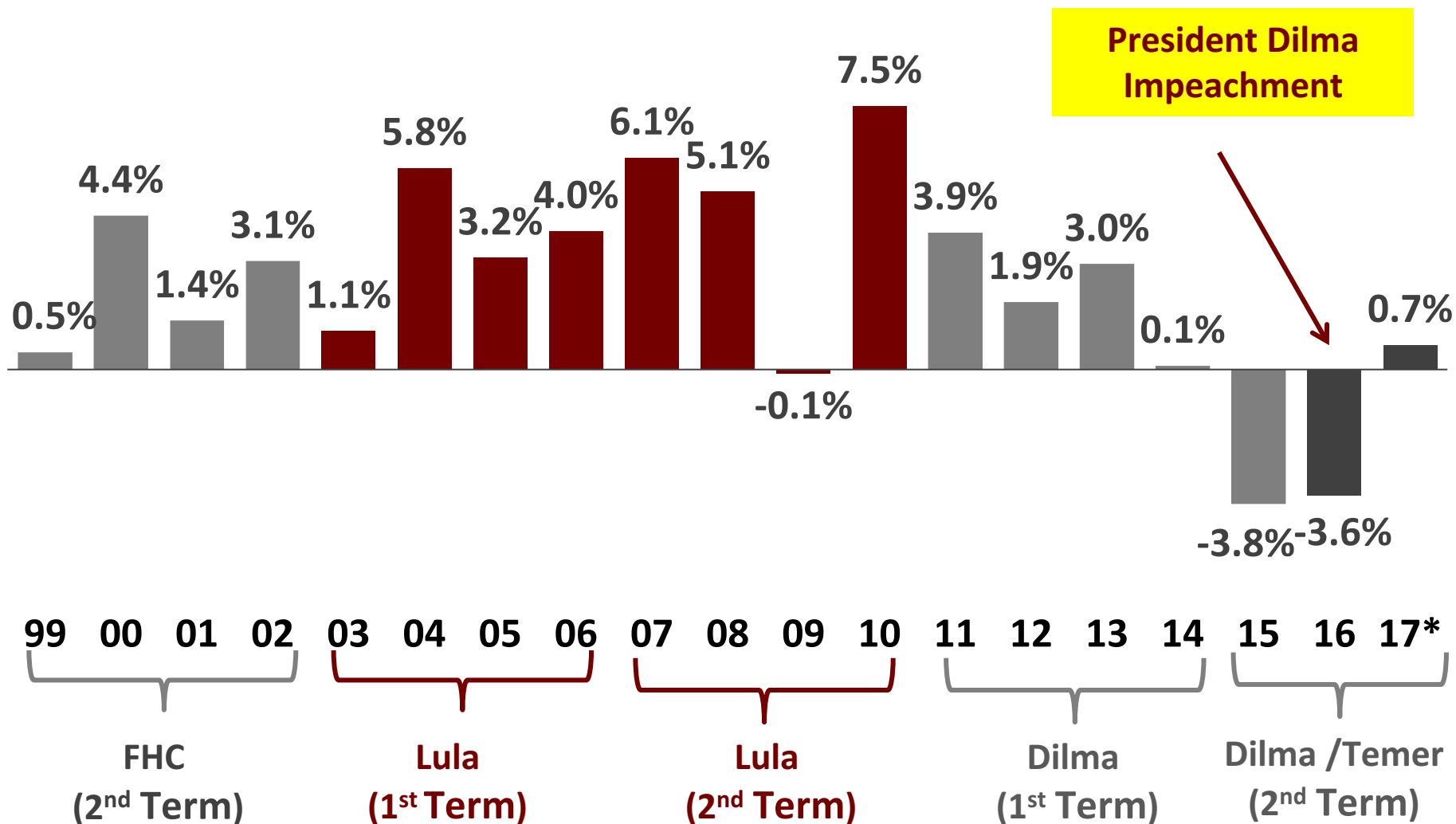


Brazilian Real Estate Market

João Crestana
Secovi-SP Past President



Economic activity - % GDP growth in Brazil



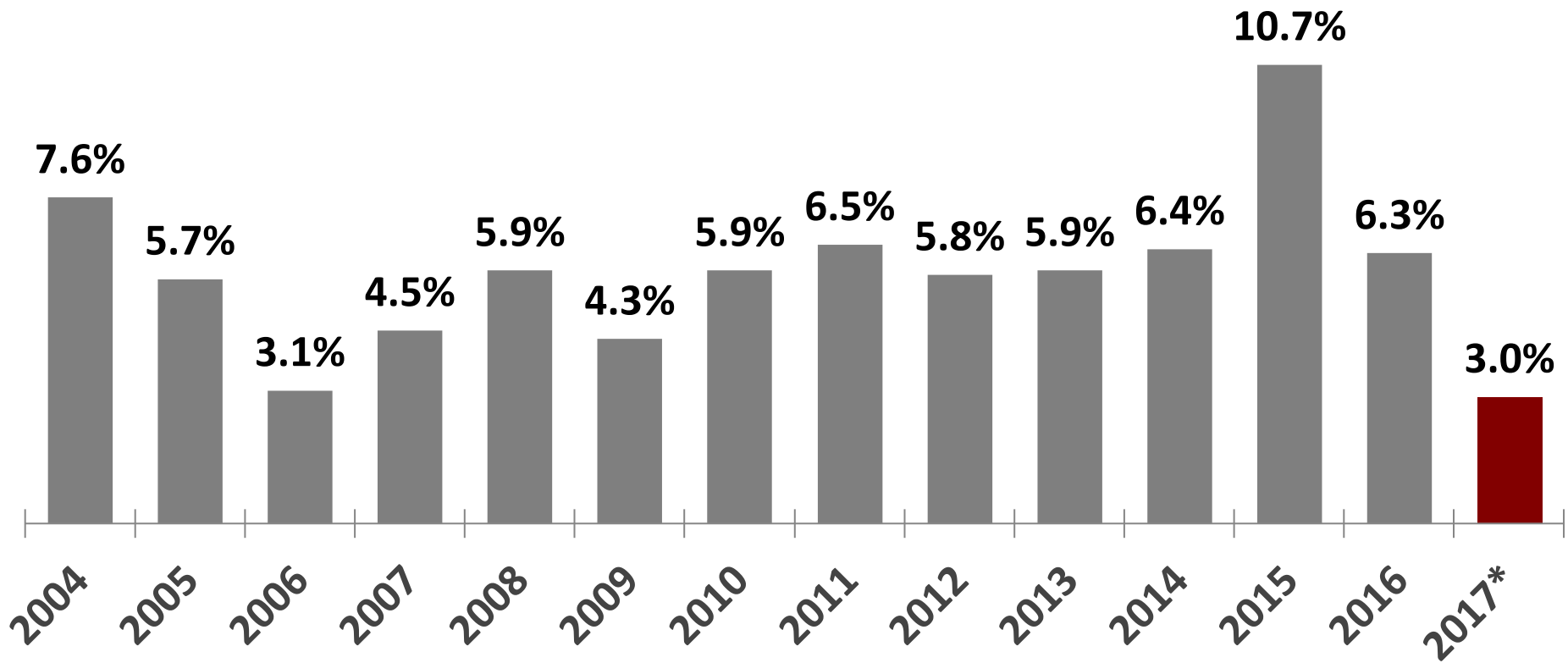
* Forecast – Focus Report 29/sep/2017

Source: IBGE

May 2016: President Temer takes over government:

- 1. The impeachment process was absolutely legal**
- 2. New president proposed measures to:**
 - Government spending control
 - Pension reform
 - Labor reform
 - Fiscal adjustment
 - Privatizations and public-private partnerships
- 3. Investor and consumer confidence started to improve**

Inflation – Consumer Price Index (% change 12 mos.)

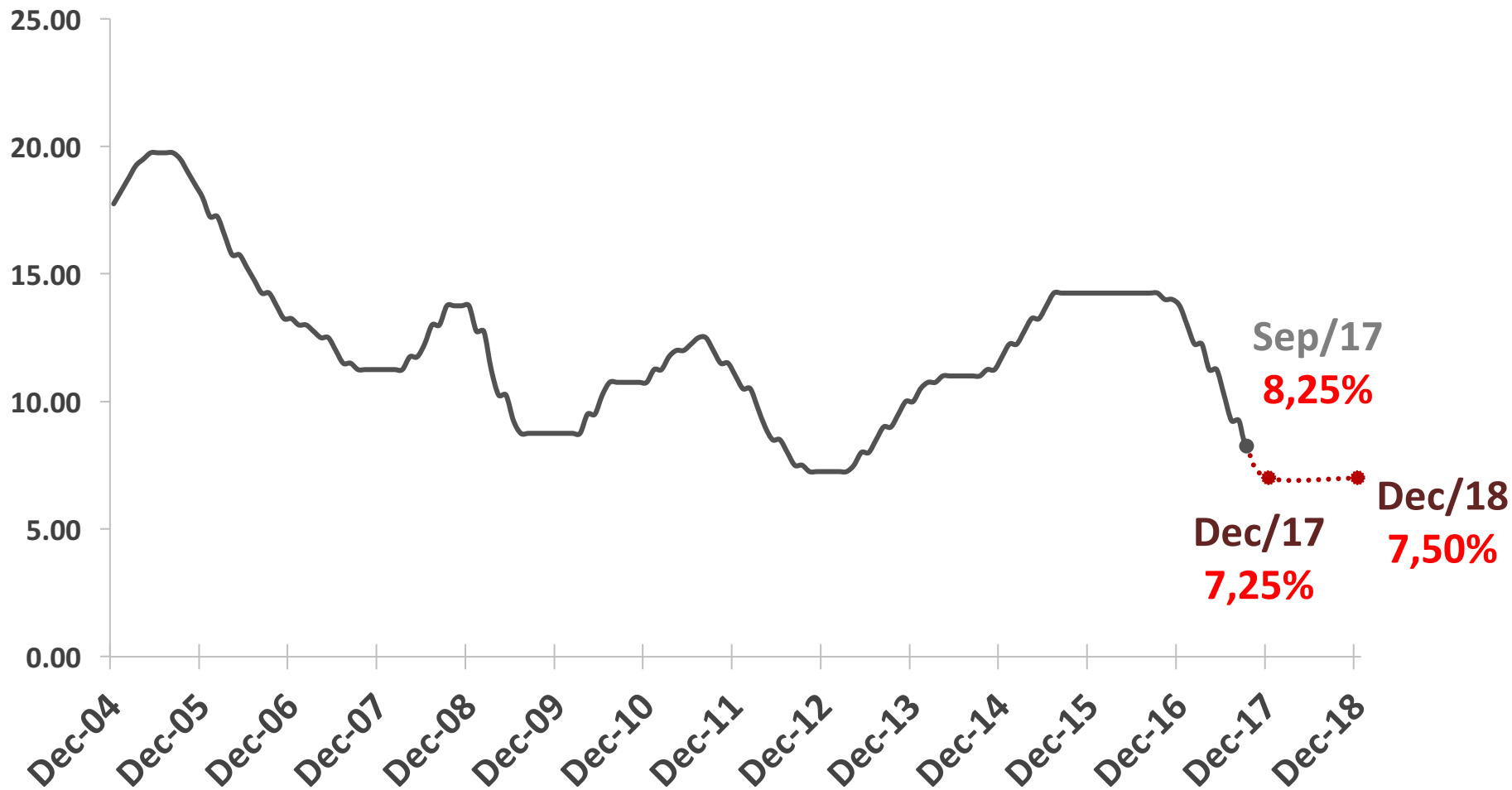


* dec/17 - Forecast – Focus Report 29/sep/2017

Source: IBGE

Interest Rate

SELIC, Special System for Settlement and Custody (% a.a.) – COPOM



* dec/17 and Dec/18 - Forecast – Focus Report 29/sep/2017

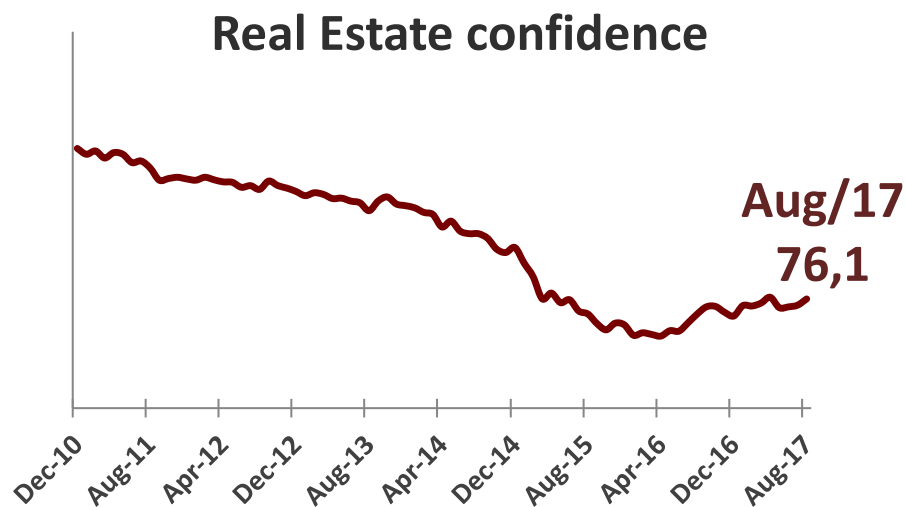
Source: BACEN

Confidence index - seasonally adjusted

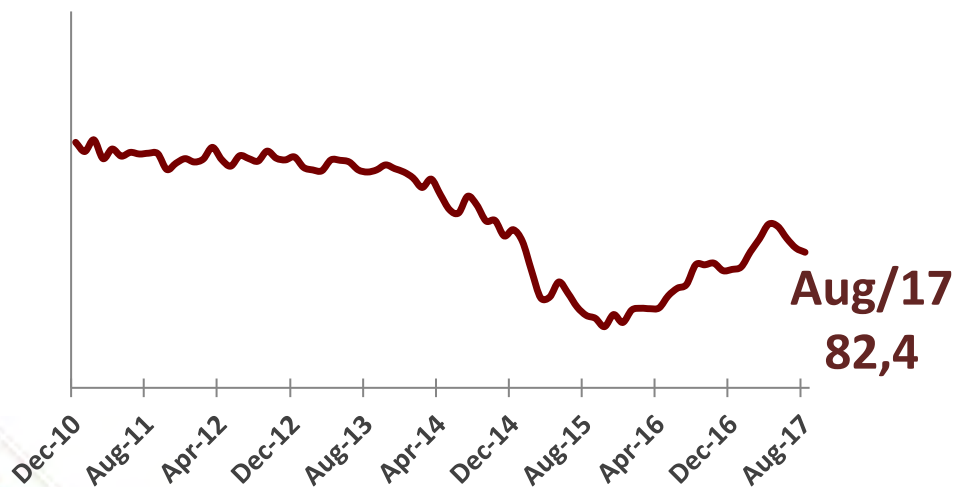
Consumer confidence



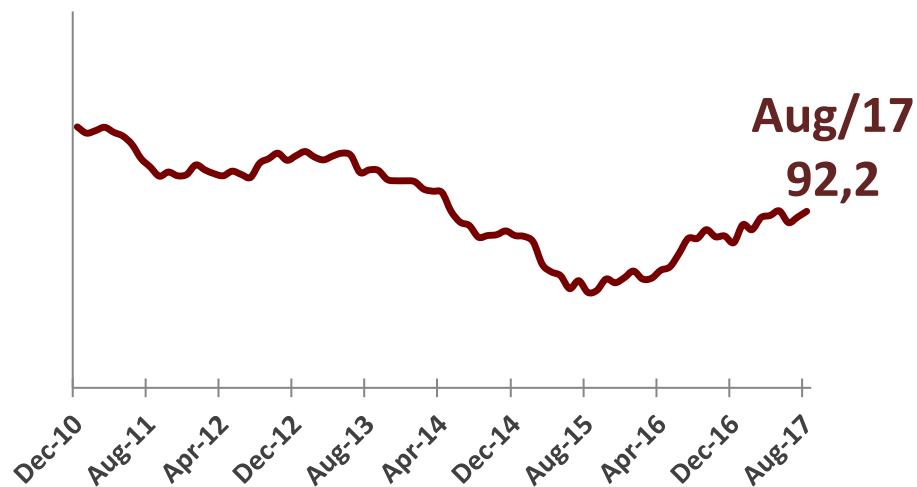
Real Estate confidence



Commerce confidence



Industry confidence



Residential units launched - Brazil

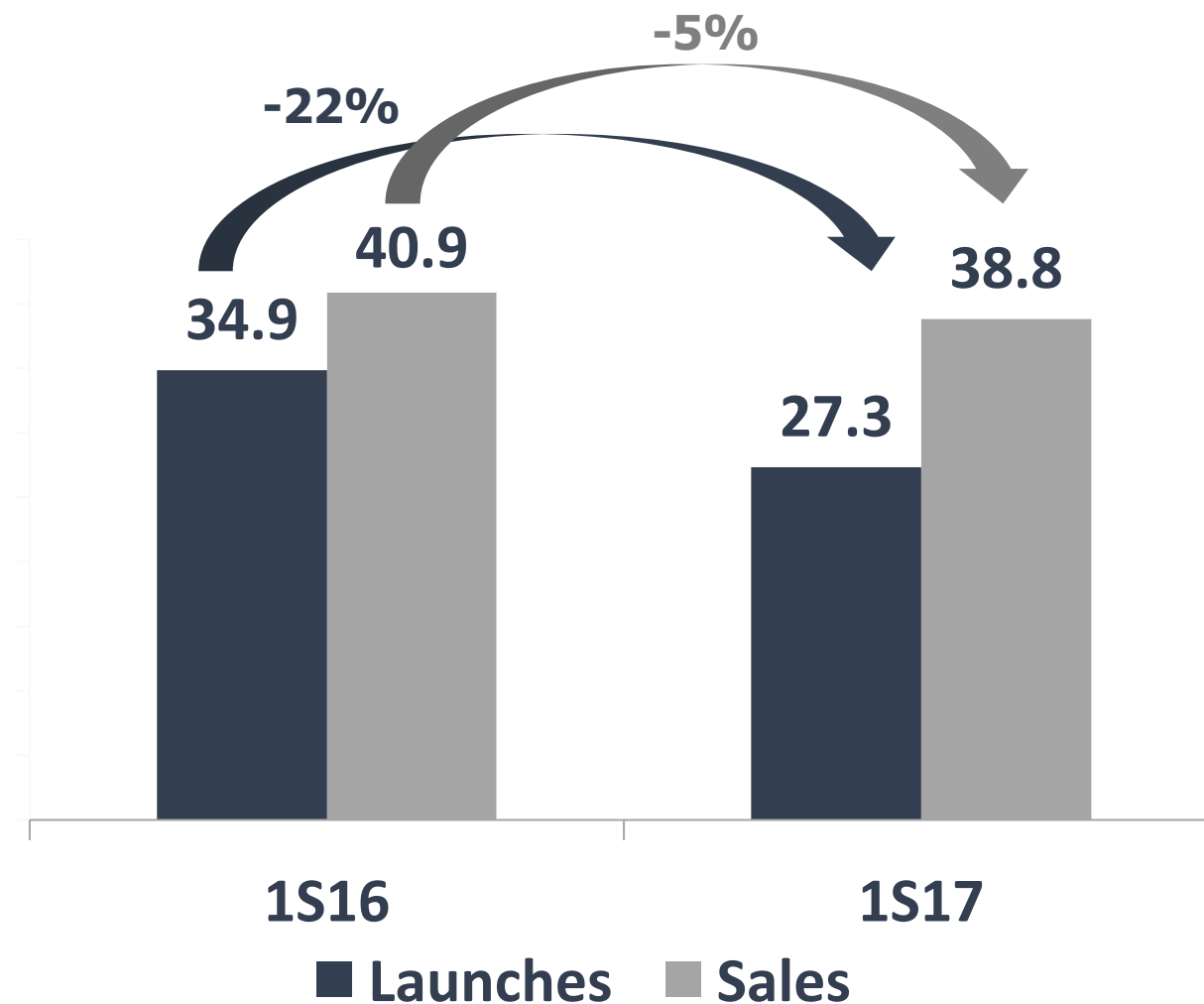
Region researched	1S16	1S17	Variation %
Belo Horizonte e Nova Lima	1.205	327	-73%
Curitiba	1.140	1.803	58%
Distrito Federal	380	228	-40%
Porto Alegre	927	861	-7%
Rio de Janeiro	2.550	1.989	-22%
Recife metropolitan area	4.185	461	-89%
São Paulo	5.933	6.547	10%
Others	18.532	15.116	-18%
Total	34.852	27.332	-22%

Residential units sales - Brazil

Region researched	1S16	1S17	Variation %
Belo Horizonte e Nova Lima	1.870	1.262	-33%
Curitiba	2.267	1.580	-30%
Distrito Federal	993	1.283	29%
Porto Alegre	1.448	1.385	-4%
Rio de Janeiro	6.521	5.889	-10%
Recife metropolitan area	2.871	4.427	54%
São Paulo	7.194	7.888	10%
Others	17.749	15.127	-15%
Total	40.913	38.841	-5%

Residential Real Estate – Launches and Sales - Brazil

In thousand units



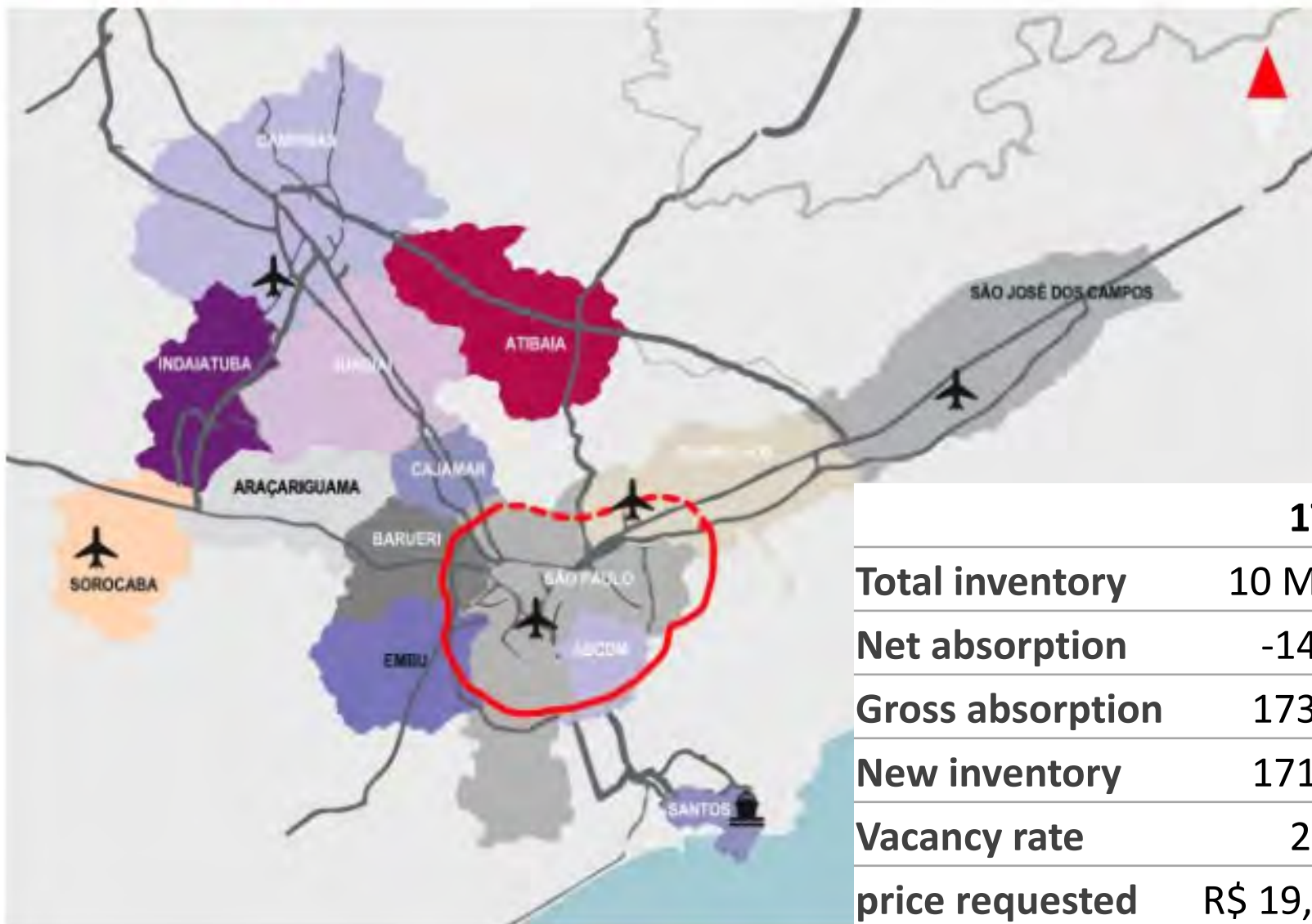
Office Market AA & A – 2T17

- Net absorption – -8 th m²
- New inventory – 31 th m²
- Vacancy rate – 25,3%
- Average price requested – R\$ 81/m²/month



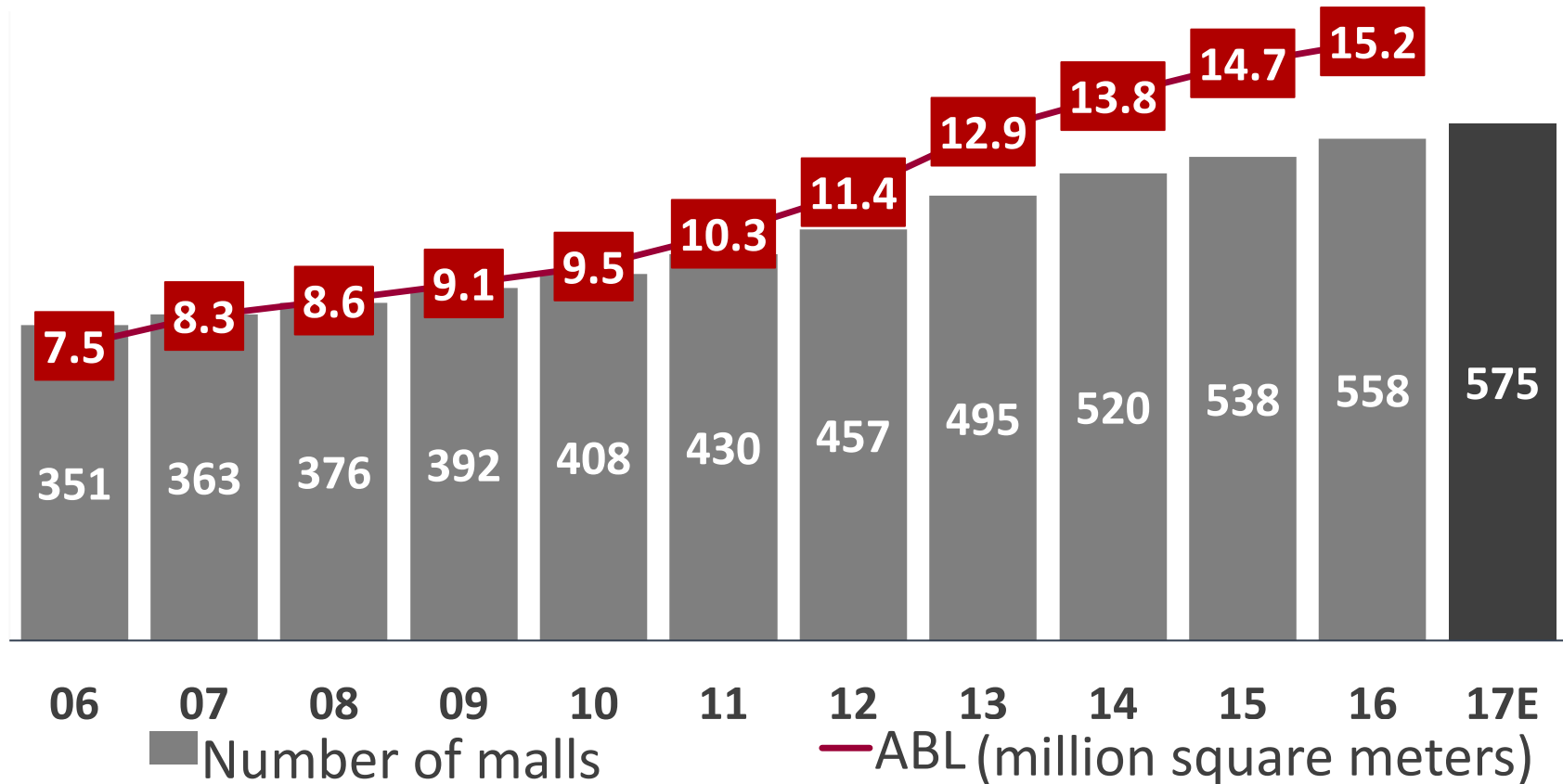
Market developments Logistics A & AA

São Paulo



	1T2017
Total inventory	10 Millions m ²
Net absorption	-14,5 th m ²
Gross absorption	173,3 th m ²
New inventory	171,5 th m ²
Vacancy rate	28,85%
price requested	R\$ 19,34/ m ² / month

Shoppings Malls - Brazil



15.2 million sqm = 163.6 million sqf

Thank you!

João Crestana
Secovi-SP Past President

