Casa 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







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





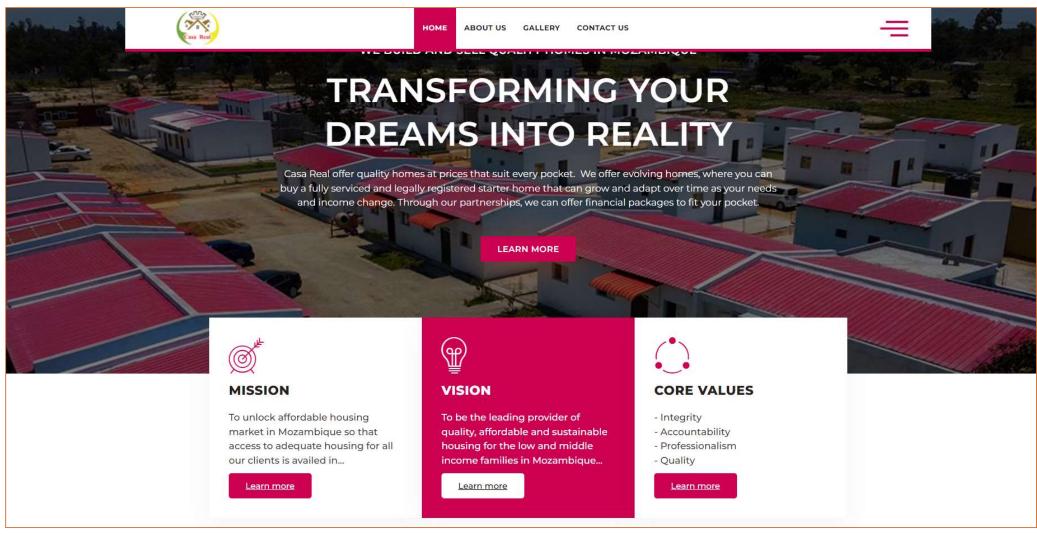


Scaling up Integrated Eco-Friendly building





- Eco-building: CLT, Eco features
- DEWATS



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Thank you for Listening

Email: richard.bahumwire@casareal.co.mz