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LEADERSCLUB by LEBANON OPPORTUNITIES

Update

# Residential Real Estate Survey

**InfoPro** has undertaken a survey to gauge current and future trends in the residential real estate sector. The survey was conducted in **April and May 2022**. A sample of over 50 developers and 20 real estate consultants and brokers were surveyed

June 2022

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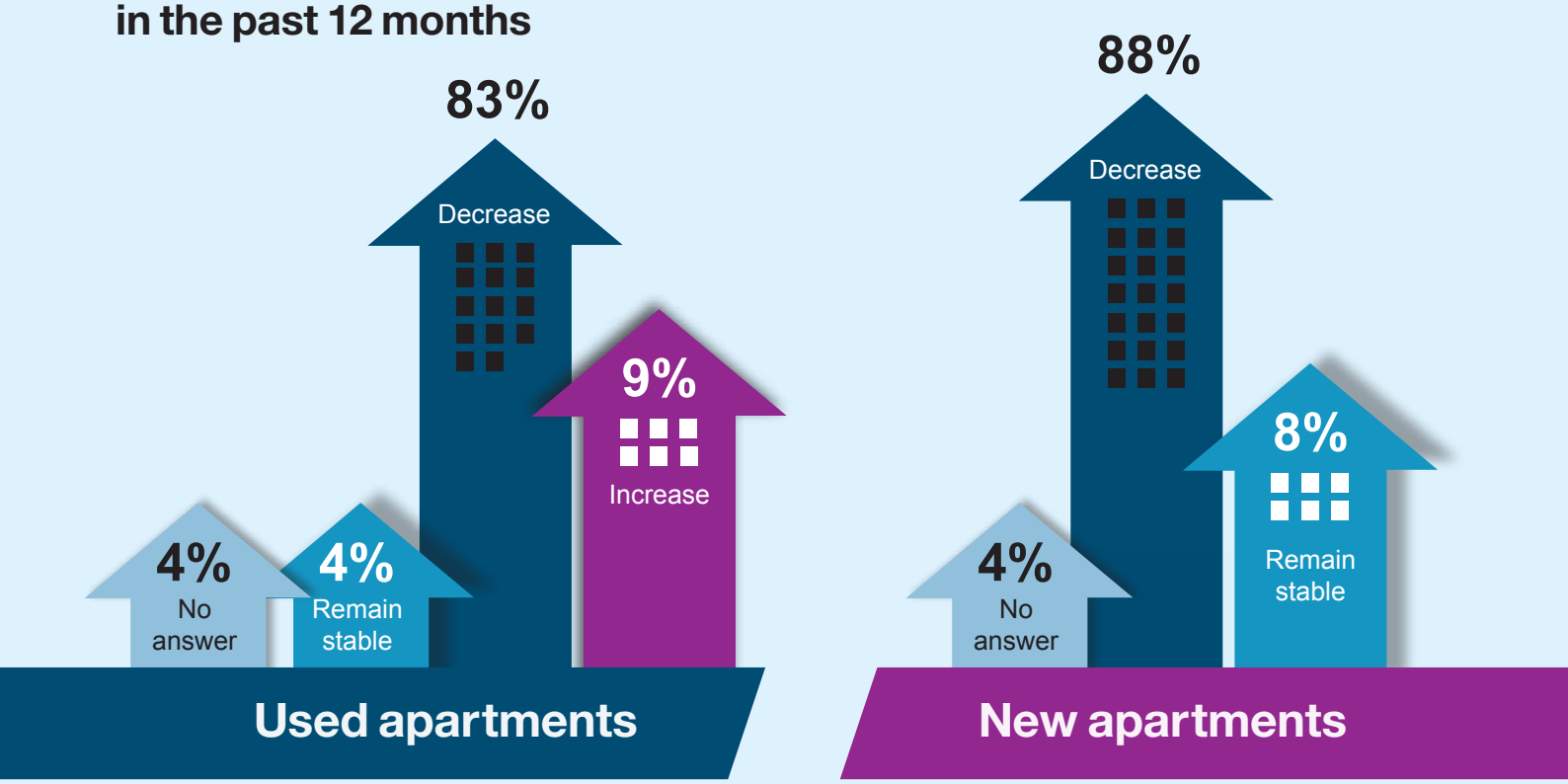
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# Residential Real Estate Survey

## Sales of apartments in Greater Beirut

### in the past 12 months




## Methods of payment accepted

**Fresh funds only**

92%

**Both fresh/non-fresh**

8%

**80%** of the amount is paid in **fresh funds** when both payments are accepted

## Apartment prices in Greater Beirut

### Comparing current prices with pre-crisis levels in fresh dollars

**2019** vs **Today**

(Same as 2021)

**$1 million**

**$400,000-$800,000**

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# Residential Real Estate Survey

## Forecast of used apartment sale transactions
### for the upcoming six months

| 4% Decrease | 34% Remain stable | 29% Increase | 33% No answer |
|---|---|---|---|

**Reasons for decrease**
- Owning an apartment today is adding more expenses on oneself regarding the building maintenance fees

**Reasons for increase**
- High demand for expatriates
- Old apartments are cheaper than new ones
- People consider real estate is safe investment

## Forecast of new apartment sale transactions
### for the upcoming six months

| 8% Decrease | 42% Remain stable | 17% Increase | 33% No answer |
|---|---|---|---|

**Reasons for decrease**
- Owning an apartment today is adding more expenses on oneself regarding the building maintenance fees
- Demand is for old apartments that are cheaper, thus demand for new apartments decreased
- New apartment prices are affected by the cost of raw materials

**Reasons for increase**
- High demand for expatriates
- People consider real estate is safe investment
- The IMF program will boost the economy

## Sales price forecast for new and used apartments
### for the upcoming six months

| 29% Decrease | 42% Remain stable | 12% Increase | 17% No answer |
|---|---|---|---|

**Decrease range 5%-30%**
- Sellers are requesting full amount in fresh dollars so they had to offer a discount to attract buyers
- There is no demand so prices will decrease
- Purchasing power of buyers is reduced so the prices will have to be adjusted

**Increase range 7%-20%**
- High demand for expatriates could push prices up
- People consider real estate a safe investment
- New apartment prices are affected by the cost of raw materials
- Demand for small size apartments will push prices up

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# Residential Real Estate Survey

## Buyers' profile

**35%** Local residents

**65%** Non-residents

## Future payment methods

**100%**

Will only accept payments in fresh funds

## New project plans

**92%**

Are not planning to develop new projects

## Inquiries for buying

apartments in the past 12 months

**92% Decrease**

## Inquiries for renting

apartments in the past 12 months

**79% Increase**

## Owners looking to sell

apartments in the past 12 months

**79% Decrease**

## Owners looking to rent

apartments in the past 12 months

**75% Increase**

## Rentals in Greater Beirut

Comparing current rents with pre-crisis levels in fresh dollars

| 2019 | vs | Today (Same as 2021) |
|---|---|---|
| $24,000/year | | $11,000-18,000/year |
| $50,000/year | | $20,000-36,000/year |

# WE ARE GRATEFUL TO THE FOLLOWING COMPANIES THAT HAVE PARTICIPATED IN OUR SURVEYS

## REAL ESTATE DEVELOPERS

Achour Development | Ahmad Rifai | Ali, Mohamad & Rida Shit and Kayed Khalil | Ammourieh & Tannir Andre Najem | Antoine Ibrahim | Antoine Khalil | Antoun Hachem | Ayash Group | Bachir Hariri | Balley Trading | Beit Misk | Blusky Properties | Bou Habib Group # 2 | Chadi Yehia | Charbel Alayle | Dany El-Fakhry Elie Hajjar & Raymond Hajjar | Elie Sawan and Partners | Ets. Jamil Ibrahim | Fahd Al-Jawhari | Francois El Hajj & Zeidan | Gabriel Saab | Hady Abou Jaoude & Hicham Abou Jaoude | Harb Real Estate | Henri Haykal | Hotait Group | Imad Mrawed | KaN Real Estate | Malak Nehme | Michel Hitti | Mitri Hajj | MMR Mohammad Abbas | Moslem Baydoun | Mounir Abilmona | Nabil & Naji Dakdouk | Nassif Abou Ghanem Platinum Invest | Rachid Hajj | Residential Experts | Rizk Rizk | Roukoz Sfeir | Saed Masri | Samer Sherri and Moustapha Chalhoub | Solid Steps | Tannous Tawk | Tony Chemaly | Tony Faddoul | TurnKey Development

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