



Skopje Residential Market Analysis

How to order the study



Forton and market studies

FORTON (*alliance Partner of Cushman and Wakefield*) is an independent Real Estate (RE) consulting company, operating from Skopje (Republic of Macedonia). In order to advise our clients, we monitor and follow all large real estate development projects and market players in Macedonia.

From these information, we publish regularly real estate market overviews on different topics, that are unique for this market.

These publications are free but it only contains market summaries, without names and figures for individual projects.

If you are looking for a detailed market analysis, Forton delivers high quality, exhaustive and totally independent reports.

Because of the size of the country and the few demands for such studies, we publish these reports on request only.

Note that you are also able, up to a certain extent, to define specific research topics you want us to analyze.



Why to trust our studies ?

International experience

Team leaders from Forton have experience in delivering market studies and reports for various real estate fields in Europe for demanding global customers.

Exhaustive

Thanks to a small market, we are able to be exhaustive in the identification of the various topics studied. We collect market figures in a database, linking building with owners, rents, deals and locations.

Independent

Forton is totally independent. We are not favoring any party, we do not hold shares in third party companies.

Skopje Residential Market Study

Residential Activity in Macedonia

Objective

Provide accurate and global vision about the residential activity in Skopje, Macedonia for the past, the present and the future.

Methodology

Definition of geographical and business segments.

Definition of key business indicators.

Data analysis based on the identification of all medium and large development projects for each segment (past, present and future).

Data are based on transaction log, official data, face to face meeting, telephone calls, press and on site visits.

Price

4.500 €, VAT excluded

50% at order, 50% at final delivery

Deliverable

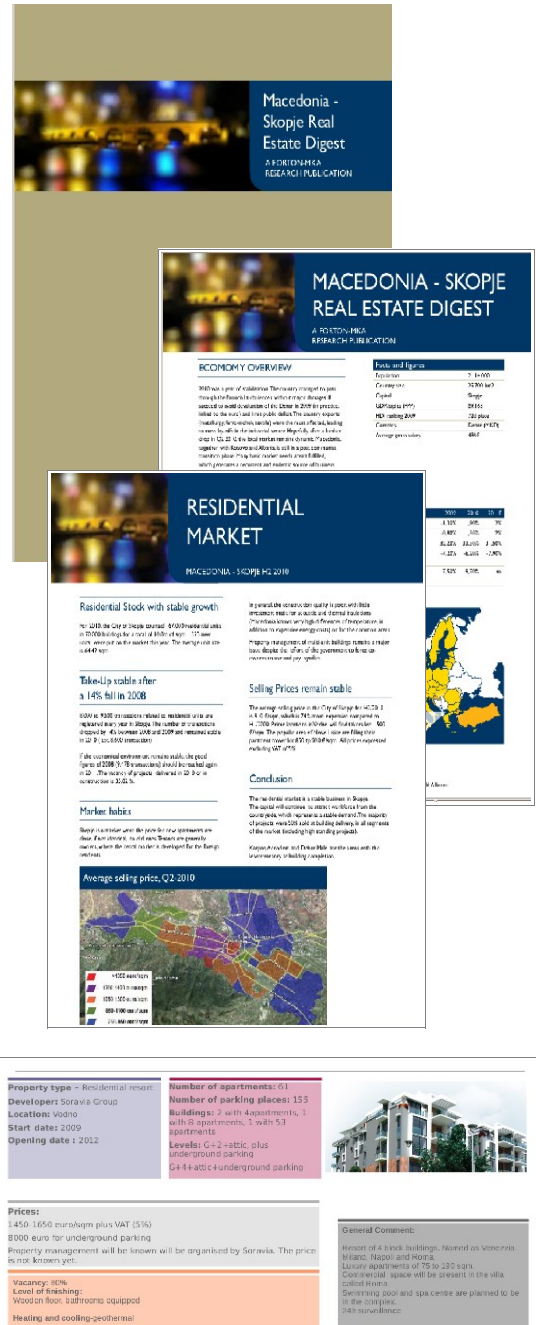
PDF file, around 60 pages.

Time to complete

10 business days from the date of payment of the down payment to provide a preliminary report.

How to order ?

Send order per email (info@fortonmka.com) or FAX (00 389 310 1001) indicating reference C08MK-99 and the detailed information of the ordering party where we have to send the invoice.



Study Titles

1. **Introduction**
 1. 1. *Objective*
 1. 2. *Methodology*
 1. 3. *Market segmentation, geographical*
 1. 3. 1. *Macedonia*
 1. 3. 2. *Market segmentation, type of residential building*
 1. 3. 2. 1. *Houses*
 1. 3. 2. 2. *Apartment blocks*
 1. 3. 2. 3. *Condominiums*
2. **Residential Market Profile (Today +1y, +3y)**
 2. 1. *Historical overview*
Analysis per capita, per €/capita, total market, per market segment, demography
 2. 2. *Stock and new stock delivery*
 2. 3. *Take- up (transactions)*
 2. 4. *Vacancy*
 2. 5. *Rents and selling prices*
 2. 6. *Yields and market investors*
3. **Market players and developer profile**
Identification of sites , origin, description, number of sites, number of units, time to complete, building policy (rent/buy),
 3. 1. *typical price, classification based on market share*
 3. 2. *Main trends, threads and opportunities*
 3. 3. *Conclusion and recommendations*
4. **Future development projects**
Identification of sites, SQM, time to complete, strength and risks
 4. 1. *risks*
 4. 2. *Main trends, threads and opportunities*
 4. 3. *Conclusion*
5. **Residential Zoning of Skopje**
 5. 1. *Administrative zoning*
 5. 2. *Type of residential objects*
 5. 3. *Selling prices per area*
 5. 4. *Development areas*
6. **Comments on private credit market in Macedonia**
 6. 1. *Market overview*
 6. 2. *Usage of bank credit in residential transactions*
7. **Conclusions**
8. **Annexes**
Project sheet (one page presentation of each significant project)
Summary tables
Key maps



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