



Colombia

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This is
Colombia

¿Have you
been there?

Best places to visit



Cartagena
a



Bogotá



Medellín



Pereira

Colombia

3rd most populous country in Latin America:
51.8 million inhabitants in 2022.

Top 10 retirement destinations-International
the International Living ranking 2022.

The 4th largest economy in the region, with a
positive growth outlook.



Key aspects

"Colombia checks many of the boxes for those wanting to live in a place with a lower cost of living, excellent healthcare, close proximity to the U.S. and Canada, and climate options to suit practically every taste" - International Living.

The strategic location and wide number of routes allow allows an efficient connection with the main cities of the Americas and the world.



Key aspects

Wide business fabric that supports business development and investment.

In Colombia there are 767,673 companies.

Large young population driving the domestic market and workforce: 64% of the population under 40 years

Cities with a large number of inhabitants:

15 with +500,000

27 with +250,000



Key aspects

3.500 maritime export routes to more than 140 countries.

More than 2,400 export routes through 30 airlines, with access to more than 500 cities.

We share the same time zone as the main cities of the continent, making us an ideal destination for the export of knowledge-based services.

12 port maritime access area to the entire continent from the Pacific and the Atlantic.



Key aspects

Port of Cartagena cataloged as the best connected in maritime trade in Latin America and the Caribbean (UNCTAD).

El Dorado Airport in Bogotá is the 4th Latin American airport in terms of air cargo volume and the third busiest by passengers.

Between 2017 and 2021, a total of USD 56,174 million in FDI arrived in the country, in non-mining-energy sectors. In the first quarter of 2022, the country received USD 9,846 million, registering a 126% increase vs. | semester 2021.



Key aspects

14

Double taxation
agreements in force



Key aspects

A World-class healthcare destination.

The World Health Organization (WHO) ranks Colombia #22 out of 191 countries and rates the country's healthcare system as the best in Latin America.

It has 24 of the best hospitals in Latin America, 5 clinics accredited by the Joint Commission International (JCI).

Colombian hospitals certified by the Joint Commission International



Fundación Cardioinfantil
Bogotá



Fundación Cardiovascular de
Colombia
Floridablanca



Centro Médico Imbanaco
Cali



Fundación
Santa Fe de Bogotá

Key aspects

Colombia's economy has recovered vibrantly from the COVID-19 crisis supported by a bout of consumption that had been repressed during the pandemic.

GDP rebounded 10.7 percent in 2021 and it is projected to grow 7.1 percent in 2022.



Key aspects

19 million people (39%) of Colombians live in rent.

There is also an opportunity for the development of multi-family projects for rent with models of co-living, senior housing, and social housing for rent.

The residential and non-residential construction activity in Colombia is expected to grow at an average rate of 9% between 2021 and 2025.



Key aspects

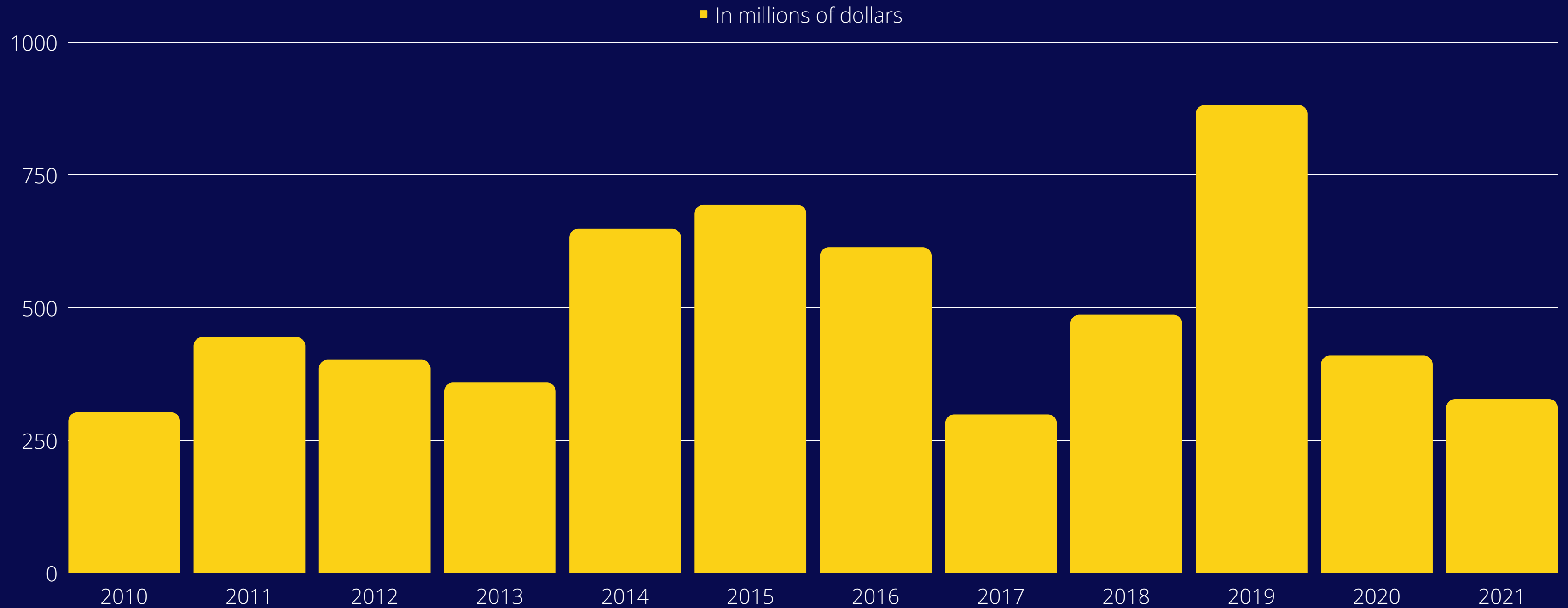
81% of the area approved for construction in 2021 was destined for housing.

An estimated more than 5 million Colombians live abroad, with high expectations of investing in housing in this country.



Key aspects

Foreign Direct Investment in Colombia's construction sector



Key aspects

In 2021, home sales grew 21% and new projects grew 13%.

248,843 housing units were sold, of which 70% were VIS (social housing) and 30% non-VIS.

Between 2015 and 2021, Latin American and Caribbean countries attracted 244 real estate investment projects, placing Colombia as the second destination after Mexico.

In 2021 more than **21 million m2** of construction were approved, most of which are being developed for the **housing sector** (17,5 million m2).



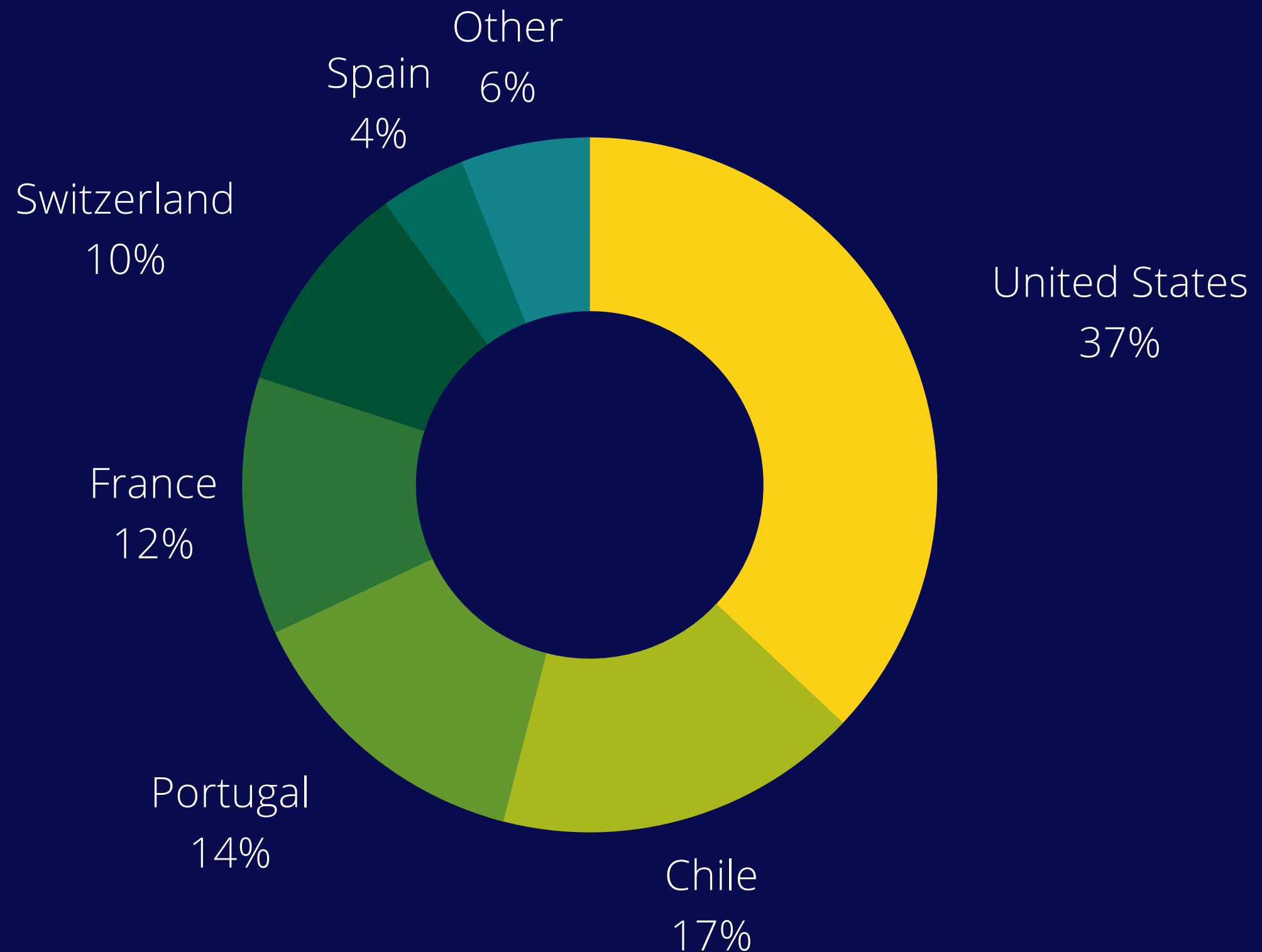
Key aspects

An attractive real estate sector that positions Colombia as one of the best destinations in the region.

Segments with the largest investments were easing and rental services (24 projects) and commercial and institutional building construction (20 projects).

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Real Estate Investment projects in Colombia by Country of origin



Key aspects

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Colombia represents only about 0.4% of global emissions, its nationally determined contributions (NDCs) are one of the most ambitious in the Latin American and Caribbean region.



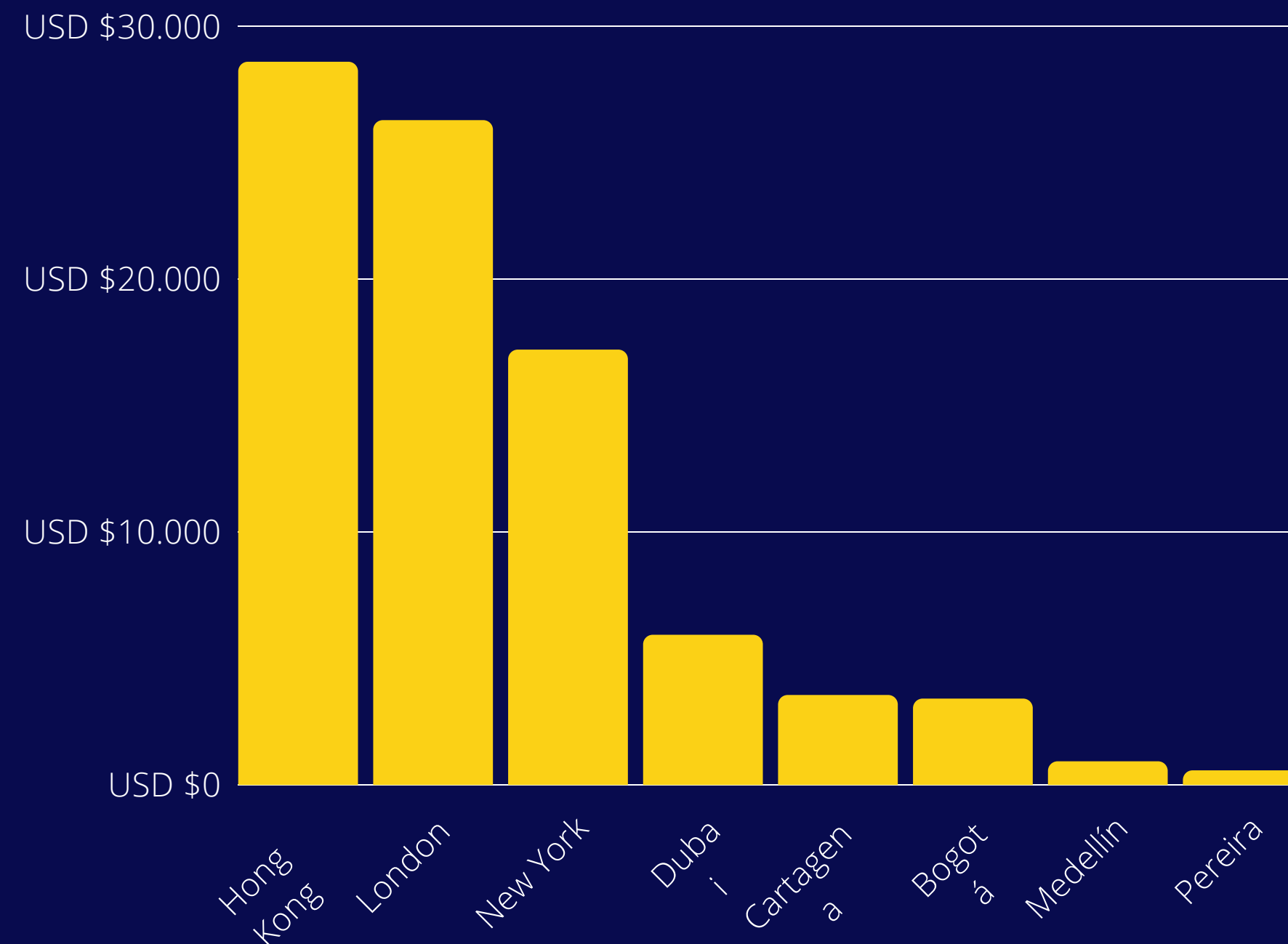
5 reasons to invest in Colombia

1. A country with a strategic geographic position.
2. The World Bank (Doing Business Report, 2011) catalogues Colombia as the first in Latin America, to protect investors.
3. Colombia has the most competitive Free Trade Zones (18) in Latin America.
4. The location of Colombia is ideal for business.
5. Colombia has important human resources.



Price per square meter

Comparison in USD



¿How much do you need to invest to get the residence?

Invest **USD \$70.000** to get the residence for 3 years

Invest **USD \$130.000** to get the permanent residence



Real Estate Market

What you can buy with

USD \$31.000

USD \$6.200 down payment*

20% down payment is calculated on a 20 year mortgage with a fixed rate.

GAIA - PARQUE HEREDIA. Cartagena



Developer: Amarilo

Real Estate Market

What you can buy with

USD \$50.000

USD \$10.000 down payment*

20% down payment is calculated on a 20 year mortgage with a fixed rate.

Riviera del Valle - Cajicá



Developer: Amarilo

Real Estate Market

What you can buy with

USD \$100.000

USD \$20.000 down payment*



PALLADIO - SERENA DEL MAR

Developer: Amarilo

20% down payment is calculated on a 20 year mortgage with a fixed rate.
This development begins at USD \$90.000

Real Estate Market

What you can buy with

USD \$200.000

USD \$40.000 down payment*

30% down payment is calculated on a 20 year mortgage with a fixed rate.

Hacienda Samaria - Variante Cota-Chía



Developer: Amarilo

Real Estate Market

What you can buy with

USD \$600.000

USD \$180.000 down payment*

Yerbabonita - Sopó



One of the most exclusive gated communities

30% down payment is calculated on a 20 year mortgage with a fixed rate.

Real Estate Market

What you can buy with

USD \$1.000.000

USD \$300.000 down payment*

30% down payment is calculated on a 20 year mortgage with a fixed rate.

Casa San José de Bavaria - Bogotá



One of the most exclusive neighborhoods

Investment opportunity



Main cities where the people of our country **buy**



Bogotá



Medellín



Cartagena
a



Pereira

Colombian RE market overview

What you can buy with

Most demanded areas for foreign investors



Bogotá



Medellín



Cartagen
a

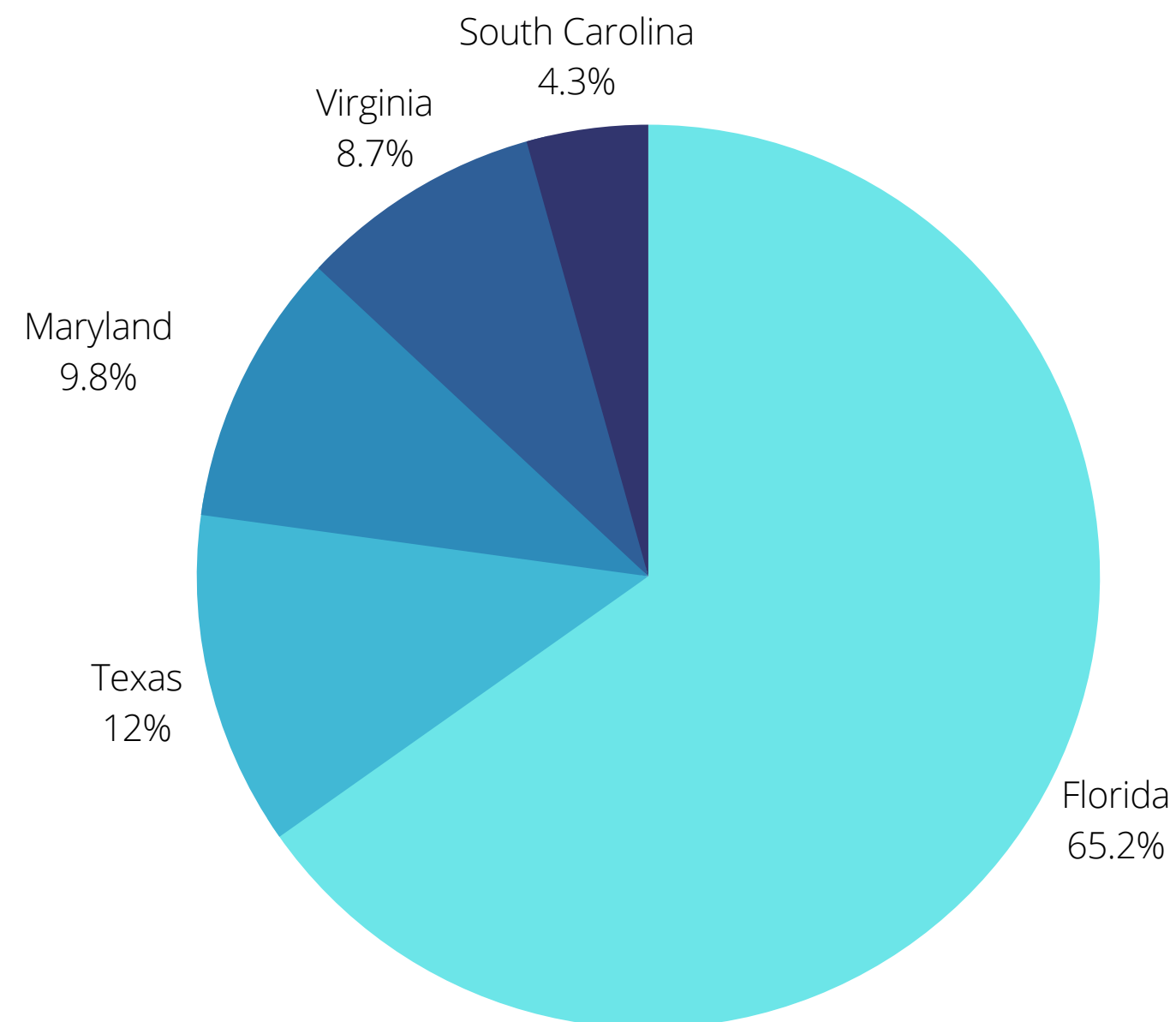


Pereira

¿Where do
Colombians
want to invest?



Major Destinations of Foreign Buyers from Colombia



Colombians investing in Miami Mega Region

Colombians investing in in the Miami Mega Region in
2021

\$600 million dollars aprox

Colombians investing in Miami Mega Region

By region of origin, Latin American buyers emerged as the **largest group of buyers**, with a higher market share of 23% (19% in the prior period).

Colombians investing in Miami Mega Region

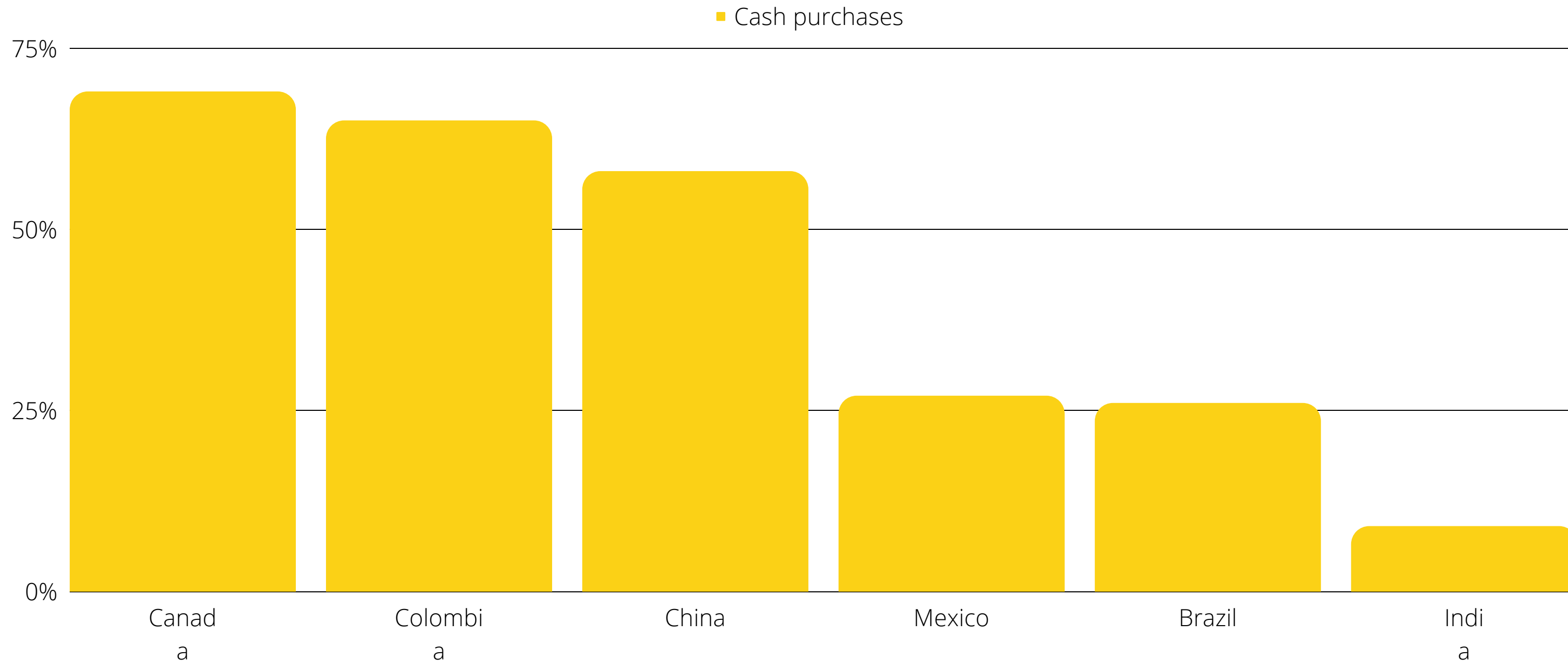
Colombia, is among the top 10 countries of origin of
foreign buyers.

Colombians investing in Miami Mega Region

Top-10 International Cities Searching MiamiRealtors.com in August 2022

- **Bogotá, Colombia**
- **Medellín, Colombia**
- Buenos Aires, Argentina
- Caracas, Venezuela
 - Madrid, Spain
 - Sao Paulo, Brazil
- Mexico City, Mexico
 - **Cali, Colombia**
 - Moscow, Russia
- Montreal, Canada

All-Cash Purchases Among Top 6 Foreign Buyers



Thanks



Camilo Villa González

Stanford UIF Fellow | Co-Founder
Avanzar Boutique Inmobiliaria | For...



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LinkedIn**