

# **REPORT OF THE MEETING WITH A REAL ESTATE CONSULTANT**

## **1. Scope and Purpose of the Meeting**

This report is based on field data obtained from a meeting conducted with a real estate consultant in order to analyze the impact of student demand on rental prices, sales prices, and amortization periods in the real estate market. Within the scope of the meeting, the supply–demand balance in selected regions of Ankara, the share of students and single individuals in total demand, regional infrastructure conditions, and demographic structure were examined in detail.

## **2. General Assessment: The Impact of Student Demand on the Market**

According to the information obtained during the meeting, the share of students in total demand varies by region, with the ranking being Cebeci, İncek, and Öveçler. It was observed that in regions with high student demand, rental and sales prices show an upward trend despite infrastructure deficiencies and excess supply. In contrast, in regions without student presence, prices remain more stable and stagnant.

## **3. Regional Findings – Cebeci**

- Housing supply is high, and a significant number of units are currently vacant.
- Students account for approximately 60–65% of total demand.
- For an 80 m<sup>2</sup> 2+1 apartment, the rent is approximately 18,900 TL, corresponding to a rental price of 270 TL per m<sup>2</sup>.
- The sales price is around 52,000 TL per m<sup>2</sup>, with an amortization period of approximately 16 years.
- Despite insufficient infrastructure, student demand pushes prices upward.
- The presence of African residents and past demand from earthquake victims has influenced the demographic structure of the area.

## **4. Regional Findings – Cevizlidere (Akpınar)**

- The area is mainly inhabited by civil servants and small business owners.
- The student population is almost negligible.
- Buildings are approximately 15 years old and have good infrastructure and insulation.

- The rental price is around 24,300 TL, while the sales price is approximately 57,500 TL per m<sup>2</sup>.
- The amortization period is about 17.24 years.
- It is anticipated that rental prices would increase significantly if student demand were present.

## **5. Regional Findings – İncek**

- Most buildings in the area are 0–2 years old.
- Infrastructure and road construction works have not yet been completed.
- There is potential demand from students and single individuals.
- The rental price is approximately 24,300 TL, with a rental price of 270 TL per m<sup>2</sup>.
- The region has strong potential for future value appreciation.

## **6. Regional Findings – Ön Cebeci**

- Buildings are approximately 35 years old and constructed as stone masonry structures.
- There are uncertainties regarding earthquake resistance.
- Buildings generally do not have elevators, and apartments are usually rented furnished.
- For 90 m<sup>2</sup> 2+1 apartments, the rent is approximately 23,670 TL.
- The sales price is around 3,000,000 TL, with an amortization period of about 10 years.
- The area presents a high-risk–high-return balance.

## **7. General Conclusion and Evaluation**

The findings obtained from the meeting indicate that student demand is one of the key factors determining rental and sales prices in the real estate market. In areas with a high concentration of students, prices remain high despite deficiencies in building quality and infrastructure. In contrast, in areas without student demand, the market appears more balanced and stable.

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