	46,050	10	715,000			1,923,295
Kiseljak	Volume	5	21	1	94	20	2	2	9		1	155
	Price	182,940	840,648	7,500	1,149,780	578,879	6,315	4,500	520,375		2,500	3,293,437
Kladanj	Volume	2	2		16	3	1			1		25
	Price	74,225	65,500		72,500	20,500	7,000			230,000		469,725
Ključ	Volume	17	17	1	21	6			1		1	64
	Price	491,107	272,368	3,500	139,270	47,948			1,580,000		30,000	2,564,193
Konjic	Volume	24	19	4	35	1	6	1	7		1	98
	Price	1,128,400	733,356	54,500	273,227	9,000	49,890	5,000	666,000		9,000	2,928,373
Kreševo	Volume	2	4		15	3		1	2		1	28
	Price	30,000	64,000		117,704	202,000		1,000	44,000		2,000	460,704
Kupres	Volume											
	Price											
Livno	Volume					1						1
	Price					7,000						7,000
Ljubuški	Volume	9	4	3	17	3	13	1	2		3	55
	Price	506,685	347,334	48,201	259,072	31,541	81,284	23,000	148,316		39,102	1,484,535
Lukavac	Volume	14	1		13		1		1			30
	Price	975,831	10,000		52,500		600		22,000			1,060,931
Maglaj	Volume	8	22	4	39	6	2	1	1			83
	Price	355,000	554,727	19,200	314,825	26,600	5,100	1,000	50,000			1,326,452
Mostar	Volume	243	27	11	49	14		1	25	1	2	373
	Price	18,181,828	1,707,652	121,904	1,001,528	1,270,790		20,750	8,862,371	1,250,000	10,843,519	43,260,342

LSG unit		Apartments	House	Garaže	Agricultural land	Building land	Forest	Other land-infertile	Commercial real estate	Industrial buildings	Other real estate	TOTAL by LSG unit
Neum	Volume	1	5			3						9
	Price	115,000	1,411,287			148,149						1,674,436
Novi Grad Sarajevo	Volume											0
	Price											0
Novi Travnik	Volume	12	2	1	23	1						39
	Price	427,967	145,000	3,000	192,400	552						768,919
Novo Sarajevo	Volume	549	39	53	2	19			44		6	712
	Price	55,808,232	5,164,336	757,401	151,650	827,002			16,638,763		16,100	79,363,484
Odžak	Volume											0
	Price											0
Olovo	Volume	2	1		50	3	2		1			59
	Price	78,000	38,000		3,007,568	26,000	29,125		37,200			3,215,893
Orašje	Volume	10	1		31	1	1		1			45
	Price	514,484	29,000		174,654	16,750	2,000		74,000			810,888
Pale-Prača	Volume		2		3			1				6
	Price		30,000		69,500			350				99,850
Posušje	Volume	10		0	32	17	8		1		0	68
	Price	533,595		12,317	159,072	150,320	99,786		100,050		72	1,055,212
Prozor-Rama	Volume		2		2		1					5
	Price		85,000		7,600		15,284					107,884
Ravno	Volume											0
	Price											0
Sanski Most	Volume	40	36	5	107	21	5	5	3			222
	Price	1,949,875	1,554,531	38,661	949,030	935,605	26,425	49,821	142,400			5,646,347
Sapna	Volume	3	1		8		2					14
	Price	96,000	30,000		44,275		3,400					173,675
Srebrenik	Volume	1			1							2
	Price	32,000			3,000							35,000
Stari Grad Sarajevo	Volume	83	55	5	14	17	3	2	14			193
	Price	11,922,882	5,108,493	97,500	373,450	966,000	147,580	52,500	3,894,079			22,562,484
Stolac	Volume											0
	Price											0

LSG unit		Apartments	House	Garaže	Agricultural land	Building land	Forest	Other land-infertile	Commercial real estate	Industrial buildings	Other real estate	TOTAL by LSG unit
Široki Brijeg	Volume	3	7		13	38	7		3			71
	Price	135,916	784,113		60,328	1,447,774	67,058		324,992			2,820,180
Teočak	Volume		1		4	2						7
	Price		12,500		10,500	9,000						32,000
Tešanj	Volume	6	15	3	242	18	27	33	2			346
	Price	270,000	551,042	38,996	3,979,933	972,821	351,540	656,367	72,500			6,893,200
Tomislavgrad	Volume	11	4	1	40	41		7	4		1	109
	Price	723,421	27,583	5,400	378,755	350,610		15,908	426,300		5,000	1,932,977
Travnik	Volume	50	42	12	125	9	8	5	27			278
	Price	2,270,263	1,286,095	185,100	959,968	829,857	15,902	17,000	1,891,895			7,456,080
Trnovo	Volume	13	1	1	21	12	1		1		1	51
	Price	1,227,494	13,000	23,700	191,875	603,930	1,870		205,000		750	2,267,619
Tuzla	Volume	106	7	44	32	52	3	3	18		10	275
	Price	6,936,076	169,250	724,381	299,462	1,567,705	22,000	14,600	1,317,712		115,996	11,167,182
Usora	Volume		1		4	7	1	2				15
	Price		20,000		25,127	206,441	30,533	3,165				285,266
Vareš	Volume	15	3	5	37		3		3			66
	Price	177,415	52,000	6,150	4,269,938		223,024		99,792			4,828,319
Velika Kladuša	Volume	20	19	8	81	22	14	22	3		1	190
	Price	1,086,560	796,500	127,020	839,637	564,720	58,926	576,940	129,500		15,000	4,194,803
Visoko	Volume	14	34	1	147	13	7	1	5		9	231
	Price	972,000	1,304,302	12,820	1,864,850	925,471	77,766	2,500	330,600		37,793	5,528,102
Vitez	Volume	23	22	4	32	43	3		8		1	136
	Price	887,200	473,500	53,700	179,900	522,374	4,300		2,861,173		11,000	4,993,146
Vogošća	Volume	14		0	7	5			1			27
	Price	1,124,510		9,000	531,430	108,709			67,000			1,840,649
Zavidovići	Volume	15	25	1	80	4	12		3			140
	Price	678,300	666,095	1,000	378,322	88,475	44,850		315,000			2,172,042
Zenica	Volume	213	91	14	128	28	2		18	2		496
	Price	12,507,386	4,499,722	198,200	2,081,049	3,287,541	5,500		4,191,538	185,000		26,955,936
Žepče	Volume	8	15		123	2	7	3	10	1		169
	Price	261,500	451,675		872,195	4,500	34,000	10,500	3,620,591	50,000		5,304,961
Živinice	Volume	30	9	1	55	6	8	2	1		1	113
	Price	1,819,365	819,000	10,000	1,013,963	403,560	113,400	6,000	900,000		31,284	5,116,571
TOTAL IN FBIH	Volume	2295	912	258	2967	1104	270	143	300	7	56	8312
	Price	184,638,762	49,916,462	3,483,379	52,548,076	38,699,996	2,995,560	2,479,458	62,208,401	2,255,000	11,278,046	410,503,141

APPENDIX 3: Overview of Registered Prices for Residential Buildings by Cantons of the Federation of BH

Canton	Type of residential building	Number of real estate	Minimum realized		Maximum realized	
			Price (BAM)	Location	Price (BAM)	Location
Una-Sana Canton	House	295	2,000	Sanski Most	370,000	Sanski Most
	Terraced house	2	2,000	Bihać	79,170	Cazin
	Duplex house	0				
	Summer house	15	4,000	Sanski Most	195,583	Bihać
Posavina Canton	House	2	9,000	Orašje	29,000	Orašje
	Terraced house	0				
	Duplex house	0				
	Summer house	0				
Tuzla Canton	House	194	3,000	Tuzla	650,374	Gračanica
	Terraced house	1	9,600	Banovići	9,600	Banovići
	Duplex house	3	19,600	Tuzla	19,600	Tuzla
	Summer house	11	4,250	Tuzla	26,000	Kladanj
Zenica-Doboj Canton	House	384	2,000	Žepče	250,000	Zenica
	Terraced house	3	30,000	Zenica	125,000	Zenica
	Duplex house	2	20,000	Maglaj	50,000	Breza
	Summer house	16	4,000	Tešanj	55,000	Breza
Bosnian-Podrinje Canton Goražde	House	18	8,000	Foča u FBiH	80,000	Goražde
	Terraced house	0				
	Duplex house	0				
	Summer house	0				
Central Bosnia Canton	House	198	1,000	Busovača	283,600	Kreševo
	Terraced house	0				
	Duplex house	0				
	Summer house	15	500	Busovača	38,000	Busovača
Herzegovina-Neretva Canton	House	80	500	Konjic	782,332	Neum
	Terraced house	0				
	Duplex house	0				
	Summer house	4	12,000	Konjic	146,687	Neum
West Herzegovina Canton	House	15	15,000	Ljubuški	197,332	Široki Brijeg
	Terraced house	0				
	Duplex house	0				
	Summer house	0				
Sarajevo Canton	House	247	1,000	Hadžići	1,000,000	Hadžići
	Terraced house	4	300,000	Centar Sarajevo	600,000	Centar Sarajevo
	Duplex house	1	50,000	Centar Sarajevo	50,000	Centar Sarajevo
	Summer house	13	6,000	Ilijaš	130,000	Hadžići
Canton 10	House	9	400	Tomislavgrad	10,000	Drvar
	Terraced house	0				
	Duplex house	0				
	Summer house	1	8,000	Glamoč	8,000	Glamoč