



Mongolia

Real Estate Academy Mongolia





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1

WHO WE ARE

REAL ESTATE
ACADEMY MONGOLIA
(REAM)

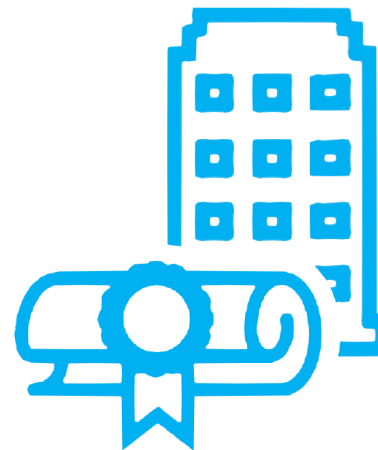
WHO WE ARE

1



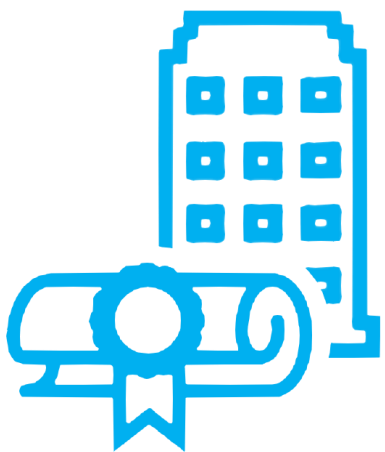
Education & Training

- License Training
- Over 160 Instructors



WHO WE ARE

1



Resources & Knowledge

- Over 10 Handbooks about Real Estate
- Designations



Associations & Reach

- 9500 people in total over 7 years
- NAR & Washington Realtors & 20+ Associations





2

OVERVIEW

ABOUT MONGOLIA &
ECONOMIC
OVERVIEW

OVERVIEW

2



OVERVIEW

2



Population of **3,396,788**

19th Largest Country in the World

Median Age: **26**

Currency: **Mongolian Tugrik**

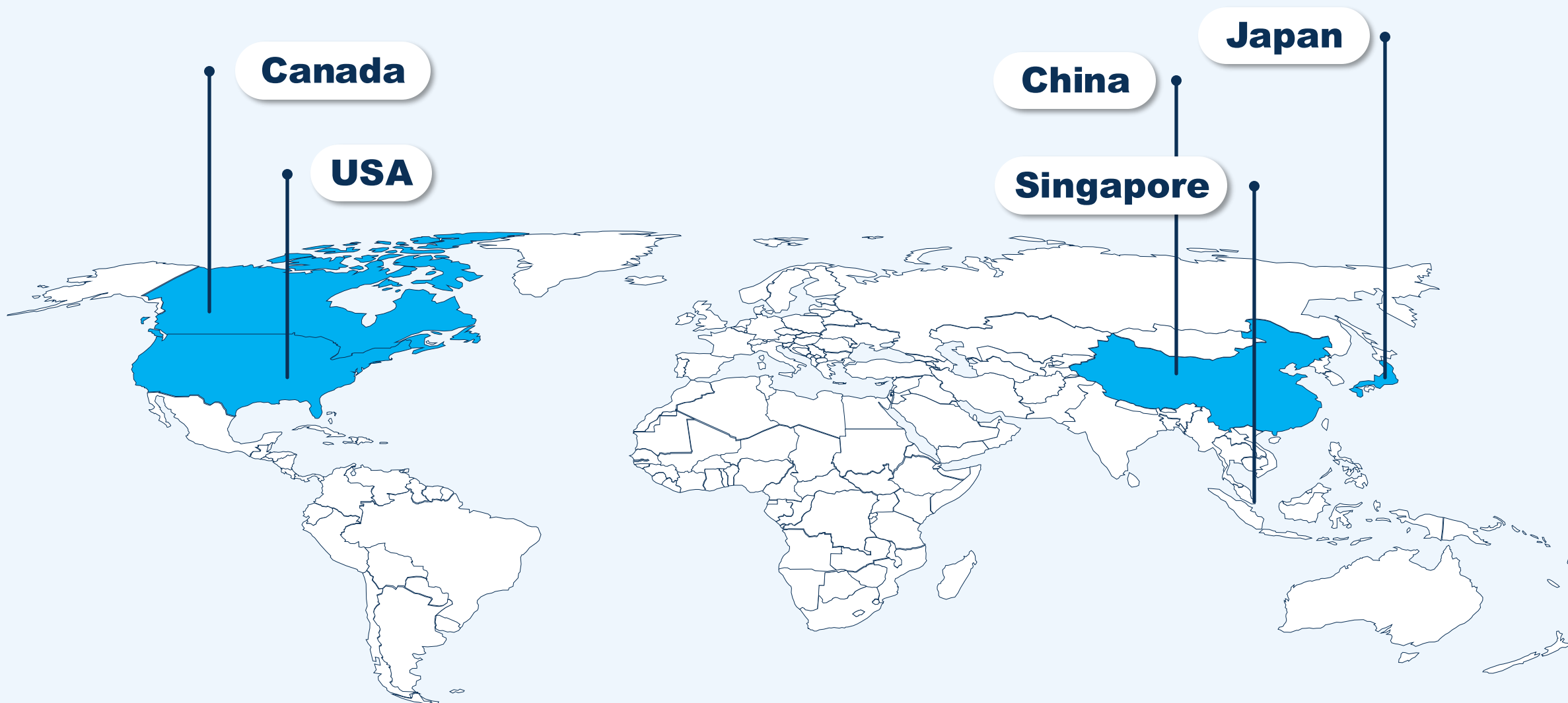
Languages: Mongolian, English



OVERVIEW

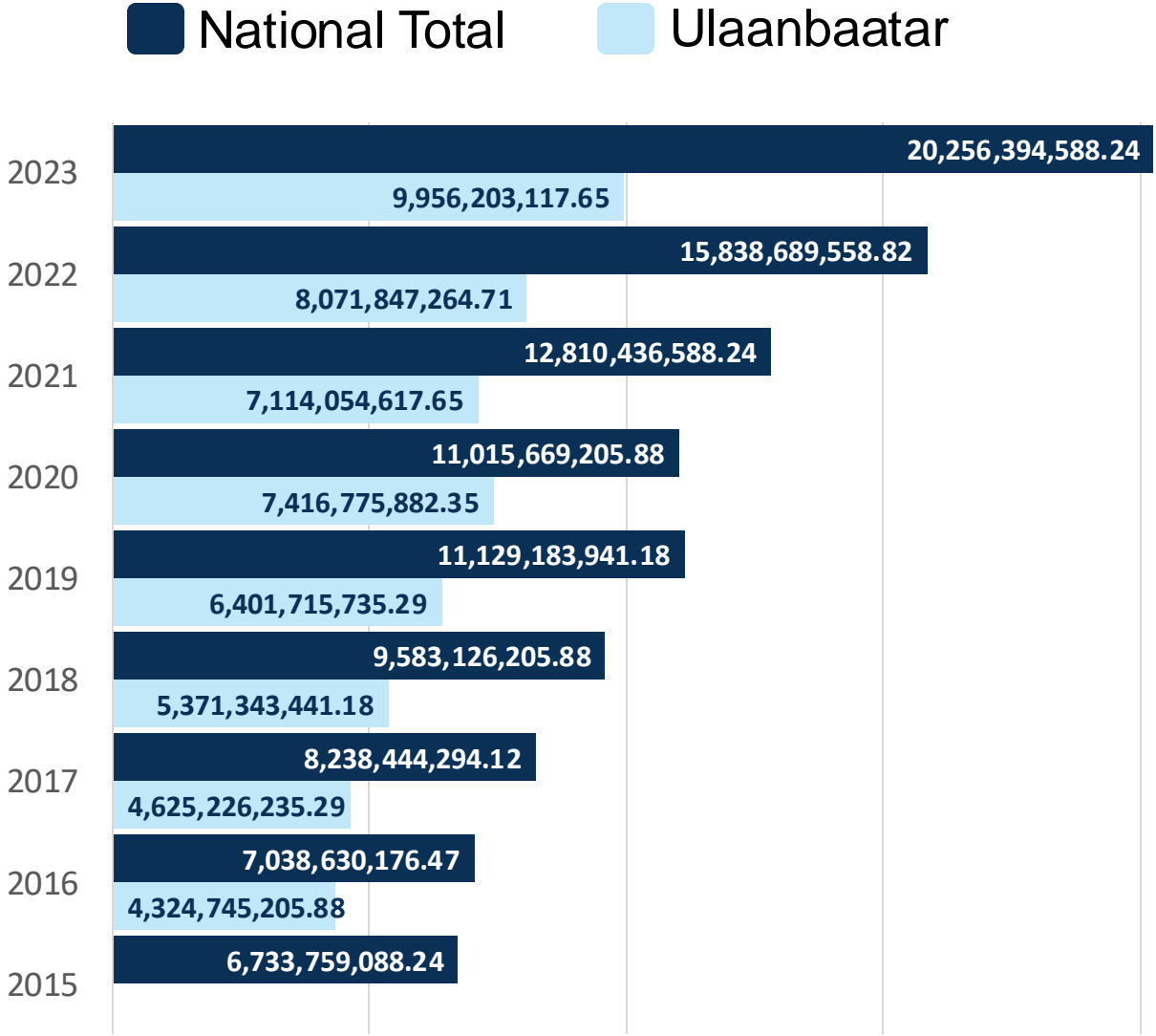
TOP INVESTING COUNTRIES

2



OVERVIEW

Gross Domestic Product
(GDP)



GDP
\$20 billion

OVERVIEW

2

GDP
\$20 billion



As of 2023, Mongolia's GDP reached **20 billion USD**, which is a **27.9%** increase from the previous year.

The construction sector accounts for **3%** of the total GDP.

OVERVIEW

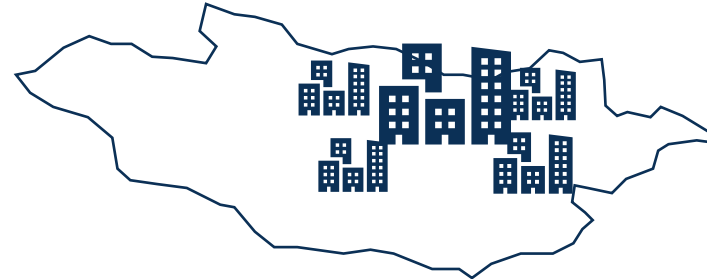
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GDP
\$20 billion



Key Development Plan (2024-2030)

Satellite cities will be
developed around
Ulaanbaatar



OVERVIEW

2

Major Projects

Future Initiatives



- **Energy**
5th Power & Heating Plant
- **Infrastructure**
Metro and BLRT system
- **Housing**
Affordable housing and urban redevelopment
- **Transportation**
Sustainable mobility initiatives

3

REAL ESTATE INDUSTRY

REAL ESTATE
INDUSTRY LISTING &
TRANSACTION

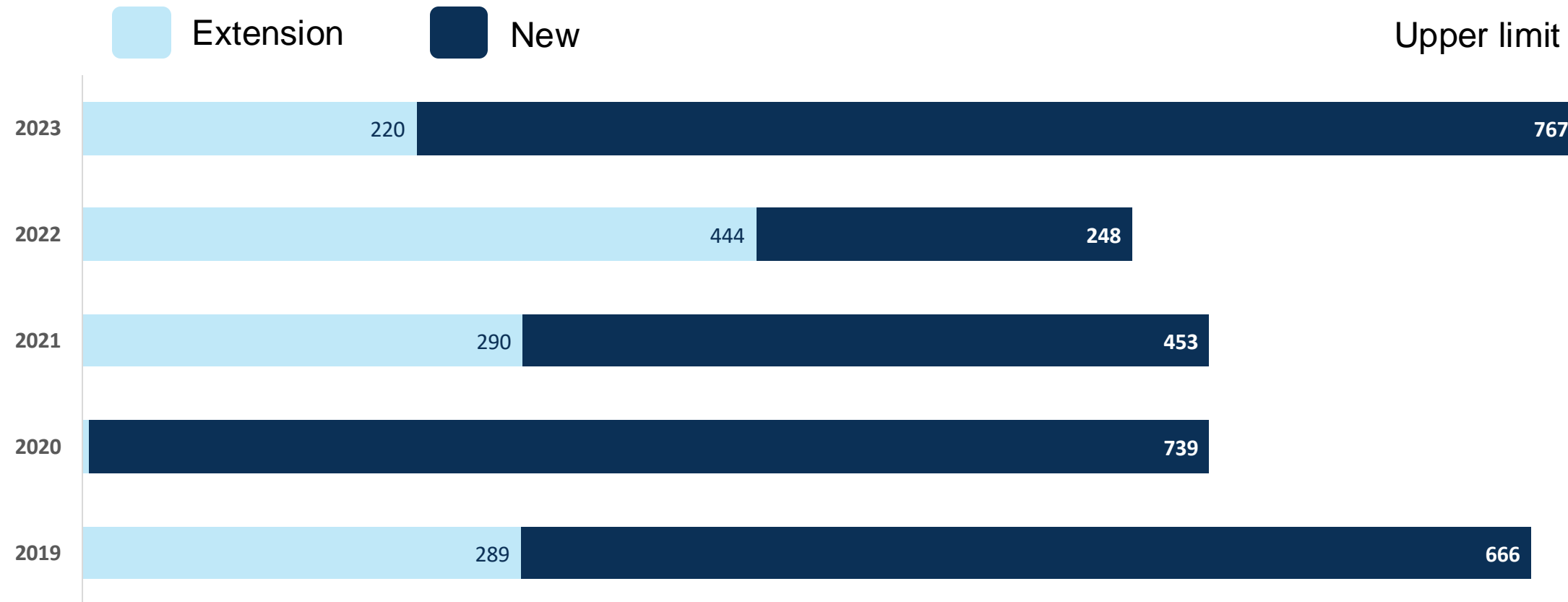




REAL ESTATE INDUSTRY

NEWLY ISSUED CONSTRUCTION SPECIAL PERMIT

3





REAL ESTATE INDUSTRY

NEWLY ISSUED CONSTRUCTION SPECIAL PERMIT

3



332

ongoing housing
project for

60,536

families



REAL ESTATE INDUSTRY.

2024 Q2

3

AVG. PRICE OF NEW APARTMENTS:

Sale price per 1 sq.m

\$1,157.50

Average size

47.90 sq.m

AVG. PRICE OF SECONDARY MARKET:

Sale price per 1 sq.m

\$1,086.40

Average size

50 sq.m

RENT:

Avg. price per 1 sq.m

\$9.35

AVERAGE PRICES FOR Q2 2024



House

Sale price per 1 sq.m

\$1,481.40

Average size

153.49 sq.m



Office space

Sale price per 1 sq.m

\$1,723.70

Rent price per 1 sq.m

\$15.71



Commercial space

Sale price per 1 sq.m

\$2,058.80

Rent price per 1 sq.m

\$20.75

REAL ESTATE INDUSTRY

AVERAGE LAND PRICE



REAL ESTATE INDUSTRY

AVERAGE LAND PRICE

THE BLUE
3

Only Mongolian citizens can own land. Foreign citizens can lease land for 5 years.



REAL ESTATE INDUSTRY

LISTING & TRANSACTION PROCESS & MLS

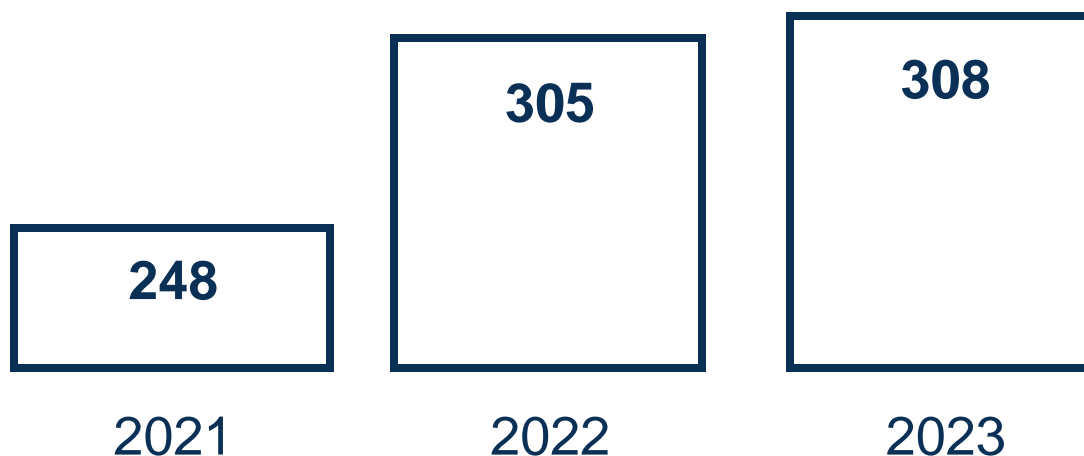
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REAL ESTATE BROKERAGE SECTOR

308

brokerages in this
sector that are licensed by
the Financial Regulatory
Commission.

Since **2022**, the number of licensed real estate brokerages has increased by **3**, with **98.7%** of them operating in Ulaanbaatar.



REAL ESTATE INDUSTRY

3

REAL ESTATE SALE AND PURCHASE AGREEMENTS FOR 2023 BY NUMBER OF AGREEMENTS



Total Real Estate
Sold in 2023 =
Registered with the
General Authority
for State
Registration

(100%)

USD 3.73 billion

57,342 agreements



FSBO

(82%)

USD 3 billion

46,999 agreements



Through a Brokerage

Registered with the
Financial Regulatory
Commission

(18%)

USD 0.67 billion

10,343 agreements



**RE/MAX
Mongolia**

(88%)

9,076 agreements



**Other
Brokerages**

(12%)

1,204 agreements

REAL ESTATE INDUSTRY

TRANSACTIONS

3



APARTMENT/HOUSE/OFFICE

Process:

Realtor/Agent → Notary → State Registry Office

Timeline:

Transaction completed in **3 days**



LAND

Process:

Realtor/Agent → Notary → State Registry Office

Timeline:

Transaction completed in **3 days** for **ownership**

Transaction completed in **1-3 months** for **lease**



REAL ESTATE INDUSTRY

TAX INFORMATION

3



FOR REAL ESTATE TRANSACTIONS

The Seller:

2% Tax

The Buyer:

No Tax



FOR THIRD PROPERTY OWNERSHIP

Annual tax:

0.6-1%



FOR LAND

Tax:

2-10%

4

INVESTMENT OPPORTUNITIES

PRE-CONSTRUCTION

INVESTMENT OPPORTUNITIES

FORMS OF INVESTMENT IN REAL ESTATE PROJECTS

4



1. Owner or Lender
2. Classic Real Estate Investment Option:
Public, Open Fund or REIT
3. Classic Real Estate Investment Option:
Private, Closed Fund
4. Real Estate Investment Funds

INVESTMENT OPPORTUNITIES

Owner or Lender

4

1



**ESTABLISHING
A JOINT COMPANY**

2



**INVESTING AND ACQUIRING
PROPORTIONAL REAL
ESTATE**

INVESTMENT OPPORTUNITIES

Owner or Lender

4

BUY AND SELL AFTER 1 YEAR

Expected ROI:

15-18% after 1 year

BUY-TO-LET

Expected Returns:

Rental Income:

8-10% per year

Property Value Appreciation:

**Additional value growth
over the year**



THANK YOU FOR YOUR ATTENTION



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