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HOUSING  
**REPORT**

# Results 2020

“ The dominant trends of Moscow high-budget rental market of Moscow in 2020 were an increase in the scale of demand from Russian tenants, and changes in the "rider" of tenants.

Currently, potential tenants are closely assessing the quality of the apartments, in terms of both its occupancy and general condition. Therefore, they are paying special attention to thorough cleaning, dry cleaning, and disinfection before renting the property.

The demand volume at the beginning of 2021 is still lesser than the "pre-rental" level. However, we expect a healthy stabilization of the market at the levels of two years ago.



**Monika Esclangon**  
Operations Director, Relocation Services

## KEY NUMBERS OF 2020

**-15%**

amount of requests from potential tenants compared to 2019

**-3%**

of average rental rate requested per property, compared to the last year

**-3%**

prime rental stock available compared to 2019

**≈40%**

of all requests by potential tenants are foreign

### Average demand budget for Moscow

per month

USD 3,170

USD 4,410

### Average supply budget for Moscow

per month

### Average requested rental rate by district

per month

Leningradsky prospect

USD 2,800

USD 3,700

### Average offered budget by district

per month

Arbat-Kropotkinskaya

USD 3,900

USD 5,500

Tverskaya-Kremlin

USD 3,800

USD 4,600

Zamoskvorechye

USD 3,000

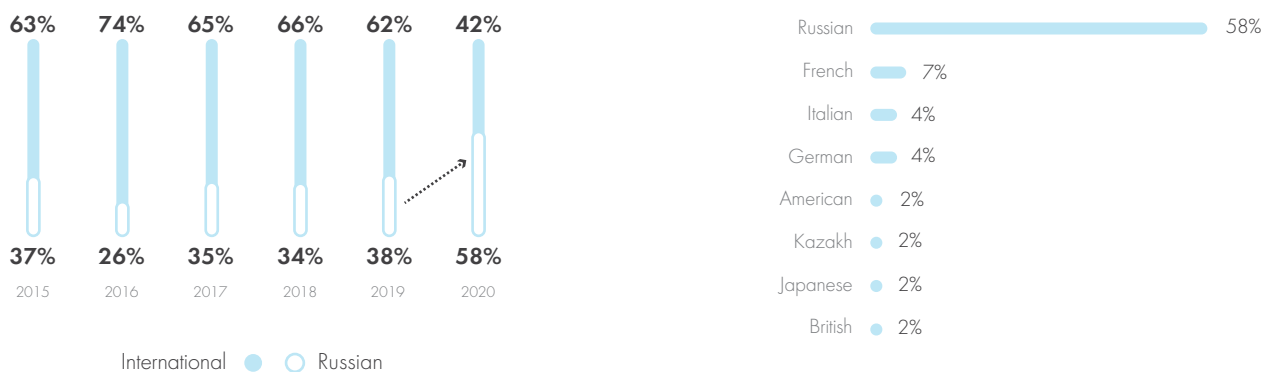
USD 3,700

# Tenant Profile

## NATIONALITIES

Over the past year, the proportion of the requests from Russians in the overall structure of demand has increased by about 20%. However, if we consider a longer timeframe, for example, from the end of 2016, the share of requests from Russians have increased by a third; from 26% to 58%. Also, since the beginning of the year, the percentage of Russian tenants' requests was almost 60% of the number of all requests, while foreign citizens account for about 40% of the demand.

In 2020 Moscow high-budget rent has mainly been popular among French citizens (7% of demand).



## SINGLE / FAMILIES

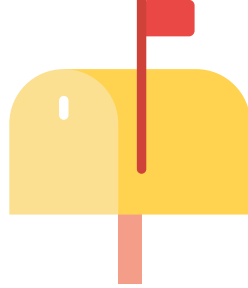
71% of tenants interested in high-budget apartments are families with children. The number of such tenants has remained practically unchanged since last year and has decreased only by 4%. These clients prefer two-bedroom apartments.



## FURNISHED / UNFURNISHED APARTMENTS

Furnished apartments were the most sought-after among tenants: 85% of all requests were for furnished apartments. Usually, potential tenants seek to rent ready-made housing, which facilitates the moving process.





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## IMMIGRATION

- Work Permit
- Visa Support (all types)
- Residence Permits
- Migration Registration & Notifications
- Legalization & Duplicates' Procurement
- Immigration Due Diligence

## RELOCATION

- Temporary Housing
- Orientation & Home-finding
- Legal Due Diligence
- Settling in & 24/7 Help-Desk
- Departure Support
- Spousal Support & Coaching

## MOVING

- International Moving
- Domestic Moving
- Transportations of Antiques
- Office Moving
- Vehicle Moving
- Stock and Storage