

Overview on The Real Estate Market

- Inspecting the Egyptian real estate market demonstrates its stability, strength, and dependability. It is one of the least affected industries, with the customers' panic purchase model riding as a protection shield to prevent the next wave of price increase/inflation.
- Investment in real estate has always been "the go to," a secure harbor for investors, and now, the sales value of the market is a determinant of market growth. However, the question is whether the market should be scrutinized and evaluated just on the basis of sales value numbers.
- The market is growing significantly from a value perspective, reflecting many waves of inflation and price hikes, but it is stagnant/relatively decreasing from a volume perspective. Wearing the economist hat and looking at the numbers with a USD lens, the market growth in EGP sales value is not equivalent to USD value increase, demonstrating that a large portion of the value growth is due to EGP devaluation.
- Developers have been attempting to strike a balance with all of these changes, aiming to compensate volumes into new markets; knocking on the doors of the " " where the competition is about to begin.

Sales Performance in 9M 2022 vs. 9M 2023 (Jan. to Sep.)

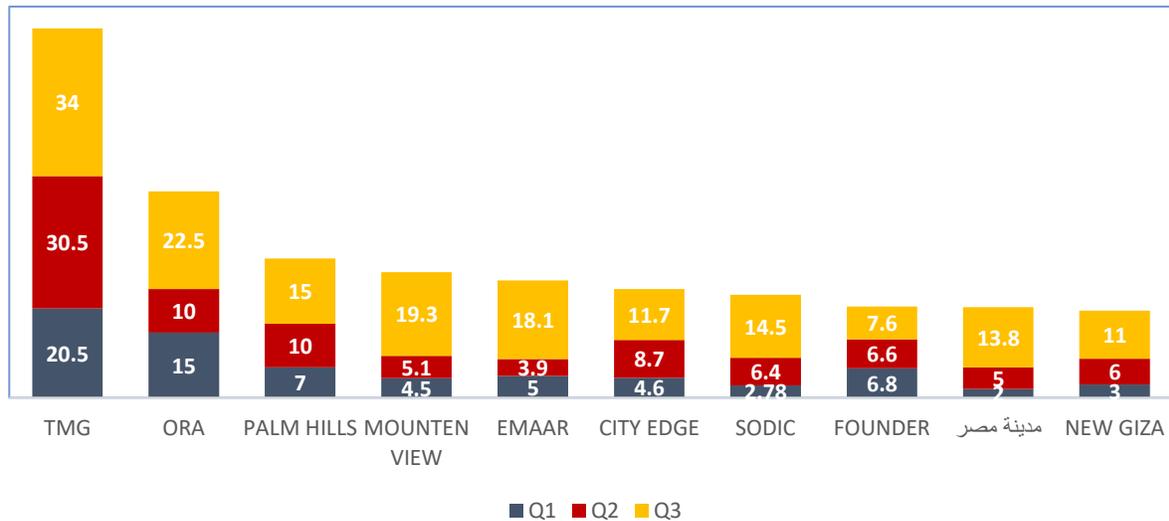
The top 20 developers in Egypt accumulated 448 bn EGP in gross sales in 9m 2023, a significant 95% increase in comparison to 9m 2022. Only the top 2 developers contributed with 29% of the top 20 developers' total sales in 9m 2023.

The Board Consulting TOP 10 Ranking 9M 2023 (Jan. to Sep.)

Top 10 Exceeded 330 BN EGP of Sales, around 101% increase over last year at the same period



Developer's Sales Analysis Total Sales Growth in 2023 QoQ



**The High Sales Growth in Q3 is mostly derived from NEW LAUNCHES,
Such As Emaar, Mountain View, SODIC & ORA.**