

Casa Real



CONDOMÍNIO VILA REAL

Challenges: 1. Casa Real Establishment:

- **Baseline Survey**
- Cheapest house /market/ developer was **\$55K**
- Our cheapest unit **\$10K**
- **No body believed**
- **Land** provided by **Municipality free of cost**
- Reduced the plot sizes from **600M²** to 100M² & 150m²,
- Started with a **showcase** 10units
- **Established** Casa Real



Challenges: 2. Cyclone Idai



- Shortly after showcase, Idai hit the city, destroyed 90% of the houses
- Integrated Cyclone resilient techniques
- Training from Australia team





Incremental housing
Increment horizontally or vertically
Incremental Designs are approved

Challenges:3. End-User Finance

- Majority have no access to mortgage finance
- Structures and systems around buyers;
 - High interest rates
 - 18% Prime lending rate
 - 20%down payment
 - Proof of Bankability
- Solutions:
 - Different selling models
 - Rent-to-buy
 - We have tested it already
 - Empowa Support scheme
 - Scaling-up rent-to-buy







Scaling up Integrated Eco-Friendly building



- Eco-building: CLT, Eco features
- DEWATS



WE BUILD AND SELL QUALITY HOMES IN MOZAMBIQUE

TRANSFORMING YOUR DREAMS INTO REALITY

Casa Real offer quality homes at prices that suit every pocket. We offer evolving homes, where you can buy a fully serviced and legally registered starter home that can grow and adapt over time as your needs and income change. Through our partnerships, we can offer financial packages to fit your pocket.

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MISSION

To unlock affordable housing market in Mozambique so that access to adequate housing for all our clients is availed in...

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VISION

To be the leading provider of quality, affordable and sustainable housing for the low and middle income families in Mozambique...

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CORE VALUES

- Integrity
- Accountability
- Professionalism
- Quality

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Thank you for Listening

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