

# Real Estate Market Brazil

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Secovi-SP Past President

nov/2019

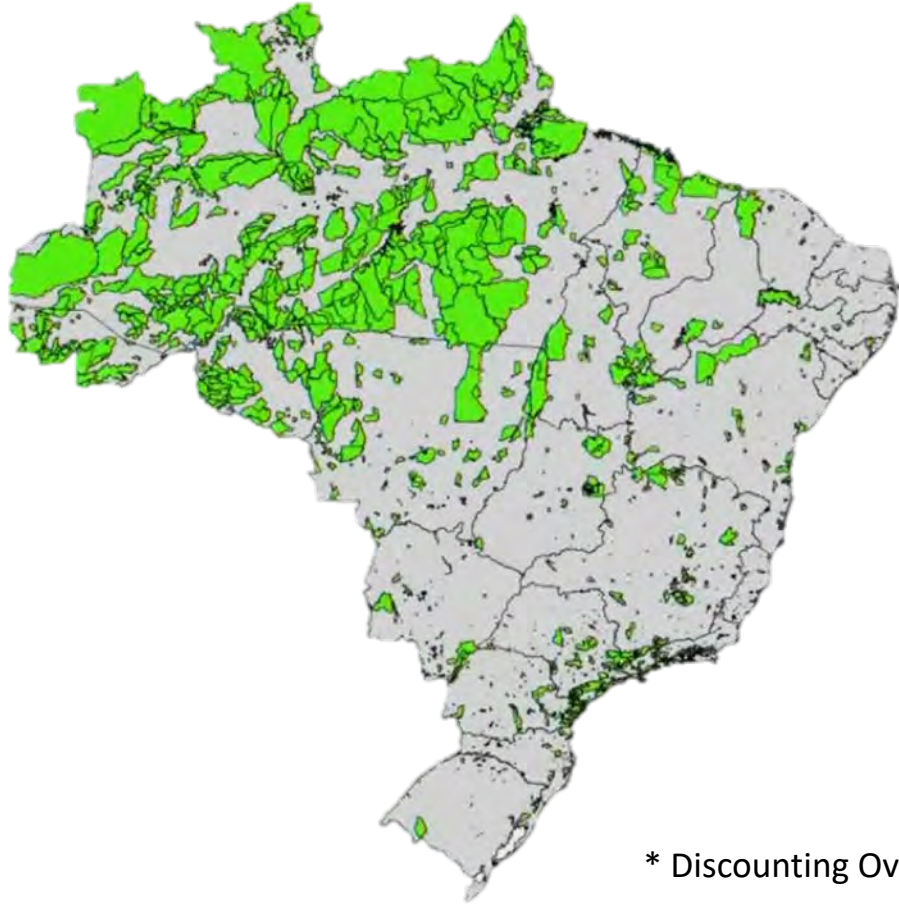
# BRAZIL



TERRITORIAL AREA

**851.576.705 ha**

# BRAZIL



**30% OF BRAZIL**  
PROTECTED AREAS  
257.257.508 ha\*

Considering:

- Conservation units;
- Indigenous Lands

Equivalent to the surface of  
**15 countries** of the European Union.

\* Discounting Overlays

# BRAZIL: ASSIGNED LEGAL AREAS



1.871 conservation units  
800 indigenous lands  
9.349 settlements  
296 quilombolas  
68 military areas

**37,1% OF BRAZIL**  
315.924.844 ha

# BRAZIL: AREAS DEDICATED FOR PRESERVATION IN RURAL PROPERTIES



218 million/ha

50% of the rural real estate area

**25,6% of Brazil territory**

**R\$ 3,1 trillion**

**Property land fixed assets**

(Patrimônio fundiário imobilizado)

**> R\$ 20 billion / year**

Maintenance cost

## BRAZIL: TOTAL PROTECTED AND PRESERVED AREAS IN BRAZIL



**49,8% OF BRAZIL**  
**423.439.733 ha**

Equivalent to the surface of  
**28 countries** of the European Union

**BRAZIL: AREAS DEDICATED FOR THE PRESERVATION AND PROTECTION OF NATIVE VEGETATION  
AND MORE RETURNED LANDS, UNSCRIPTED PROPERTY, MILITARY AREAS**



**66,3%% OF BRAZIL**  
**631.758.477 ha**

Equivalent to the surface of  
**48 countries** of the European Union

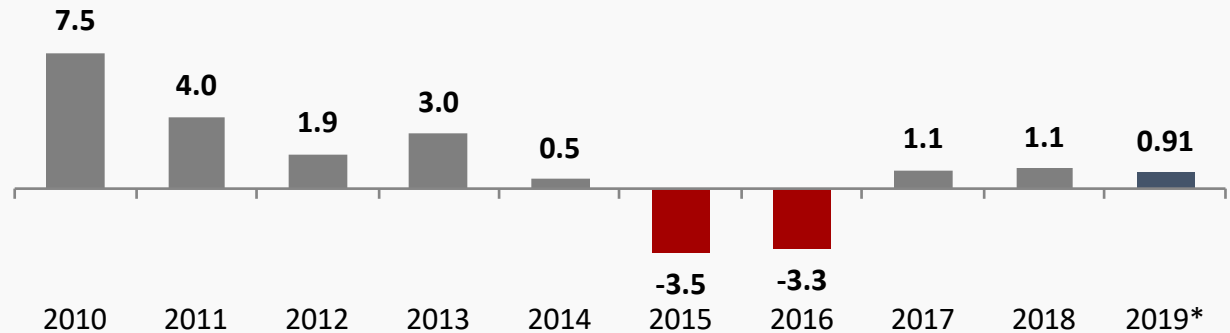
# Economy

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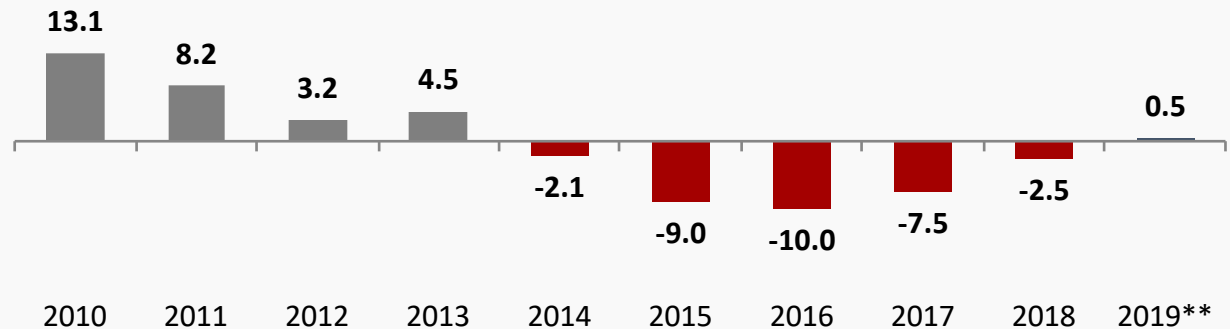


# Main economic indicators

## Total GDP – annual growth (%)



## Construction GDP – annual growth (%)

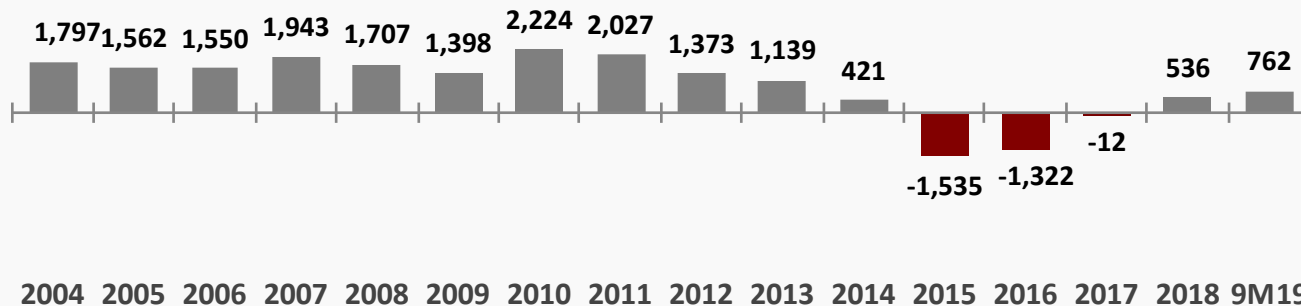


\*Estimate: Banco Central (25/10/2019)\*\*Estimate FGV(2019)

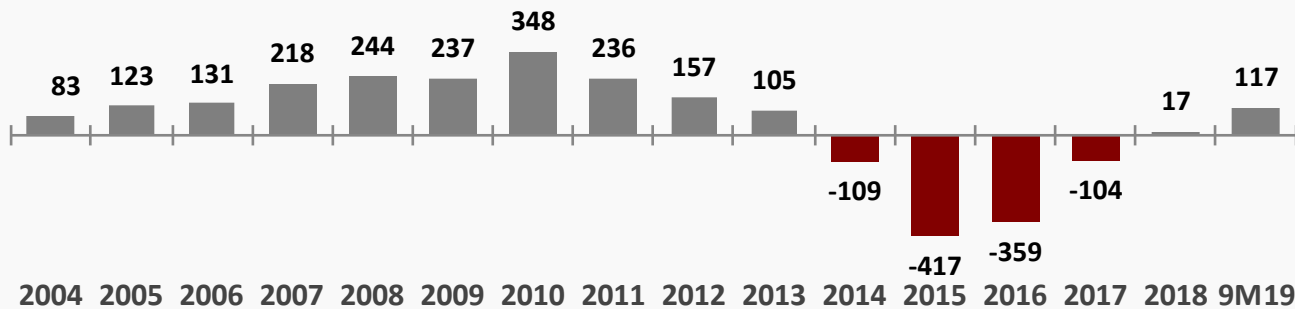
# Balance of formal jobs – Brazil

Em mil

## Number of workers Total



## Construction number of workers



# Real Estate Market - Brazil

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# Residential units launched

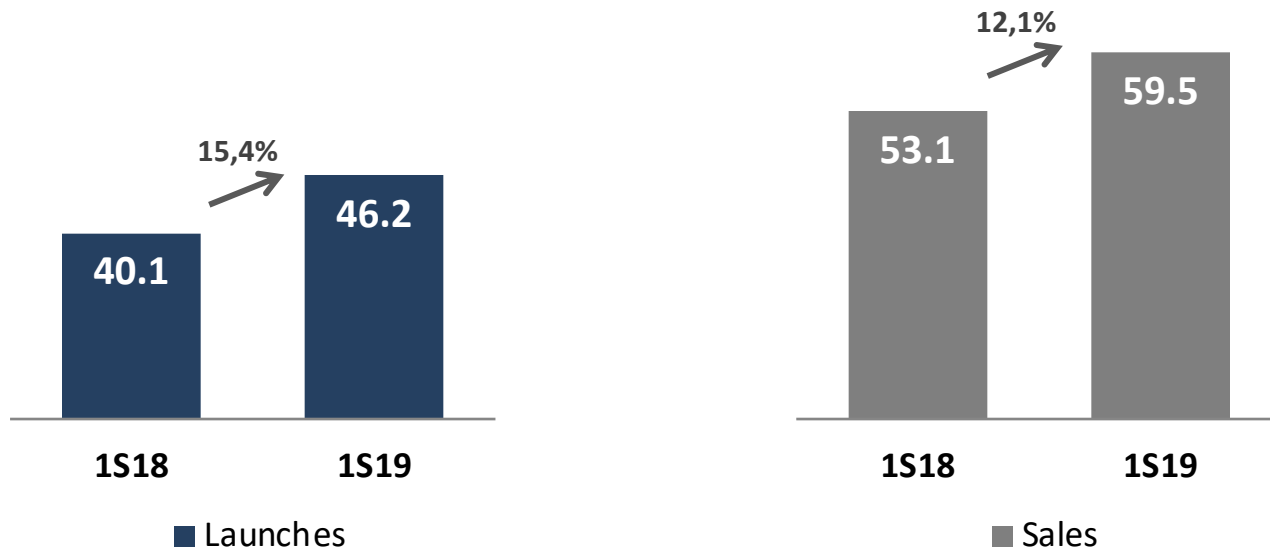
Search Region	1st quarter 2018	2nd quarter 2018	3rd quarter 2018	4th quarter 2018	1st quarter 2019	2nd quarter 2019	Variation (%) Previous Quarter	Variation(%) Current quarter and last 12 months
North	0	900	1.228	300	220	900	309,1%	0,0%
Northeast	3.920	5.109	4.115	4.276	3.788	2.579	-31,9%	-49,5%
Midwest	657	2.077	1.453	2.756	1.598	3.649	128,3%	75,7%
Southeast	6.862	15.536	13.939	29.764	6.799	21.044	209,5%	35,5%
South	1.242	3.759	4.558	3.008	3.203	2.435	-24,0%	-35,2%
<b>Total</b>	<b>12.681</b>	<b>27.381</b>	<b>25.293</b>	<b>40.104</b>	<b>15.608</b>	<b>30.607</b>	<b>96,1%</b>	<b>11,8%</b>

# Residential units sold

Search Region	1st quarter 2018	2nd quarter 2018	3rd quarter 2018	4th quarter 2018	1st quarter 2019	2nd quarter 2019	Variation (%) Previous Quarter	Variation(%) Current quarter and last 12 months
<b>North</b>	558	785	976	941	679	1.031	<b>51,9%</b>	<b>31,4%</b>
<b>Northeast</b>	5.580	6.881	5.361	5.888	5.592	5.708	<b>2,1%</b>	<b>-17,0%</b>
<b>Midwest</b>	2.601	2.605	2.063	2.375	2.263	3.177	<b>40,4%</b>	<b>22,0%</b>
<b>Southeast</b>	12.848	14.402	14.214	21.588	14.242	19.233	<b>35,0%</b>	<b>33,5%</b>
<b>South</b>	3.226	3.604	4.175	3.049	3.931	3.664	<b>-6,8%</b>	<b>1,7%</b>
<b>Total</b>	<b>24.813</b>	<b>28.277</b>	<b>26.789</b>	<b>33.841</b>	<b>26.708</b>	<b>32.813</b>	<b>22,9%</b>	<b>16,0%</b>

# Launches and sales- First semester

In thousand units



# Final offer available

Search Region	1st quarter 2018	2nd quarter 2018	3rd quarter 2018	4th quarter 2018	1st quarter 2019	2nd quarter 2019	Variation (%) Previous Quarter	Variation(%) Current quarter and last 12 months
North	5.679	5.783	5.960	5.642	5.300	5.023	<b>-5,2%</b>	<b>-13,1%</b>
Northeast	35.983	34.562	34.207	32.140	32.126	28.930	<b>-9,9%</b>	<b>-16,3%</b>
Midwest	12.784	12.447	11.861	11.968	11.905	11.822	<b>-0,7%</b>	<b>-5,0%</b>
Southeast	48.516	48.073	44.107	48.137	43.689	44.929	<b>2,8%</b>	<b>-6,5%</b>
South	19.544	20.707	21.021	21.363	21.525	20.351	<b>-5,5%</b>	<b>-1,7%</b>
<b>Total</b>	<b>122.506</b>	<b>121.572</b>	<b>117.156</b>	<b>119.250</b>	<b>114.545</b>	<b>111.055</b>	<b>-3,0%</b>	<b>-8,7%</b>

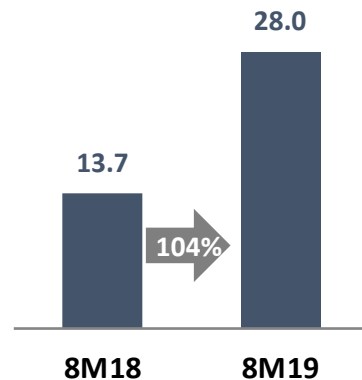
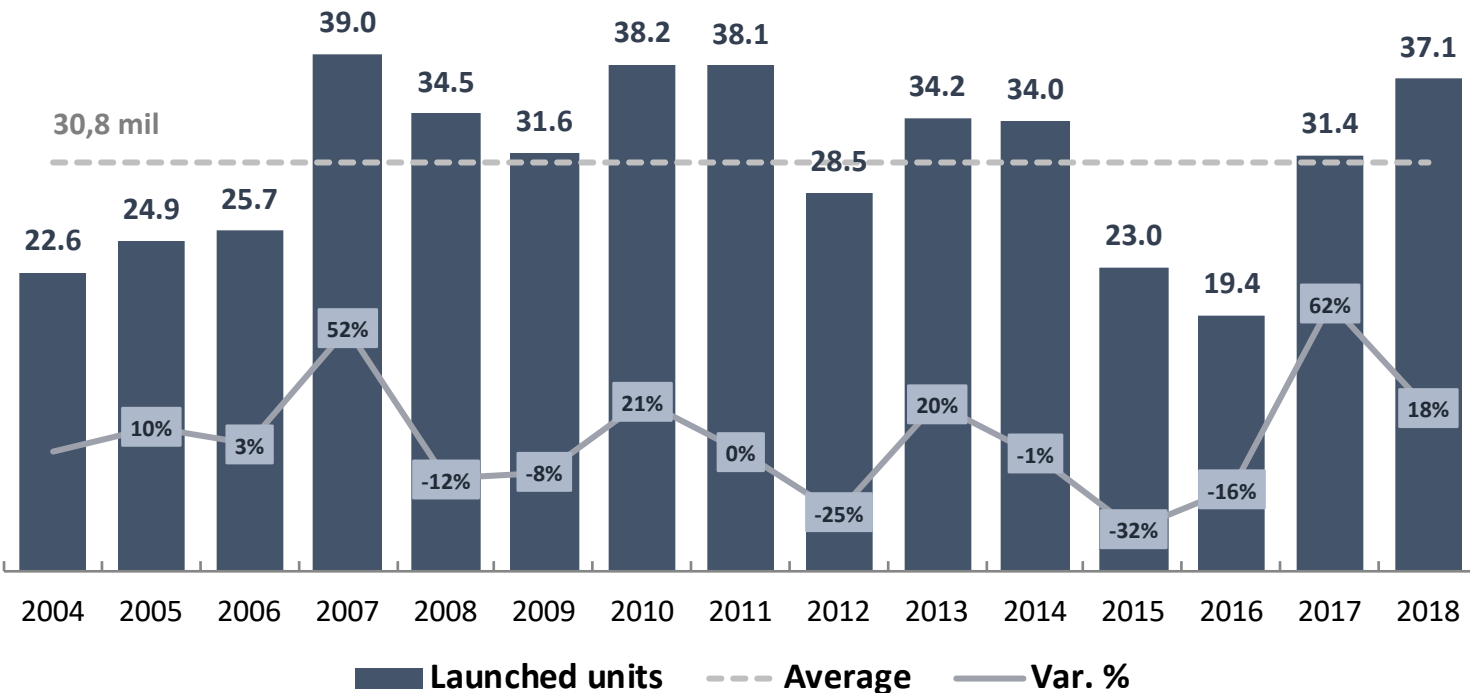
# Real Estate Market - City of São Paulo

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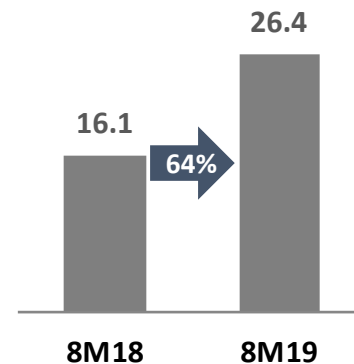
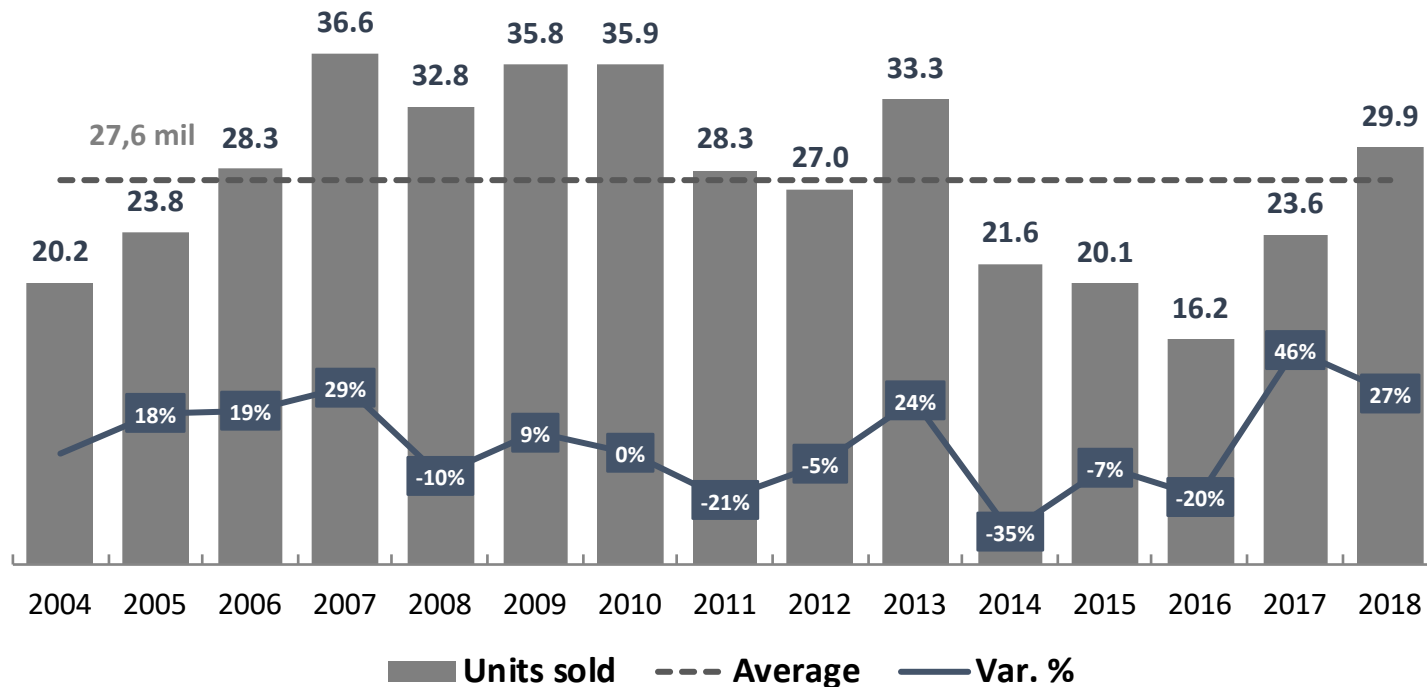
# Residential Units Launched – City of São Paulo

In thousand units



# New residential units sold – City of São Paulo

In thousand units



# Achievements

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# Achievements

- Pension reform approved;
- Accelerated Infrastructure;
- Controlled economy.

# Perspectives

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# Perspectives

- Tax adjustment;
- Reduction of the role of the State;
- Accelerated Privatization;
- Tax Reform;
- Administrative Reform.

Thank you!

