

The Moscow Elite Rental Market Current Situation, Trends and Perspectives



Galina Tkach, Head of Leasing Department

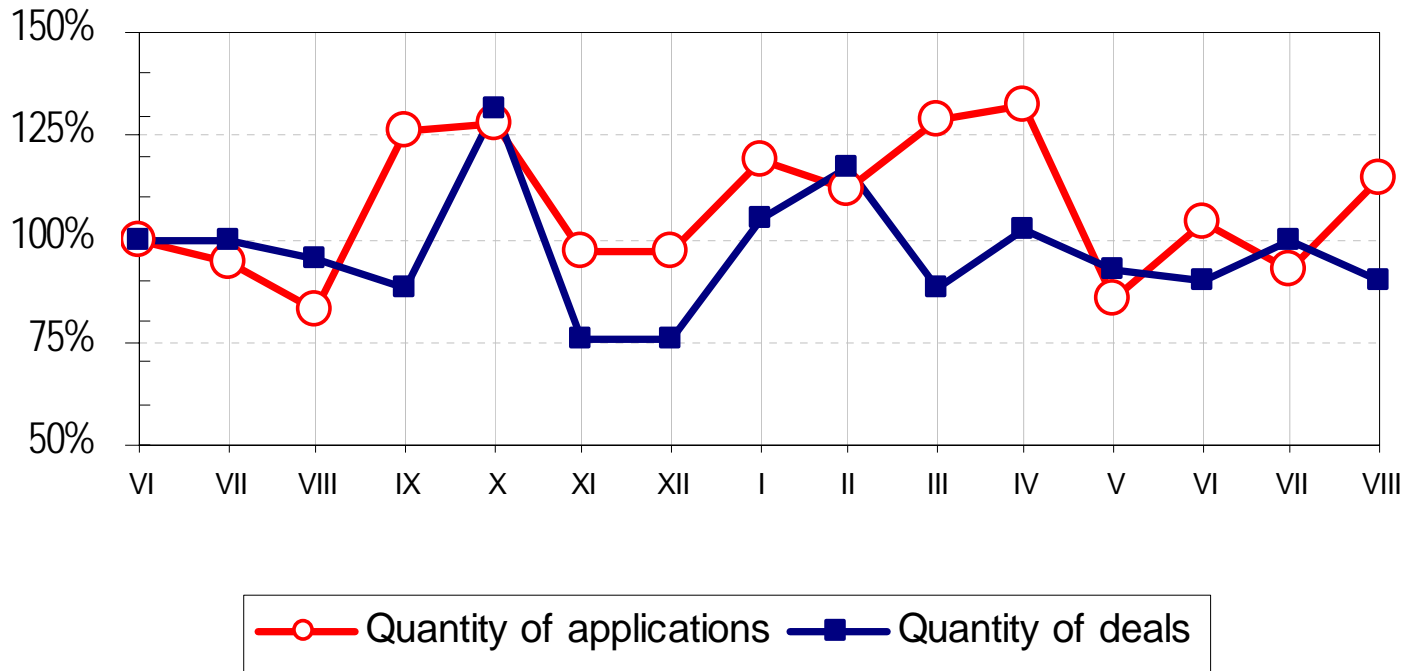
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Moscow

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Dynamics of number of applicants & deals '08 vs '09



More Russian Tenants on the Market

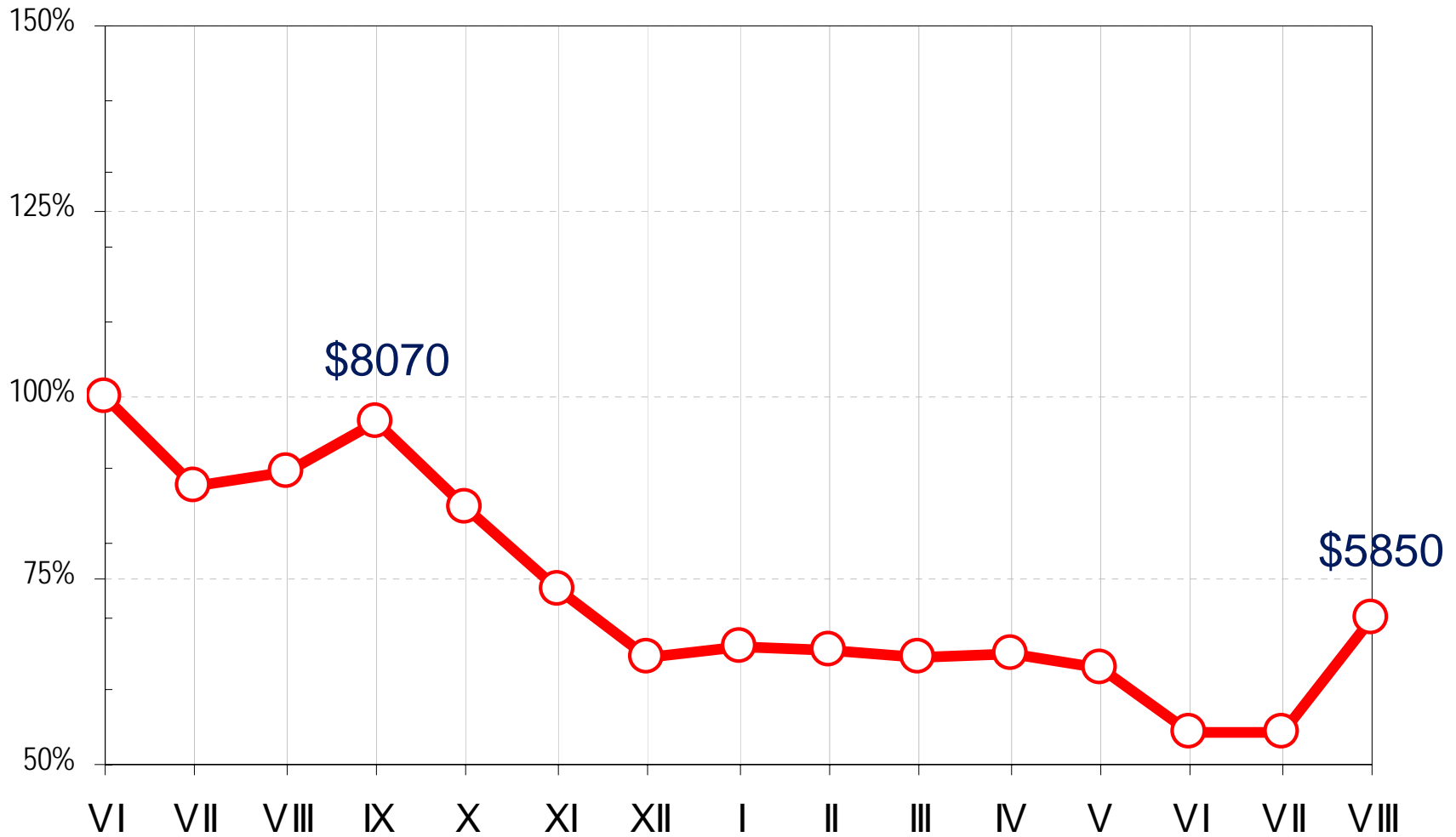
Want to
live in
the city
center



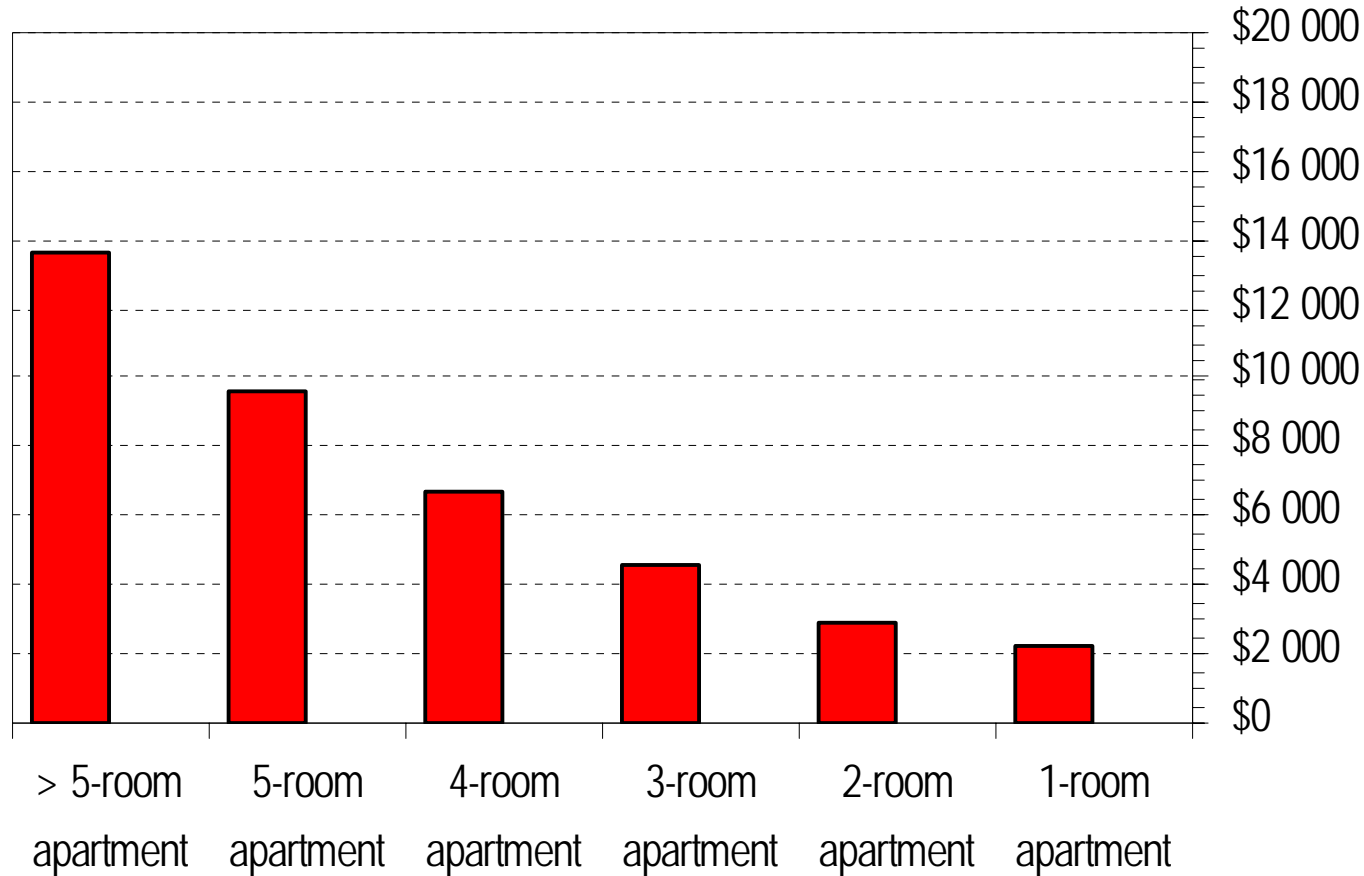
Want to
rent more
rooms

Ready to
pay cash

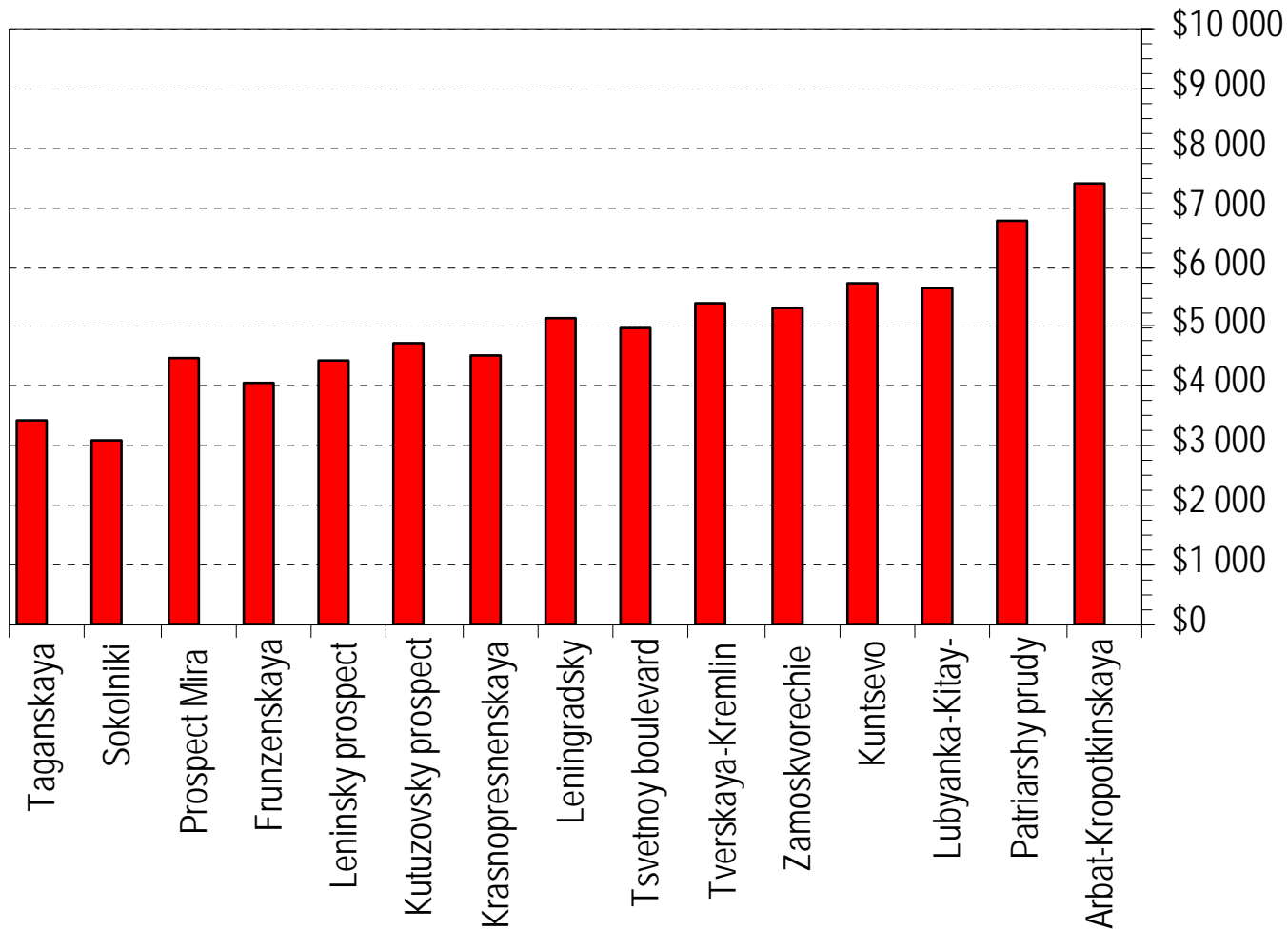
Dynamics of average budget '08 vs '09



Supply - Differentiation of average rental budgets by number of rooms



Supply - Differentiation of average rental budgets by area



Crisis? Opportunity!



- › Adapt to these changing market conditions
- › Capitalise on opportunities
- › Cost efficiency solutions
- › Housing cost optimisation

Case Study: “Company A” Client Brief:

- 1) To optimize corporate housing costs for the company
- 2) Reduce currency risk according to company’s needs

	original rent & currency	original rent in RUR	rent achieved	saving in RUR / per year	% saving	saving in \$/ per year
Apartment 1	262 500 RUR	262 500 RUR	235 000 RUR	330 000 RUR	10%	\$10 815
Apartment 2	340 000 RUR	340 000 RUR	310 000 RUR	360 000 RUR	9%	\$11 798
Apartment 3	\$13 000	396 670 RUR	330 000 RUR	800 040 RUR	17%	\$26 220
Apartment 4	€ 3 520	153 648 RUR	126 000 RUR	331 776 RUR	18%	\$10 873
Apartment 5	€ 5 800	253 170 RUR	225 000 RUR	338 040 RUR	12%	\$11 079
Apartment 6	€ 5 760	251 424 RUR	227 000 RUR	293 088 RUR	10%	\$9 605
Apartment 7	90 000 RUR	90 000 RUR	80 000 RUR	120 000 RUR	12%	\$3 933
Apartment 8	117 000 RUR	117 000 RUR	100 000 RUR	204 000 RUR	15%	\$6 686
Total		1 864 412 RUR	1 633 000 RUR	2 776 944 RUR	13%	\$91 008

Thank you!



We look forward to answering any questions you may have

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