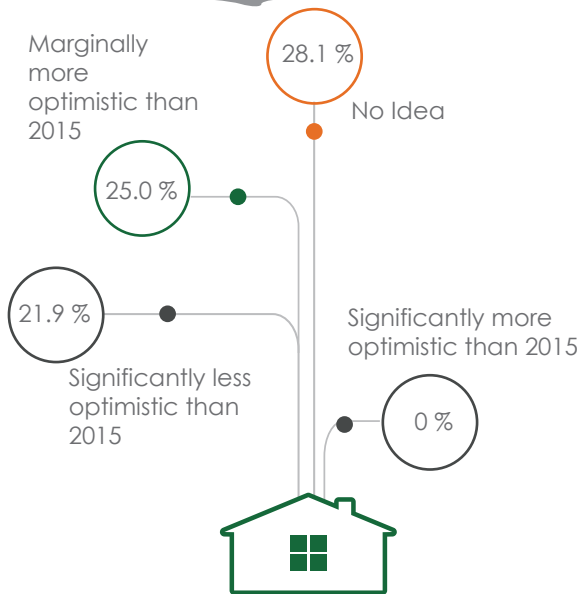


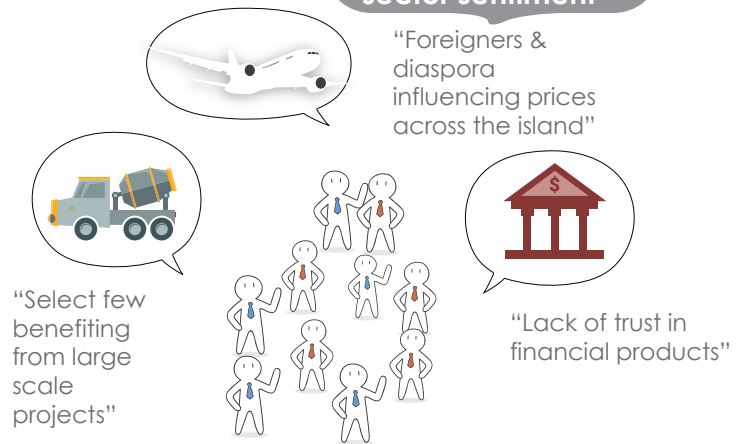


VERDE REAL ESTATE SECTOR SNAPSHOT

1. Sector sentiment today



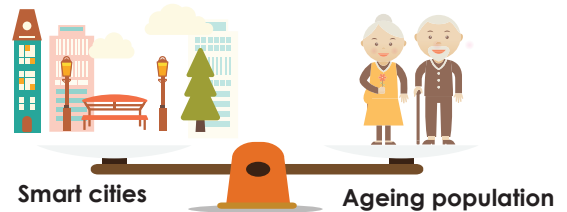
2. Reasons behind sector sentiment



3. What will have the most impact on the sector in the years to come?

Most positive impact

Most negative impact



4. New demand and opportunity areas



5. Top 3 factors affecting the sector today

Uncertainty in the economy

Bank financing

Decrease in return on investment

6. Insights breakdown by generation

Older generations (aged above 55)

Live in highly residential/dense areas

Y generation (aged between 15 and 35)

Selective purchases and continuous search for affordable land and housing for Y generation. They cite difficulties for purchases as land has appreciated significantly.

X generation (aged between 35 and 55)

18% of X generation live in extended families. Those living in nuclear dwellings have migrated to less dense, more affordable zones.

Z generation (aged below 15)

Z generation is expected to reshape the market to become supply-driven as a consequence of (1) Ageing population, (2) Smaller households and (3) Inheritance from Generation X-Y who in turn inherited from older generations.