

INSIDER INFORMATION

*The Ins and Outs of
buying a great property off-plan.*

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REAL ESTATE ADVISOR



Inside this digital flipbook you'll find:

**Key “Insider Information” on how to
Confidently Acquire Exceptional Real Estate
Investments in Egypt.**

***...In beautiful communities, with an excellent
history of capital appreciation too!***

APPROVED BY
ORASCOM
DEVELOPMENT

- **Choosing Your Destination!**
- **Why the Right Developer Can Make All the Difference.**
- **Remarkable Selection, Financial Flexibility & Bespoke Customisations.**
- **‘Cherry Picking’ Real Estate Investments (Before the Public Even Knows They’re Available).**
- **How Savvy Investors Use Currency Devaluations to Their Advantage.**
- **Why Staying in Close Contact With Your Preferred Real Estate Advisor Matters.**
- **Next Steps...**

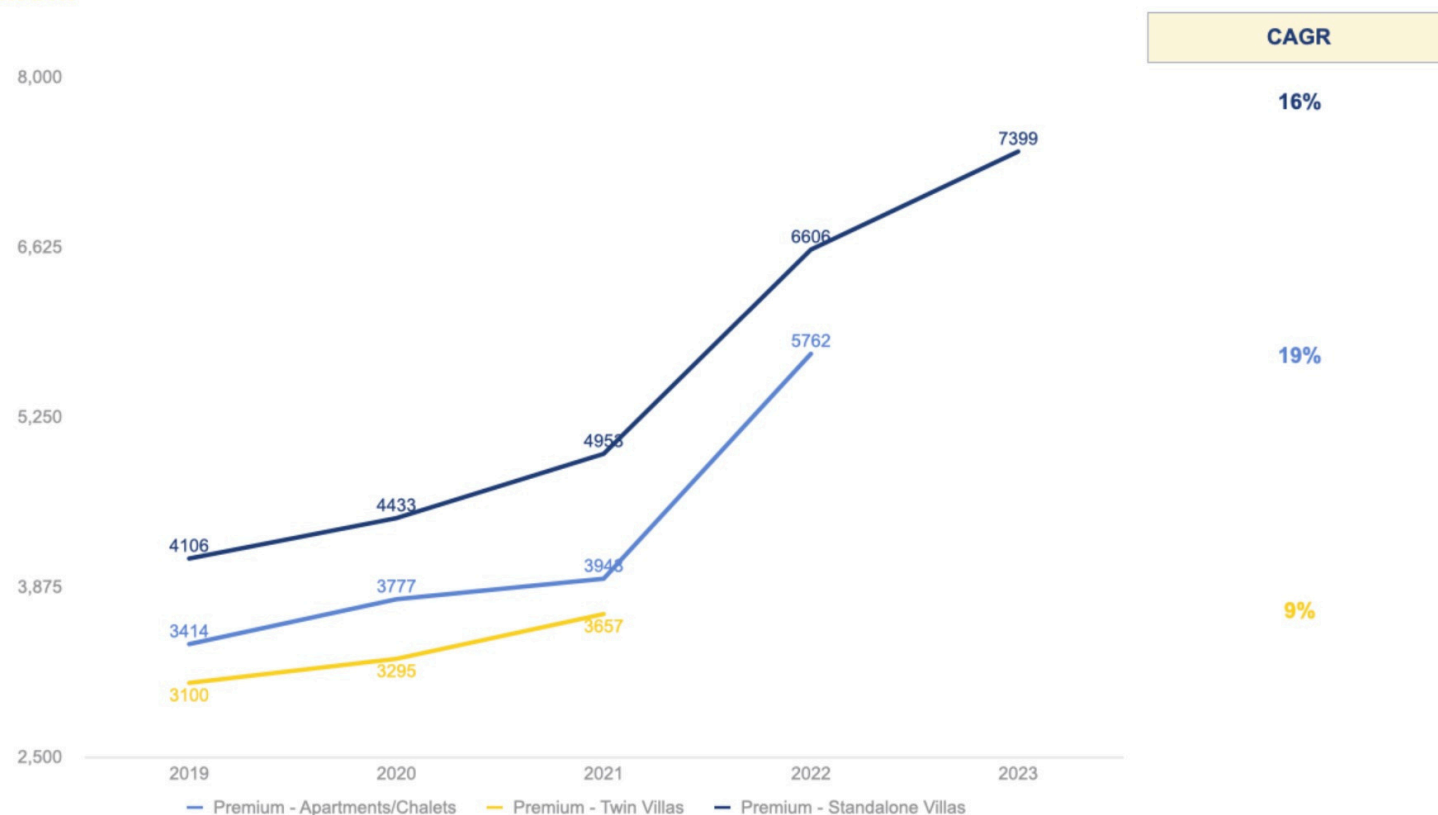
Choosing Your Destination!

When it comes to choosing (where) you'd like to purchase real estate for investment purposes, specifically in Egypt, there are several important elements to ask yourself...

Location - Does this specific development, in this greater community destination, have all of the amenities, shopping, medical facilities, schooling, nightlife, restaurants, sports activities, beaches, security, etc. that you want / need to have there?

Market Trends - Is there a solid history of sustained demand for real estate, within a rapidly growing community, showing excellent capital appreciation over the last 5 years? (**See El Gouna's CAGR**)

PRICE APPRECIATION PRICE/SQM (USD)
PREMIUM



The Buying Process - What are the steps required; do you need to be in Egypt to sign the papers & when will you get the keys?



BUYING PROCESS



Real Estate Advisor - Now this is a big one. Do you have close communication with a **qualified real estate advisor**, in your chosen destination(s), who's highly responsive, answers all of your questions & provides you with a solid sense of confidence throughout every step of the real estate selection and investment process... and afterwards too?

Now, there are a vast number of people that will sell you real estate, but when it comes to choosing your destination, choosing your real estate advisor is actually a key element of the bigger picture here, as buying any given property is only a single piece of the puzzle.

You'll want to have an exceptional advisor at hand who's interested in getting to know you, your property vision, personal goals, financial readiness, overall budget allocation - someone who you like to communicate with, who you also trust, where you have no doubt about their honesty in their communications with you. This is actually a big deal; **think about it...**



*Why the Right Developer
Can Make All the Difference.*

When choosing a real estate developer, particularly in Egypt, you're looking for one with a long history of (always delivering), on time, and to their agreed finishing specifications.

Having lived in El Gouna myself for over 7 years, I've seen first-hand the numerous developments that Orascom has built here. This developer literally built almost this entire town, over more than 30 years so far - AND, this developer is a global developer too. The picture of El Gouna below is actually from one of our golf courses here; also being a brilliant place for a walk, with an amazing view!

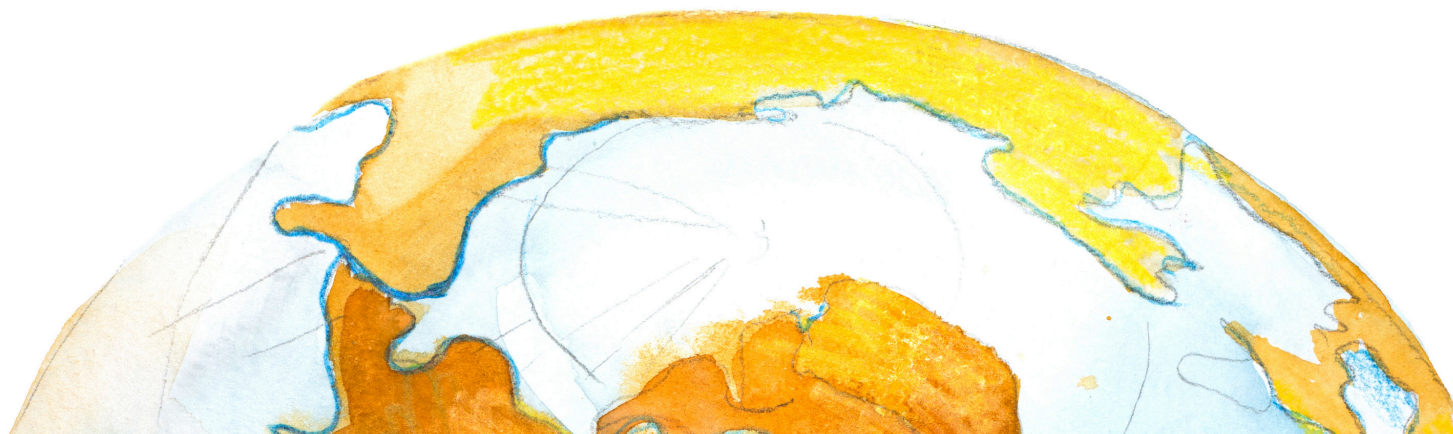
DISCOVER A DIFFERENT WORLD

OUR DESTINATIONS

DESTINATIONS EGYPT OMAN MONTENEGRO SWITZERLAND UK UAE OTHERS







101.40 MN M²

Total Land Area

19.64 MN M²

Completed

9.44 MN M²

Under Construction

9.70 MN M²

Under Development



OUR PORTFOLIO

AN INTERNATIONAL FOOTPRINT

Orascom Development has a diverse portfolio of stunning destinations in popular tourist areas across Europe, the Middle East and North Africa, covering more than 100 million sq. m.

[Read More...](#)



EGYPT



MONTENEGRO



UK



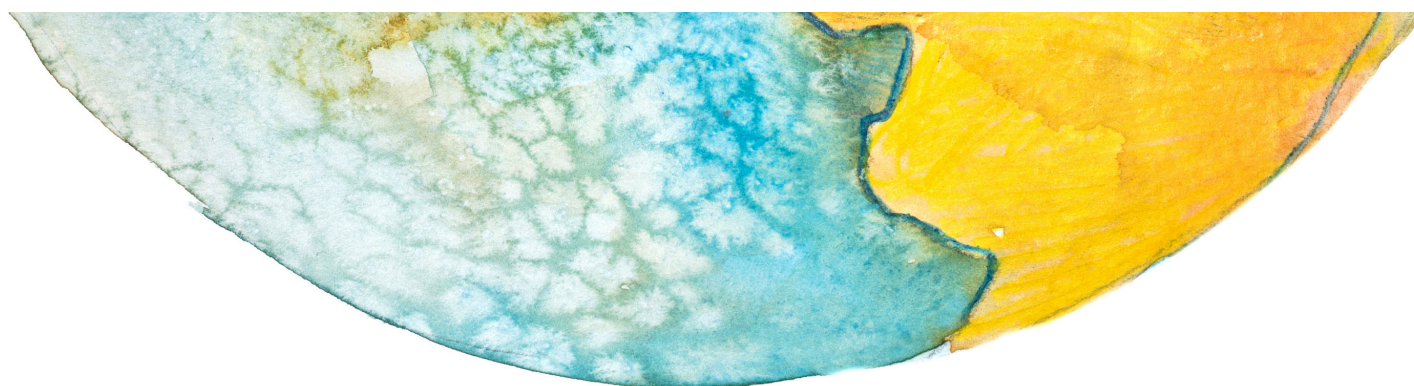
OMAN



SWITZERLAND



UAE



*Remarkable Selection,
Financial Flexibility
& Bespoke Customisations.*

When looking to invest in real estate, there's a huge advantage to having numerous developments within a given destination (town), each of which are "themed" and in an overall sense, present a number of different pricing tiers, which represent varied unit specifications, corresponding to the themed areas they're located in.



Remarkable Selection - The value of having a wide selection of real estate to choose from can't be overstated, so whether you're looking for a studio apartment, or a 6 bedroom villa that has a considerably larger garden area, both the unit types and themed styles you're looking for can often be secured for you.

Financial Flexibility - Depending on the destination, having the option of securing your property of choice with a 0% - 15% down payment, where interest free instalments of the remaining balance are paid quarterly over the coming 5 or 6 years (usually 5 years in El Gouna, and up to 6 years in Makadi Heights) can be the perfect financial scenario for so many investors.

Bespoke Customisations - Having a dedicated "extra works" department in these destinations, which often allows you to add a pool, modify your garden, or make various key adjustments to your property, gives you an easy-to-access facility to maintain your real estate investment, now and in the years ahead!

*'Cherry Picking' Real Estate Investments
(Before the Public Even Knows
They're Available).*

At first glance, you might be wondering, is this a thing?

Yes, in fact it is... and it's not common knowledge either, nor readily accessible to the general public, mostly because they don't know about it, or have the connections to access this.

However, you can easily access these benefits with me, so let's delve into this a bit more here...

Expression of Interest (EOI's)

Now, you have the ability to put forward an **"expression of interest"** with Orascom in Makadi Heights, otherwise known as EOI in off-plan real estate terms. In El Gouna, it's done differently, through an **"allocation process"** which I'll touch on shortly.

First, you will likely be asking yourself, what is this, and why does it matter to me?

Essentially, if you're serious about purchasing one or more off-plan properties from Orascom, I can without any hesitation say that learning about these processes is for you, and the reason being is that an expression of interest (generally a refundable deposit) or participating in an allocation process (usually no cost or obligation), provides you with a number of massively important privileges.

For example, did you know that there was a development released in El Gouna, called "Fairways" (apartments)?

Probably not (at least at the time), as the entire lot of these initially released properties in this development was actually sold to savvy investors who had expressed their interest in advance, through an allocation process in El Gouna, prior to the development's release to the public.

It's important to understand that this regularly happens when developments are released, particularly in El Gouna, but usually only a portion of the initially released properties are sold - however as you can now see, investors who know the ropes so to speak, are the ones who tend to have "first choice" - or get to "cherry pick" if you will, on any given new development's releases.



Key differences between El Gouna & Makadi Heights...

In El Gouna, as I've mentioned already, this generally isn't referred to as EOI, but rather as an allocation process, and the payment amount (once a property is chosen) is property specific, being the normal 15% deposit amount, generally paid by cheque at the marina office in El Gouna, or by bank transfer.

In Makadi Heights, this is referred to as EOI and covers all units of certain types in an upcoming development, being (at the time of writing this, and this is subject to change) 150k EGP for apartments, and 250k EGP for townhouses & villas.

Why Staying in Contact Matters

To take advantage of either of the above, ***you have to be on the inside track*** and have a close working relationship with your real estate advisor (ideally me). This relationship is what allows you to access these key listings, before they're publicly released for sale in the general market.

In Makadi Heights, your EOI can be paid in the form of a cheque or cash at Orascom's main office in town. Additionally, you can pay your deposit by bank transfer or card too, if you'd like to do so. Again, the EOI is refundable if you don't move forward with your purchase, and in some cases, should you prefer, you may roll over your EOI from one development to another.



*How Savvy Investors Use Currency
Devaluations to Their Advantage.*

Let's talk about a considerable Egyptian Pound currency devaluation, which happened not so long ago. This currency devaluation will affect everyone in Egypt, however for those those savvy investors whose income primarily comes from foreign sources, for example USD, EUR or GBP, this currency devaluation would be remarkably financially advantageous to some of them.

Several Egyptian Pound Devaluations...

So first of all, let's look at the pattern here, in Egypt, with the Egyptian Pound currency devaluations, to Zoom Out, in a sense, and get a birds' eye view of the situation...



Above, you'll see that there have been (4) Egyptian Pound currency devaluations since the beginning of 2022. And, we can see that when the devaluation happens, it's been fairly stable on each occasion.

What are the Upsides to the EGP Currency Devaluation?

The greatest benefit for those investing in real estate in certain developments prior to an EGP currency devaluation like this (when they derive their income from foreign sources), for instance the States, Europe or Great Britain, is that the foreign currency has vastly more buying power (particularly with reference to fixed amounts payable in EGP over time).



By way of example, for those who purchased real estate in Makadi Heights in EGP, who are on 5 or 6 year (fixed EGP payments), with interest free instalment plans, assuming the devaluation of EGP remains steady, savvy investors who are deriving their payments from foreign currency, are seeing an incredible discount on their real estate purchase(s), as for every dollar now paid towards instalments, instead of a dollar paying off 31 EGP, now it pays off 47 EGP.



Now, take a moment to imagine what has happened to someone's instalment payments in the above scenario when they purchased a property on instalments in Makadi Heights back in the beginning of 2022, just a few years ago... As there have been (4) currency devaluations since then, they've acquired amazing real estate assets in Makadi Heights, at truly a fraction of their current value!



How Has This Currency Devaluation Impacted El Gouna's Pricing?

As El Gouna's primary, off-plan real estate is sold in USD, rather than EGP, as its core currency, there has been some repricing, as is normal in such times, however El Gouna continues to offer remarkable stability in its real estate market.

For those who have purchased off-plan real estate here in El Gouna, who are paying in EGP, Orascom does offer a "dollar cap" in the contract, to provide a degree of protection for the buyer in the event of a currency devaluation, and in this case, as I'm writing this, I believe it is set at 60 EGP / 1 USD, so we can infer that the expectation is that the Egyptian Pound may continue to devalue over time. This dollar cap amount is absolutely subject to change, and sometimes rather often.



*Why Staying in Close Contact With Your
Preferred Real Estate Advisor Matters.*



As always, when real estate investments - particularly in El Gouna & Makadi Heights are a priority to you, having a close working relationship with your real estate advisor (who's an expert in these areas) is rather sensible.

Really, when you can ***talk with an expert - without it costing you a penny***, who can help you understand what's happening in their areas of expertise at a moment's notice... staying in touch with them, whether on WhatsApp, Email, Phone Calls, Online Meetings or In-Person meet-ups in town over a coffee, is a very, very smart move.

So, when you have questions, I may have some helpful answers 😊

Feel free to contact me. My off-plan services with Orascom are literally complimentary.

Dale Wendschlag
REAL ESTATE ADVISOR

Next Steps...



If you're finding the potential here interesting, and you'd love to know more, then the next steps are:

Step 1

Go to DaleWendschlag.com and share your details with me in my contact form. I'll then get in touch with you so we can establish contact with each other.

Step 2

Start reading my emails, if you aren't already doing so!

Step 3

Reach out to me anytime & let's chat - [WhatsApp](#) me.

Step 4

We'll schedule a meeting together in El Gouna over coffee, or meet online in my virtual meeting room.

Step 5

As I begin to understand your vision - and what your goals are, I'll become increasingly qualified to advise you about your real estate options, and best ensure that you're well-positioned to secure the right real estate investment (for you).

Remember, there's never any obligation on your side in these discussions; I'm here to help you, in a way which is invariably unique to you, your vision & your goals.

I look forward to getting to know you!

The background of the entire image is a photograph of a marina. In the foreground, there is a paved walkway made of reddish-brown tiles. To the left, there are some buildings with yellow and orange facades. To the right, several white boats are docked at a pier. The sky is clear and blue. In the bottom left corner, there is a large blue mosaic starfish on the ground.

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