



Asociación Panameña de Corredores y Promotores de Bienes Raíces



WHY PANAMA?

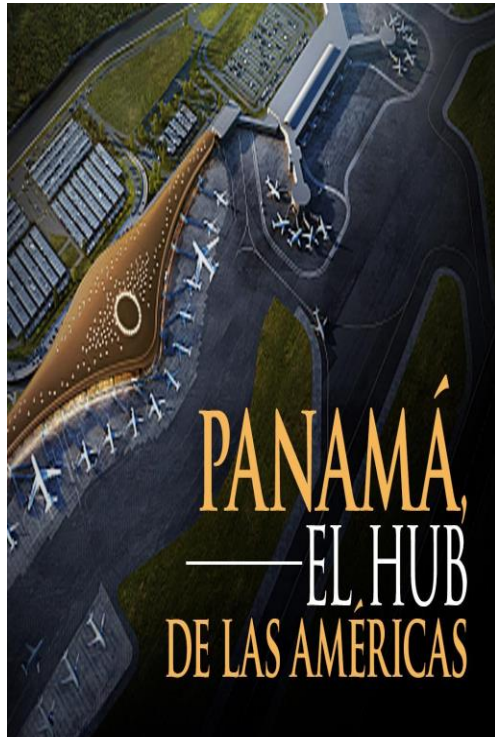


- Privileged geographical position
- Global logistics platform
- US dollar as legal tender
- Strong and sustained growth 5.7% in this year
- International banking and financial center (66 banks, #1 banking center in the region)
- Political and legal stability (1989 - 2023) 34 years
- Hub of the Americas (COPA)
- Panama Canal
- Medical services with high technology and international prestige
- Investment regime stability
- International connectivity (New Digital Hub in Latin America)
- Incentive laws for foreign investment (SEM- EMMA – Retired incentive)
- Cosmopolitan city, beaches and mountains (more than 30 projects)

PANAMA, THE HUB OF THE AMERICAS



FINANCIAL



AERIAL



LOGISTIC

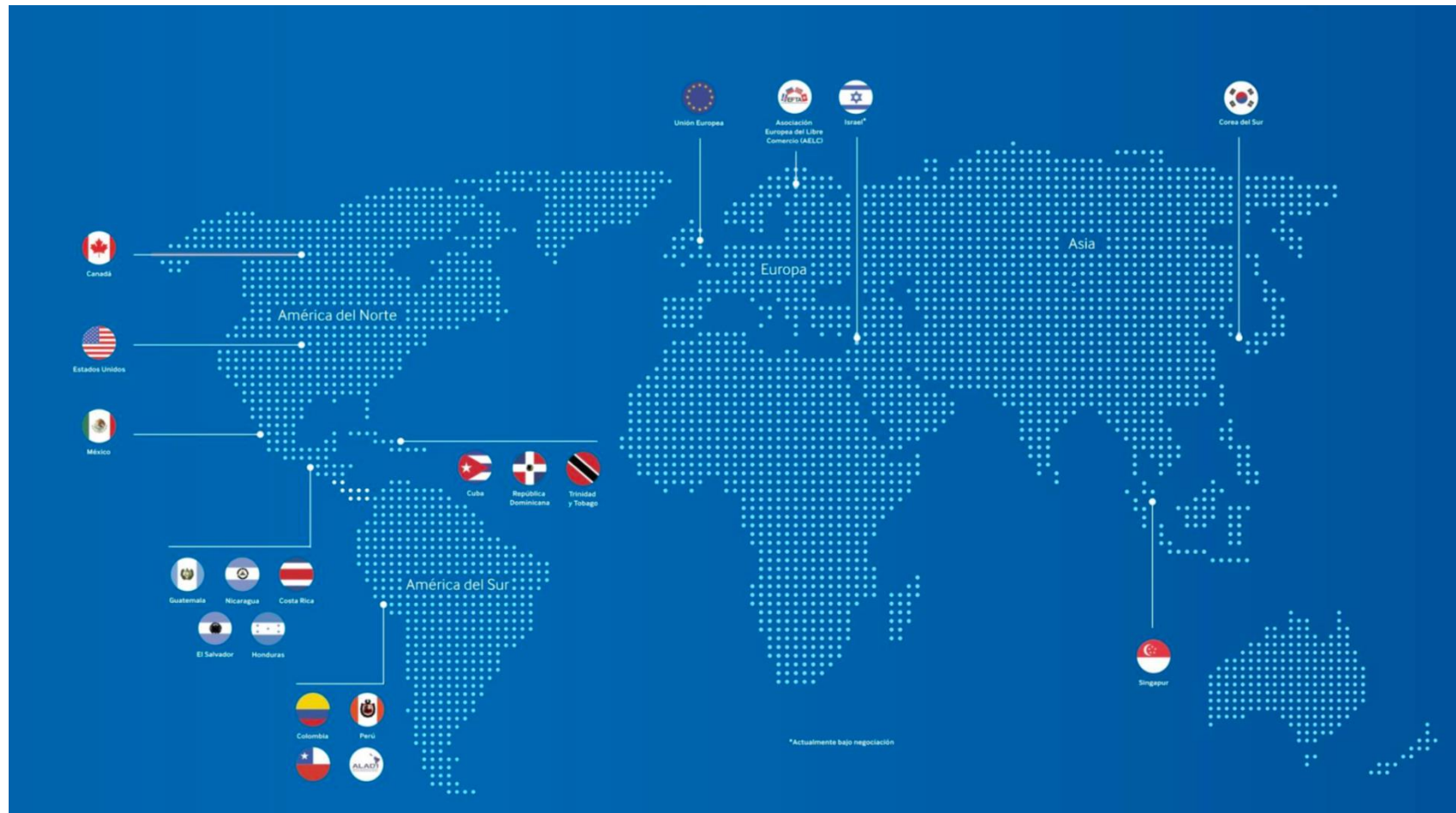


MARITIME



DIGITAL

The Broadest Network of Commercial Agreements in the region



23 Trade Agreements

59 Countries with preferential treatment

1.5 Billions Potencial Consumers

PANAMA COSMOPOLITAN CITY



BEACH PROJECTS IN THE PACIFIC AND ATLANTIC



LUXURY AREAS



Construction industry in Panama

The construction sector in Panama in the first half of 2024 had a growth of 2.2%, marking a record growth of \$38.645.7 million.

It is expected that the sector will continue to grow this year 2024.



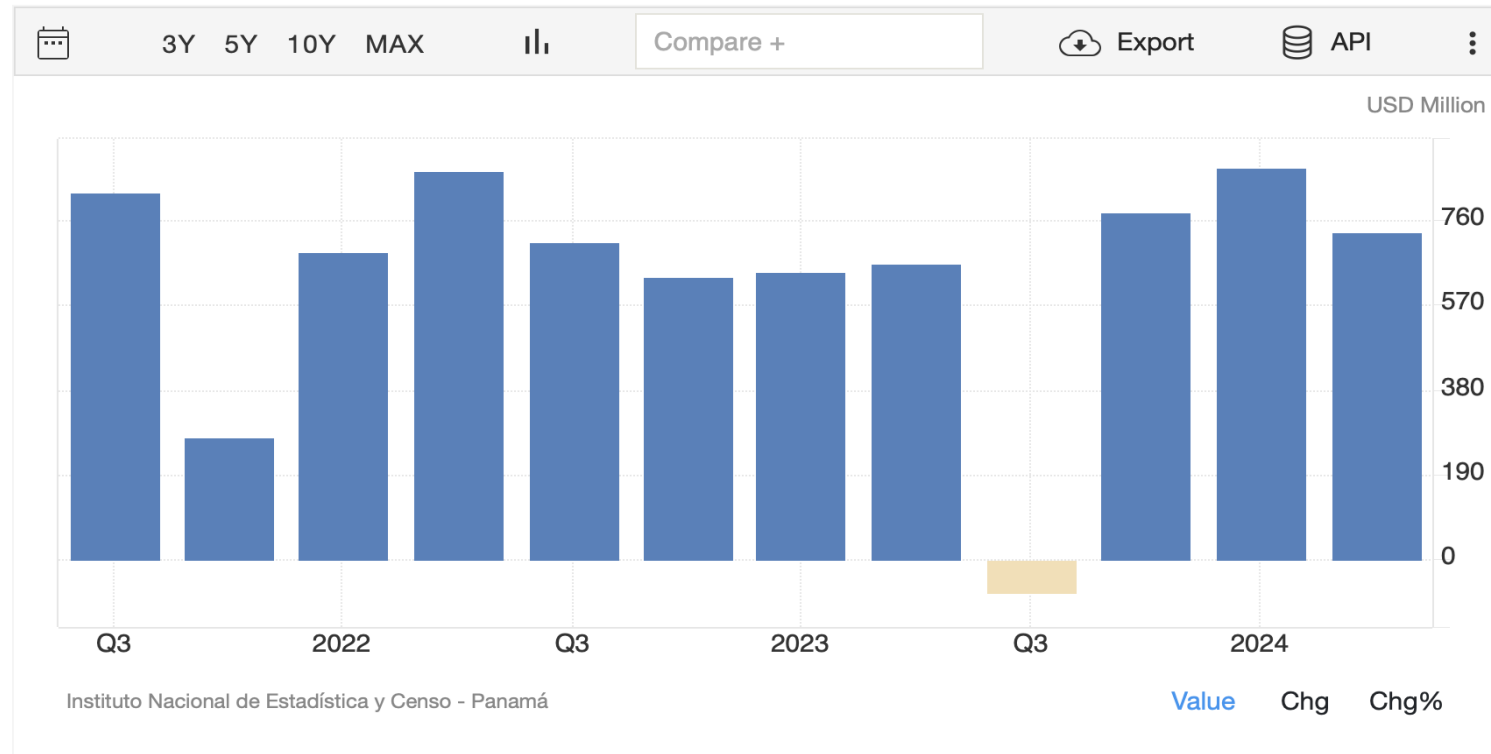
Panama Foreign Direct Investment

Panama Foreign Direct Investment - Inflows

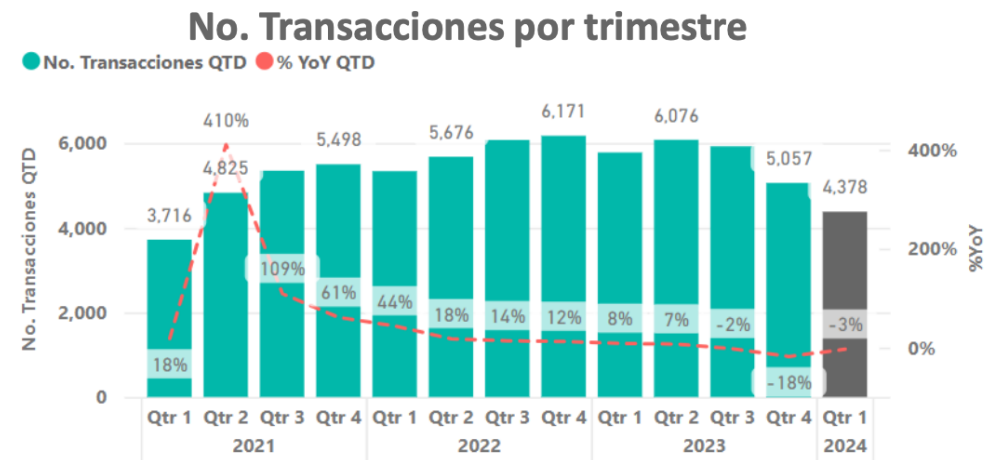
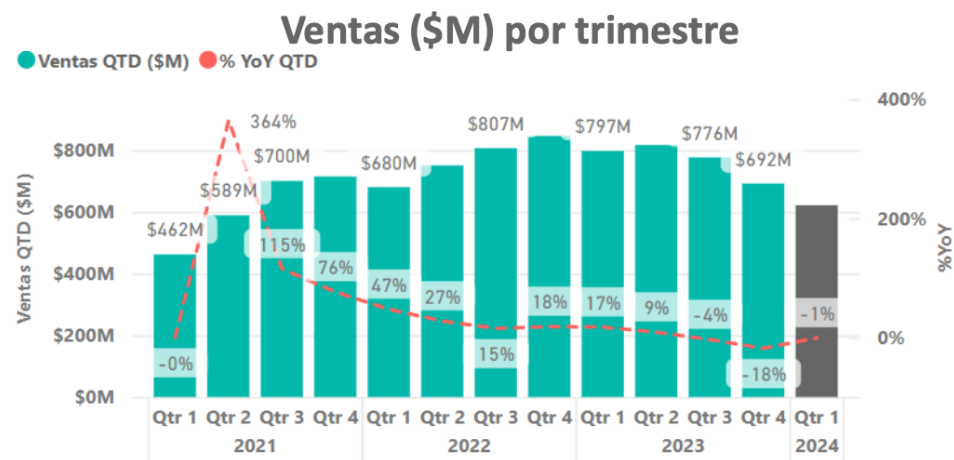
Summary

Download ▾

Foreign Direct Investment in Panama increased by 878.40 USD Million in the first quarter of 2024. Foreign Direct Investment in Panama averaged 570.30 USD Million from 1990 until 2024, reaching an all time high of 2047.01 USD Million in the second quarter of 2018 and a record low of -651.30 USD Million in the fourth quarter of 2020. source: Instituto Nacional de Estadística y Censo - Panamá



In Q3 and Q4 the residential real estate market contracted for the first time post-pandemic. In Q1 of 204 a moderate performance is observed (-o.8%)



Segmento	QTD Q1'23	QTD Q1'24	Var. abs.	%YoY	Financiado	No Financiado
<120k	\$256.2M	\$250.0M	(\$6.2M)	-2.4%	Primario	Secundario
<=45k	\$9.8M	\$5.8M	(\$4.0M)	-40.5%	Panamero	Extranjero
045k-80k	\$119.8M	\$138.8M	\$18.9M	15.8%	Financiado	No Financiado
080k-120k	\$126.5M	\$105.4M	(\$21.1M)	-16.7%		
>120K	\$370.0M	\$371.4M	\$1.4M	0.4%		
121k-150k	\$25.7M	\$17.8M	(\$7.9M)	-30.7%		
151k-180k	\$28.5M	\$31.9M	\$3.4M	11.9%		
181k-300k	\$91.2M	\$77.4M	(\$13.8M)	-15.2%		
301k-450k	\$69.5M	\$63.3M	(\$6.2M)	-9.0%		
★ 451k-600k	\$28.1M	\$40.8M	\$12.7M	45.4%		
★ 601k-750k	\$24.4M	\$24.9M	\$0.5M	2.1%		
★ 750k+	\$102.6M	\$115.3M	\$12.7M	12.4%		
Total	\$626.2M	\$621.4M	(\$4.8M)	-0.8%		

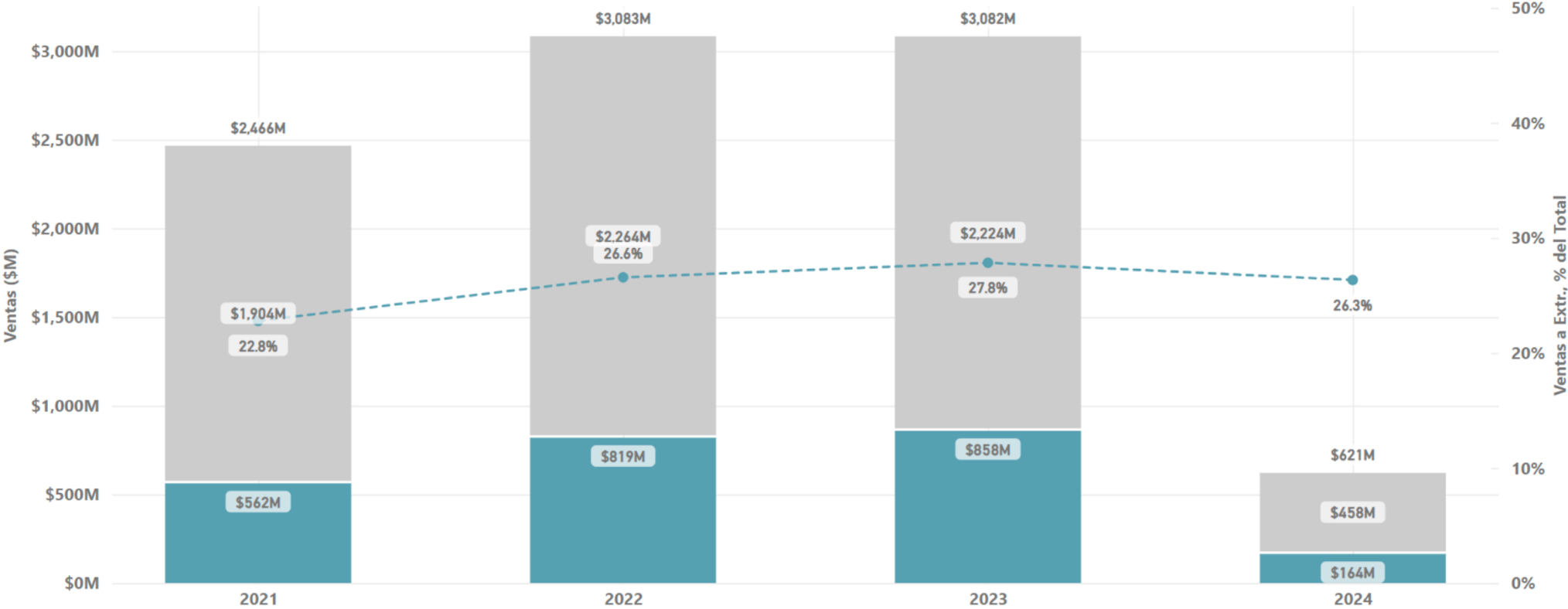
Segmento	QTD Q1'23	QTD Q1'24	Var.Abs.	%YoY	Financiado	No Financiado
<120k	3,429	3,358	-71	-2.1%	Primario	Secundario
<=45k	349	243	-106	-30.4%	Panamero	Extranjero
045k-80k	1,905	2,131	226	11.9%	Financiado	No Financiado
080k-120k	1,175	984	-191	-16.3%		
>120K	1,105	1,020	-85	-7.7%		
121k-150k	186	128	-58	-31.2%		
151k-180k	170	189	19	11.2%		
181k-300k	381	317	-64	-16.8%		
301k-450k	190	173	-17	-8.9%		
★ 451k-600k	54	76	22	40.7%		
★ 601k-750k	36	36	0	0.0%		
★ 750k+	88	101	13	14.8%		
Total	4,534	4,378	-156	-3.4%		

Fuente: Indesa. *Nota: Q1 incluye ventas aprobadas en el Registro Público hasta el 15 de marzo de 2023 y 2024.

In the residential market, sales to foreigners continue to represent an important part of the market, 26% total

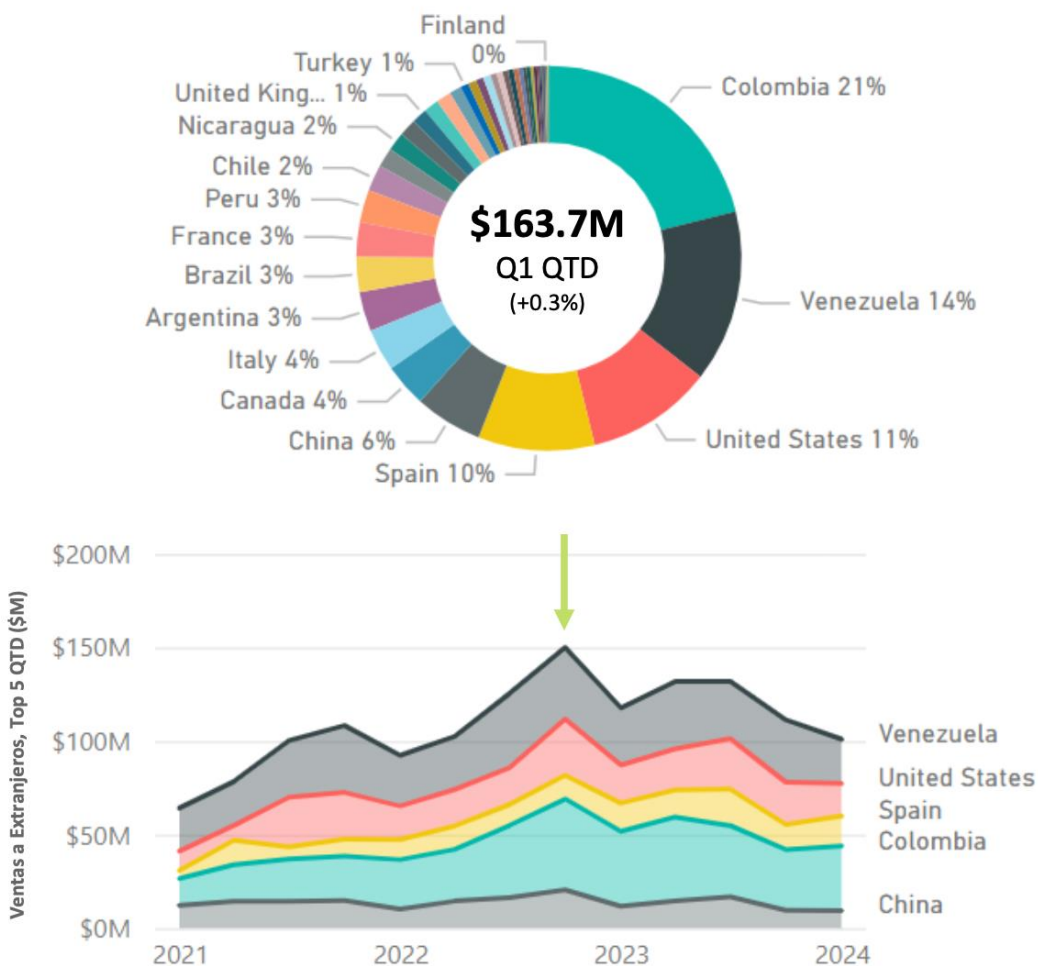
Ventas a Extranjeros, como % del total

● Extranjero ● Panameño ● Ventas a Extranjeros, % del total



Fuente: Indesa. *Nota: Q1 incluye ventas aprobadas en el Registro Público hasta el 15 de marzo de 2023 y 2024. En términos de transacciones las ventas a extranjeros equivalen a 14% del total en Q1.

During Q1, 56% of foreign activity in the residential market has been concentrated in 4 nationalities: Colombia, Venezuela, United States, China



Nacionalidad	Q1'23	Q1'24	Var.Abs.	Rank Var.	Rank QTD
Colombia	\$32.1M	\$34.5M	\$2.4M	0 →	1
Venezuela	\$25.1M	\$23.7M	(\$1.4M)	0 →	2
United States	\$17.7M	\$17.3M	(\$0.4M)	0 →	3
Spain	\$12.4M	\$16.0M	\$3.7M	0 →	4
China	\$9.1M	\$9.3M	\$0.2M	0 →	5
Canada	\$4.2M	\$5.9M	\$1.7M	3 ↑	6
Italy	\$7.6M	\$5.8M	(\$1.8M)	-1 ↓	7
Argentina	\$6.6M	\$5.5M	(\$1.2M)	-1 ↓	8
Brazil	\$3.5M	\$4.8M	\$1.4M	2 ↑	9
France	\$2.6M	\$4.7M	\$2.1M	4 ↑	10
Peru	\$5.3M	\$4.4M	(\$0.9M)	-3 ↓	11
Chile	\$3.2M	\$3.6M	\$0.5M	0 →	12
Ecuador	\$2.9M	\$2.7M	(\$0.2M)	0 →	13
Nicaragua	\$2.1M	\$2.5M	\$0.4M	1 ↑	14
El Salvador	\$2.1M	\$2.4M	\$0.3M	1 ↑	15
United Kingdom	\$1.9M	\$2.1M	\$0.2M	4 ↑	16
Mexico	\$1.0M	\$2.1M	\$1.0M	8 ↑	17
Switzerland	\$1.7M	\$2.1M	\$0.3M	3 ↑	18
Portugal	\$2.1M	\$1.7M	(\$0.4M)	-1 ↓	19
Turkey		\$1.1M	\$1.1M		20
Total	\$163.3M	\$163.7M	\$0.4M		

Fuente: Indesa. *Nota: Q1 incluye ventas aprobadas en el Registro Público hasta el 15 de marzo de 2023 y 2024.

Situation of Panama

- Current State of the Real Estate Market in Panama (2024). The real estate market in Panama is showing a mix of challenges and opportunities.
- The sector will continue to grow this year 2024, although at a lower rate than that recorded in 2023.
- Panama's economy remains stable, largely driven by the Panama Canal and related logistics and trade activities. This economic stability, coupled with the use of the US dollar, makes Panama an attractive destination for foreign investors.
- Panama continues to be a popular destination for expats and retirees, especially from North America and Europe. This influx is increasing demand for housing, particularly in coastal and highland areas.
- Solid financial institutions, dollarized economy, security and strategic location.
- From a business perspective, Panama is one of the best business centers.
- Investor confidence remains high.
- Investing in real estate in Panama is safe, since the country is considered one of the most stable economies in Latin America.



Issues for invest in Real Estate

- Get advice from a qualified real estate professional who is certified by the Ministry of Commerce and Industries and who is licensed broker.
- Evaluate market behavior.
- Know the real estate market Real estate.
- Investment return Invest in booming residential areas.
- Know the advantages and benefits that the country offers to the investor





- Founded in 1973
- Leader in the real estate sector
- More than 550 members (Real Estate Brokers, brokerage firms real estate, developers, banks, appraisal companies, related services)
- More than 400 agents in the MLS Acobir Panama is one of the few countries that has regulation of the activity of real estate brokerage.
- Through Decree Law No. 6 of July 8, 1999, which regulates and regulates the profession of Real Estate Broker, the Real Estate Technical Board is created and established in the Ministry of Commerce and Industries.
- Acobir has a main and alternate commissioner appointed by Executive Decree before the Real Estate Technical Board of the Ministry of Commerce and Industries.
- Acobir has alliances with important unions and associations at the national and international level



WELCOME TO PANAMA



