



Hurricane Maria put us on the map.
Right at the
CENTER
of the action.



Facts after Hurricane María*

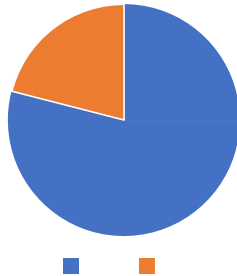


* National Association of Realtors@Survey January 2018



Facts after Hurricane María*

Four-fifths have either a family member or friend who have moved to the Mainland



* National Association of Realtors@Survey January 2018



Facts after Hurricane María*

Those with family and friends who have moved to mainland more likely to move themselves

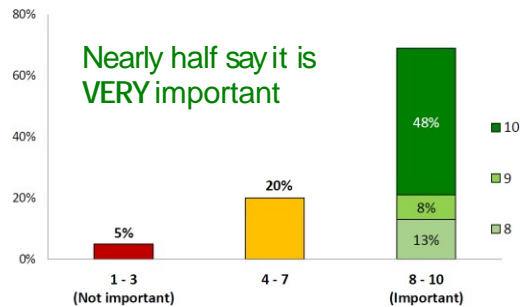
	Very likely to move	Somewhat likely to move	Plan to stay in Puerto Rico
Total	17%	8%	73%
Family that left	21%	10%	68%
No family that left	13%	7%	79%
Friends that left	19%	10%	70%
No friends that left	11%	5%	83%

* National Association of Realtors@Survey January 2018



Facts after Hurricane María*

Importance of Real Estate Market to economic recovery on a scale of 1 to 10

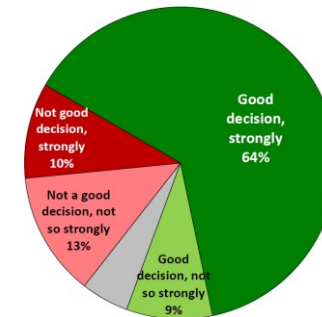


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Facts after Hurricane María*

Majority agree that buying a home is a good financial decision

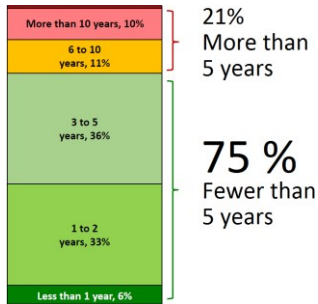


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Facts after Hurricane María*

Most think Puerto Rico will recover within five years.



* National Association of Realtors@Survey January 2018



Facts after Hurricane María*

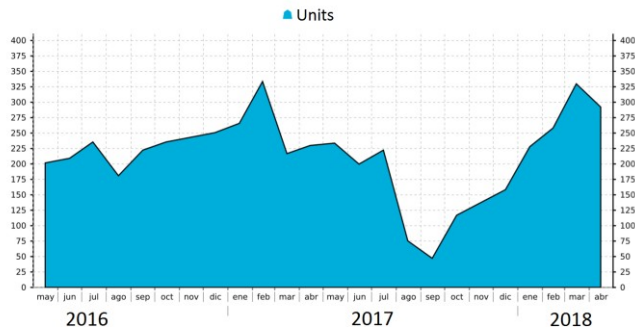
HUD AWARDS RECORD \$18.5 BILLION FOR PUERTO RICO HURRICANE RECOVERY
 Disaster recovery funds to help repair damaged homes, businesses and electric grid

* La Fortaleza 10-4-2018

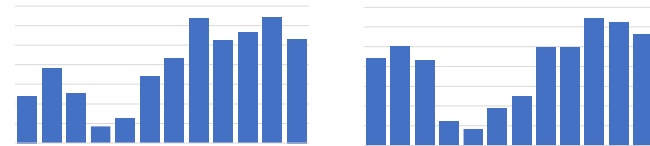


Facts after Hurricane María*

Units Sold - Residential



Data: Puerto Rico MLS



Data: Puerto Rico MLS



States with the most Views

1. Florida*
2. New York
3. Texas
4. California
5. Virginia

48%
Increase
2018

* Doubled in 2018

Data: Puerto Rico MLS



Provinces with the most Views

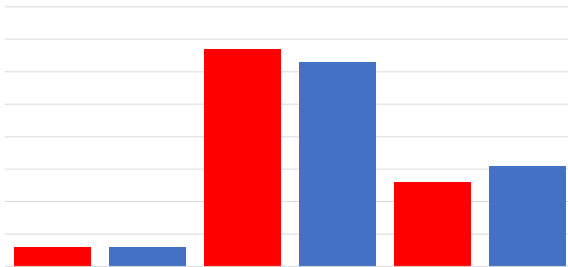
1. Guangdong
2. Beijing
3. Zhejiang
4. Jiangsu
5. Shanghai
6. Hubei
7. Sichuan
8. Shandong
9. Fujian
10. Jiangxi

China
a
27%
of views

Data: Puerto Rico MLS



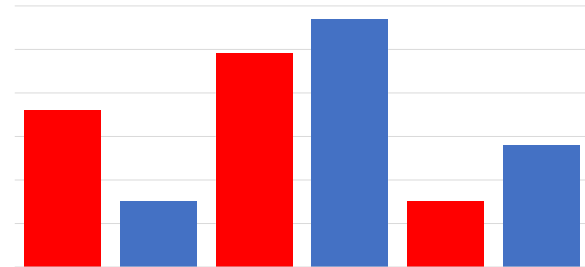
Views \$100k - \$200k



Data: Puerto Rico MLS



Inquiries \$100k - \$200k



Data: Puerto Rico MLS



Price range with the most Views

1st \$100k - \$200k 3Bd
2nd \$100k - \$200k 4Bd(4th)

Median

2017: \$175,000
2018: \$145,000 -17%



Days on Market 2018

Median: 197 days +47% (6.5 months)
2017: 134 days (4.4 months)

Standard Deviation: 180 days +24%
2017: 145 days



Areas of growth

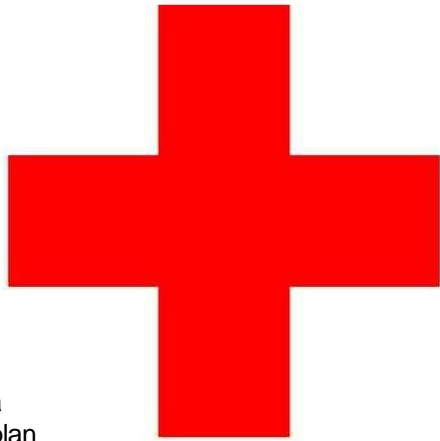
Dorado
Condado
Islave Verde
Palmas del Mar
Guaynabo (\$300s)



Thanks to Hurricane María....

...we learned.

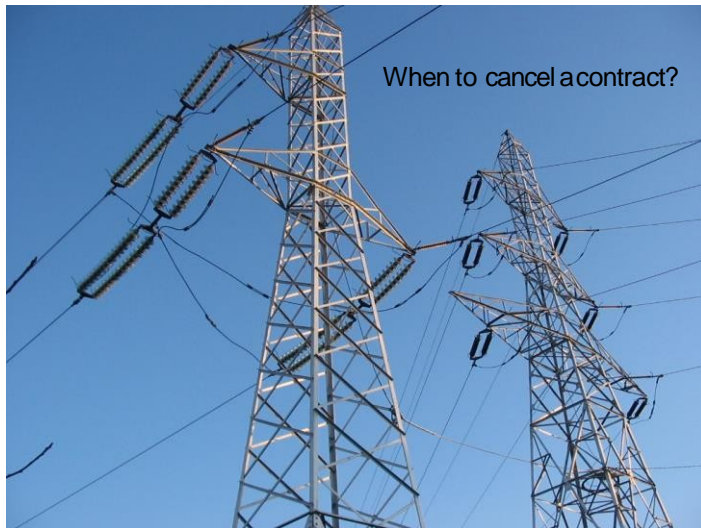




Prepare a detailed plan



Set clear responsibilities on damages between Seller and Buyer



When to cancel a contract?






CMA =
Comparative Market Analysis



Let's accept the challenges
Hurricane Maria has thrown
at us.

Let's exploit the
opportunities to the
maximum.

