

RESIDENTIAL MOBILIT'

The Next Market Mover?

Residential Mobility is the residence relocation process done by an individual or a family as a result of changes in either their own characteristics and needs or external factors effects.

After the new rental law 1996 in Egypt, the housing mobility started to appear in the Egyptian communities in form of rental housing, then with the expansion of the new urban cities, it became a noticeable phenomena.

But what are the factors pushing households to move?

SIX MAIN FACTORS



Family Characteristics

Age (Family Lifecycle) - Income Level - Marital Status - Educational Level - Job Seeking



Housing Characteristics

Spatial Factors – Expansion and Contraction in Space Requirements – Tenure Status



Economic Factors

Demand and Supply Market Fit – Affordability (Housing Cost) – Cost Mobility



Political Factors

Government Support – Financial support (Incentives) – Mobility Managing – Housing Policies



Legislative Factors

Rent Duration – Annual Increase



Social Factors

Social Relationships – Young Adults Leaving Parental Homes

LEVELS OF RESIDENTIAL MOBILITY IN EGYPT — DEPENDING ON ONE OR MORE OF THE ABOVE FACTORS

Neighborhood Level

From 1st Settlement to 1st Settlement – New Cairo

City Level

From 1st Settlement to 5th Settlement – New Cairo

Governorate Level

From New Cairo City to Sheikh Zayed City

National Level

From Cairo to Alexandria

REASONS OF RESIDENTIAL MOBILITY IN EGYPT



For Marriage



For Space Adjustment



Adults Leaving Parental Homes



Moving From Rent To Buy



Other Reasons



Next Market Mover

DECISION DRIVERS ENCOURAGING MOBILITY

65.8 % Reasonable Prices

56.2 % Proximity to relatives and friends

53.0 % Proximity to work

29.9 % Social standing of area

24.9 % Availability of transportation

23.7 % Availability of services and utilities

21.5 % Quiet neighborhood

7.7 % Availability of education services

6.9 % Availability of health services

*Multiple responses were possible

MAIN MOBILITY BENEFITS



Real Estate Market Mover

Importance of Residential

Best Utilization of Spaces

New Urban Development



Mobility

Solving Traffic Problems





Economic Growth



Time Saving

CONCLUSION

The residential mobility is not beneficial only to the country and the macroeconomics, but it is also reflecting directly on the microeconomics and on each individual in a clear way by helping in reducing the gas time, achieving better productivity, and fitting These statistics stated are not constant, as the real estate market in Egypt is developing and changing, those numbers are getting higher and higher.

As a huge market mover, will the residential mobility be the next player to change the game?

It is time when the developers should pay attention and react to the fast changing market and its trends to be able to stand out of the competition and come with new real estate concepts and products.

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