

SUSTAINABLE REAL ESTATE MARKETS THROUGH FIABCI



GLOBAL OVERVIEW:
SHARING BEST PRACTICES WORLDWIDE

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OUTLINE

- FIABCI – International Real Estate Federation
- Global Real Estate Market Dynamics
- European Market Peculiarities: Greek Market

FIABCI OVERVIEW

OVERVIEW

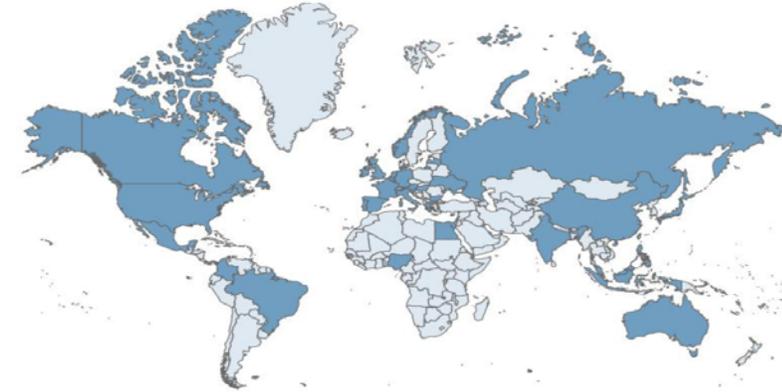
- **Founded** in Paris, France in **1948**
- The only worldwide real estate networking organization for all professionals associated with real estate
- Objectives
 - **Worldwide networking for members**
 - Lobbying / special consultative status at the **UN**
 - Exchange of information on real estate market
 - Cultural and educational **exchanges among professionals**

MEMBERS

- **All forms:** individuals, corporates, associations, academic institutions, students, public sector
- Located in more than **65 countries**
 - **100** professional associations representing **1 million+** professionals
 - **65** academic institutions
- **New FIABCI Association Membership Model to grow membership**

ORGANISATION

- **65 countries** (local branches of the organisation)



FIABCI WORLD CLASS EVENTS

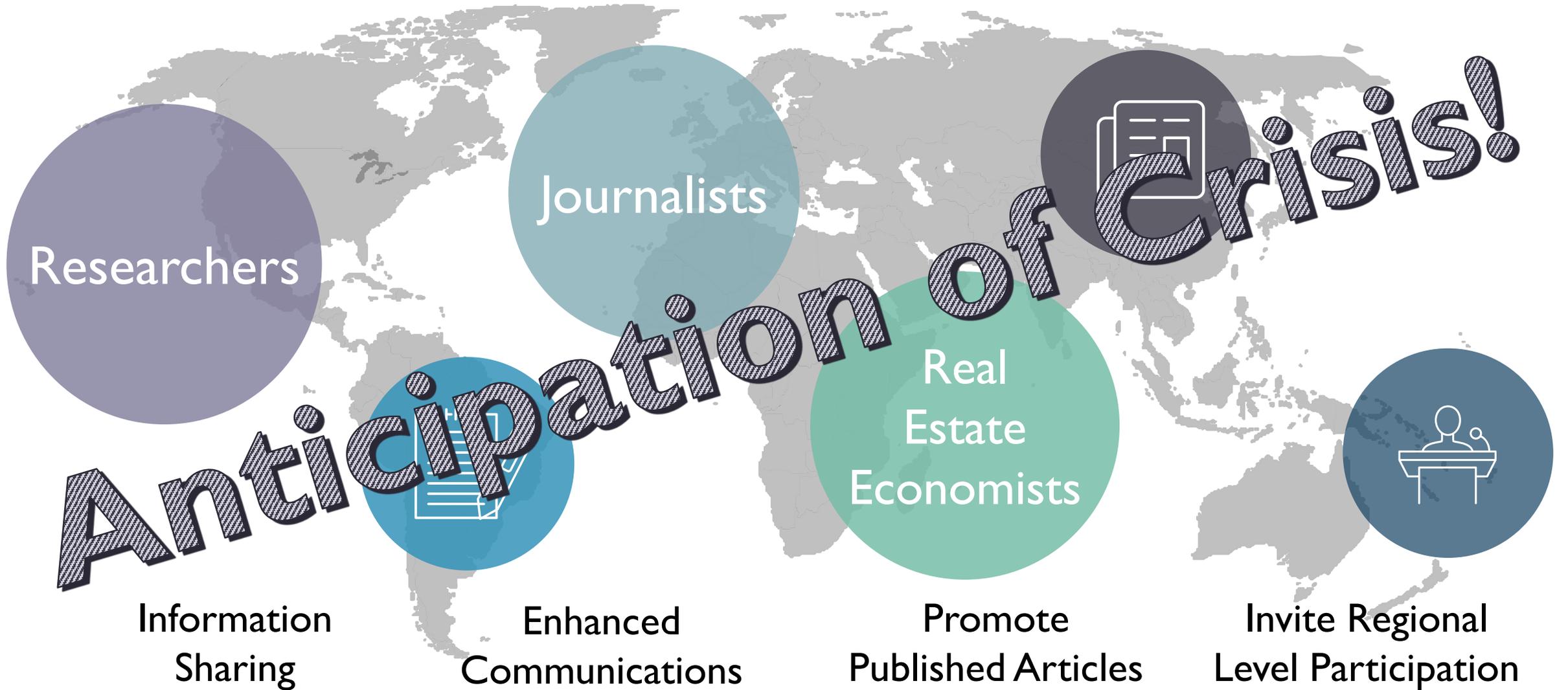
- **World Congresses:** 3 day Professional Program with Top Class Keynote Speakers and Experts' debates
- **World December Business Meetings:** 3 day Professional Program with Committee Meetings
- **Regional FIABCI Congresses:** European Congress, Congress of the Americas, FIABCI Asia Pacific Real Estate Congress (APREC)
- **Local Trade Shows:** MIPIM, MIPIM UK, MIPIM Asia, NAR Convention, Expo Real



FIABCI World Councils are open to any FIABCI member free of charge. Login to www.fiabci.org and select World Councils as part of your professional profile.

“We share the best practices worldwide to provide you with the best business models and opportunities!”

FIABCI Global Media & Communications Network



GLOBAL ADVOCACY FOR THE REAL ESTATE PROFESSION

Lobby for our Profession...
Only at the Request of Chapters and PMs



01

Industry
Regulation

02

Industry
Legislation

03

Consumer
Interests

04

Cross-border
Issues

Share national best practices globally

FIABCI VISION 20/20

Established go-to source
for global market access



BUSINESS VALUE OF FIABCI

Enhanced programming and member services

- Targeted programs by industry sector
- Cross-disciplinary business development
- Professional business network
- Local market distinction
- Access to new and developing markets
- Promotion of industry best practices globally
- Opportunities for increased involvement in FIABCI chapters and with Principal Members – many of the largest and most prestigious real estate associations in the world



THE FIABCI WORLD COUNCILS

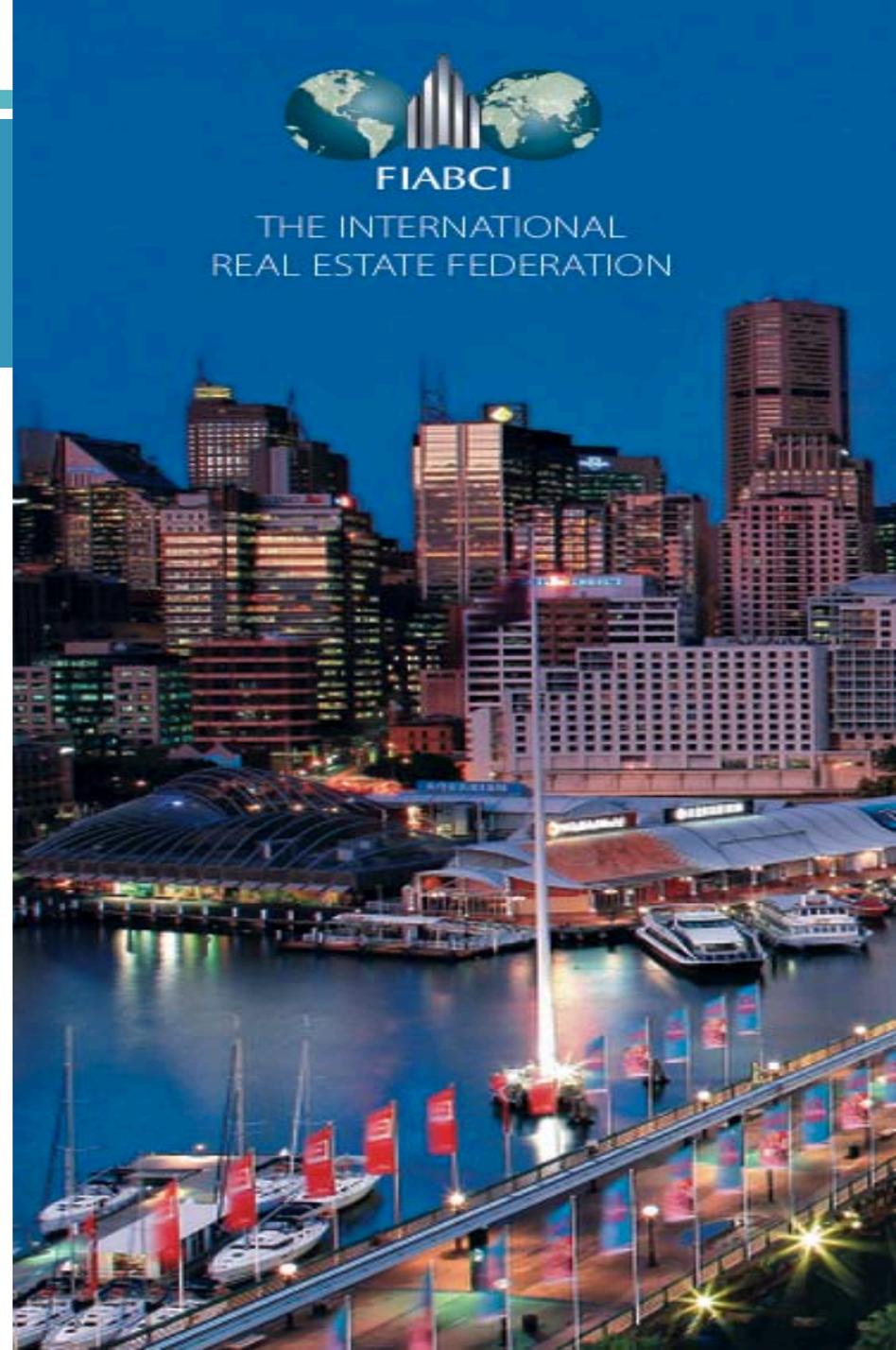
The FIABCI World Councils were created to support the FIABCI vision through targeted goals:

- Improve **communications**
- Provide better tailored **services**
- Enhance **business opportunities**
- Demonstrate **transactions** achieved

Working for strategic growth and global promotion and development!



THE INTERNATIONAL
REAL ESTATE FEDERATION



MINIMIZING RISK THROUGH FIABCI

- High opportunity/high risk markets need broad, reliable network
- A network that connects brokers, developers, managers, experts and others
- Brokers play central role
- FIABCI Principal Members are solid and important partners for FIABCI
- Win-Win proposition for greater involvement by our FIABCI members
 - Win: for **GREEK** professionals
 - Win: for **FIABCI** members

VALUE PROPOSITION FOR PRINCIPAL AND WORLD ORGANIZATION MEMBERS

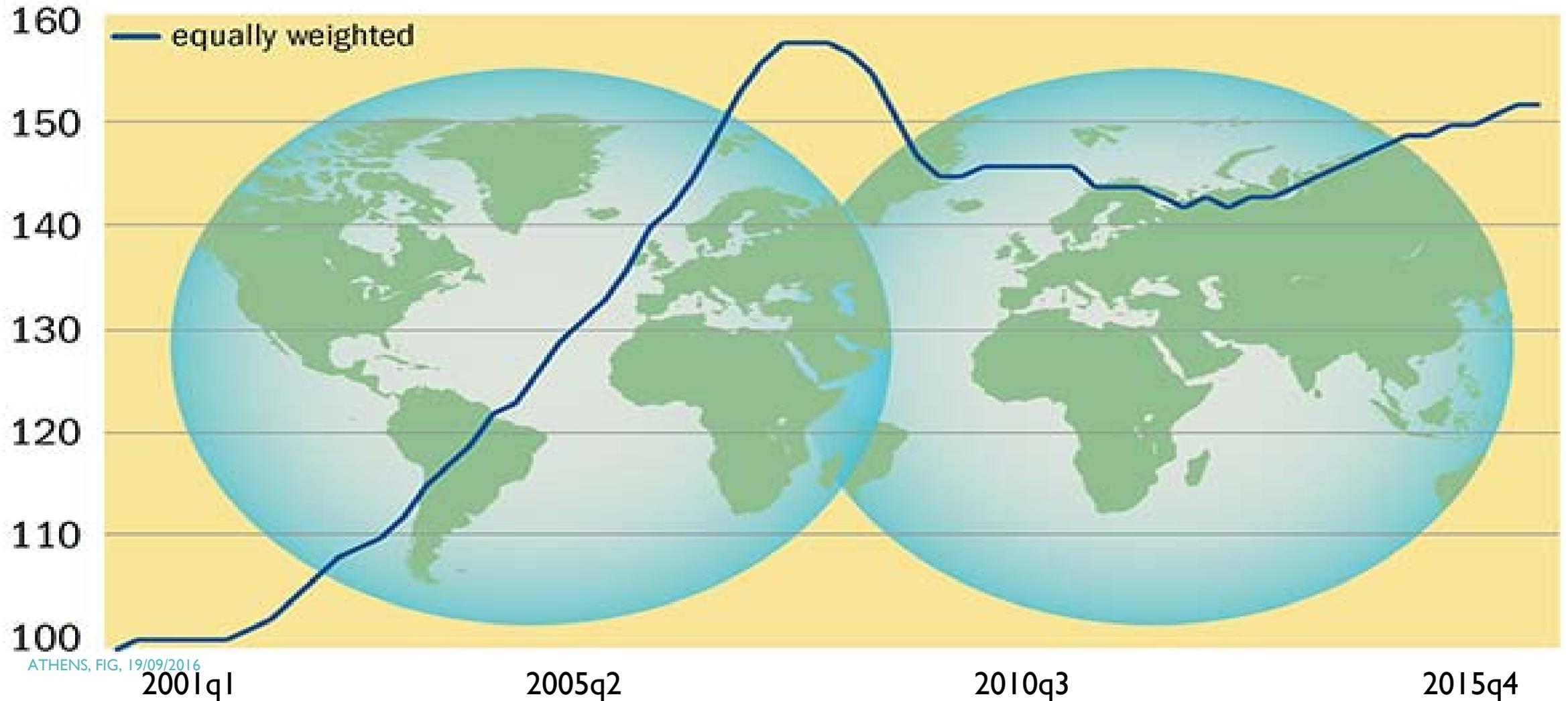
- Expanded global networking opportunities for practitioner members
- Exchange of marketplace information for practitioner members
- Expanded marketplace for your products and services
- Joint global programming at national and international events

IMAGINE THE POSSIBILITIES!

GLOBAL REAL ESTATE MARKET

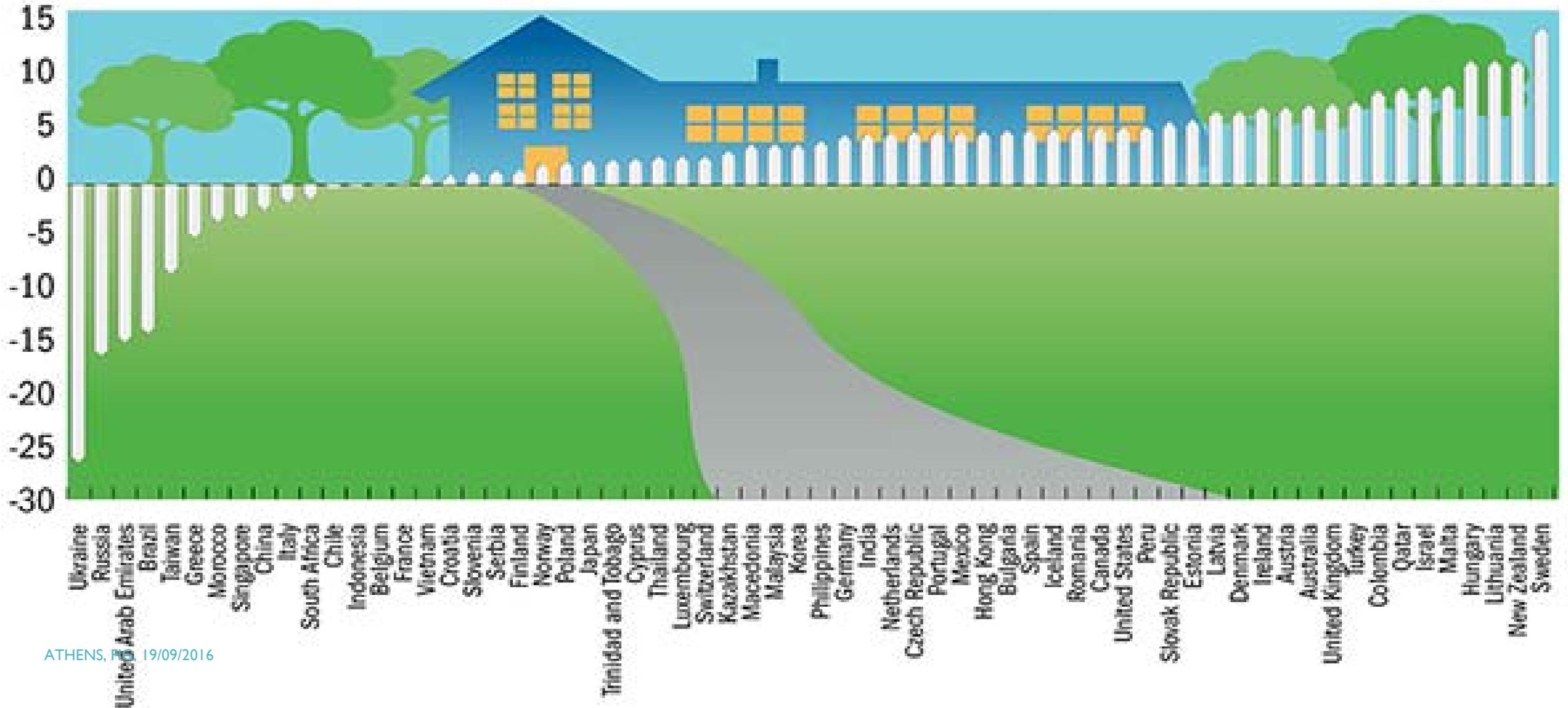
OVERVIEW

GLOBAL HOUSE PRICE INDEX: SLOW RECOVERY?!



REAL HOUSE PRICES INCREASED OVER THE 2015

(2016: Q1 OR LATEST, ANNUAL % CHANGE)



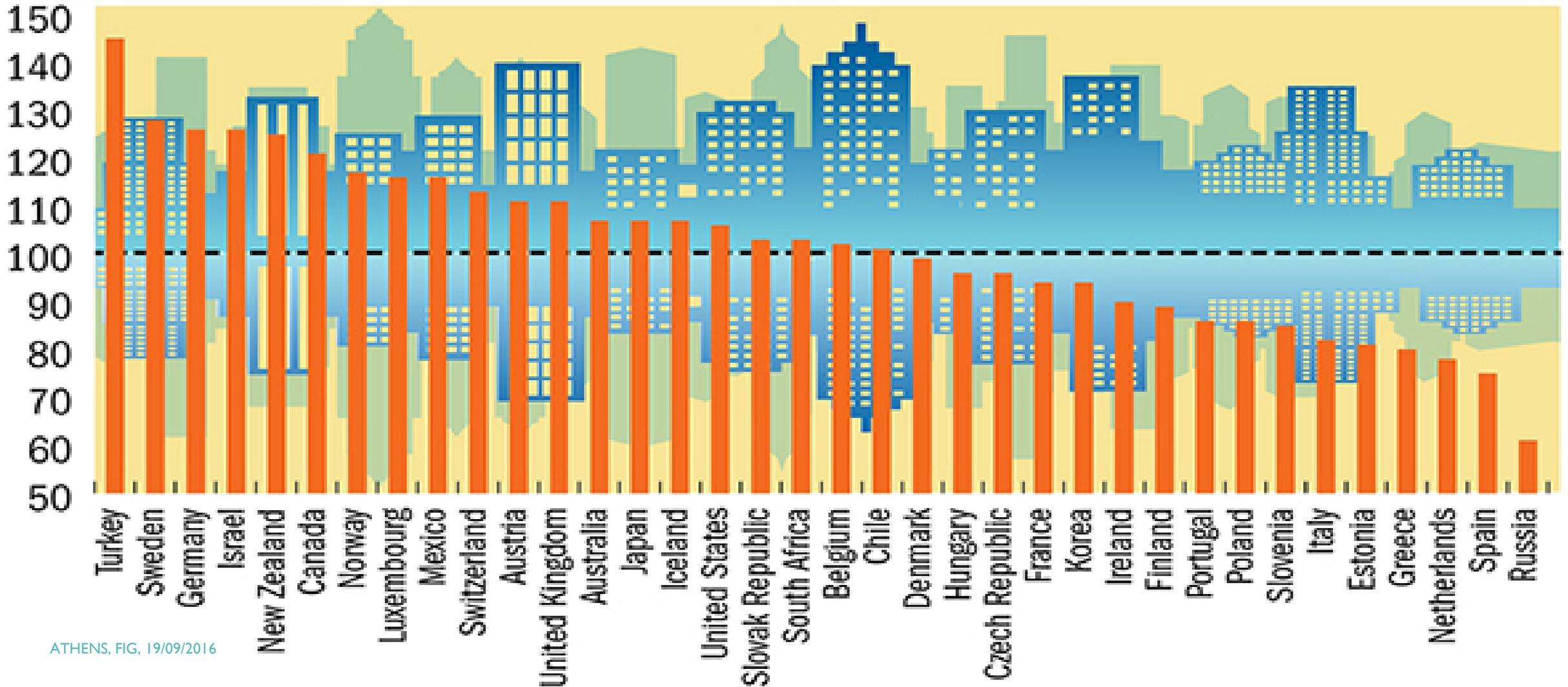
ATHENS, 19/09/2016

HOUSE PRICE-TO-INCOME RATIO PRICES INCREASED FASTER THAN INCOME (2016: Q1 OR LATEST AVAILABLE; 2010=100)



ATHENS, FIG, 19/09/2016

HOUSE PRICE-TO-RENT RATIO PRICES HAVE GROWN FASTER THAN RENTS (2016: Q1 OR LATEST AVAILABLE; 2010=100)



ATHENS, FIG, 19/09/2016

PREDICTIONS FOR 2020

➤ **The global investable real estate universe will expand substantially, leading to a huge expansion, especially in emerging economies.**

- By 2020, investable real estate will have grown by more than 55% compared to 2012, and then will expand by a similar proportion in the following decade.

➤ **Fast-growing cities will present a wider range of risk and return opportunities.**

- Cities will present opportunities ranging from low risk/ low yield in advanced economy core real estate, to high risk/high reward in emerging economies. The greatest social migration of all time – chiefly in emerging economies – will drive the biggest ever construction surge.

➤ **Technology innovation and sustainability will be key drivers.**

- All buildings will need to have “sustainability” ratings, while new developments will need to be “sustainable” in the broadest sense, providing their residents with pleasant places to live. Technology will disrupt real estate economics, making some types of real estate obsolete.

ATHENS, FIG. 19/09/2016

PREDICTIONS FOR 2020

➤ **PPPs will become more important.**

- Both sides participation is required for greater outcome: numerous examples of success (and also of failure while alone).

➤ **New wealth from the emerging economies will intensify competition.**

- The investment community will need to think laterally to earn attractive returns. They might have to develop assets in fast-growing but higher risk emerging economies, or specialize in the fast-growing subsectors, such as agriculture, retirement, etc.

➤ **A broader range of risks will emerge.**

- Climate change risk, accelerating behavioral change and political risk will be key.

ATHENS, FC 17/12/2016

REAL ESTATE INVESTMENTS IN EUROPE (BILLION EUROS)



ATHENS, FIG, 19/09/2016

Source: *Real Capital Analytics*

EUROPE'S 10 MOST ACTIVE CITY-MARKETS (BLN EUROS)



ATHENS, FIG. 19 09 2016

GREEK REAL ESTATE MARKET DEMANDS

- Greek Banks need to sell big chunks of property portfolios through the Non Performing Loans: Their official target is to reduce the NPL portfolios by 50% during 2017-2019
- The new regulations give power to bankers to decide big discounts on these portfolios.
- Still the need is to attract foreign investors: In order to attract foreign funds the Greek Government needs to cooperate with FIABCI, which represent the private sector of the real estate industry and can inform the global community and guide efforts towards Greece
- The timing is ideal for these initiatives as the Greek Government is keen to attract investors and create jobs.
- FIABCI is ready to support these initiatives!

THANK YOU!

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