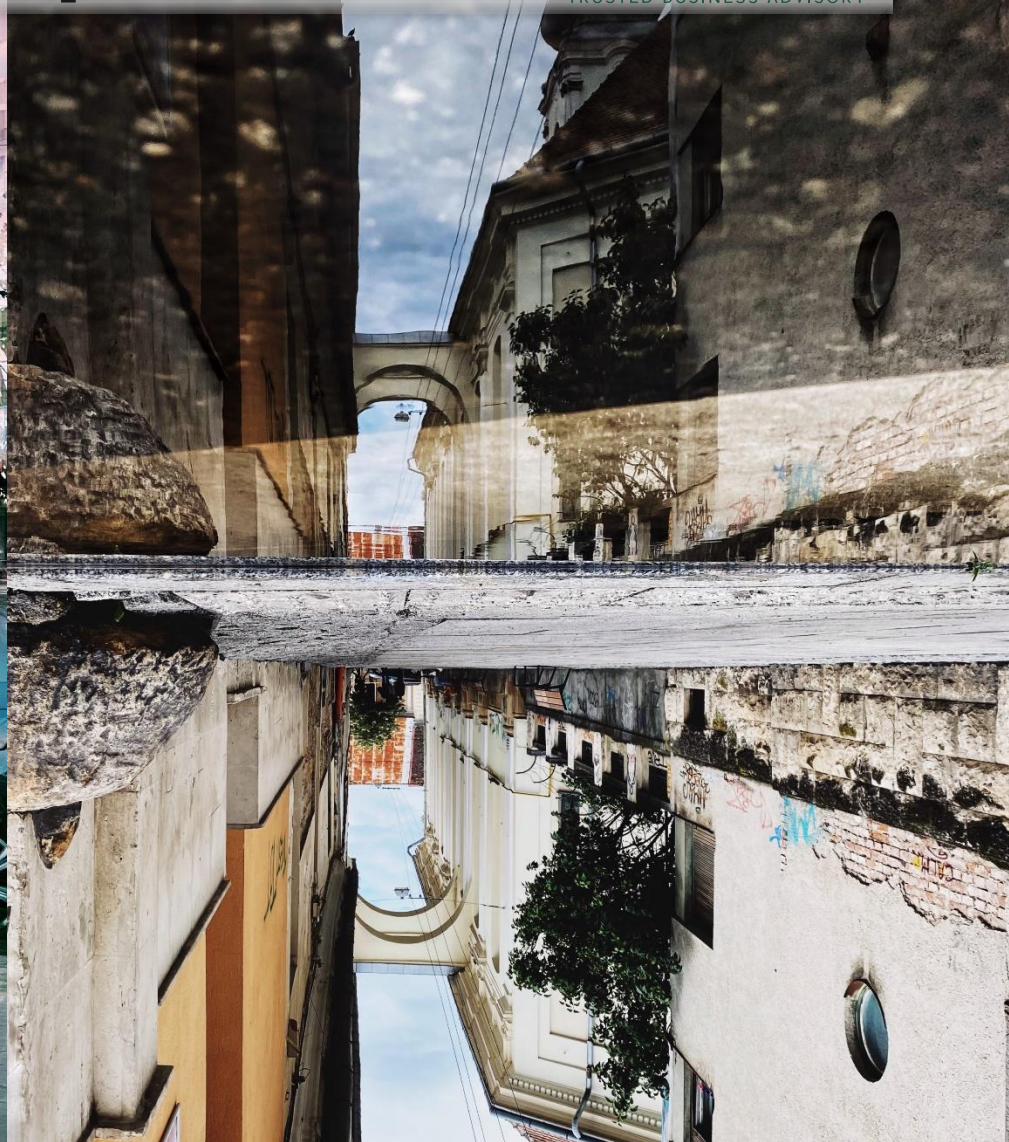




**Cluj-Napoca City Hall
and Local Council**

Cluj-Napoca 2020



Real Estate Transactions Guide



Dear readers,

The 8th Edition of the Real Estate Transactions Guide, carried out by Veridio in partnership with the City Hall of Cluj-Napoca, is based on the information collected by the City Hall from the sale-purchase agreements concluded in 2020.

In this year's edition it is observed that at the entire level of the real estate market of Cluj-Napoca, the COVID 19 pandemic had a minor impact, followed by a rapid recovery. There was a higher interest in houses and plots of land, which led to higher prices for these types of properties

We find that the real estate market in Cluj-Napoca experienced an intense activity in 2020, with real estate transactions of almost EUR 680.6 million, at a similar level with the previous year. However, the value distribution is different, so that land transactions increased by 36% (EUR 31 million), and house transactions increased by 11% (EUR 92 million) compared to 2019.

The value of apartment transactions decreased by 2% compared to 2019, but the average price per square meter of apartments in 2020 increased to 1,477 EUR/sqm, by over 8.4% compared to 2019.

70% of buyers are from Cluj County, but the interest from nearby counties is maintained, so that over 28% of buyers in 2020 come from other counties, and just under 2% come from abroad.

We invite you to find many other interesting details by browsing the pages of the eighth edition of the Cluj-Napoca Real Estate Transactions Guide.

Adrian Vascu

Senior Partner Veridio

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The districts of Cluj-Napoca

At present, Cluj-Napoca's districts are: Centru, Zorilor, Mănăştur, Grigorescu, Gheorgheni, Andrei Mureşanu, Mărăşti, Iris, Bulgaria, Dâmbul Rotund, Someşeni, Plopilor, Gruia, Între Lacuri, Bună Ziua, Europa, Colonia Sopor, Colonia Făget, Colonia Borhanci, Colonia Becaş and the adjacent area.

The period of real estate expansion led to the densification of consecrated districts, respectively Gheorgheni, Mărăşti, Andrei Mureşanu, Zorilor, Gruia, Grigorescu, Mănăştur, Plopilor, as well as looking for less dense areas, conducive to development, such as Câmpului (Mănăştur), Bună Ziua, Europa, Plopilor Noi, Făget, Becaş, Borhanci and Sopor.





Some key figures

The total value of real estate transactions in 2020 was EUR 680.6 million, similar to that of 2019.

The most significant share was represented by the apartments, with 60% of the total value.

The average price per square meter of the apartments traded in 2020 was 1,477 EUR/sqm, 8.4% higher than the average square meter price of 1,362 EUR/sqm recorded in 2019.

70% of the buyers come from Cluj county, while almost 28% come from other counties of the country, and less than 2% come from abroad.

Did you know...



Fabricii Street recorded the most valuable transactions (~ EUR 27.6 million) and the most numerous transactions (550 transactions)

The district with the fewest transactions and the least valuable transactions is Făget

Most transactions (1,112) were recorded in March. Also, the highest monthly value of transactions was recorded in March, approx. EUR 89.9 million

The most frequently traded plots of land were between 500 - 1,000 sqm

Apartments with net area between 35-55 sqm were most frequently traded

The most expensive house traded is located in Centru district, in the area of George Coșbuc Street, and the transaction was completed at EUR 1.3 million

The most expensive plot of land was traded in Măraști district, for EUR 0.5 million

Măraști was the district with the most transactions (1,272 transactions) and the most valuable transactions in 2020 (~ EUR 96.2 million)

The most valuable transaction was concluded by a legal entity and includes a commercial building worth over EUR 5.7 million located in the area of Piața Unirii

Acquisitions of legal entities represent 20.3% of transactions value

Top 10 most valuable transactions of legal entities account for more than 19% of the EUR 137.9 million traded by legal entities in 2020

Approximately 70% of the concluded transactions had a local buyer (Cluj County)



Real estate transactions 2020

The structure of the 2020 transactions was extracted from the database provided by the Local Tax Department of Cluj-Napoca City Hall, including 8,723 transactions, and is presented in the following table.

Transaction structure of Cluj-Napoca in 2020

District	Type of property				Total
	Land	House	Apt.	Other	
Andrei Muresanu	16	31	138	69	254
Becas	22	16	57	35	130
Borhanci	42	30	69	42	183
Bulgaria	1	11	480	211	703
Buna Ziua	8	6	301	125	440
Centru	2	22	322	180	526
Dambul Rotund	35	77	127	147	386
Europa	28	30	343	187	588
Faget	14	19	3	12	48
Intre Lacuri	2	14	213	107	336
Gheorgheni	3	33	432	171	639
Grigorescu	17	24	168	43	252
Gruia	6	19	34	30	89
Iris	99	60	385	177	721
Manastur	46	29	533	198	806
Marasti	1	10	855	406	1,272
Plopilor	1	10	120	90	221
Someseni	19	37	130	112	298
Sopor	27	5	195	141	368
Zorilor	5	10	143	60	218
Other areas	223	5	-	17	245
Total	617	498	5,048	2,560	8,723

Source: Analysis of the database provided by Cluj-Napoca City Hall

Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall

The analysis of apartment transactions is presented in detail at district level, with a total of 5,048 transactions.

Transactions with residential properties, such as houses (land and building) have a non-homogeneous structure that does not allow a relevant analysis at district level, hence the conclusions were expressed globally.



Real estate transactions 2020

The total value of real estate transactions in 2020 was approximately EUR 680.6 million, of which apartments accounted for the most significant share, 61%. Traded houses accounted for 14%, and plots of land for 5% of the total traded value.

Value of real estate transactions in Cluj-Napoca in 2020

District EUR	Type of property				Total
	Land	House	Apt.	Other	
Andrei Muresanu	2,134,082	9,941,613	12,126,078	3,987,054	28,188,826
Becas	1,676,235	3,668,186	4,555,956	1,634,458	11,534,835
Borhanci	3,308,814	5,177,571	6,115,873	6,619,518	21,221,775
Bulgaria	27,958	1,791,317	30,561,387	15,952,983	48,333,645
Buna Ziua	485,686	1,000,923	29,277,511	5,702,980	36,467,100
Centru	170,855	6,768,441	30,025,664	22,259,514	59,224,474
Dambul Rotund	1,465,289	9,573,854	8,021,523	5,497,146	24,557,813
Europa	2,613,176	6,379,182	27,545,024	8,739,796	45,277,179
Faget	1,591,127	4,052,907	293,792	1,167,403	7,105,229
Intre Lacuri	48,817	3,466,616	14,723,236	9,300,071	27,538,741
Gheorgheni	554,210	6,372,715	36,195,443	7,680,630	50,802,997
Grigorescu	1,433,040	5,108,591	14,174,676	3,561,577	24,277,884
Gruia	854,633	3,495,115	3,016,311	1,369,717	8,735,776
Iris	4,702,181	7,713,761	26,373,309	10,460,729	49,249,980
Manastur	2,133,737	5,087,624	39,031,625	3,548,249	49,801,236
Marasti	510,000	1,432,399	72,922,673	21,290,193	96,155,265
Plopilor	160,000	1,038,317	10,822,176	2,084,818	14,105,310
Someseni	960,493	6,076,740	10,128,892	11,007,282	28,173,407
Sopor	1,316,461	1,472,549	18,182,983	3,748,991	24,720,984
Zorilor	955,000	2,076,273	12,124,841	4,847,569	20,003,684
Other areas	3,836,747	515,549	-	789,631	5,141,927
Total	30,938,542	92,210,242	406,218,973	151,250,309	680,618,066

Source: Analysis of the database provided by Cluj-Napoca City Hall

Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall



Transactions with apartments

Number of transactions: 5,048

Transactions value: EUR 406 mill.

Traded net area: 275,083 sqm

Most transactions: area between 35-55 sqm

Apartments built after 2000: 70% of the value of transactions

Average price: 1,477 EUR/sqm



Transactions with apartments 2020 - Cluj-Napoca

Description	Area				Age		Total
	>75	55 - 75	35 - 55	<35	<2000	>2000	
Trans. no.	569	1,584	2,379	516	1,683	3,365	5,048
Trans. val. (EUR'000)	68,955	144,633	168,931	23,700	131,099	275,120	406,219
Median u.p. (EUR/sqm)	1,259	1,454	1,510	1,796	1,627	1,431	1,494
Avg. u.p. (EUR/sqm)	1,369	1,451	1,514	1,767	1,587	1,430	1,477
Net area	50,355	99,707	111,612	13,409	82,625	192,458	275,083

Socurce: Analysis of the database provided by Cluj-Napoca City Hall

Transactions with apartments in 2020 - Cluj-Napoca

District	Trans. no.	Surface sqm	Trans. Val. EUR'000	Avg. price EUR/sqm
Andrei Muresanu	138	8,064	12,126	1,504
Becas	57	3,477	4,556	1,310
Borhanci	69	4,339	6,116	1,409
Bulgaria	480	24,335	30,561	1,256
Buna Ziua	301	18,679	29,278	1,567
Centru	322	17,168	30,026	1,749
Dambul Rotund	127	6,583	8,022	1,219
Europa	343	19,340	27,545	1,424
Faget	3	301	294	976
Intr Lacuri	213	9,022	14,723	1,632
Gheorgheni	432	22,355	36,195	1,619
Grigorescu	168	9,347	14,175	1,516
Gruia	34	1,925	3,016	1,567
Iris	385	20,187	26,373	1,306
Manastur	533	27,275	39,032	1,431
Marasti	855	48,503	72,923	1,503
Plopilor	120	6,850	10,822	1,580
Someseni	130	7,083	10,129	1,430
Sopor	195	12,313	18,183	1,477
Zorilor	143	7,936	12,125	1,528
Total	5,048	275,083	406,219	1,477

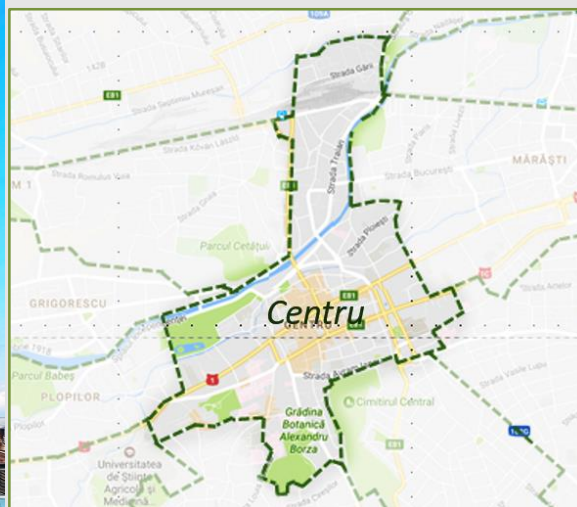
Socurce: Analysis of the database provided by Cluj-Napoca City Hall



Transactions with apartments in the city centre



Number of apartments: 322
Value: EUR 30,026 thousand
Average price: 1,749 EUR/sqm



Source: Google Maps, Cluj-Napoca City Hall

Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall

The city centre is the main cultural, financial and administrative area of the city. Includes new and old, mixed-use buildings, pedestrianized streets and is bordered by: Nadăș River (North), Paris St., Pitești St. and Someșul Mic River (East), B.P. Hașdeu St. and Avram Iancu St. (South), Horea St., G. Coșbuc St. and L. Pasteur St. (West).

The most important traffic arteries are Bd. 21 Decembrie 1989, Calea Dorobanților, Avram Iancu Street, Memorandumului Street, Calea Moților, Eroilor Street and Unirii Square.

Densification of the central area has been achieved through many mixed-use buildings. The ultra-central residential areas include the Central Park area, the old centre, the Cipariu Square, the Ștefan cel Mare square.

Transactions with apartments 2020 - Centru

Description	Area				Age		Total 2020
	>75	55 - 75	35 - 55	<35	<2000	>2000	
Trans. no.	38	92	138	54	238	84	322
Trans. val. (EUR'000)	5,923	10,017	11,118	2,968	21,592	8,433	30,026
Median u.p. (EUR/sqm)	1,733	1,658	1,766	1,995	1,779	1,652	1,514
Avg. u.p. (EUR/sqm)	1,651	1,739	1,744	2,052	1,784	1,666	1,749
Net area	3,588	5,760	6,374	1,446	12,105	5,063	17,168

Source: Analysis of the database provided by Cluj-Napoca City Hall

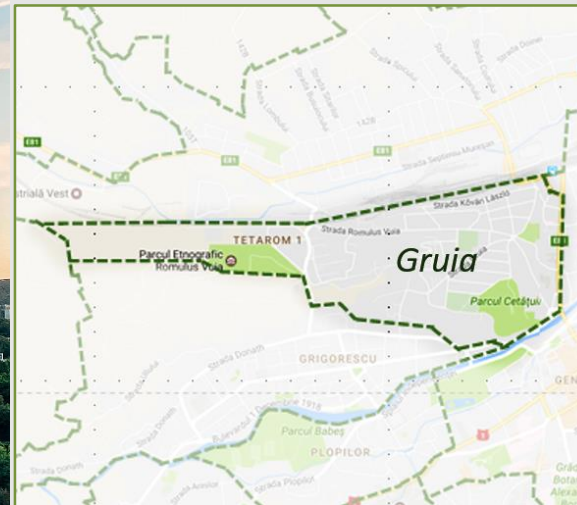
Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall



Transactions with apartments in Gruia



Number of apartments: 34
Value: EUR 3,016 thousand
Average price: 1,567 EUR/sqm



Source: Google Maps, Cluj-Napoca City Hall

Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall

The Gruia district is bordered by the railway line (North), Horea St. (East), Grigorescu district (South), Hoia Forest (West) mainly consisting of individual villas. The main traffic routes are Romulus Vuia St., Gruia St., Emil Racoviță St. and Horea St.

It is known as one of the oldest residential areas of the city, enclosing an area with interwar mansions.

In the period after 1990, the district was slightly densified and still has expensive residential areas, especially in the Cetașuia area.

Being located on the hill, some areas have a high risk of landslides. Includes Tetarom I, the first industrial park, but also the stadium of the CFR Cluj football team, known as Dr. Constantin Rădulescu.

Transactions with apartments 2020 - Gruia

Description	Area				Age		Total 2020
	>75	55 - 75	35 - 55	<35	<2000	>2000	
Trans. no.	8	8	12	6	23	11	34
Trans. val. (EUR'000)	1,348	721	752	195	1,303	1,713	3,016
Median u.p. (EUR/sqm)	1,756	1,139	1,538	1,537	1,418	1,827	1,514
Avg. u.p. (EUR/sqm)	1,765	1,347	1,523	1,474	1,268	1,910	1,567
Net area	764	536	494	132	1,028	897	1,925

Source: Analysis of the database provided by Cluj-Napoca City Hall

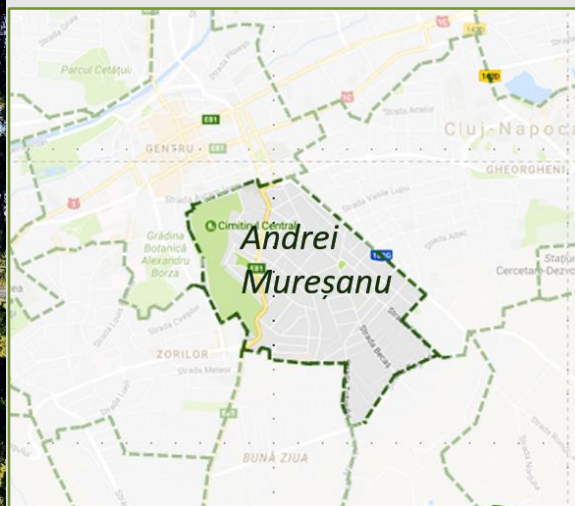
Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall



Transactions with apartments in Andrei Mureșanu



Number of apartments: 138
Value: EUR 12,126 thousand
Average price: 1,504 EUR/sqm



Source: Google Maps, Cluj-Napoca City Hall

Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall

Andrei Mureșanu district is located in the south-east, delimited by: A. Iancu St. (North), Constantin Brâncuși St. and Alverna St. (East), Bună Ziua & Becas districts (South) and the Orthodox Church St.(West), being a popular residential district.

The main traffic arteries are Calea Turzii, Constantin Brâncuși Street and Alexandru Bohățiel Street.

The district has slightly crowded in the aftermath of 1989, being an expensive residential area with adequate infrastructure and occupied by both interwar mansions and new buildings.

New properties are traded at high prices due to proximity to the central area.

Transactions with apartments 2020 - Andrei Muresanu

Description	Area				Age		Total 2020
	>75	55 - 75	35 - 55	<35	<2000	>2000	
Trans. no.	18	39	77	4	17	121	138
Trans. val. (EUR'000)	2,851	3,732	5,296	247	1,935	10,192	12,126
Median u.p. (EUR/sqm)	1,602	1,517	1,501	1,836	1,606	1,504	1,514
Avg. u.p. (EUR/sqm)	1,528	1,483	1,491	1,911	1,521	1,500	1,504
Net area	1,866	2,517	3,552	129	1,272	6,792	8,064

Source: Analysis of the database provided by Cluj-Napoca City Hall

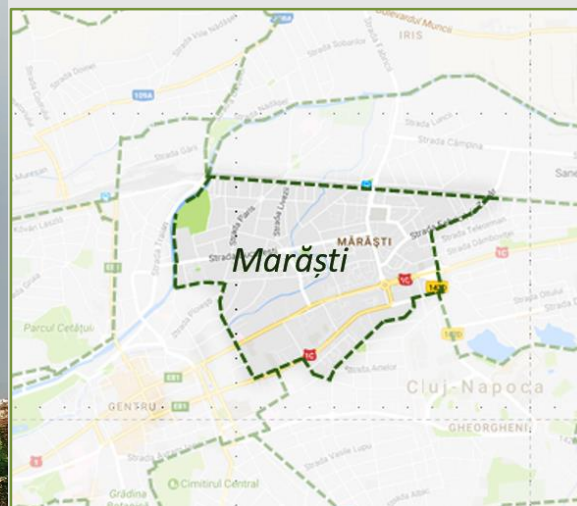
Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall



Transactions with apartments in Mărăști



Number of apartments: 855
Value: EUR 72,923 thousand
Average price: 1,503 EUR/sqm



Source: Google Maps, Cluj-Napoca City Hall

Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall

Marăști district is located in the northeast, being delimited by Răsăritului St. (North), Fabricii de Zahăr and Ialomiței St. (East), Dorobanților St. and Semenicului St. (South), A. Suci St. Pitești St., Paris St. and Someșul Mic (West).

The district includes mainly apartments, but also several industrial sites. The main traffic arteries are București St., Paris St., Fabricii de Zahăr St. and 21 Decembrie 1989 Blvd.

Originally designed as a working district, in recent years it has become an expensive area, which benefits from wide roads and easy access to public transport.

The infrastructure is well developed with retailers, food markets, office space.

Transactions with apartments 2020 - Marasti

Description	Area				Age		Total 2020
	>75	55 - 75	35 - 55	<35	<2000	>2000	
Trans. no.	73	366	377	39	163	692	855
Trans. val. (EUR'000)	8,566	33,781	28,849	1,726	13,346	59,576	72,923
Median u.p. (EUR/sqm)	1,234	1,467	1,618	1,847	1,633	1,494	1,514
Avg. u.p. (EUR/sqm)	1,318	1,458	1,617	1,757	1,579	1,487	1,503
Net area	6,501	23,173	17,846	983	8,450	40,053	48,503

Source: Analysis of the database provided by Cluj-Napoca City Hall

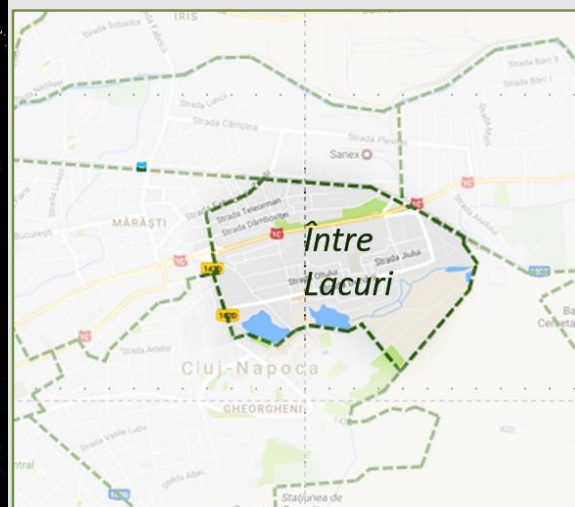
Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall



Transactions with apartments in Între Lacuri



Number of apartments: 213
Value: EUR 14,723 thousand
Average price: 1,632 EUR/sqm



Source: Google Maps, Cluj-Napoca City Hall

Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall

Între Lacuri district is located in the eastern part of the city, being delimited by Fabricii de Zahăr St. and Răsăritului St. (North), Calea Someșeni and Becaș Creek (East), Becaș Creek and Iulius Mall (South), Teodor Mihali St. (West), including mainly residential blocks and houses.

The main traffic streets are the Dunării St., Siret St. and Aurel Vlaicu St. The vicinity with the Gheorgheni and Măraști districts, and the proximity to the Babeș-Bolyai University and Iulius Mall led to the expansion of the district and the construction of many new buildings in recent years.

The eastern part of the district contains an area of individual villas, combined with an old area of houses.

The newest project entered the implementation phase is represented by the new park between Mureșului and Nirajului streets.

Transactions with apartments 2020 - Intre Lacuri

Description	Area				Age		Total 2020
	>75	55 - 75	35 - 55	<35	<2000	>2000	
Trans. no.	18	31	72	92	152	61	213
Trans. val. (EUR'000)	2,383	2,984	5,658	3,699	9,722	5,001	14,723
Median u.p. (EUR/sqm)	1,556	1,523	1,741	1,818	1,710	1,772	1,514
Avg. u.p. (EUR/sqm)	1,485	1,508	1,693	1,764	1,610	1,677	1,632
Net area	1,604	1,979	3,343	2,096	6,039	2,982	9,022

Source: Analysis of the database provided by Cluj-Napoca City Hall

Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall



Transactions with apartments in Gheorgheni



Number of apartments: 432
Value: EUR 36,195 thousand
Average price: 1,619 EUR/sqm



Source: Google Maps, Cluj-Napoca City Hall

Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall

Gheorgheni district (in the south-eastern part), delimited by Gen. Traian Moşoiu St. and Semenicolui St. (North), T. Mihali St., Amza Pellea St. and Sopor district (East), Becaş Creek and Pallocsay orchard (South), C. Brancuşi St. and Alverna St. (West).

It includes many green spaces, blocks of 4-10 floors and individual villas. Access to public transport and broad roadways, the expansion of UBB, FSEGA, the development of Iulius Mall and office buildings have led to the congestion of the district, being considered one of the city's favorite districts.

The district houses the Dan Anca Sports Base and Gheorgheni Sports Base, inaugurated in 2017 (the most modern sports and leisure complex in the city), offering free access to all citizens.

Transactions with apartments 2020 - Gheorgheni

Description	Area				Age		Total 2020
	>75	55 - 75	35 - 55	<35	<2000	>2000	
Trans. no.	51	105	191	85	304	128	432
Trans. val. (EUR'000)	6,698	10,601	14,513	4,384	24,383	11,812	36,195
Median u.p. (EUR/sqm)	1,383	1,588	1,668	1,906	1,716	1,455	1,688
Avg. u.p. (EUR/sqm)	1,479	1,576	1,653	1,887	1,667	1,528	1,619
Net area	4,529	6,725	8,777	2,323	14,625	7,729	22,355

Source: Analysis of the database provided by Cluj-Napoca City Hall

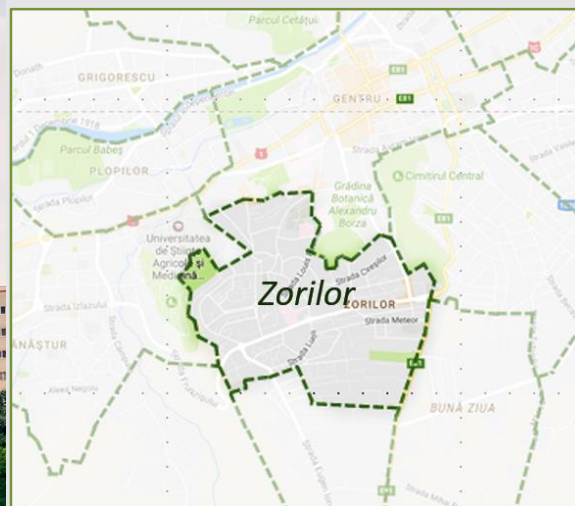
Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall



Transactions with apartments in Zorilor



Number of apartments: 143
Value: EUR 12,125 thousand
Average price: 1,528 EUR/sqm



Socource: Google Maps, Cluj-Napoca City Hall

Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall

Zorilor district is located in the southern direction on the exit towards Turda. It's main borders are: B.P Haşdeu St. and Ceahlău St. (North), Calea Turzii (East), Mikó Imre and M. Eliade (South) Gh. Dima St. (West).

The dwellings have a mixed character, consisting of residential blocks and individual villas. The main traffic arteries are Observatorului St., Zorilor St. and L. Pasteur St.

It hosts the Observatory student complex and is adjacent to the Haşdeu student complex.

After 1990, the development of office spaces, commercial areas, as well as the densification of residential buildings took place.

It has remained one of the best-rated districts, despite crowding in recent years.

Transactions with apartments 2020 - Zorilor

Description	Area				Age		Total 2020
	>75	55 - 75	35 - 55	<35	<2000	>2000	
Trans. no.	25	45	49	24	86	57	143
Trans. val. (EUR'000)	3,107	4,222	3,552	1,244	7,187	4,937	12,125
Median u.p. (EUR/sqm)	1,302	1,567	1,586	2,139	1,676	1,424	1,514
Avg. u.p. (EUR/sqm)	1,435	1,495	1,517	2,052	1,602	1,431	1,528
Net area	2,165	2,823	2,341	607	4,487	3,449	7,936

Socource: Analysis of the database provided by Cluj-Napoca City Hall

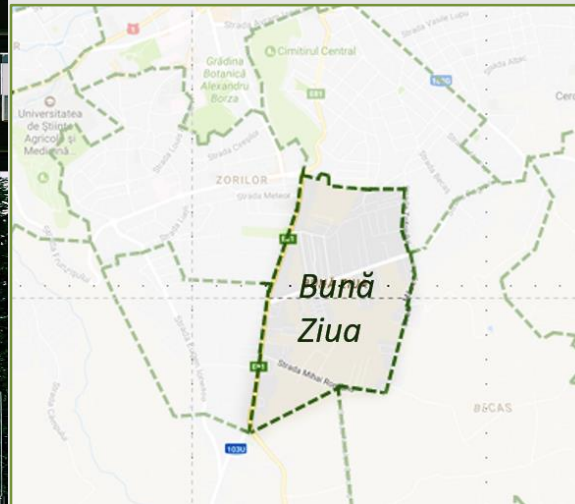
Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall



Transactions with apartments in Bună Ziua



Number of apartments: 301
Value: EUR 29,278 thousand
Average price: 1,567 EUR/sqm



Socurce: Google Maps, Cluj-Napoca City Hall

Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall

Bună Ziua district is relatively new, in a continuous development, including individual villas and residential blocks of 4-10 floors.

The district is bounded by Andrei Mureșanu district (North), Trifoiului St. and Măceșului St. (East), Mihai Românul St. (South) and Calea Turzii (West).

The main traffic arteries are Calea Turzii, Mihai Românul St., Fagului St. and Bună Ziua street, the latter being subjected between 2019 and 2020 to an extensive modernization process.

Because it is an area of intense real estate development, urbanization is of low quality.

It is bordered by three well-established residential districts: Gheorgheni, Andrei Mureșanu and Zorilor.

Transactions with apartments 2020 - Buna Ziua

Description	Area				Age		Total 2020
	>75	55 - 75	35 - 55	<35	<2000	>2000	
Trans. no.	59	146	94	2	-	301	301
Trans. val. (EUR'000)	7,385	13,816	7,947	130	-	29,278	29,278
Median u.p. (EUR/sqm)	1,379	1,563	1,673	1,971	-	1,579	1,514
Avg. u.p. (EUR/sqm)	1,488	1,533	1,712	1,970	-	1,567	1,567
Net area	4,962	9,011	4,641	66	-	18,679	18,679

Socurce: Analysis of the database provided by Cluj-Napoca City Hall

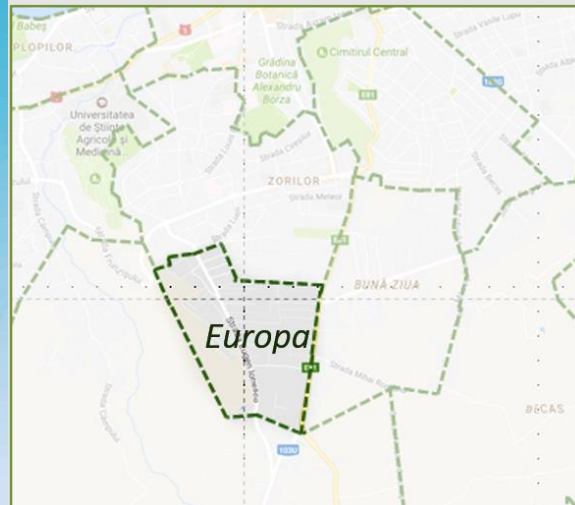
Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall



Transactions with apartments in Europa



Number of apartments: 343
Value: EUR 27,545 thousand
Average price: 1,424 EUR/sqm



Source: Google Maps, Cluj-Napoca City Hall

Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall

Europa district is located in the southern part of the city, near Eugen Ionesco St. (the main thoroughfare) and includes mainly new buildings such as individual villas.

It is delimited by Mikó Imre St. and Mircea Eliade St. (North), Calea Turzii (East) and Făget district (South and West).

The district is an intensive development area, representing an extension of the Zorilor district.

Recent developments have shown a real interest in individual construction, but the district lacks urban integration elements (infrastructure, public spaces - parks, squares). However, increased interest in this area has led to the residential real estate development of Colonia Făget.

Transactions with apartments 2020 - Europa

Description	Area				Age		Total 2020
	>75	55 - 75	35 - 55	<35	<2000	>2000	
Trans. no.	43	130	164	6	-	343	343
Trans. val. (EUR'000)	4,661	11,132	11,460	292	-	27,545	27,545
Median u.p. (EUR/sqm)	1,257	1,477	1,468	1,516	-	1,444	1,514
Avg. u.p. (EUR/sqm)	1,282	1,437	1,476	1,488	-	1,424	1,424
Net area	3,635	7,745	7,764	196	-	19,340	19,340

Source: Analysis of the database provided by Cluj-Napoca City Hall

Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall



Transactions with apartments in Grigorescu



Number of apartments: 168
Value: EUR 14,175 thousand
Average price: 1,516 EUR/sqm



Source: Google Maps, Cluj-Napoca City Hall

Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall

Grigorescu district (in the north-west) is bounded by Hoia forest (West), Gruia district (North), centre (East), Someșul Mic (South) and it is crossed by 3 main traffic arteries: , Eremia Grigorescu St., 1 Decembrie 1918 Blvd. and Alexandru Vlahuță St.

Within the district there are blocks of 4-10 floors, as well as individual dwellings and villas.

It is a classic residential district with adequate infrastructure. There are also some areas where new housing blocks were built in the period after 1990, but there is also a high interest in individual villas developed in recent years near Uliului St.

Transactions with apartments 2020 - Grigorescu

Description	Area				Age		Total 2020
	>75	55 - 75	35 - 55	<35	<2000	>2000	
Trans. no.	18	50	92	8	155	13	168
Trans. val. (EUR'000)	2,163	4,685	6,912	414	13,002	1,172	14,175
Median u.p. (EUR/sqm)	1,334	1,503	1,601	1,693	1,549	1,302	1,514
Avg. u.p. (EUR/sqm)	1,391	1,468	1,586	1,706	1,531	1,373	1,516
Net area	1,555	3,191	4,359	243	8,493	854	9,347

Source: Analysis of the database provided by Cluj-Napoca City Hall

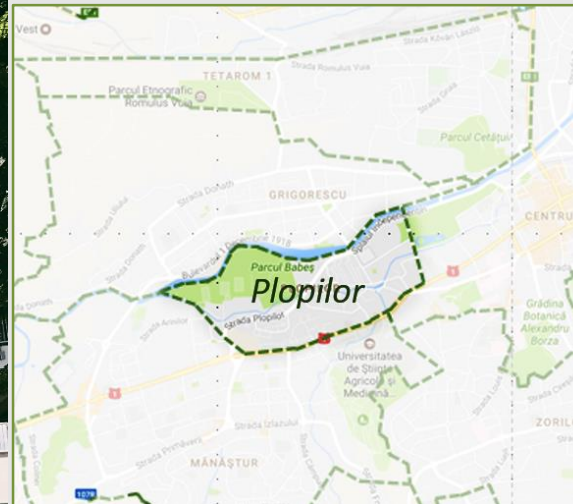
Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall



Transactions with apartments in Plopilor



Number of apartments: 120
Value: EUR 10,822 thousand
Average price: 1,580 EUR/sqm



Source: Google Maps, Cluj-Napoca City Hall

Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall

Plopilor district (in the west) is delimited by Someşul Mic (North), George Coşbuc St. (East), Calea Mănăştur (South) and Plopilor St. And canalul Morii (West).

The district includes mainly residential blocks and individual villas.

The most important traffic arteries are Splaiul Independenţei, George Coşbuc St., Calea Mănăştur and Plopilor St.

It is surrounded by two classic residential districts of the city, Grigorescu and Mănăştur, with a recently developed residential area called "Plopilor Noi".

The main areas of interest of the district include: Cluj Arena, Polivalent Hall, Platinia Shopping Center, Babeş Park and "Horia Demian" Sports Hall.

Transactions with apartments 2020 - Plopilor

Description	Area				Age		Total 2020
	>75	55 - 75	35 - 55	<35	<2000	>2000	
Trans. no.	8	50	60	2	28	92	120
Trans. val. (EUR'000)	1,022	4,799	4,918	83	2,788	8,035	10,822
Median u.p. (EUR/sqm)	1,409	1,557	1,775	1,254	1,530	1,667	1,514
Avg. u.p. (EUR/sqm)	1,466	1,505	1,697	1,254	1,562	1,586	1,580
Net area	697	3,189	2,898	66	1,785	5,065	6,850

Source: Analysis of the database provided by Cluj-Napoca City Hall

Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall



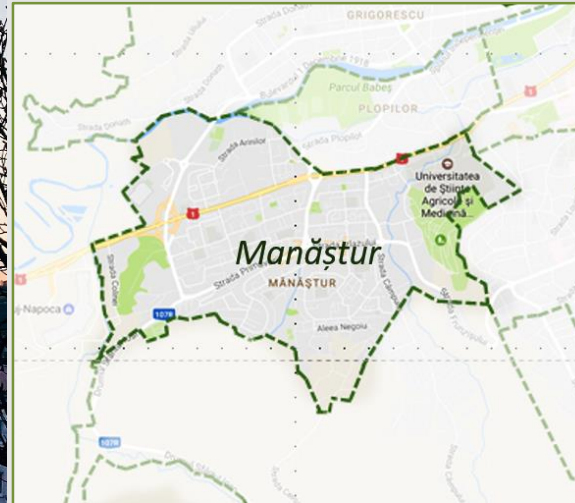
Transactions with apartments in Mănăştur



Number of apartments: 533

Value: EUR 39,032 thousand

Average price: 1,431 EUR/sqm



Socurce: Google Maps, Cluj-Napoca City Hall

Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall

Mănăştur district, located in the west, on the exit direction from Cluj-Napoca to Oradea, has as main limits the Roses Park, Calvaria, Calea Mănăştur (North), the Mănăştur cemetery (East), the Făget forest (South), Colinei St. (West).

The dwellings are predominantly represented by blocks of 8-10 floors, being the most populous district in the city.

The main traffic arteries are Calea Floreşti, Calea Manăştur, Iazului St., Mehedinţi St., Primăverii St. and Câmpului St.

There is an area of intense real estate development, Câmpului street, where the individual parcel development predominates and, more recently, the duplex or triplex buildings.

Transactions with apartments 2020 - Manastur

Description	Area				Age		Total 2020
	>75	55 - 75	35 - 55	<35	<2000	>2000	
Trans. no.	70	120	232	111	421	112	533
Trans. val. (EUR'000)	7,313	10,748	15,794	5,176	30,143	8,889	39,032
Median u.p. (EUR/sqm)	1,233	1,386	1,530	1,757	1,518	1,357	1,514
Avg. u.p. (EUR/sqm)	1,236	1,372	1,507	1,699	1,469	1,315	1,431
Net area	5,917	7,833	10,478	3,047	20,514	6,761	27,275

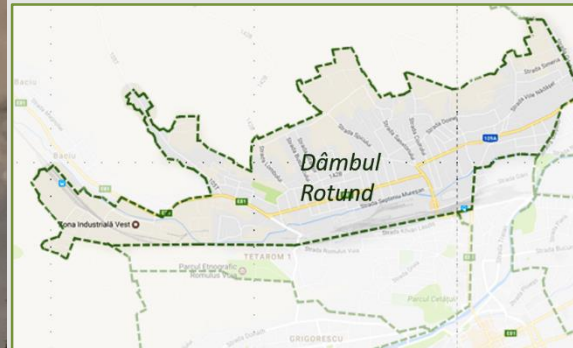
Socurce: Analysis of the database provided by Cluj-Napoca City Hall

Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall

Transactions with apartments in Dâmbul Rotund



Number of apartments: 127
Value: EUR 8,022 thousand
Average price: 1,219 EUR/sqm



Source: Google Maps, Cluj-Napoca City Hall

Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall

Dâmbul Rotund district is located in the north-west of the city on the exit direction from Cluj-Napoca to Zalău.

It is bounded by the Lomb forest and Valea Seacă (North), the train station, Odobești St. and Oașului St. (East), the railway and the Nadaș Creek (South), Baci village (West).

The main traffic arteries are Maramureș Street, Corneliu Coposu Street and Tudor Vladimirescu Street.

The district mainly houses individual villas and several industrial sites, located on the outskirts of the city. In recent years, the development of housing blocks has intensified, especially on Corneliu Coposu street.

Transactions with apartments 2020 - Dambul Rotund

Description	Area				Age		Total 2020
	>75	55 - 75	35 - 55	<35	<2000	>2000	
Trans. no.	8	36	64	19	28	99	127
Trans. val. (EUR'000)	766	2,768	3,905	582	1,396	6,625	8,022
Median u.p. (EUR/sqm)	896	1,186	1,236	1,330	1,269	1,197	1,514
Avg. u.p. (EUR/sqm)	920	1,215	1,286	1,334	1,296	1,203	1,219
Net area	832	2,278	3,036	436	1,078	5,505	6,583

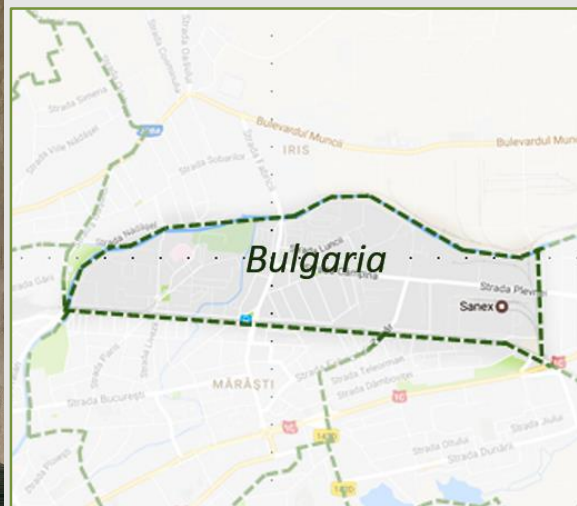
Source: Analysis of the database provided by Cluj-Napoca City Hall

Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall

Transactions with apartments in Bulgaria



Number of apartments: 480
Value: EUR 30,561 thousand
Average price: 1,256 EUR/sqm



Source: Google Maps, Cluj-Napoca City Hall

Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall

Bulgaria district (located in the north) is delimited by Someșul Mic (North), Beiușului St. (East), Răsăritului St. (South), Someșul Mic (West), including mainly industrial properties, but also residential properties.

The important traffic streets are Câmpina Street, Plevnei Street, Tăbăcarilor Street, Porțelanului Street and Fabricii Street.

In the last years, especially in the neighboring areas of Măraști district, there have been intensified real estate developments such as housing blocks.

Transactions with apartments 2020 - Bulgaria

Description	Area				Age		Total 2020
	>75	55 - 75	35 - 55	<35	<2000	>2000	
Trans. no.	26	91	346	17	10	470	480
Trans. val. (EUR'000)	2,641	6,686	20,621	614	340	30,221	30,561
Median u.p. (EUR/sqm)	1,172	1,204	1,255	1,667	1,362	1,244	1,514
Avg. u.p. (EUR/sqm)	1,194	1,205	1,274	1,583	1,411	1,254	1,256
Net area	2,211	5,547	16,189	388	241	24,094	24,335

Source: Analysis of the database provided by Cluj-Napoca City Hall

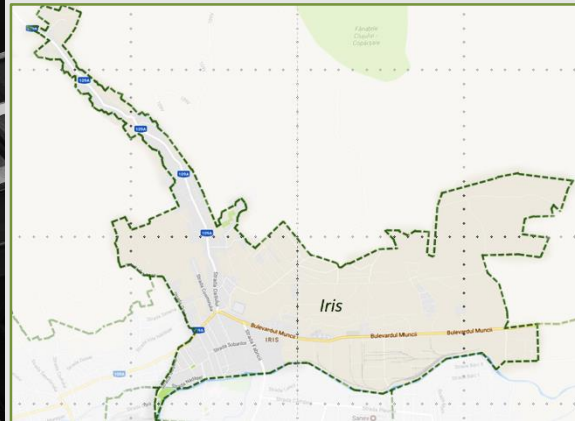
Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall



Transactions with apartments in Iris



Number of apartments: 385
Value: EUR 26,373 thousand
Average price: 1,306 EUR/sqm



Socource: Google Maps, Cluj-Napoca City Hall

Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall

Iris district is located in the northern part of the city in an industrial predominant area.

It is bounded by Valea Chintăului (North), the exit to Apahida (West), Someșul Mic (South), Oașului St. and Odobești St. (West) and it includes a mix of industrial properties, blocks and individual villas.

The main traffic arteries are Oașului St., Muncii Blvd., Fabricii St. and Maramureșului street.

Residential density has been rising in recent years, especially in the area of Oașului Street and Steluța orchard.

Transactions with apartments 2020 - Iris

Description	Area				Age		Total 2020
	>75	55 - 75	35 - 55	<35	<2000	>2000	
Trans. no.	23	119	210	33	26	359	385
Trans. val. (EUR'000)	2,446	9,538	13,099	1,290	1,020	25,354	26,373
Median u.p. (EUR/sqm)	1,201	1,239	1,325	1,572	1,557	1,294	1,514
Avg. u.p. (EUR/sqm)	1,142	1,266	1,355	1,520	1,535	1,299	1,306
Net area	2,142	7,532	9,664	849	664	19,523	20,187

Socource: Analysis of the database provided by Cluj-Napoca City Hall

Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall



Transactions with apartments in Someșeni



Number of apartments: 130
Value: EUR 10,129 thousand
Average price: 1,430 EUR/sqm



Socurce: Google Maps, Cluj-Napoca City Hall
Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall

Someșeni district, located in the eastern direction on the exit from Cluj to Apahida, has as its main limits the Someșul Mic River and Muncii Blvd. (North), Beiușului St. (West), Apahida-Vâlcele ring road (East), Someșeni St. (South).

The district located on the outskirts, hosts mainly individual villas and industrial sites. Also, within its borders we find the airport of the municipality and the Ardeal Sports Base.

The main traffic arteries are Traian Vuia Street, Căpitan Grigore Ignat Street, Cantonului Street, Someșeni Street and Platanilor Street.

The expansion of the airport runway took place concurrently with the densification of the residential area.

Transactions with apartments 2020 - Someșeni

Description	Area				Age		Total 2020
	>75	55 - 75	35 - 55	<35	<2000	>2000	
Trans. no.	11	38	68	13	32	98	130
Trans. val. (EUR'000)	1,334	3,487	4,714	594	2,941	7,188	10,129
Median u.p. (EUR/sqm)	1,428	1,414	1,446	1,506	1,595	1,405	1,514
Avg. u.p. (EUR/sqm)	1,333	1,428	1,441	1,613	1,596	1,372	1,430
Net area	1,000	2,443	3,272	368	1,843	5,240	7,083

Socurce: Analysis of the database provided by Cluj-Napoca City Hall
Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall



Transactions with apartments in Borhanci



Number of apartments: 69
Value: EUR 6,116 thousand
Average price: 1,409 EUR/sqm



Source: Google Maps, Cluj-Napoca City Hall

Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall

Colonia Borhanci is located in the south of the Pallocsay orchard and in the east of Colonia Becaş.

Emphasis is placed on residential real estate developments. The area is predominantly made up of individual dwellings with height regime Gf/Gf + F, but there are also residential blocks with height regime Gf + 4F.

Due to the new infrastructure and proximity to the Gheorgheni neighborhood, the area continues to show a special interest in residential developments of all kinds, being considered one of the most attractive new neighborhoods in the city.

Transactions with apartments 2020 - Borhanci

Description	Area				Age		Total 2020
	>75	55 - 75	35 - 55	<35	<2000	>2000	
Trans. no.	10	36	23	-	-	69	69
Trans. val. (EUR'000)	1,211	3,155	1,750	-	-	6,116	6,116
Median u.p. (EUR/sqm)	1,231	1,346	1,529	-	-	1,383	1,514
Avg. u.p. (EUR/sqm)	1,284	1,401	1,530	-	-	1,409	1,409
Net area	943	2,252	1,144	-	-	4,339	4,339

Source: Analysis of the database provided by Cluj-Napoca City Hall

Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall



Transactions with apartments in Sopor



Number of apartments: 195
Value: EUR 18,183 thousand
Average price: 1,477 EUR/sqm



Source: Google Maps, Cluj-Napoca City Hall

Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall

Colonia Sopor is located in the south-eastern part of the city near the Palocsay orchard, Gheorgheni and Între Lacuri districts.

In general, have a residential use, being a strong area of interest for residential developments such as 8-10-story apartment blocks.

During the last years, Sopor area was the most developed area of the city, in 2019 being organized a competition for the realization of a master plan of sustainable urbanization.

As a newly-developed district Sopor lacks urban elements of integration (infrastructure, public spaces, marketplaces).

In the immediate vicinity of the neighborhood is the Gheorgheni Sports Base.

Transactions with apartments 2020 - Sopor

Description	Area				Age		Total 2020
	>75	55 - 75	35 - 55	<35	<2000	>2000	
Trans. no.	45	73	77	-	-	195	195
Trans. val. (EUR'000)	5,429	6,903	5,851	-	-	18,183	18,183
Median u.p. (EUR/sqm)	1,251	1,452	1,436	-	-	1,435	1,514
Avg. u.p. (EUR/sqm)	1,388	1,499	1,541	-	-	1,477	1,477
Net area	3,910	4,606	3,797	-	-	12,313	12,313

Source: Analysis of the database provided by Cluj-Napoca City Hall

Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall

Transactions with apartments in Becaş



Number of apartments: 57

Value: EUR 4,556 thousand

Average price: 1,310 EUR/sqm



Source: Google Maps, Cluj-Napoca City Hall

Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall

Colonia Becaş is located in the south-east of Bună Ziua district, south of Andrei Mureşanu and Gheorgheni districts and west of Colonia Borhanci.

The area is predominantly characterized by individual residences (houses, villas) with a height of Gf/Gf + 1-2F. There are no urban integration elements (infrastructure, landscaped green spaces, squares).

In recent years, the area has experienced an intensive development, including individual villas or duplex/triplex villas and housing blocks. Interest will remain high for this area as nearby districts are crowding.

Transactions with apartments 2020 - Becaş

Description	Area				Age		Total 2020
	>75	55 - 75	35 - 55	<35	<2000	>2000	
Trans. no.	15	8	33	1	-	57	57
Trans. val. (EUR'000)	1,510	761	2,222	62	-	4,556	4,556
Median u.p. (EUR/sqm)	1,165	1,546	1,369	1,796	-	1,317	1,514
Avg. u.p. (EUR/sqm)	1,169	1,501	1,353	1,796	-	1,310	1,310
Net area	1,292	507	1,643	35	-	3,477	3,477

Source: Analysis of the database provided by Cluj-Napoca City Hall

Note: The limits of the districts were established on the basis of the information provided by the Cluj-Napoca City Hall



Transactions with houses



Number of traded houses: 498 houses

Transactions value: EUR 92.2 million

Approx. 44% of transactions value: Andrei Mureșanu, Dâmbul Rotund, Iris, Centru, and Europa

The largest number of transactions with houses: Dâmbul Rotund, Iris, Someșeni, Gheorgheni and Andrei Mureșanu

Normalized sample: 354 houses

Valoare tranzacții: EUR 66.3 million

Average land area of a house: 400 sqm

Average GBA of a house: 170 sqm

Average price: 1,106 EUR/sqm (sqm GBA, includes the land value)

Average house price <1990: 1,266 EUR/sqm

Average house price >1990: 1,073 EUR/sqm

Transactions with houses in 2020 - Cluj-Napoca (normalized sample)

Description	Age		Total
	<1990	>=1990	
Number of transactions	75	279	354
Value of transactions(EUR'000)	12,727	53,638	66,365
Gross built area(sqm)	10,052	49,971	60,023
Land area(sqm)	27,383	114,069	141,452
Avg. land area(sqm)	365	409	400
Avg. gross built area(sqm)	134	179	170
Avg. unit price(EUR/sqm GBA)	1,266	1,073	1,106

Source: Analysis of the database provided by Cluj-Napoca City Hall

Note: To obtain a normalized sample of transactions, from the 498 transactions with houses we selected houses with a FAR (Floor Area Ratio) between 0.2 and 1.2; these transactions represent 72% of the total value of transactions with houses.

Transactions with houses in 2020 - Cluj-Napoca

District	Trans. No.	Val. Trans.
		EUR'000
Andrei Muresanu	31	9,942
Becas	16	3,668
Borhanci	30	5,178
Bulgaria	11	1,791
Buna Ziua	6	1,001
Centru	22	6,768
Dambul Rotund	77	9,574
Europa	30	6,379
Faget	19	4,053
Intre Lacuri	14	3,467
Gheorgheni	33	6,373
Grigorescu	24	5,109
Gruia	19	3,495
Iris	60	7,714
Manastur	29	5,088
Marasti	10	1,432
Plopilor	10	1,038
Someseni	37	6,077
Sopor	5	1,473
Zorilor	10	2,076
Other areas	5	516
Total	498	92,210

Source: Analysis of the database provided by Cluj-Napoca City Hall



Transactions with plots of land



Number of traded plots of land: 617

Transactions value: EUR 30.9 million

Over 53% of transactions value: Iris, other adjacent areas, Borhanci, Europa and Andrei Mureşanu

The largest number of transactions with plots of land: Other adjacent areas, Iris, Mănăstur, Borhanci and Dâmbul Rotund

Total traded land area: 668,147 sqm

Most transactions: areas between 500 – 1,000 sqm

Most valuable transactions: areas larger than 1,000 mp

Transactions with plots of land in 2020 - Cluj-Napoca						
Description	Area					Total
	<100 sqm	100-300 sqm	300-500 sqm	500-1000 sqm	>1000 sqm	
Trans. No.	-	45	76	298	198	617
Trans. Val. (EUR'000)	-	1,048	2,919	13,051	13,921	30,939
Area (sqm)	-	7,761	30,792	199,923	429,671	668,147

Socource: Analysis of the database provided by Cluj-Napoca City Hall

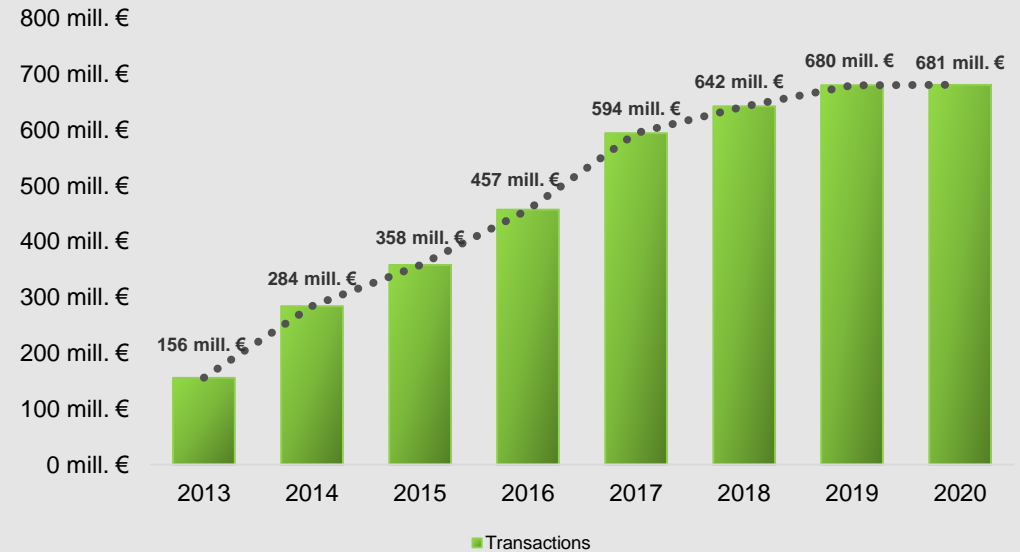
Transactions with plots of land in 2020 - Cluj-Napoca			
District	Trans. No.	Area sqm	Trans. Val. EUR'000
Andrei Muresanu	16	17,584	2,134
Becas	22	24,888	1,676
Borhanci	42	46,419	3,309
Bulgaria	1	380	28
Buna Ziua	8	4,321	486
Centru	2	1,166	171
Dambul Rotund	35	27,057	1,465
Europa	28	26,698	2,613
Faget	14	14,397	1,591
Intre Lacuri	2	7,339	49
Gheorgheni	3	2,219	554
Grigorescu	17	13,351	1,433
Gruia	6	12,641	855
Iris	99	83,415	4,702
Manastur	46	33,771	2,134
Marasti	1	590	510
Plopilor	1	302	160
Someseni	19	22,099	960
Sopor	27	37,398	1,316
Zorilor	5	5,086	955
Other areas	223	287,028	3,837
Total	617	668,147	30,939

Socource: Analysis of the database provided by Cluj-Napoca City Hall



Evolution of the real estate market in Cluj-Napoca

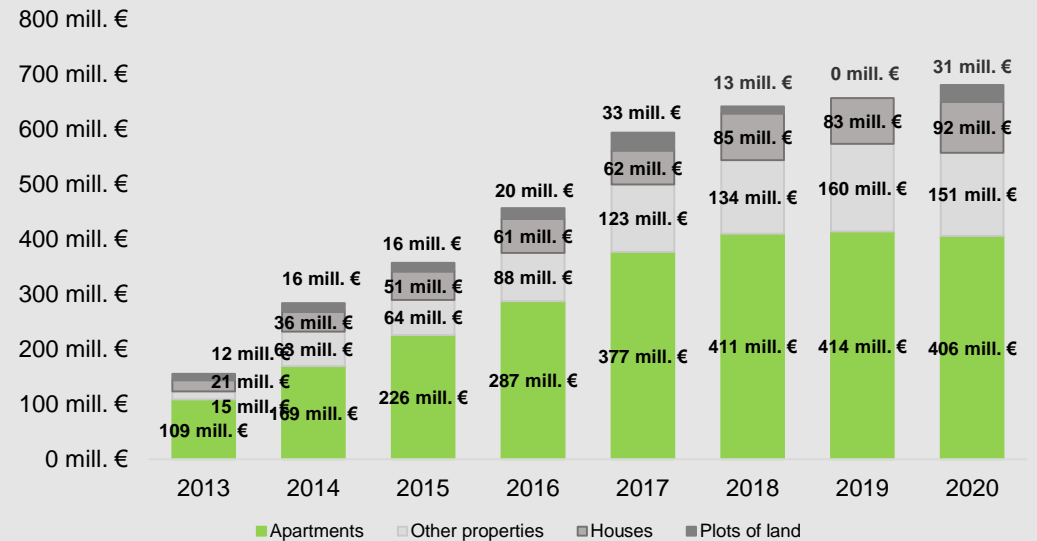
Evolution of the real estate market in Cluj-Napoca
2013 - 2020



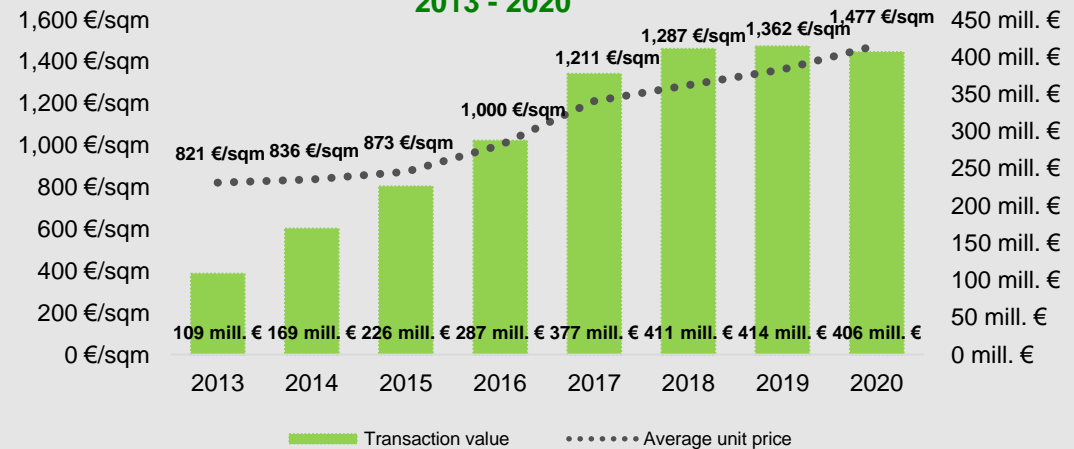


Evolution of the real estate market in Cluj-Napoca

Evolution of transaction type 2013 - 2020 (Apt./Houses/Plots of land/Other propr.)



Evolution of apartment transactions in Cluj-Napoca 2013 - 2020





Summary of real estate transactions in Cluj-Napoca in 2020

Real estate transactions Cluj-Napoca 2020: 8,723 transactions, EUR 680.6 million, of witch:

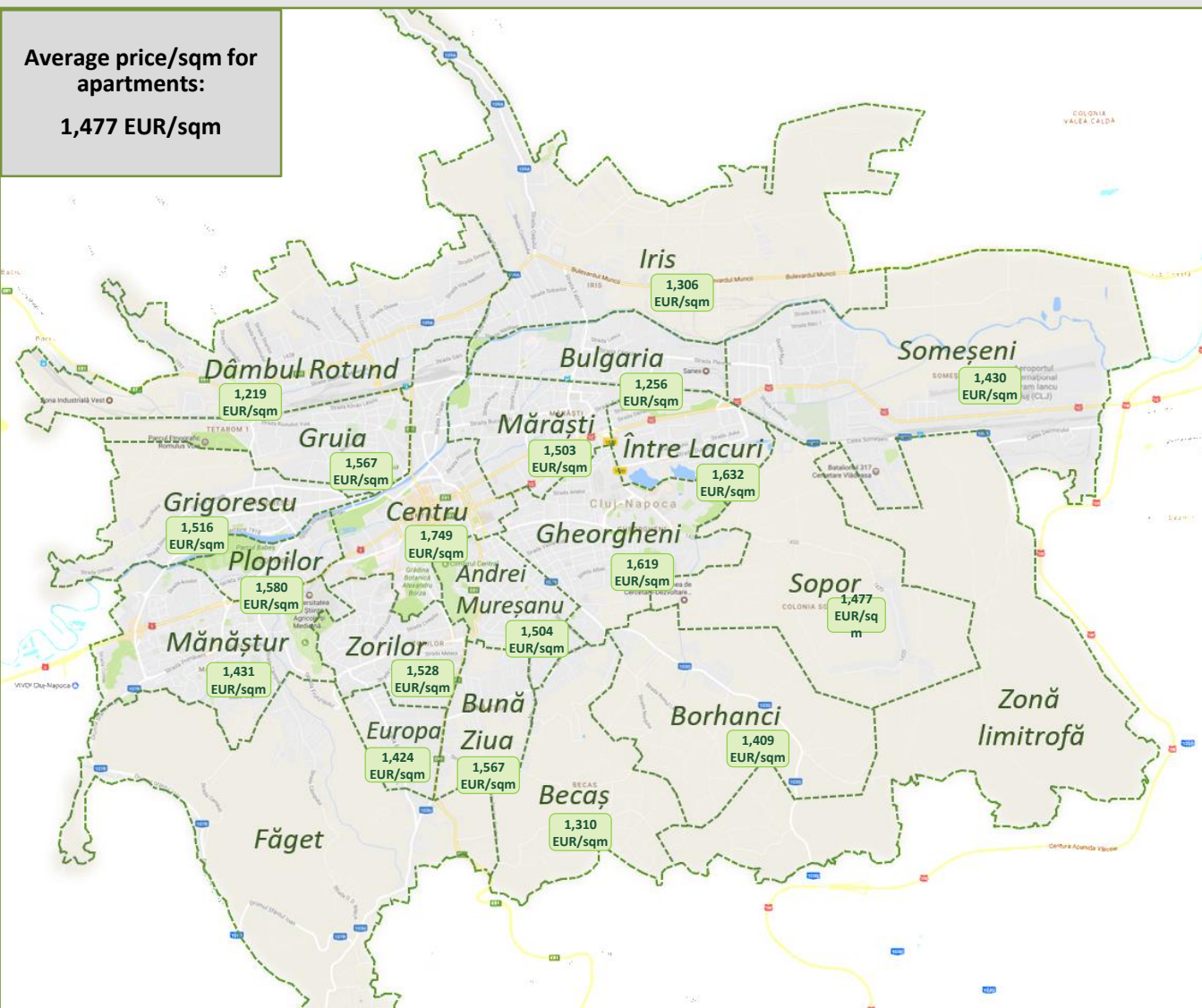
- Apartments: 5,048 transactions, EUR 406.2 million
- Houses: 498 transactions, EUR 92.2 million
- Plots of land: 617 transactions, EUR 30.9 million
- Other properties: 2,560 transactions, EUR 151.2 million

Real estate transactions of legal entities, 1,480 in total, are included in the Other properties category, accounting for EUR 137.9 million and representing 58% of the volume of other transactions and 91% of the value of other transactions

Average price for apartments traded in 2020

Average price/sqm for apartments:

1,477 EUR/sqm



Source: Analysis of the database provided by Cluj-Napoca City Hall



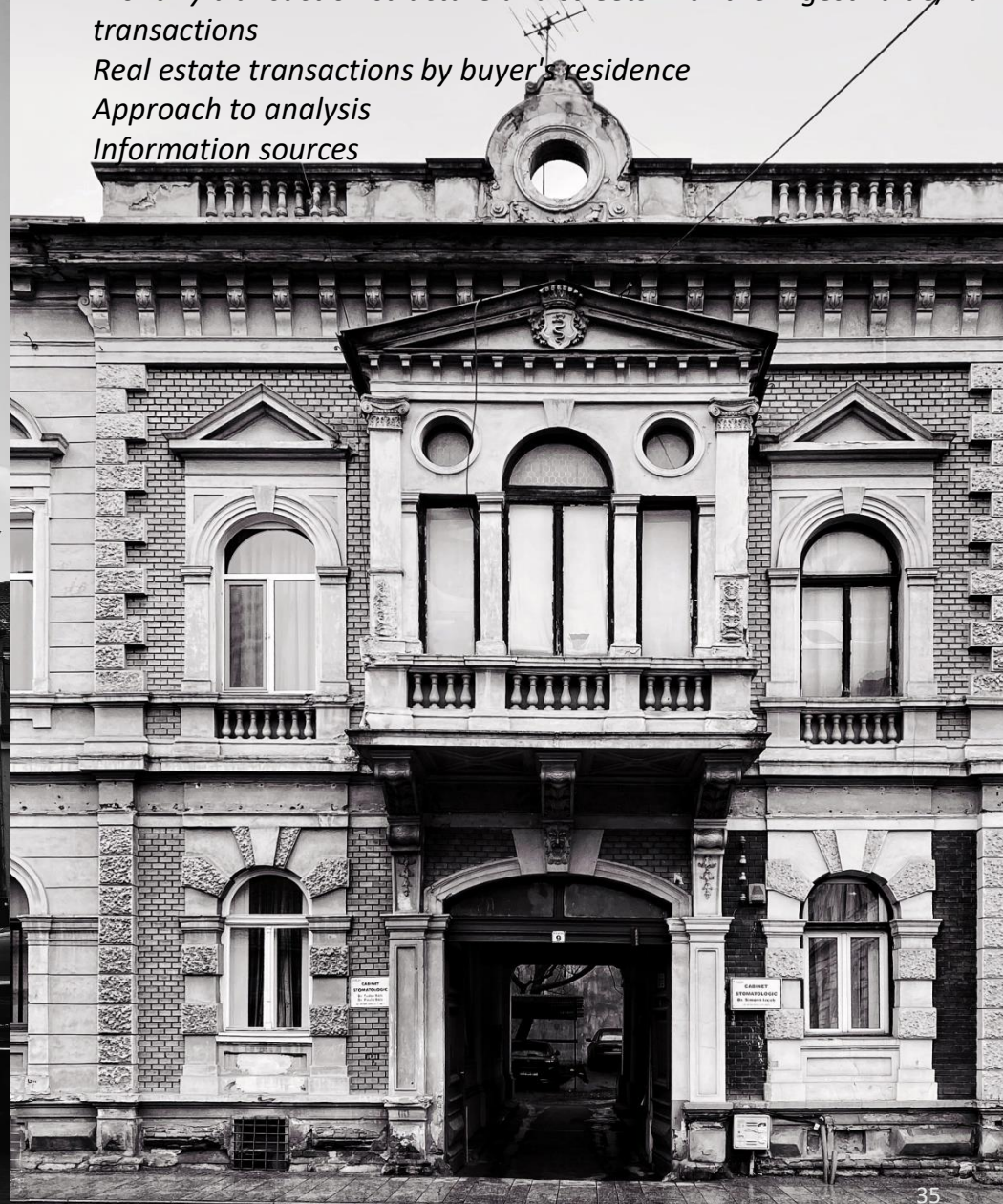
Annexes

Monthly transaction structure and streets with the highest value/number of transactions

Real estate transactions by buyer's residence

Approach to analysis

Information sources



Monthly transaction structure and transaction rankings by street



Monthly structure of real estate transactions in Cluj-Napoca in 2020						The streets with the most transactions	
Month	Type of property				Total	No. Street crt.	No. Transactions
EUR	Land	House	Apt.	Other			
January	47	41	429	215	732	1 Fabricii	443
February	55	58	505	230	848	2 Soporului	348
March	47	44	693	328	1,112	3 Anton Pann	287
April	23	30	371	133	557	4 Galati	269
May	33	22	262	142	459	5 Somesului	251
June	51	38	320	214	623	6 Nicolae Steinhardt	222
July	54	42	429	199	724	7 Eugen Ionesco	211
August	45	50	472	205	772	8 21 decembrie 1989	209
September	60	47	401	232	740	9 Cosasilor	208
October	62	33	439	198	732	10 Augustin Presecan	194
November	65	31	391	180	667	Top 10	2,642
December	75	62	336	284	757	Total transactions 2020	8,723
Total	617	498	5,048	2,560	8,723	% Top 10 of Total	30%

Monthly value of real estate transactions in Cluj-Napoca in 2020						The streets with the most valuable transactions	
Month	Type of property				Total	No. Street crt.	No. of trans. EUR
EUR	Land	House	Apt.	Other			
January	3,206,122	8,156,294	34,687,110	8,106,970	54,156,496	1 Fabricii	27,651,474
February	3,748,337	10,518,894	40,006,954	15,775,968	70,050,153	2 Soporului	23,854,913
March	2,392,801	8,867,847	58,280,184	20,355,785	89,896,618	3 Anton Pann	20,624,371
April	995,350	4,769,253	30,737,478	4,903,864	41,405,945	4 Somesului	18,816,008
May	1,558,397	3,706,157	20,966,888	4,556,780	30,788,222	5 Galati	16,858,934
June	3,111,309	7,438,109	24,563,813	10,576,409	45,689,640	6 Eugen Ionesco	16,444,871
July	2,537,285	8,371,940	36,125,732	16,220,130	63,255,086	7 Augustin Presecan	16,408,775
August	1,961,009	10,876,281	34,062,952	12,400,857	59,301,099	8 Constantin Brincusi	14,214,953
September	2,322,329	7,739,439	31,807,783	16,546,453	58,416,003	9 Cosasilor	13,711,928
October	2,598,017	6,257,787	34,300,002	12,014,973	55,170,779	10 Oasului	13,432,891
November	2,714,779	6,583,698	32,784,227	12,053,783	54,136,487	Top 10	182,019,117
December	3,792,808	8,924,544	27,895,849	17,738,337	58,351,537	Total transactions 2020	680,618,066
Total	30,938,542	92,210,242	406,218,973	151,250,309	680,618,066	% Top 10 of Total	27%

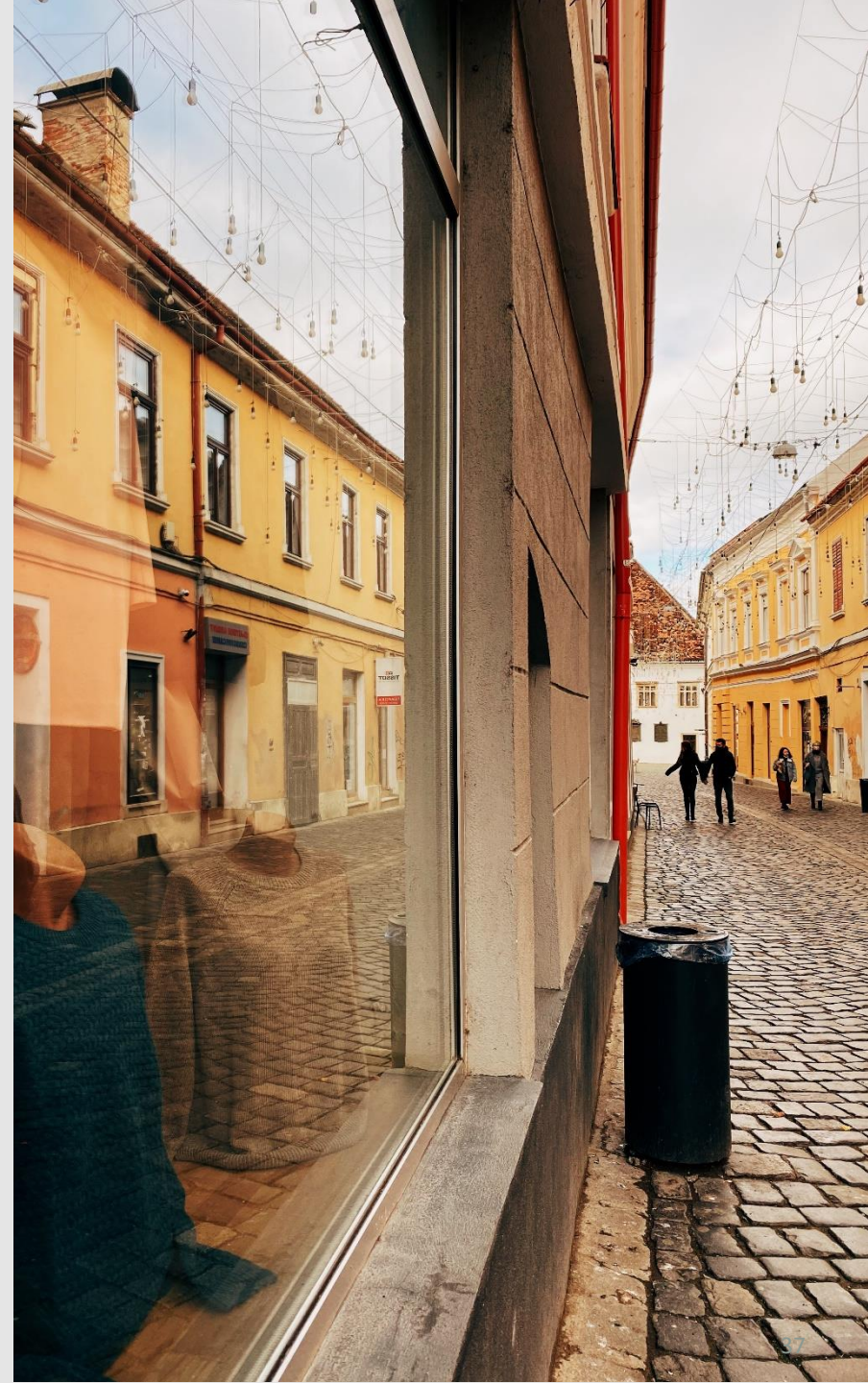
Socurce: Analysis of the database provided by Cluj-Napoca City Hall

Real estate transactions by buyer's provenance

Structure of real estate transactions in Cluj-Napoca in 2020 - by origin of the buyer					
Buyer	Type of property				Total
	Land	House	Apt.	Other	
External	4	6	95	18	123
Romania from which:	613	492	4,953	2,542	8,600
Cluj County	532	429	3,303	1,839	6,103
Maramures County	19	6	256	88	369
Bistrita Nasaud County	9	10	228	104	351
Alba County	8	7	152	64	231
Salaj County	8	8	179	78	273
Mures County	6	5	135	23	169
Satu Mare County	7	5	126	65	203
Hunedoara County	5	4	94	14	117
Bihor County	1	1	66	49	117
Suceava County	4	1	63	15	83
Sibiu County	-	2	64	18	84
Other areas	14	14	287	185	500
Total	617	498	5,048	2,560	8,723

Value of real estate transactions in Cluj-Napoca in 2020 - by origin of the buyer					
Buyer EUR	Type of property				Total
	Land	House	Apt.	Other	
External	48,459	1,583,105	7,802,671	1,754,730	11,188,965
Romania from which:	30,890,083	90,627,137	398,416,302	149,495,579	669,429,101
Cluj County	26,069,768	78,798,292	266,857,737	105,740,945	477,466,742
Maramures County	803,973	1,271,967	20,146,528	4,200,845	26,423,313
Bistrita Nasaud County	447,319	1,539,701	17,493,102	6,467,020	25,947,143
Alba County	518,336	807,343	12,638,892	3,794,554	17,759,126
Salaj County	631,011	1,027,218	14,081,441	4,435,543	20,175,213
Mures County	489,885	1,192,000	10,813,950	769,879	13,265,714
Satu Mare County	613,038	1,035,821	10,117,091	3,436,310	15,202,260
Hunedoara County	318,995	1,013,000	7,237,749	410,489	8,980,234
Bihor County	55,000	142,500	5,526,093	3,064,534	8,788,127
Suceava County	165,856	735,506	5,428,846	1,081,412	7,411,620
Sibiu County	-	222,963	5,273,118	477,044	5,973,125
Other areas	776,902	2,840,825	22,801,755	15,617,002	42,036,484
Total	30,938,542	92,210,242	406,218,973	151,250,309	680,618,066

Source: Analysis of the database provided by Cluj-Napoca City Hall



Approach of the analysis

For the first time in Romania, Cluj-Napoca City Hall has collected and summarized the real estate transactions concluded within the city limits through the Local Tax Department in order to provide citizens and other interested people with relevant information on the real estate market in Cluj-Napoca.

The object of the transactions includes real estate properties consisting of plots of land, houses (land and buildings), apartments or other types of real estate properties, including the transactions carried by legal entities, as well as transactions carried by individuals with auxiliary real estate properties and other types of properties.

The transactions recorded in the database are concluded in different currencies (RON, USD, EUR). The database provides information on real estate properties within the area of Cluj-Napoca as follows: type of real estate property, physical characteristics, year of the construction, location.

Most Cluj-Napoca districts include both established real estate areas and recently developed and expanded areas. As a result, the average prices are not applicable to any property, but rather reflects the average price of the real estate properties traded in the past year, prices which are influenced by age, physical characteristics (type, endowments, size, degree of comfort), location and position (vicinities, street, solar orientation, floor, proximity of public transport) etc.

In order to standardize the results, the transactions were converted into EUR currency, based on the average exchange rate published by the National Bank of Romania for the month in which the transactions were concluded. The relevant records forming the statistical population under analysis refer to a total of 8,723 real estate properties, traded during January – December 2020.

The main criteria utilized for the analysis of the real estate transactions were the type of real estate property, the district in which the real estate property is located and the area of the real estate property.

In order to conclude on the information at hand, our target was to derive a unit price for each type of real estate property. Therefore, we used the net area as benchmark for apartments, whereas for houses we used the gross built area. The transactions were analyzed by type (plots of land, houses, apartments and other real estate properties).

City districts were delimited using publicly available information. Subsequently, in order to avoid the distortion of the extrapolated conclusions, the location of the streets was verified in the database. Districts are delimited by proximity, while areas are not considered homogeneous in term of attractiveness on the real estate market.

Following the dissemination, an average price of the apartments, per district could be determined, respectively an average unit price for the entire city. For home and land transactions, a global analysis was carried out at the municipality level.

Transactions with commercial, industrial and office properties are included in “Other properties”. Transactions with auxiliary or mixed use properties summed up to an insufficient number, hence we could not reach a conclusion on average unit prices.

The relevance, accuracy and quality of the information utilized in our analysis is derived from the database provided by the City Hall and the transactions are not homogeneously distributed by districts.

The information which are the basis of this guide is general. Cluj-Napoca City Hall and the authors do not take responsibility for any decisions that are made on the basis of information from this brochure. We did not carry out an individual analysis of each transaction; our purpose was to make the information available in a comprehensible and useful format for the readers.

Information sources

Database with real estate transactions provided by the
Local Tax Department of the Cluj-Napoca City Hall
www.primariaclujnapoca.ro



Google Maps

Wikimapia

www.clujbusiness.ro

www.visitcluj.ro



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**Cluj-Napoca City Hall
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Cluj-Napoca 2020

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