

An aerial photograph of a city skyline, likely New York City, featuring prominent skyscrapers like the Empire State Building. A large, semi-transparent pink circle is centered over the image, serving as a background for the main text. The sky is blue with scattered white clouds, and a highway with cars is visible in the lower foreground.

ANCHOR LAND PRESENTS

REAL ESTATE: THE KEY TO PASSIVE INCOME

A FORUM THAT WILL TALK ABOUT HOW TO MAXIMIZE THE
POWER OF PASSIVE INCOME THROUGH REAL ESTATE



Arturo Milan - President-Davao City
Chamber of Commerce and Industry

DAVAO ON THE RISE

BOOMING BUSINESS SECTOR OF DAVAO CITY



77,617

REGISTERED BUSINESS
ESTABLISHMENTS
2018-2019

TOURIST ARRIVALS IN DAVAO CITY



3,661,194

TOURIST ARRIVALS
2018-2019

- Davao City is the Region's financial, trade and commercial hub.
- Davao Region's **GRDP grew by 8.6%**, second fastest amongst the regions and above the country's overall **growth of 6.2%**.
- Davao Region is the **5th largest contributor** to the Philippines' Gross Domestic Product.
- **4th Most Competitive Highly Urbanized City** in the Philippines



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DAVAO ON THE RISE

INFRASTRUCTURE DEVELOPMENT

The Build Build Build program will easily connect Davao to its neighboring regions, address traffic woes and promote efficient mobility for people and commodities.

- Davao-Coastal Road Project
- Sasa Port Modernization
- Davao-Samal Bridge
- MetroDavao Expressway
- Davao Internat'l Airport Modernization
- High Priority Bus System
- Davao By-Pass Road

INBOUND TRADE MISSIONS TO DAVAO CITY

AUGUST	Singapore Fruit & Vegetables Importer
SEPTEMBER	Singapore- Malay Chamber of Commerce
OCTOBER	Taiwan International Trade
NOVEMBER	Malaysian Trade (Kuala Lumpur, Sabah & Sarawak)



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DAVAO ON THE RISE

DAVAO REGION GRDP GROWTH RATE

INDUSTRY	YEAR 2017-18
I. AGRICULTURE, HUNTING AND FORESTRY	2.9
II. INDUSTRY	10.9
III. SERVICES	8.1
GROSS REGIONAL DOMESTIC PRODUCT	8.6
PHILIPPINES' GDP GROWTH RATE	6.2

Source: Philippine Statistics Authority XI, 2019



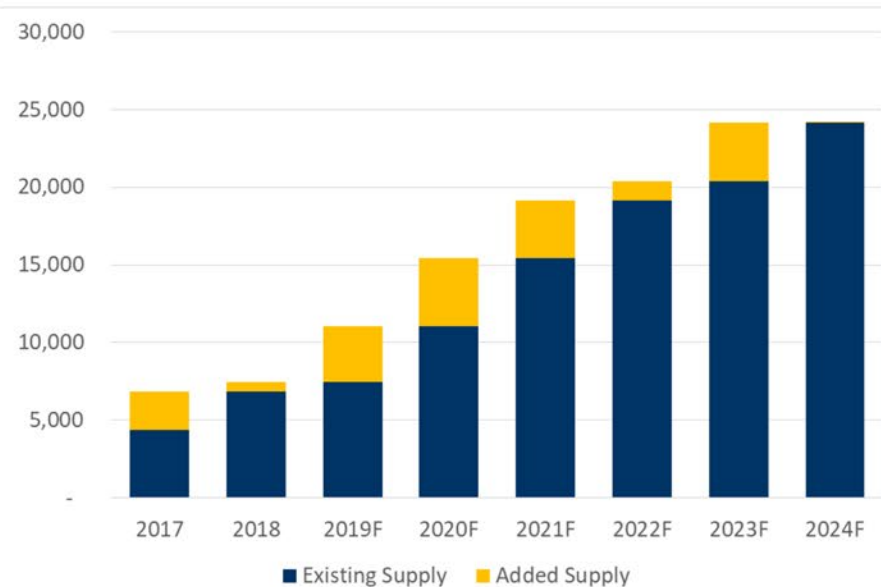
Maria Lusia Abaya - President –
Chamber of Real Estate and Builders
Associations Inc. (CREBA) Davao Chapter

DAVAO REAL ESTATE OVERVIEW

Residential Sector

Absorption of units seen, solidifying the future pipeline of condominiums in Davao City. Continuous take up and added supply for the vertical residential market is seen.

RESIDENTIAL CONDOMINIUM UNITS SUPPLY PIPELINE (2017 – 2024F)



*Source: PRIME Philippine Research & Advisory 2019

- Primary drivers of demand: OFW remittances, local investors from Mindanao & reinvestment opportunities (downtown area)
- Total additional residential condominium units 2020-2024: 13,168 units
- Forecasted increase of 48% (EOY 2019) & 40% (EOY 2020)
- Average Selling Prices per unit (2019Q2):
 - Studio: PHP 3.25 M
 - 1BR: PHP 5.32 M
 - 2BR: PHP 9.05 M



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DAVAO REAL ESTATE OVERVIEW

RESIDENTIAL CONDOMINIUM SECTOR OVERVIEW IN PHILIPPINE CBDs (2019 Q1)

TYPICAL PER SQM SELLING PRICE (MID-MARKET)

BONIFACIO GLOBAL CITY	PHP 380,000 (USD 7,308)
MAKAIT CITY CBD	PHP 290,000 (USD 5,577)
BAY AREA CBD	PHP 265,000 (USD 5,096)
ORTIGAS CBD	PHP 195,000 (USD 3,750)
QUEZON CITY CBD	PHP 175,000 (USD 3,365)
ALABANG CBD	PHP 160,000 (USD 3,077)
CEBU CITY CBD	PHP 160,000 (USD 3,077)
DAVAO CITY CENTER	PHP 145,000 (USD 2,788)



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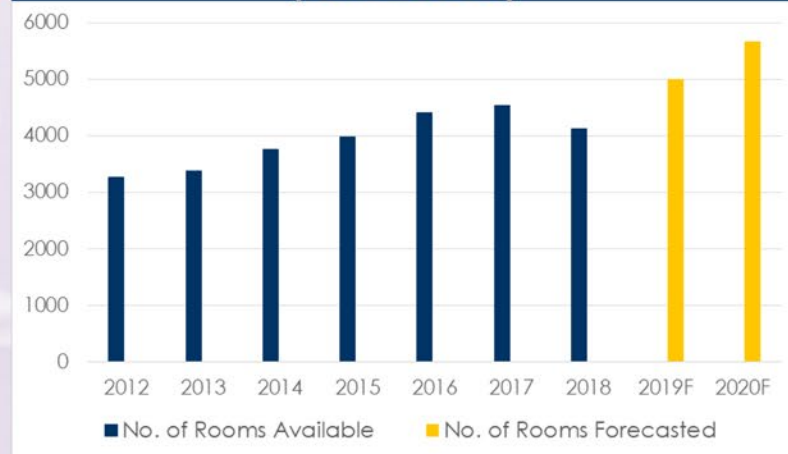
DAVAO REAL ESTATE OVERVIEW

Hotel Sector

Growing hotel sector as influenced by Davao City as a MICE market. Pipeline of over 1,500 rooms to cater to rapidly growing tourist market.

MORE DELUXE & FIRST-CLASS ACCOMMODATION UNITS NEEDED

DAVAO CITY DELUXE AND FIRST-CLASS HOTEL ROOM INVENTORY PIPELINE (2012 – 2020F)



*Source: PRIME Philippine Research & Advisory 2019

- Hotel room supply is expected to grow at a rate of 5.77% annually until 2020 (Addition of 1,400 rooms)
- Current ratio: **2 deluxe & first-class rooms available for every 3 tourist daily.**
- To maintain this ratio, around 3,000 rooms is needed from 2019-2022.
- Positive interest from international hotel operators have been noted in the recent years due to the growing MICE industry in Davao City
- Standard and Economy rooms comprise 72% of the total room supply yet receives 20% to 40% average occupancy.

DAVAO REAL ESTATE OVERVIEW



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LAND SECTOR

Land values look to continue rising at double-digit rates with upcoming developments.



OFFICE SECTOR

BPO take-up in PEZA-accredited buildings still ongoing. New PEZA-accredited supply looks to capitalize on such demand. Continued local expansions are expected.



RETAIL SECTOR

Entry of local developers in underserved area of Davao a positive indicator for the retail sector. Pickup of retail expansion to Davao City is anticipated.

RULES FOR REAL ESTATE INVESTING



Dr. Malou Monteverde- Honorary Consul of Mexico
to the Philippines CREBA Chairperson
Ecozone Development



LOCATION, LOCATION, LOCATION

Location has a bigger IMPACT on property prices than any other single factor.



LEVERAGE

POSITIVE CARRY: Rent you RECEIVE is greater than MORTGAGE PAYMENTS.



BECOME AN ALCHEMIST IN ADDING VALUE

Don't spend more on the upgrade than the INCREASE IN VALUE that the improvements are likely to effect.

**REAL PROSPERITY CAN BE ACHIEVED
THRU REAL ESTATE**



Elizabeth Ventura - ALHI President

CHARACTERISTICS OF PROPERTIES FOR PASSIVE INCOME

1 Location

Properties that are near commercial areas, & places of interest have the advantage of commanding better & higher occupancy rates.

2 Rental-Ready Features

Properties with business-ready features provide convenience for investors to operate their rental business.

3 ROI and Yield

It is preferred to invest in properties that provide a higher yield & faster return on investment.



202 Peaklane is situated on the most progressive lane of Davao City and lies just a cross walk away from the city's primary establishments & landmarks like: Marco Polo Hotel Davao Ateneo de Davao University

202 Peaklane provides investors with a rental-ready unit as soon as it's turned over to them.

The security features of the property includes a **Digital Lockset & Key Card Access System** that adds to the convenience of operating a rental business.

All other areas in the unit come fully-furnished (e.g. kitchen area, living area, sleeping area)

202 Peaklane is projected to provide faster Return on Investment. ROI computation is based on:

Conservative 80% occupancy rate
Daily rental rate of 2,894 PHP by 2022

ROI	2022	2024	2026
ANNUAL REVENUE (@80% OCCUPANCY PA)	609,476.12	1,768,635.79	2,910,592.91
ANNUAL YIELD	19.86%	57.63%	94.84%