

SUPALAI

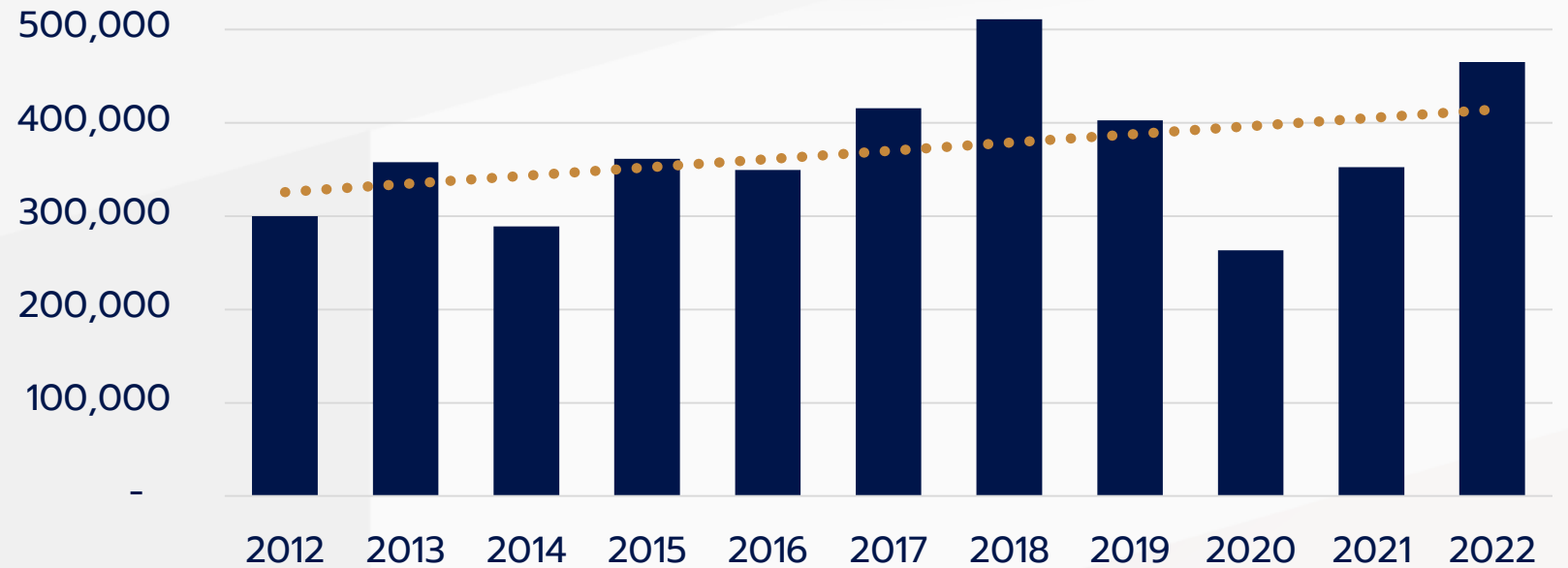


An aerial photograph of a city skyline at sunset. The sky is filled with large, dramatic clouds in shades of blue, orange, and pink. In the foreground, a complex multi-level highway interchange with several overpasses is visible, surrounded by green trees and some residential or commercial buildings. The city skyline in the background features numerous skyscrapers and high-rise buildings, some with lights on. A semi-transparent white banner is overlaid across the middle of the image, containing the title text.

THAI RESIDENTIAL MARKET – A SNAPSHOT

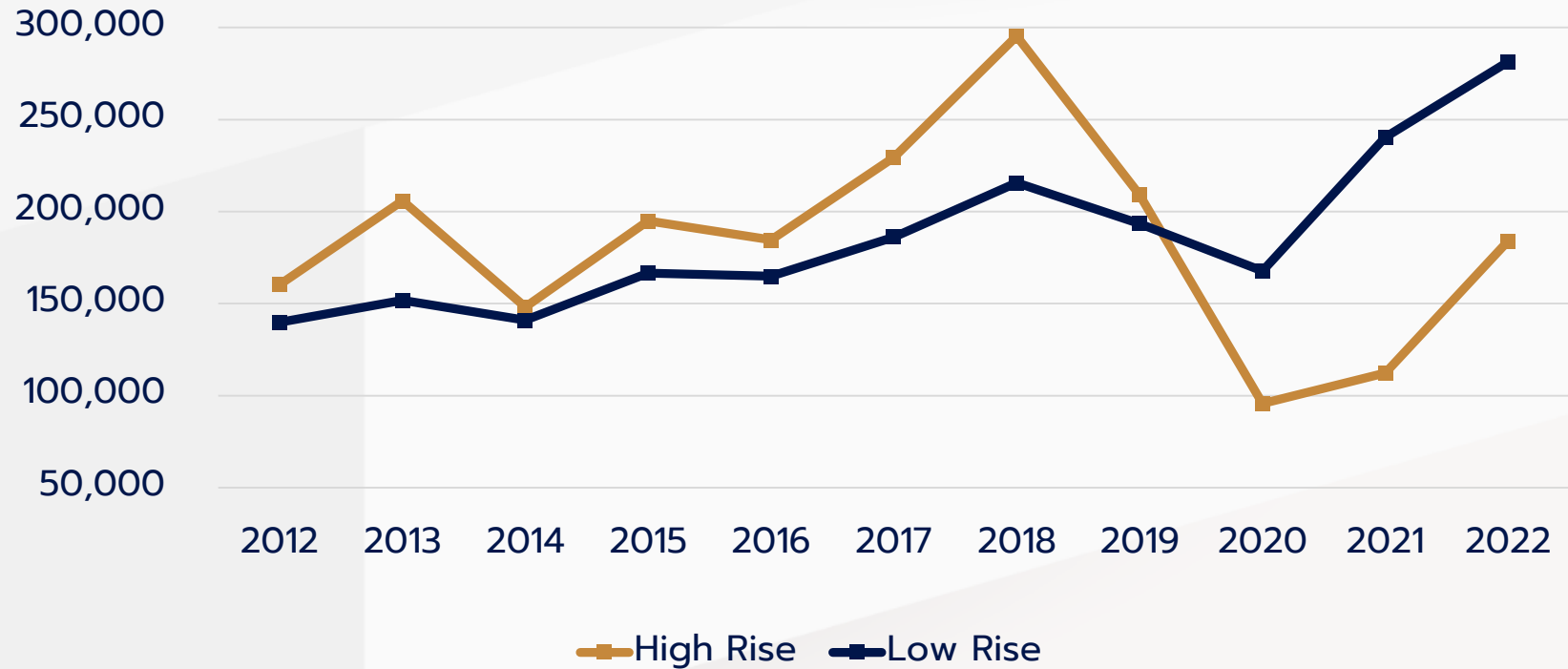
RESIDENTIAL VALUE SOLD IN BANGKOK-M

Million Baht

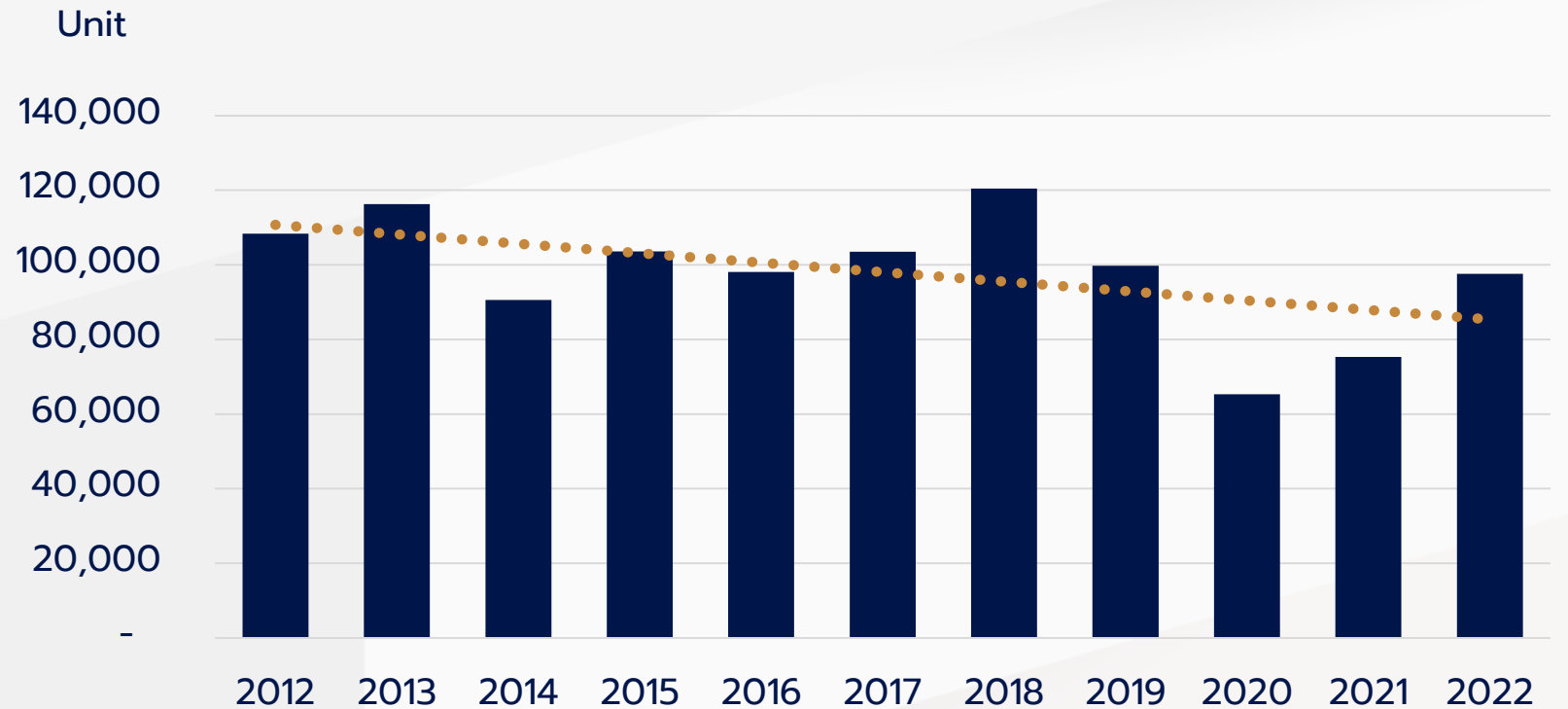


RESIDENTIAL VALUE SOLD IN BANGKOK-M

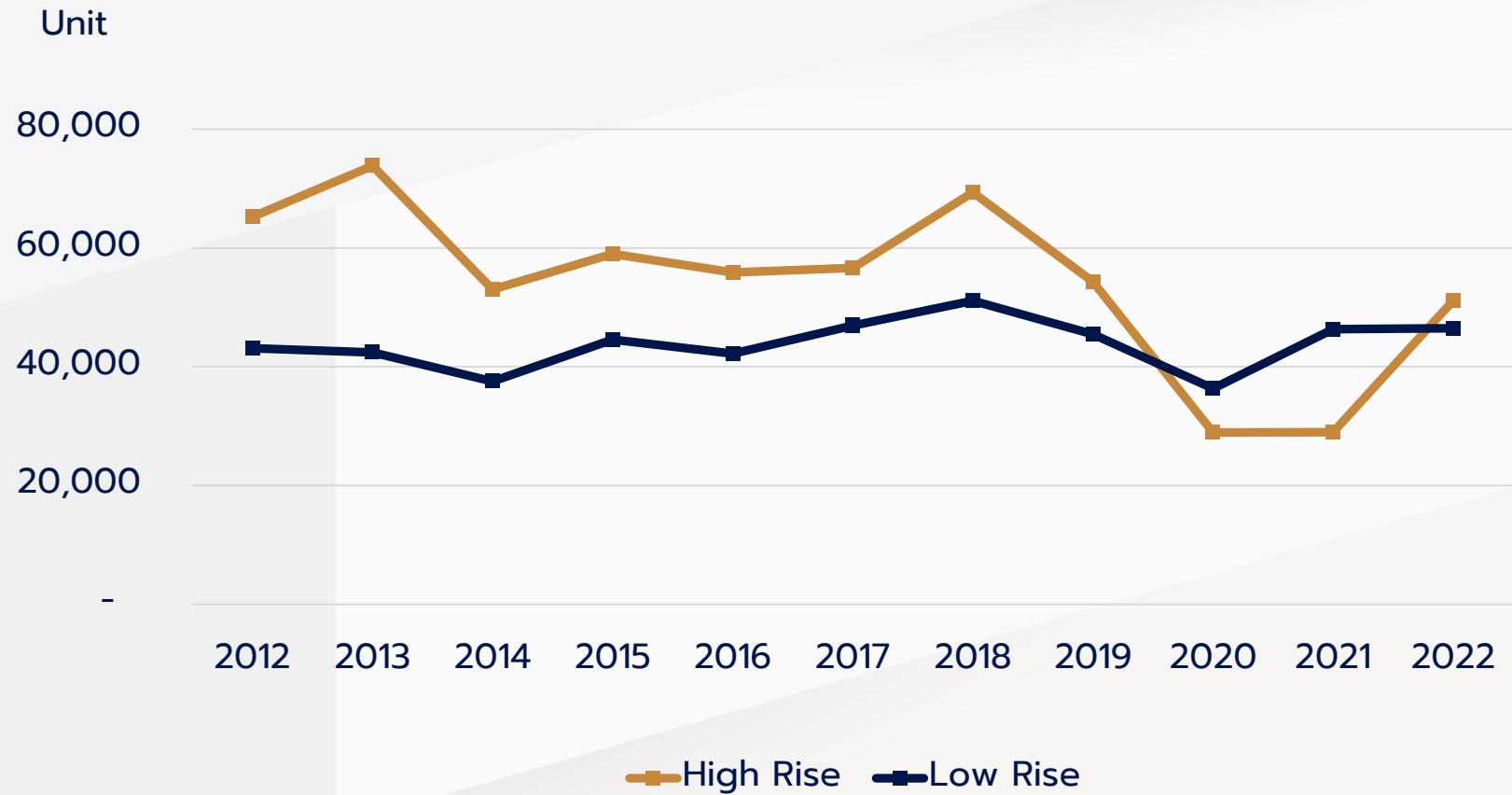
Million Baht



RESIDENTIAL UNIT SOLD IN BANGKOK-M



RESIDENTIAL UNIT SOLD IN BANGKOK-M



A construction site at sunset, featuring silhouettes of rebar and scaffolding against a colorful sky. A crane hook is visible at the top center.

IMPACTS OF RISING COSTS FOR RESIDENTIAL MARKETS

RESIDENTIAL DEVELOPMENT COSTS



RESIDENTIAL DEVELOPMENT COSTS



2018

PRICE @ 4.55 MB

AREA	60 SQ.WA.
USABLE AREA	208 SQ.M.

2023

PRICE @ 5.70 MB

AREA	60 SQ.WA.
USABLE AREA	208 SQ.M.

RESIDENTIAL DEVELOPMENT COSTS



2018

PRICE @ 4.55 MB

AREA	60 SQ.WA.
USABLE AREA	208 SQ.M.

2023

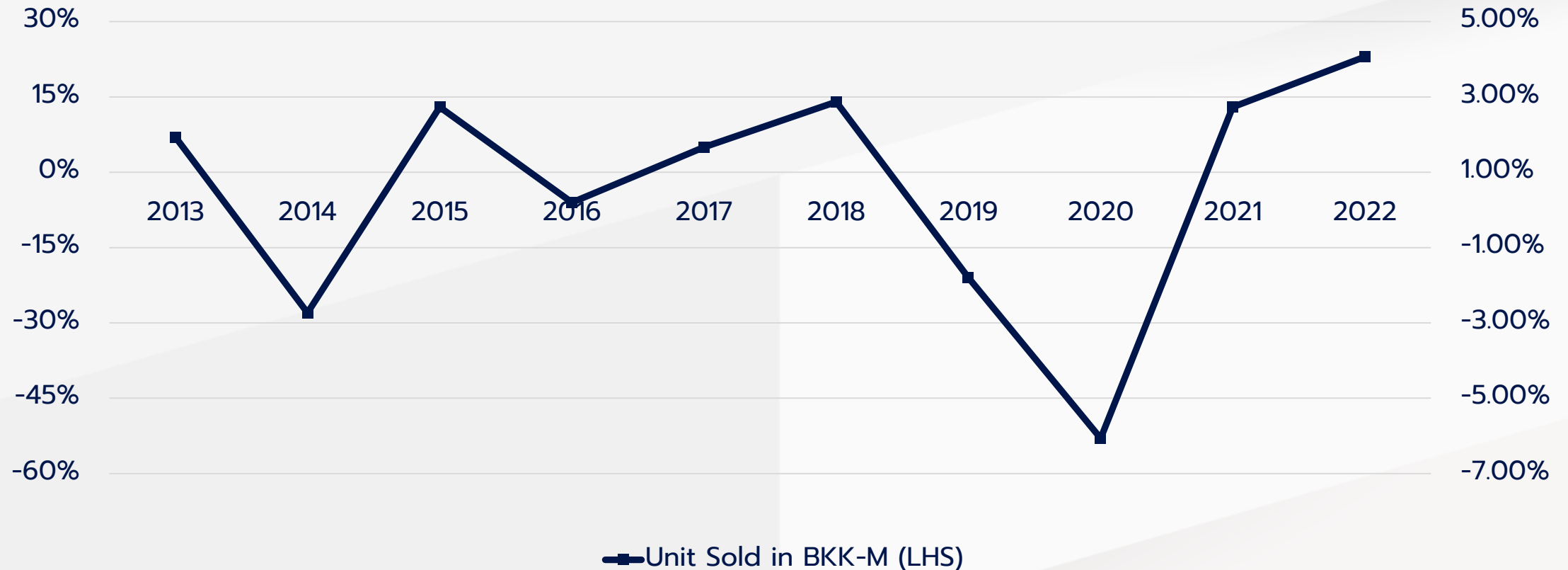
PRICE @ 4.55 MB

AREA	52 SQ.WA.
USABLE AREA	163 SQ.M.

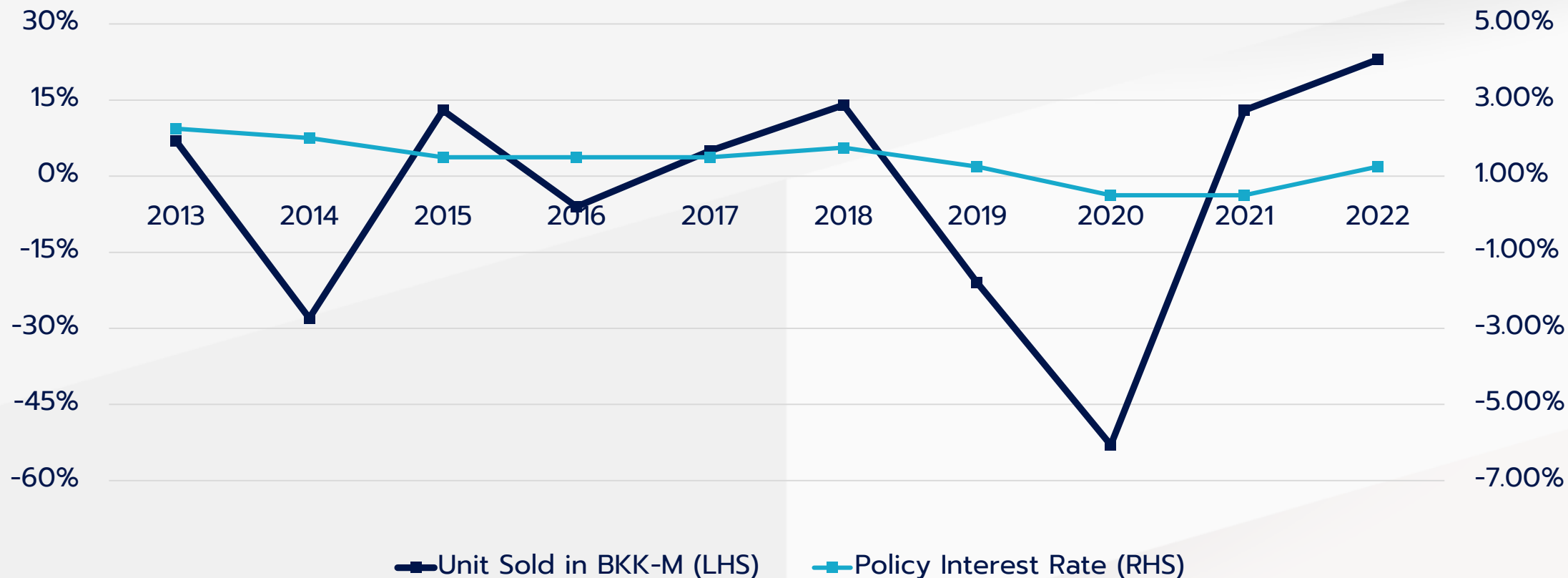


INTEREST RATE – THE LEADING THREAT?

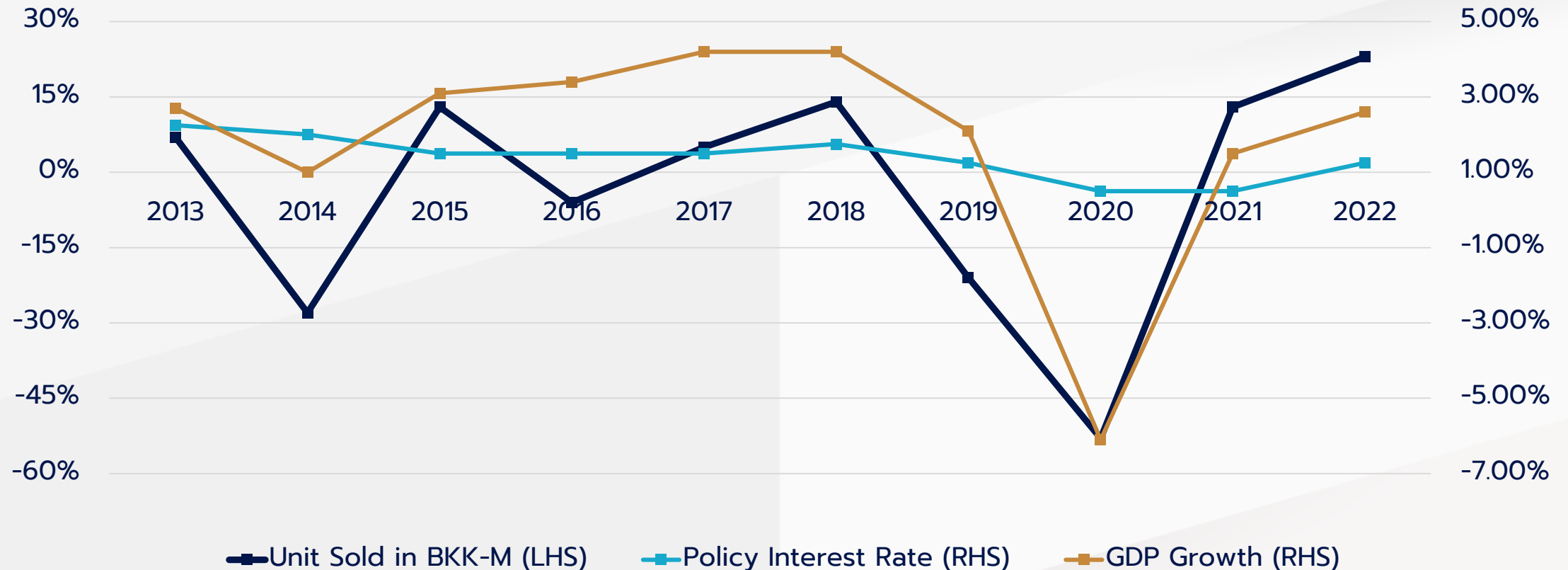
FACTORS INFLUENCING RESIDENTIAL SALES



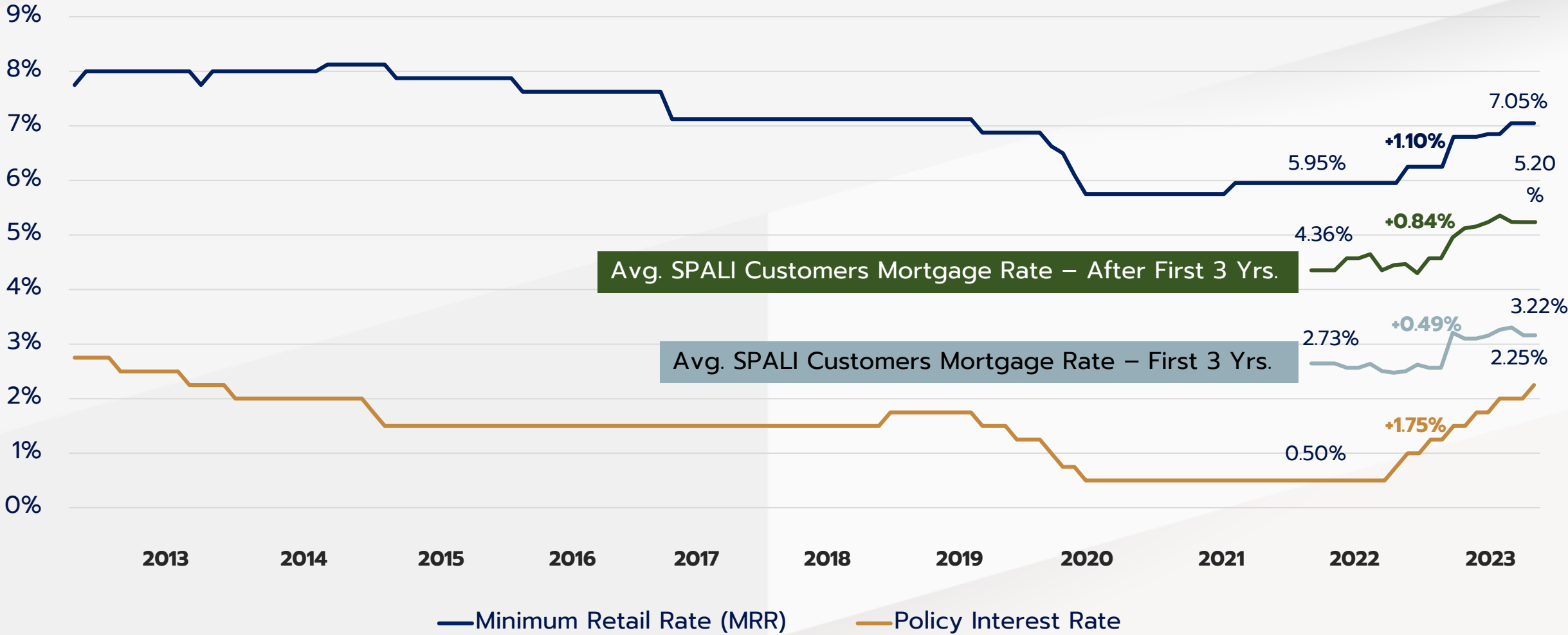
FACTORS INFLUENCING RESIDENTIAL SALES



FACTORS INFLUENCING RESIDENTIAL SALES



INTEREST RATE MOVEMENTS



(BAHT/MONTH)

2021

2023

CHANGE

**Avg. SPALI Customers
Mortgage Installment
– First 3 Yrs.**

20,359

21,678

6.5%

**Avg. SPALI Customers
Mortgage Installment
– After First 3 Yrs.**

24,462

26,904

9.9%

Mortgage Condition
- 5 MB Mortgage Amount
- 30 Years Tenor

SUPALAI

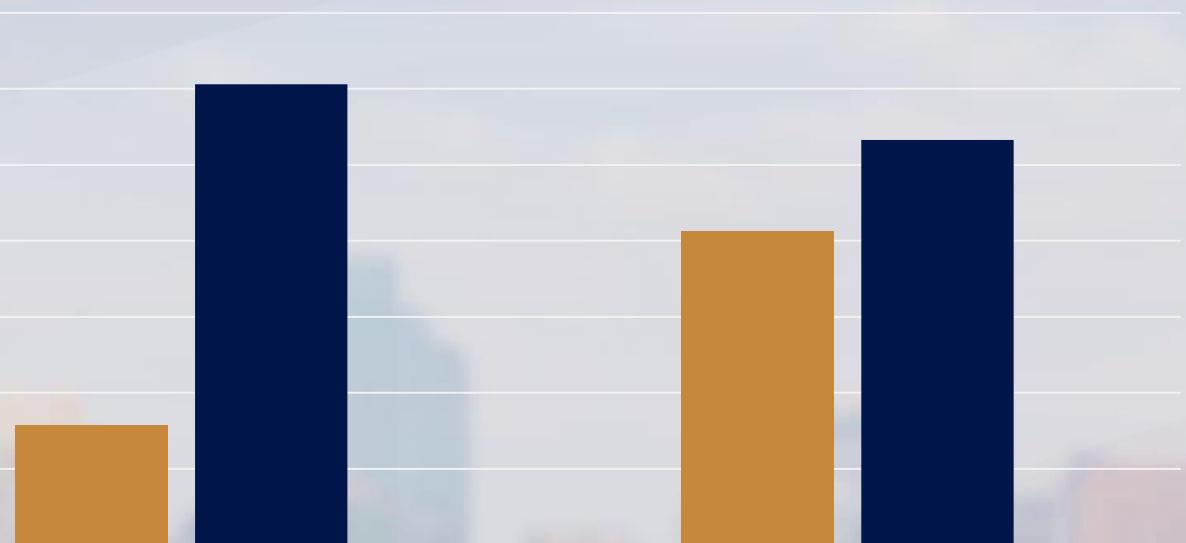


WHY BIG DEVELOPERS KEEP GROWING?

RESIDENTIAL LAUNCH VALUE IN BANGKOK-M

Million Baht

350,000
300,000
250,000
200,000
150,000
100,000
50,000
-



2016

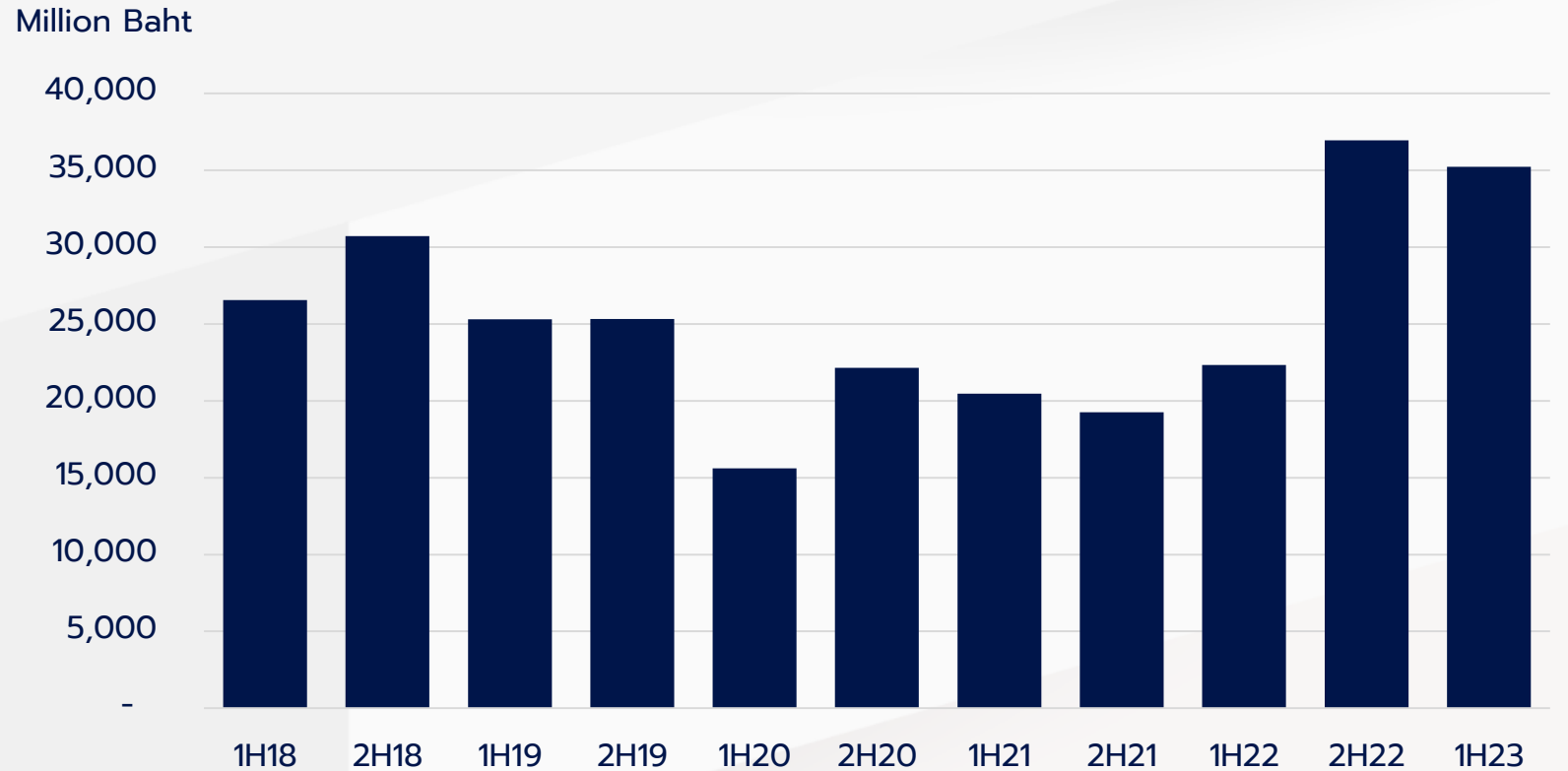
2022

Selected Developers' Launch

Others' Launch

SUPALAI

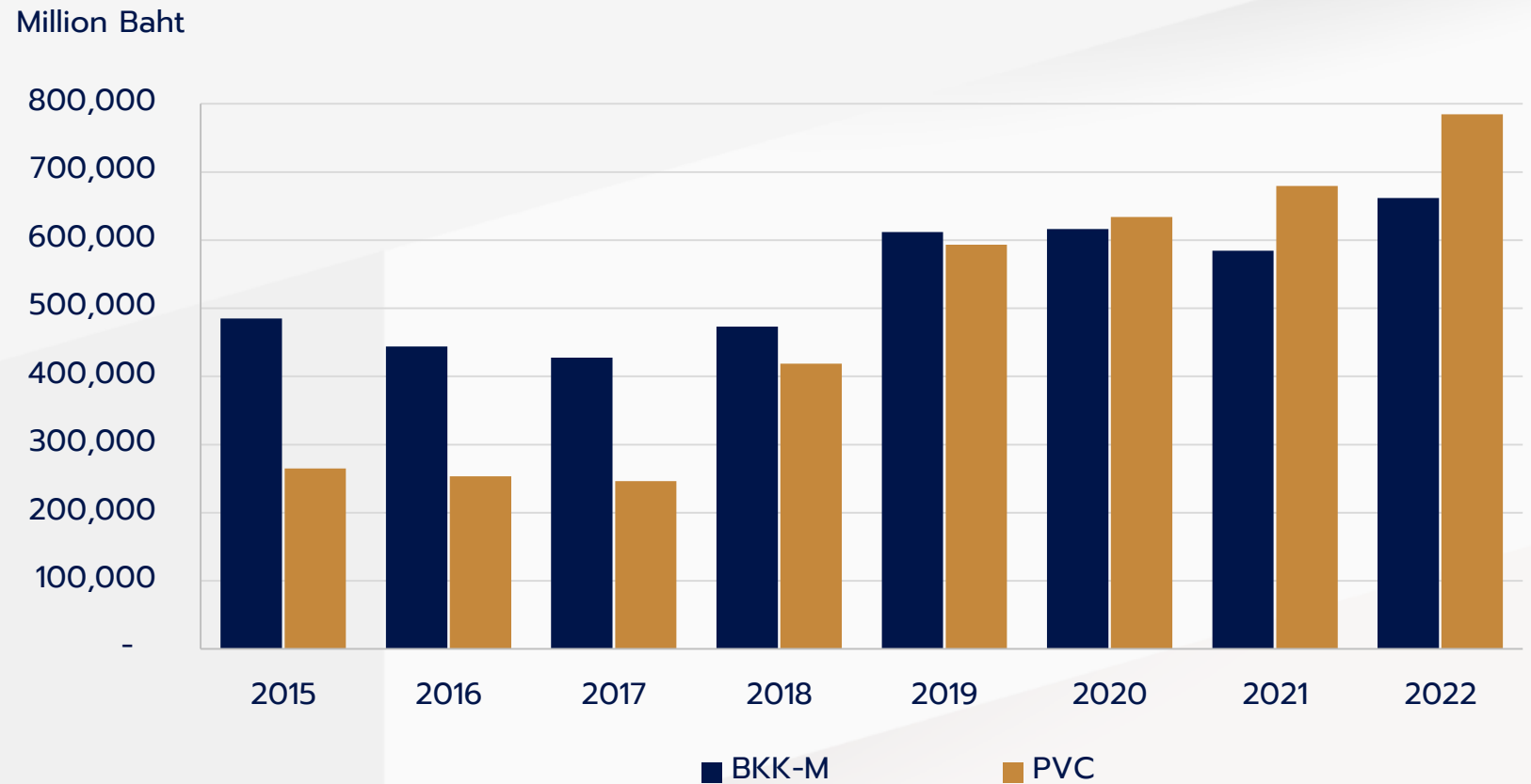
FOREIGN RESIDENTIAL TRANSFER TREND



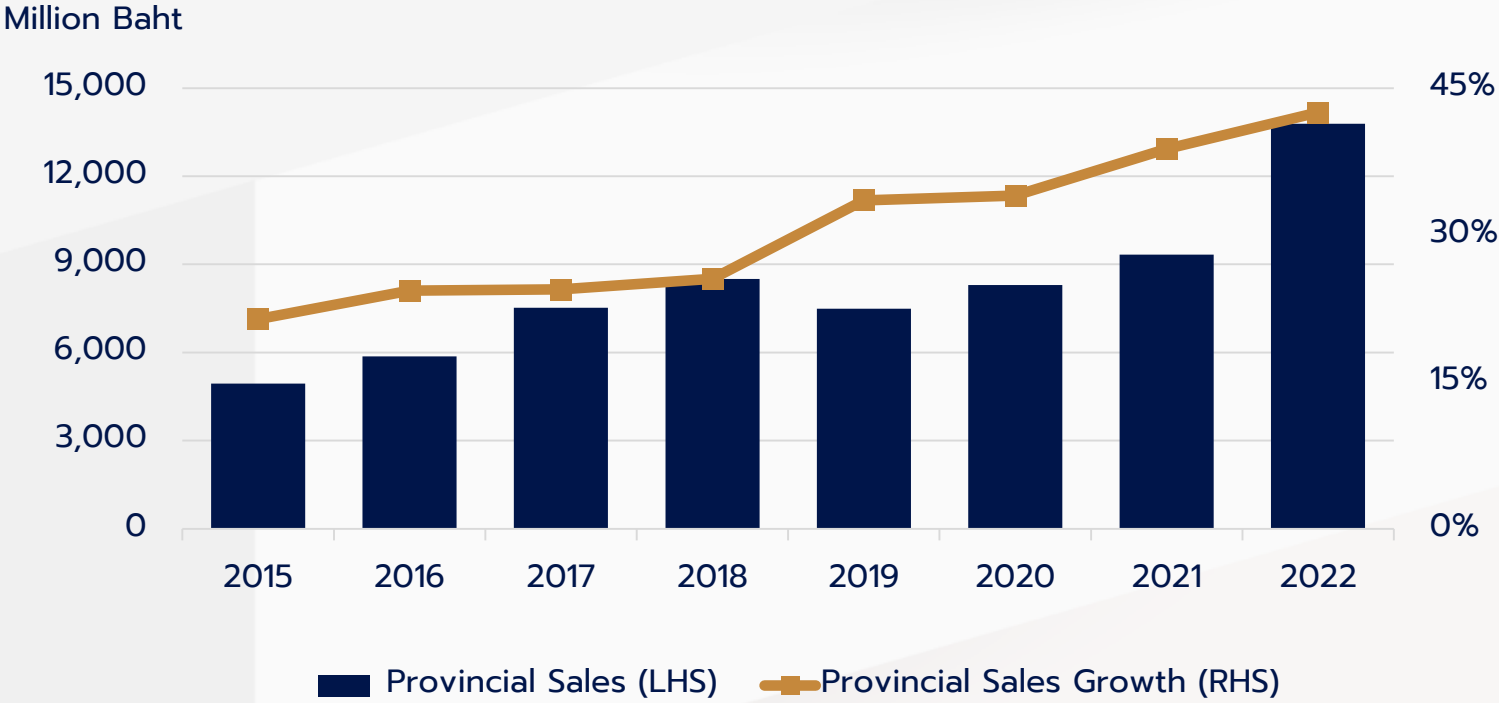
An aerial night view of a coastal city, likely Manila, Philippines. The city is illuminated with lights, and the harbor is filled with numerous boats. The sky is dark with some clouds, and the overall scene conveys a sense of a bustling, growing urban center.

**PROVINCIAL MARKET –
GREAT ENGINE FOR GROWTH**

THAILAND RESIDENTIAL TRANSFER TREND



SUPALAI PROVINCIAL PRE-SALES PERFORMANCE



NOTE : Pre-sales shown are value of total pre-sales signed minus all cancellations

บ้านสุภาลัย

#STANDARDดีQUALITYเดียวกัน

PROFESSIONAL LOCAL TEAM

ดูแลกันด้วยใจ
ด้วยบุคลากรจริงในพื้นที่

THOUGHTFUL FUNCTIONALITY

เข้าใจชีวิตจริง
ออกแบบพื้นที่การใช้สอย
ของแต่ละห้องได้อย่างลงตัว

HIGH STANDARD

มาตรฐานการก่อสร้างดี
ใช้วัสดุมีคุณภาพ
ใส่ใจต่อผู้อยู่อาศัย

TRUSTED AFTER SALES SERVICE

สุภาลัยไม่ทอดทิ้งกัน
แจ้งซ่อม แจ้งปัญหา
แก้ไขได้ทันที

SECURITY

อุ่นใจ ปลอดภัย
ให้ความช่วยเหลือได้
24 ชั่วโมง

PROFESSIONAL LOCAL TEAM

ดูแลกันด้วยใจ
ด้วยบุคลากรจริงในพื้นที่



SUPALAI

ทุกหลังทั่วไทย **คุณภาพ**ดีเหมือนกัน

