

Corporate client support

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MAYFAIR Properties

Short summary

- Relocation services
- Rental property market review
 - Price guide
- Relocation and property search advice
- Property management



Corporate Client Program

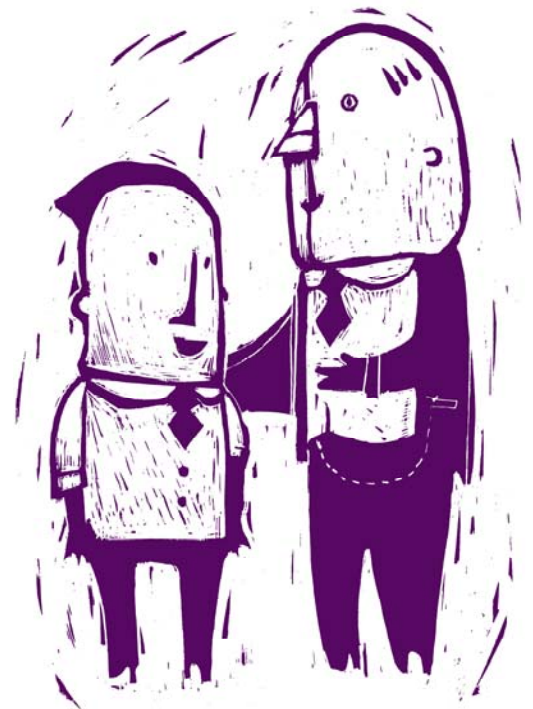
1. Consulting Service

- Informational support & orientation tours for expatriates
- Consultations to work out relevant budget limits based on marketing research

2. Property Search Service

- Long and short-term term rent
- Serviced apartments

3. Lease and Property Management



Rental property market review.

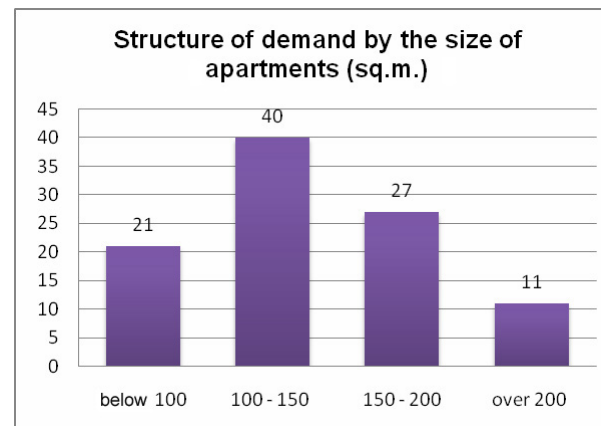
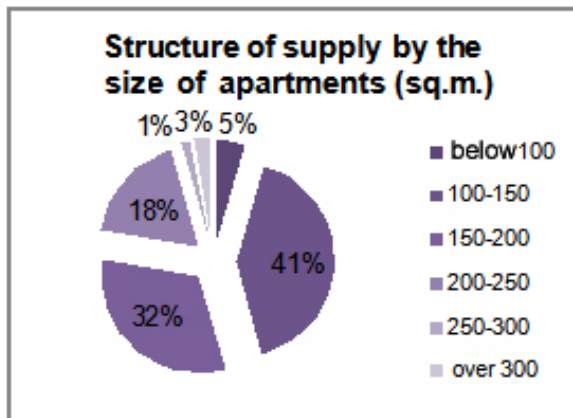
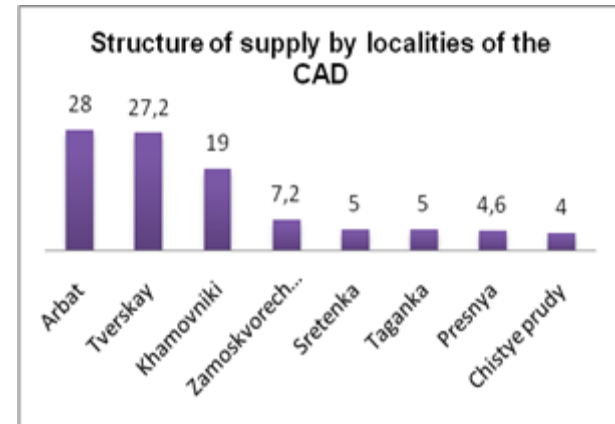
Supply and demand.

Price rise 18-20% in 2007 (some places up to 25%) and by 6-7% in the first half of 2008

Places to live

Supply: 70% in the Central Administrative District (CAD)

Demand: Khamovniki, Tverskaya, Arbat, Presnya, Patriarchy Ponds.



Property size

Supply:

- 1) 100 -150 sq.m
- 2) 150 to 200 sq. m;
- 3) 200 to 250 sq. m.

Demand:

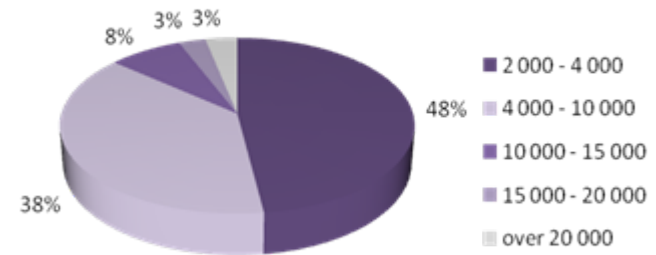
- 1) 100 – 200 sq.m;
- 2) below 100 sq.m;
- 3) above 200 sq.m

Rental market review. Rates

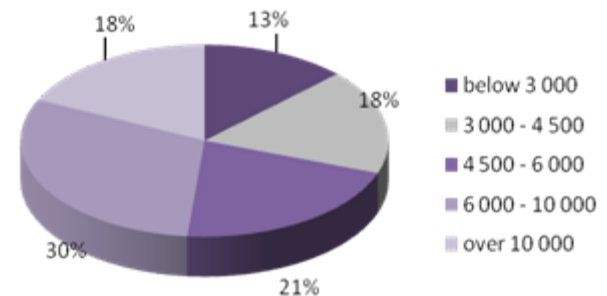
Rental rate is influenced by the following criteria:

1. Location
2. Type of the building
3. Degree of security
4. Quality of renovation
5. Development of the adjacent infrastructure (special consideration is given to proximity of specialized foreign language schools and kindergartens).

Structure of supply by rental rates (%)



Structure of demand by rental rates (%)



Price guide

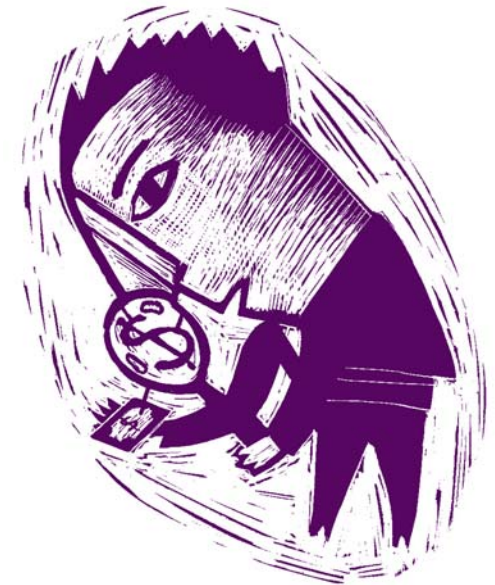
Apartments		
Number of bedrooms	Minimum	Maximum
Studio	1 900	3 900
1 Bedroom	4 000	12 000
2 Bedrooms	4 500	16 000
3 Bedrooms	5 000	21 000
4 Bedrooms and more	from 5 000	50 000 and over

Furnished apartments and houses are generally more expensive (from 1 000 to 5-6 000 more). Here we included both.

Houses		
Number of bedrooms	Minimum	Maximum
3 Bedrooms	4 000	18 000
4 Bedrooms	5 500	19 000
5 Bedrooms and more	6 000	50 000 and over

Rent rates forecasts – budget formation advice

- High prices for property acquisition
- World financial crisis
- Mortgage crisis
- Rent demand is likely to go up
- US dollars drop makes owners to update prices
- Rent rates are likely to go up by another 10-15% by end of 2008



Types of property in most demand with expatriates

- 1) Apartments in new elite buildings in the historical centre of Moscow. High-quality maintenance system, 24/7 security, underground parking, additional services (Internet, satellite TV, air conditioning). Infrastructure: supermarkets, playgrounds, fitness, beauty salons, laundries, etc.
- 2) Apartments in Stalin era buildings. Unique architecture, high quality construction, security – concierge, code lock or intercom.
- 3) Apartments in new business class buildings: local facilities, 1 parking space per apartment.
- 4) Houses in gated communities in close proximity to international schools, 24/7 security and own infrastructure.



Rental property alternatives

- Presnya



- Serebryany Bor



- Next to Anglo-American school

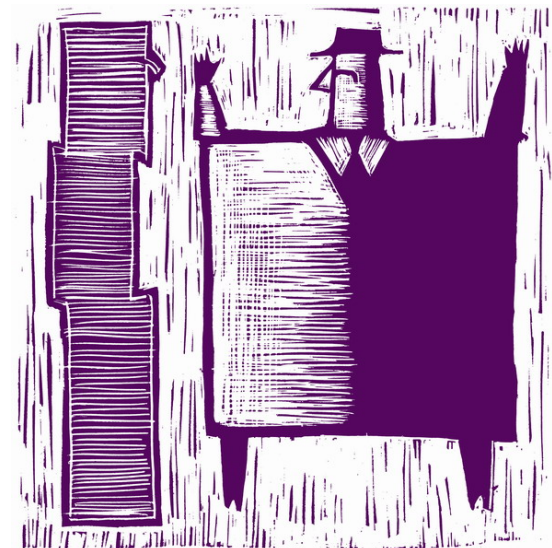


- Rosinka



Lease and property management

- Implementation Program: assistance with moving-in and preparing the apartment
- Legal support throughout the letting process
- Departure Program: assistance with moving-out, help solving any disputable issues
- Full scale accounting support (including help with bills and utility payments)
- Visa and migration support



Property management

- 24/7 Technical Hotline for tenants.
- Technical subscription: technical maintenance, apartment supervision and troubleshooting on permanent basis.
- Technical assistance on a “one-off” basis if needed, including renovations, installing additional equipment, etc.
- Comprehensive “In-House Relocation Manager” service to help corporate clients deal with all aspects of the relocation process.



Thank you for your
attention

