



**Titularizadora
Colombiana**
UNA CASA PARA TODOS

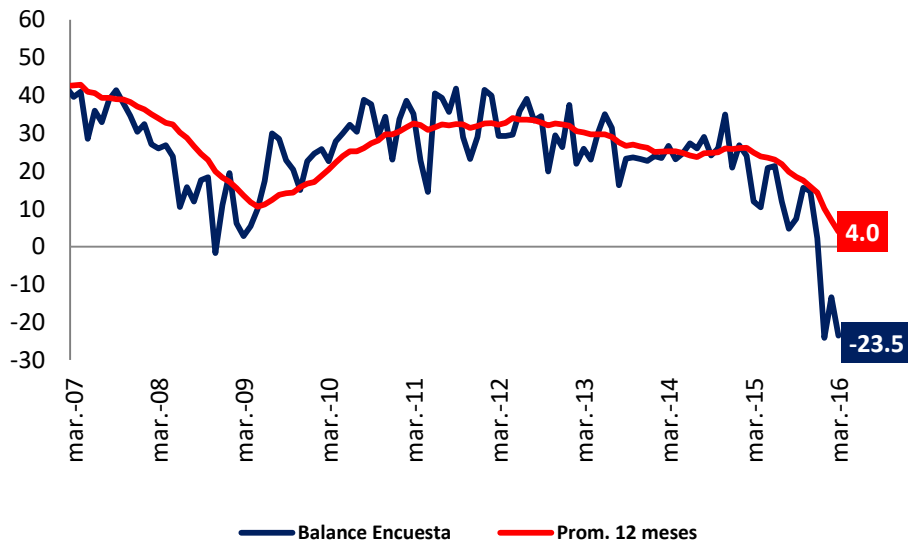
Sector Hipotecario

Mayo de 2016

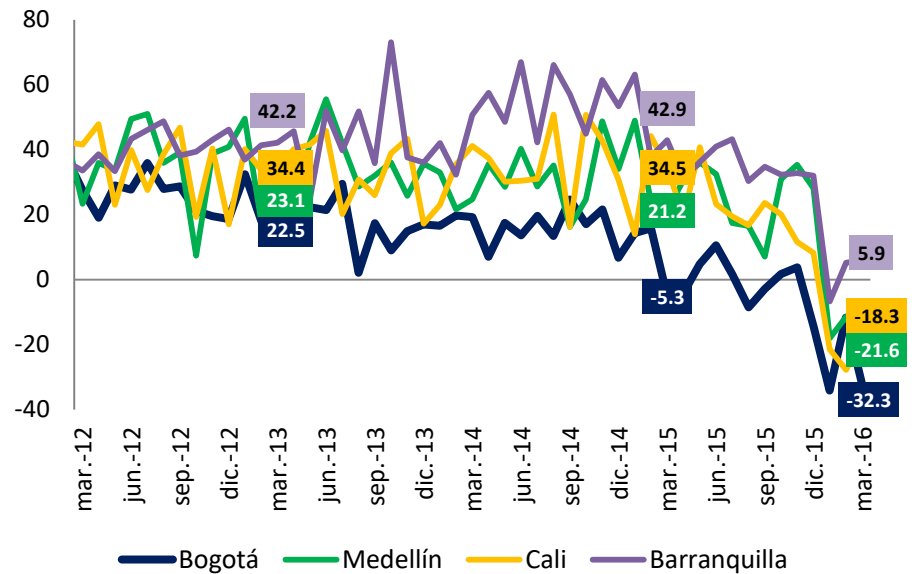


Encuesta de Opinión al Consumidor ¿Cree usted que es buen momento para comprar vivienda?

Colombia

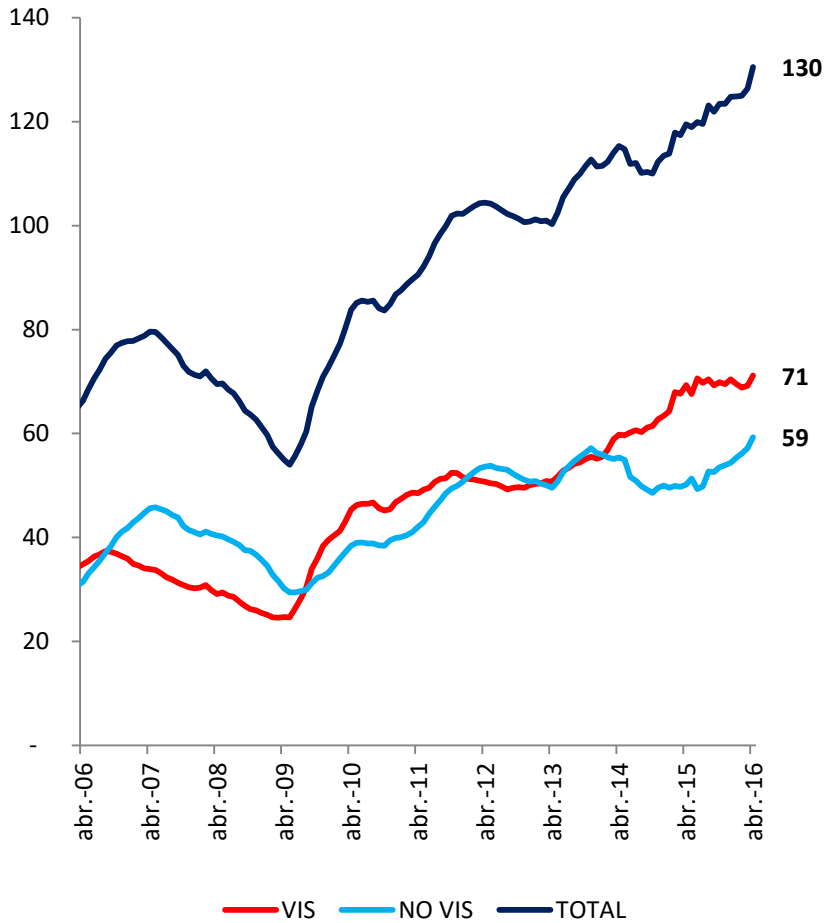


Ciudades

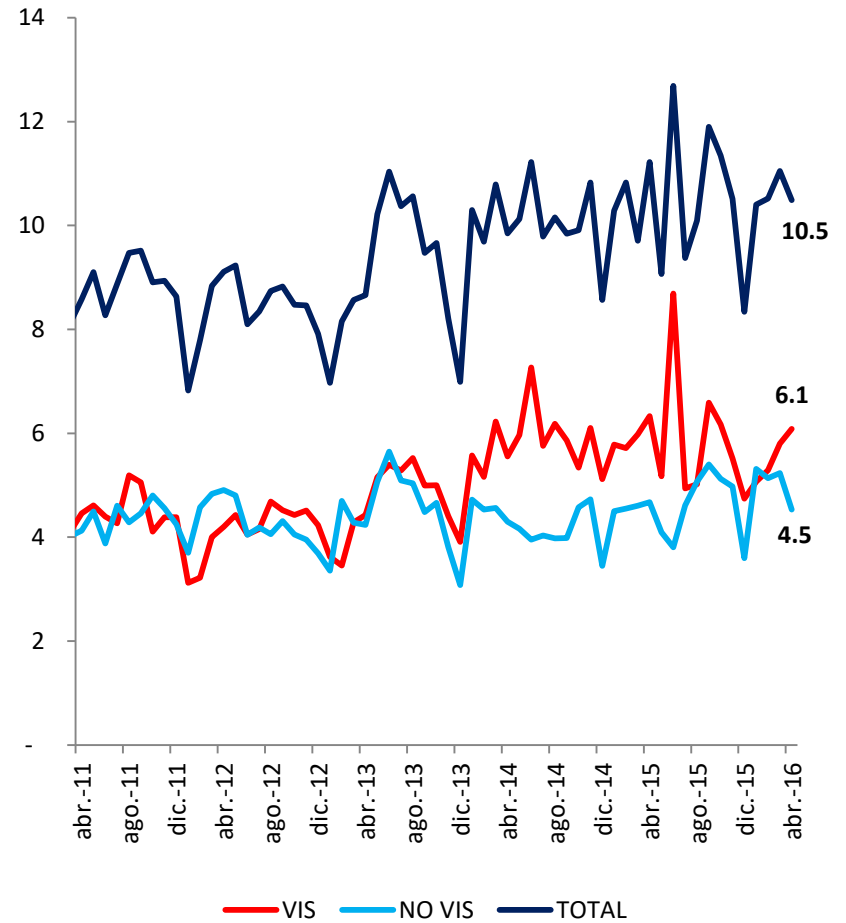




Unidades Vendidas
(Ac. 12 meses, Miles de Unidades)



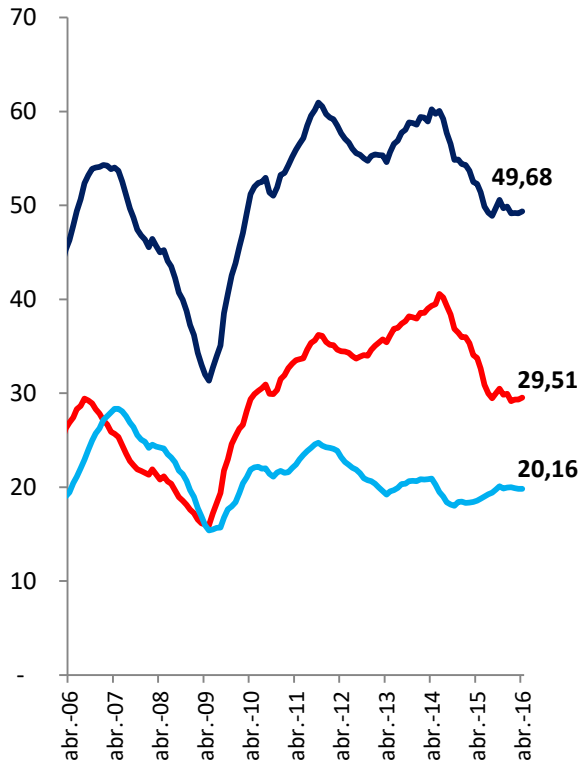
Unidades Vendidas
(Mensual)



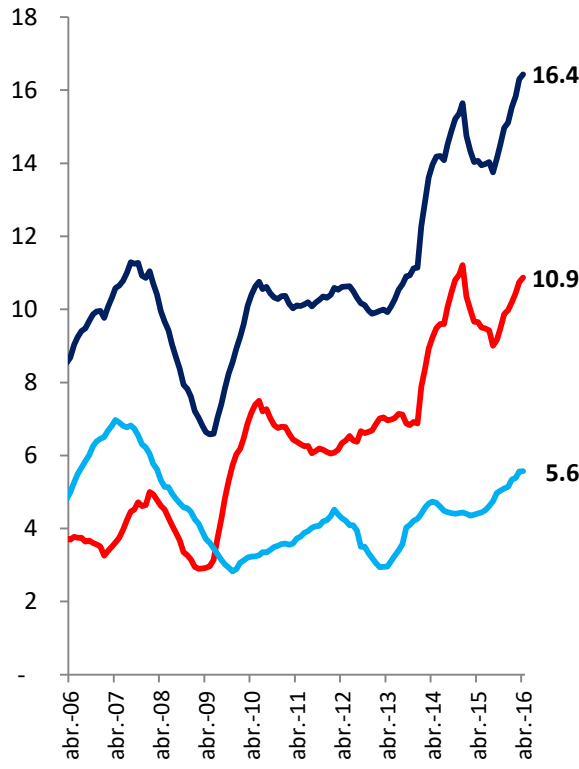


Unidades Vendidas (Ac. 12 meses; Miles)

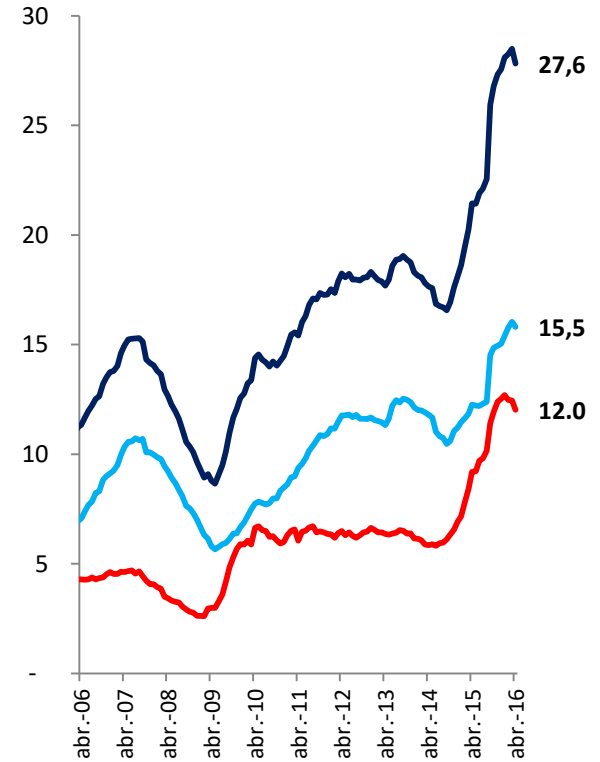
Bogotá*



Cali



Medellín



— Vis — No Vis — Total

— Vis — No Vis — Total

— Vis — No Vis — Total

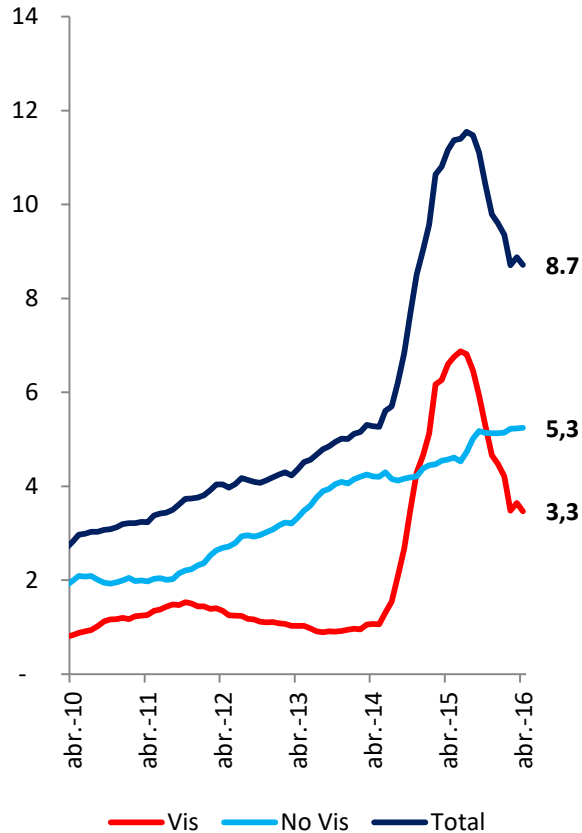
*Incluye Municipios Aledaños

Fuente: Galería Inmobiliaria

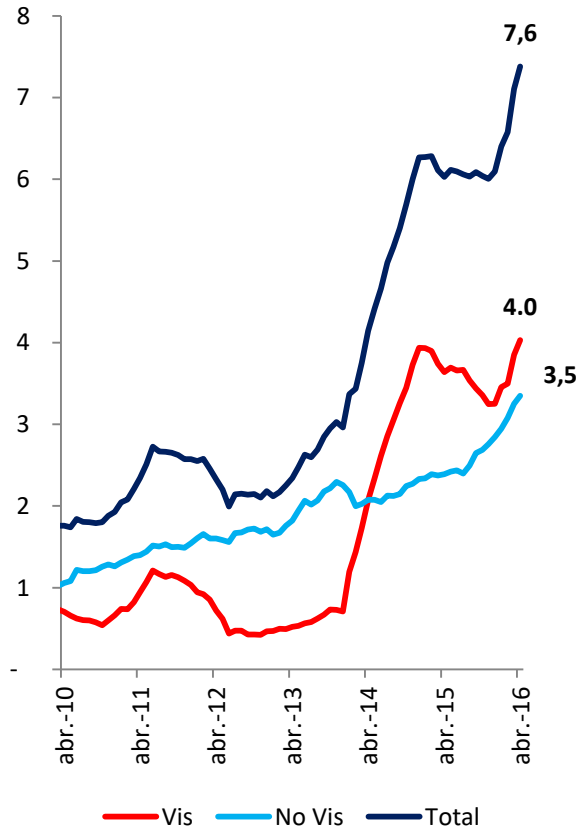


Unidades Vendidas (Ac. 12 meses; Miles)

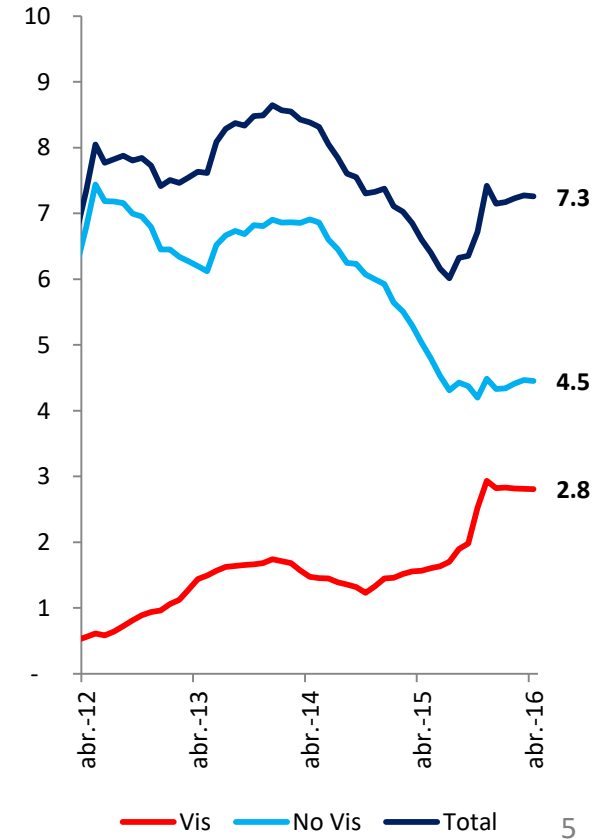
Barranquilla



Cartagena



Bucaramanga





Unidades Vendidas
(Acumulado 12 meses - Abril 2016)

| Rango de Precios (Millones \$) | Bogotá D.C. | | O. Municipios | | Bogotá y O. Mun. | | Medellin | | Cali | | Bucaramanga | |
|-----------------------------------|-----------------|----------------|-----------------|----------------|---------------------|----------------|-----------------|----------------|-----------------|----------------|--------------|----------------|
| | Nº Viviendas | Var % Anual | Nº Viviendas | Var % Anual | Nº Viviendas | Var % Anual | Nº Viviendas | Var % Anual | Nº Viviendas | Var % Anual | Nº Viviendas | Var % Anual |
| 0 - 55 | 720 | -82,0% | 1.499 | -67,9% | 2.219 | -74,4% | 2.207 | 28,2% | 3.155 | -37,5% | 1.139 | 247,3% |
| 55 - Tope Vis | 10.030 | 6,8% | 17.268 | 11,4% | 27.298 | 9,7% | 9.863 | 31,3% | 7.840 | 71,6% | 1.668 | 50,4% |
| Interes Social | 10.750 | -19,8% | 18.767 | -6,9% | 29.517 | -12,1% | 12.070 | 30,8% | 10.995 | 14,3% | 2.807 | 95,3% |
| Hasta 231 | 3.425 | 7,6% | 3.758 | 12,3% | 7.183 | 10,0% | 8.163 | 20,7% | 2.802 | 13,5% | 2.601 | -12,2% |
| 231 - 300 | 3.346 | 5,9% | 992 | -4,0% | 4.338 | 3,5% | 3.646 | 35,4% | 1.225 | 8,3% | 1.163 | -7,2% |
| 300 - 400 | 2.998 | 9,0% | 862 | 60,5% | 3.860 | 17,4% | 1.898 | 21,9% | 748 | 53,9% | 437 | -11,4% |
| 400 - 600 | 2.226 | -1,5% | 327 | 30,3% | 2.553 | 1,7% | 1.239 | 33,9% | 421 | 97,7% | 173 | -54,9% |
| 600 - 800 | 767 | 1,6% | 314 | 28,2% | 1.081 | 8,1% | 320 | 14,7% | 193 | 132,5% | 8 | -94,1% |
| Mayor a 800 | 864 | 0,7% | 282 | -15,6% | 1.146 | -3,9% | 295 | 63,9% | 226 | 232,4% | 72 | 44,0% |
| Diferente a Interés Social | 13.626 | 5,1% | 6.535 | 13,7% | 20.161 | 7,7% | 15.561 | 25,5% | 5.615 | 26,2% | 4.454 | -15,6% |
| Total Ciudad | 24.376 | -7,5% | 25.302 | -2,4% | 49.678 | -5,0% | 27.631 | 27,8% | 16.610 | 18,1% | 7.261 | 8,2% |



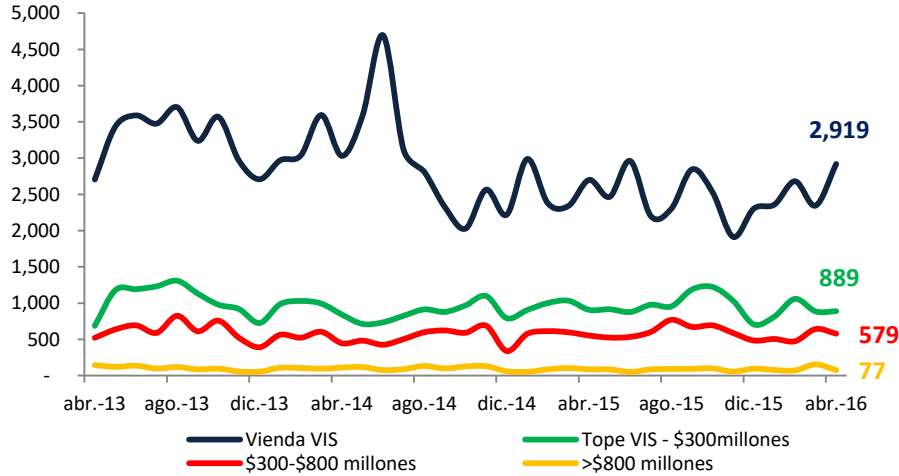
Unidades Vendidas (Acumulado 12 meses) – Abril 2016

| Rango de Precios (Millones \$) | Barranquilla | | Cartagena | | Santa Marta | | Villavicencio | | Campestre | | Total | |
|-----------------------------------|--------------|----------------|--------------|----------------|--------------|----------------|---------------|----------------|--------------|----------------|----------------|----------------|
| | N° Viviendas | Var % Anual | N° Viviendas | Var % Anual | N° Viviendas | Var % Anual | N° Viviendas | Var % Anual | N° Viviendas | Var % Anual | N° Viviendas | Var % Anual |
| 0 - 55 | 965 | -81,3% | 454 | -76,9% | 23 | -98,2% | 3.492 | 479,1% | 203 | 420,5% | 13.857 | -44,2% |
| 55 - Tope Vis | 2.429 | 69,3% | 3.580 | 114,1% | 378 | 10,5% | 2.229 | -50,3% | 2.033 | 68,7% | 57.318 | 21,4% |
| Interes Social | 3.394 | -48,5% | 4.034 | 10,9% | 401 | -75,7% | 5.721 | 12,5% | 2.236 | 79,7% | 71.175 | -1,2% |
| Hasta 231 | 2.500 | 47,9% | 969 | 42,5% | 532 | 10,8% | 678 | 1,2% | 1.287 | 25,4% | 26.715 | 14,8% |
| 231 - 300 | 864 | -27,5% | 513 | 68,2% | 237 | -27,3% | 247 | -10,2% | 282 | -8,7% | 12.515 | 7,2% |
| 300 - 400 | 910 | 39,6% | 794 | 194,1% | 195 | 38,3% | 181 | -2,2% | 211 | -33,0% | 9.234 | 25,0% |
| 400 - 600 | 634 | 12,2% | 891 | 48,0% | 278 | -0,7% | 97 | -20,5% | 76 | -13,6% | 6.362 | 11,8% |
| 600 - 800 | 201 | -6,5% | 219 | -15,4% | 84 | -15,2% | 86 | -19,6% | 13 | -27,8% | 2.205 | 0,5% |
| Mayor a 800 | 237 | -6,3% | 210 | -18,3% | 72 | 63,6% | 6 | -68,4% | 21 | 61,5% | 2.285 | 10,1% |
| Diferente a Interés Social | 5.346 | 17,1% | 3.596 | 51,5% | 1.398 | 2,0% | 1.295 | -6,0% | 1.890 | 6,8% | 59.316 | 13,4% |
| Total Ciudad | 8.740 | -21,7% | 7.630 | 27,0% | 1.799 | -40,5% | 7.016 | 8,5% | 4.126 | 36,9% | 130.491 | 4,9% |

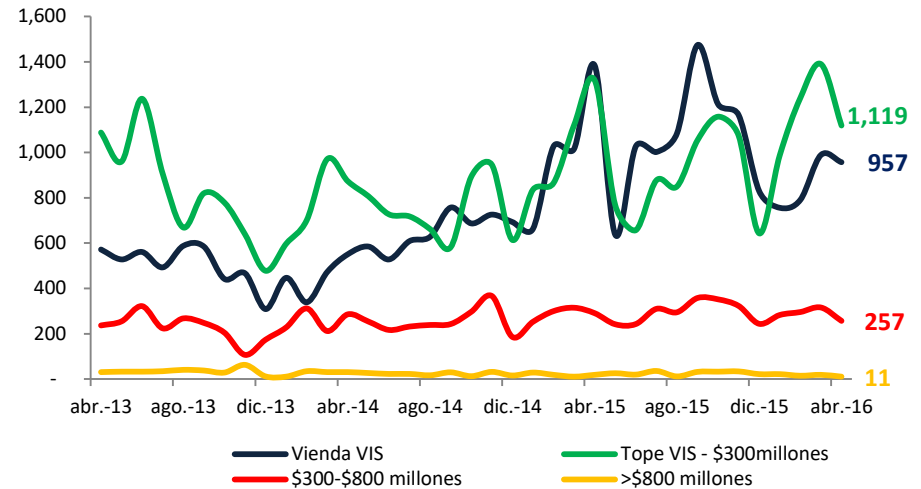


Ventas Mensuales por Segmento

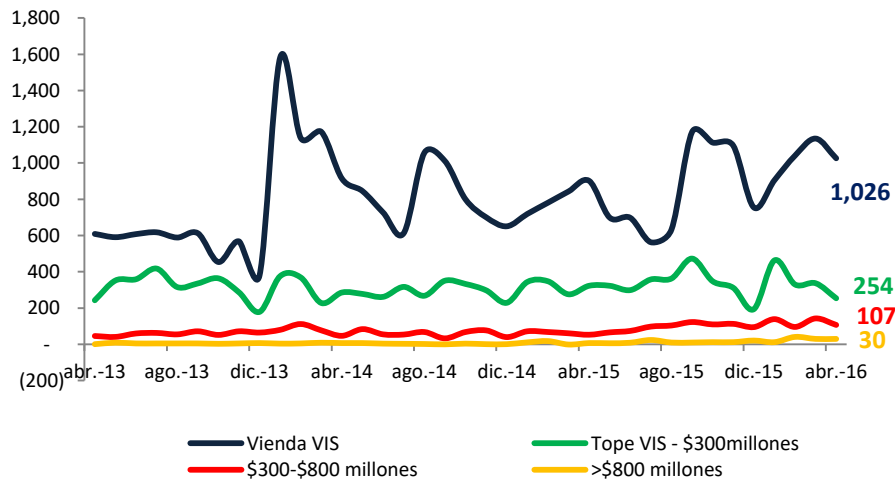
Bogotá



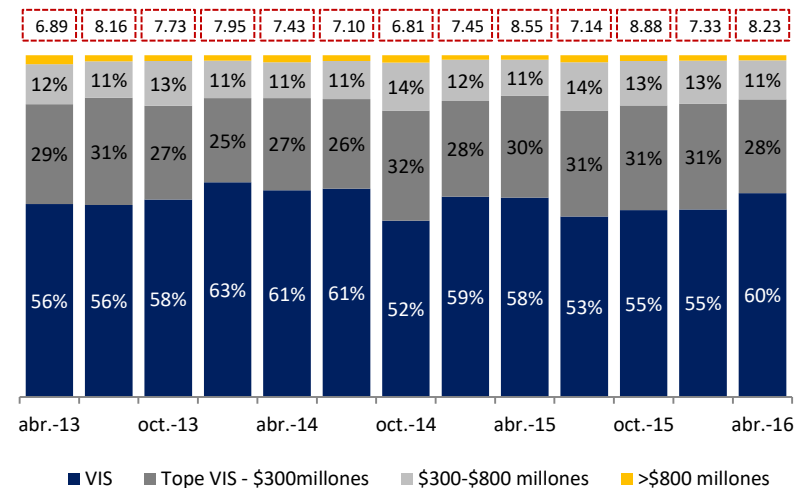
Medellín



Cali



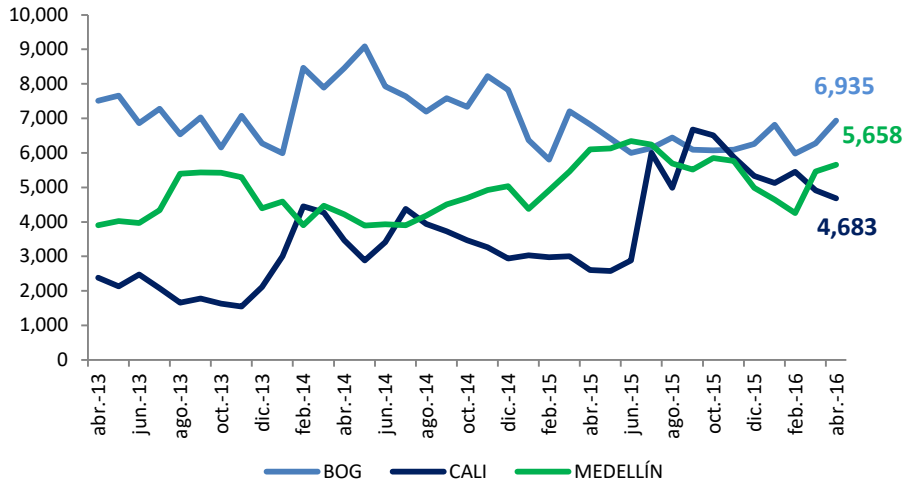
Participación por segmento de precio



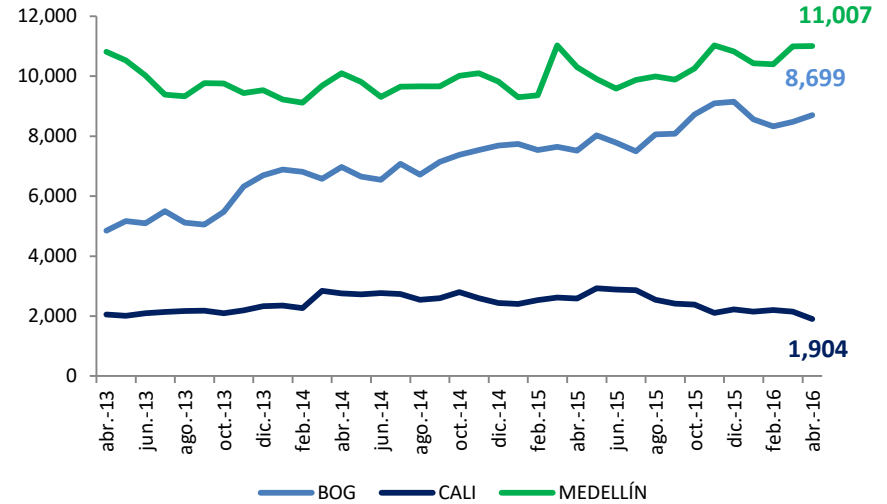


Oferta Mensual por Segmento

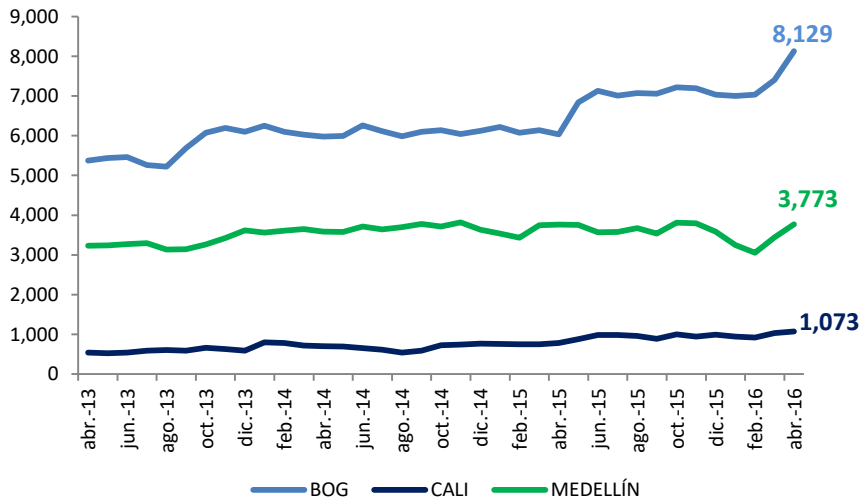
VIS



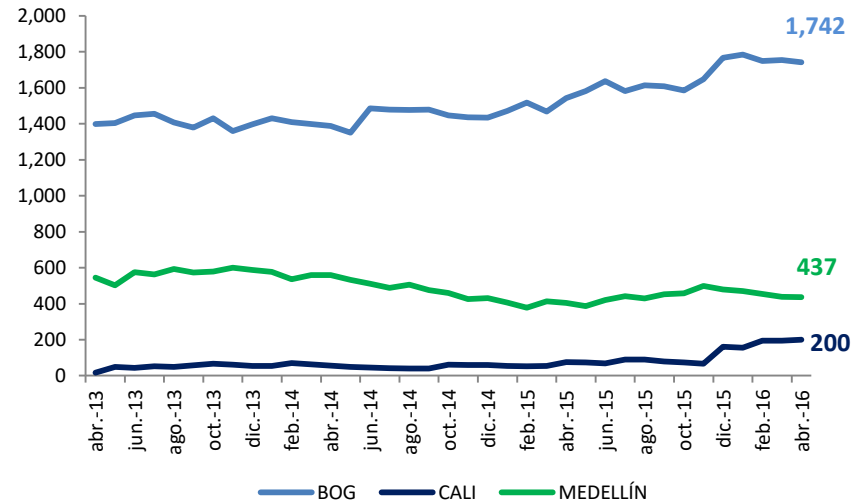
Tope VIS - \$300millones



\$300-\$800 millones



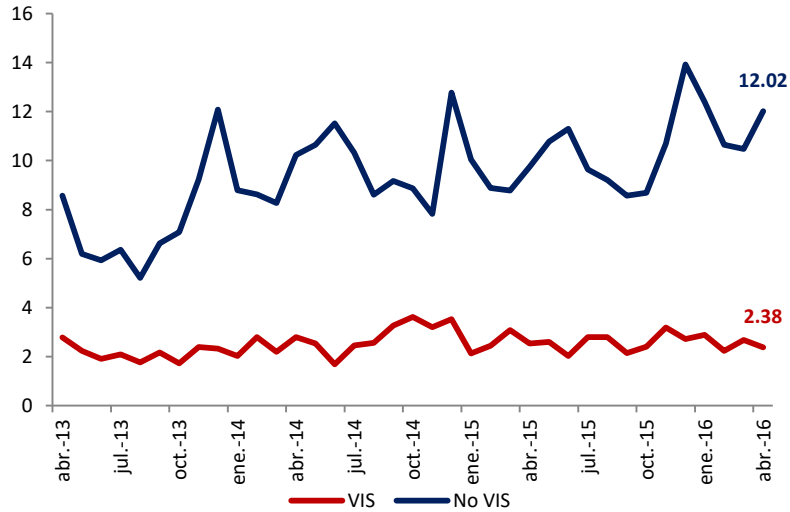
>\$800 millones



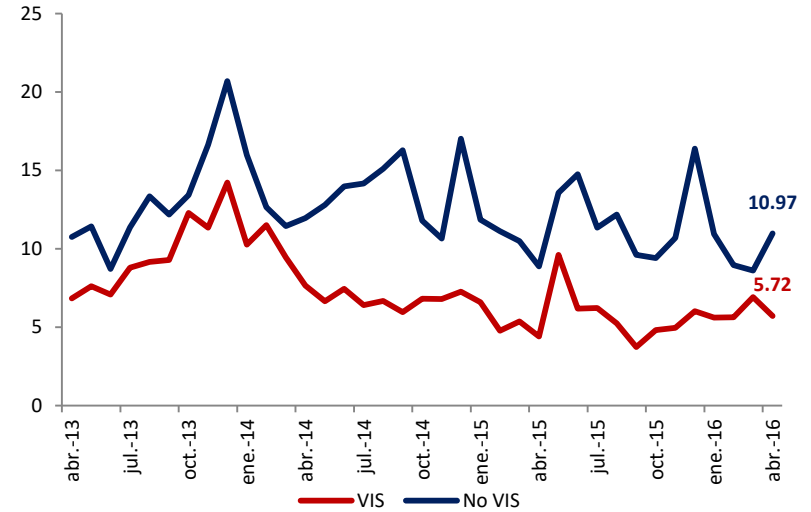


Rotación

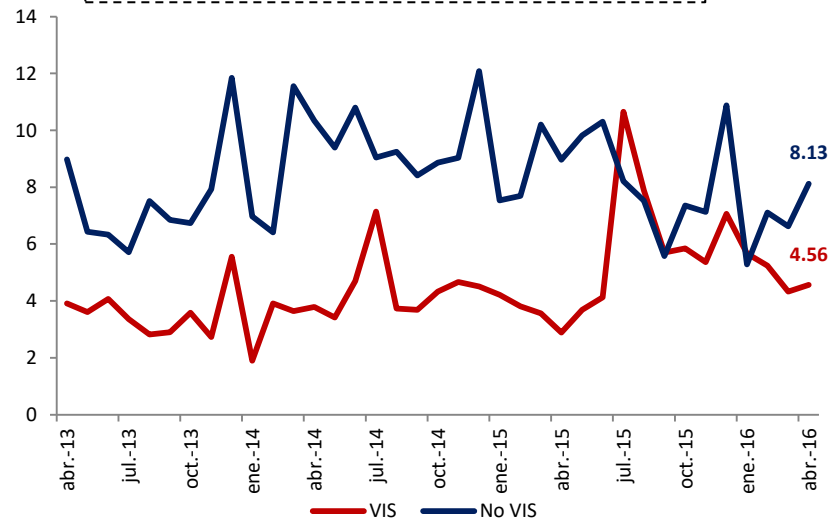
Bogotá



Medellín

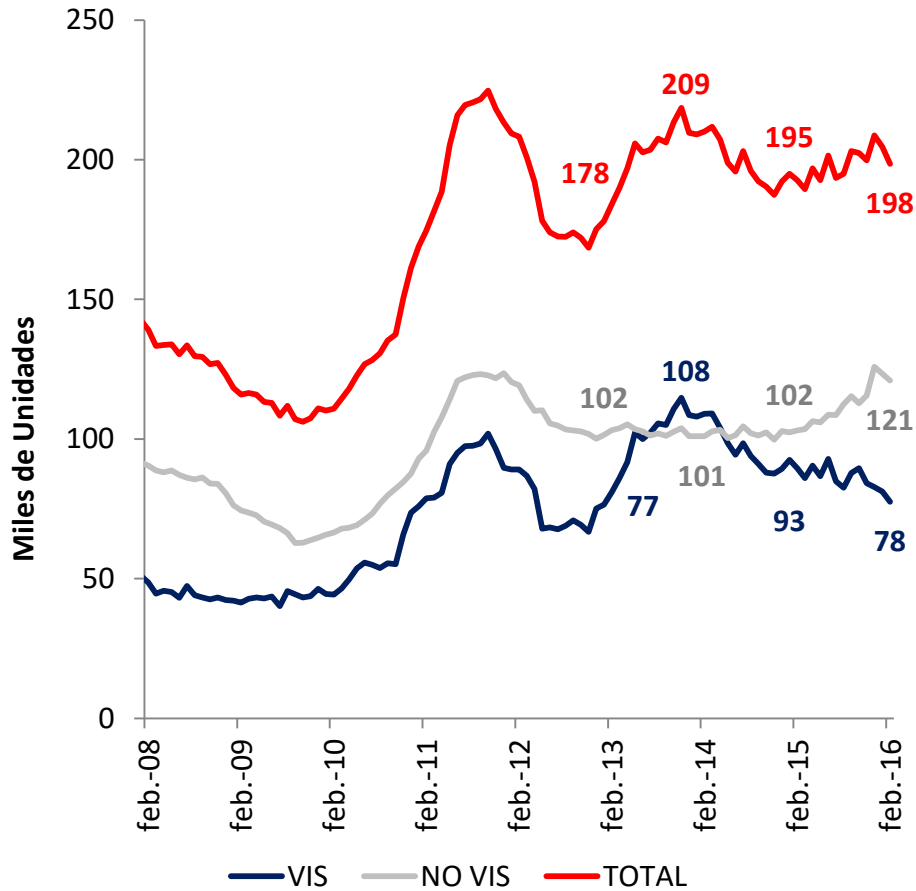


Cali

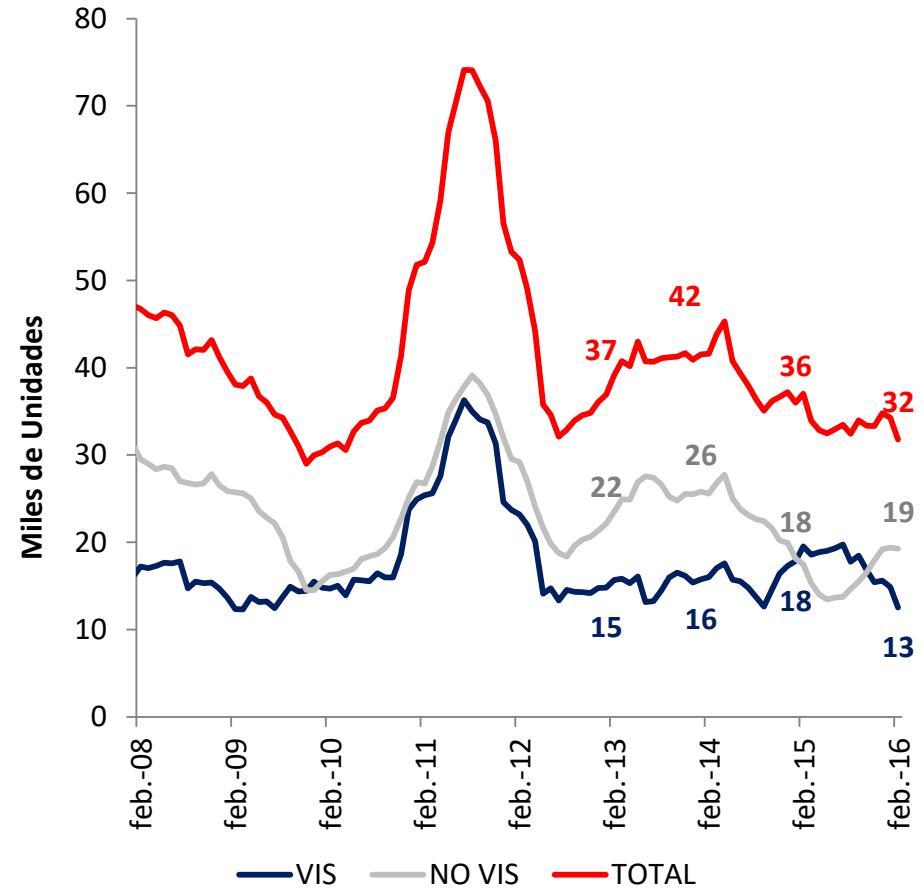




Unidades licenciadas - Nacional
(Acumulado 12 meses)

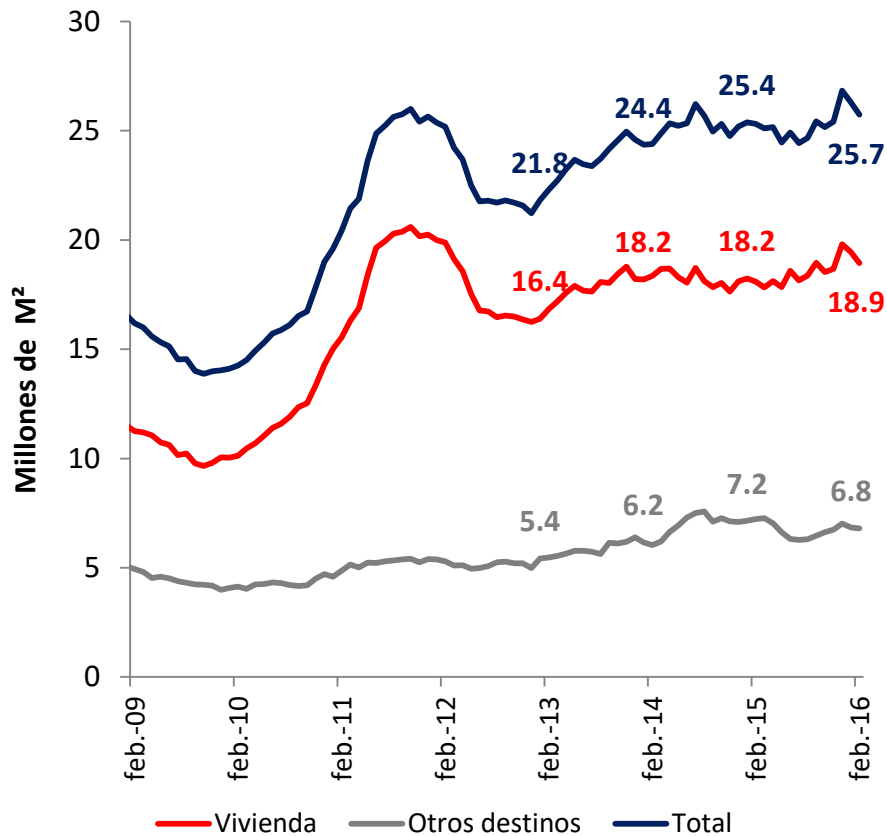


Unidades licenciadas - Bogotá
(Acumulado 12 meses)

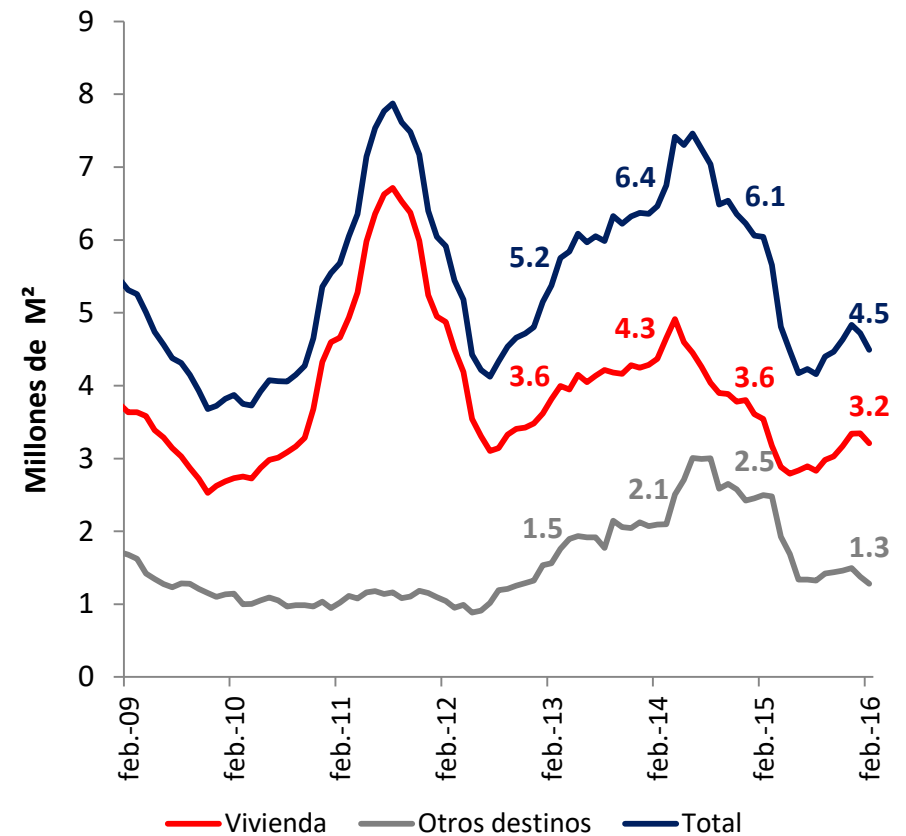




Área licenciadas - Nacional
(Acumulado 12 meses)

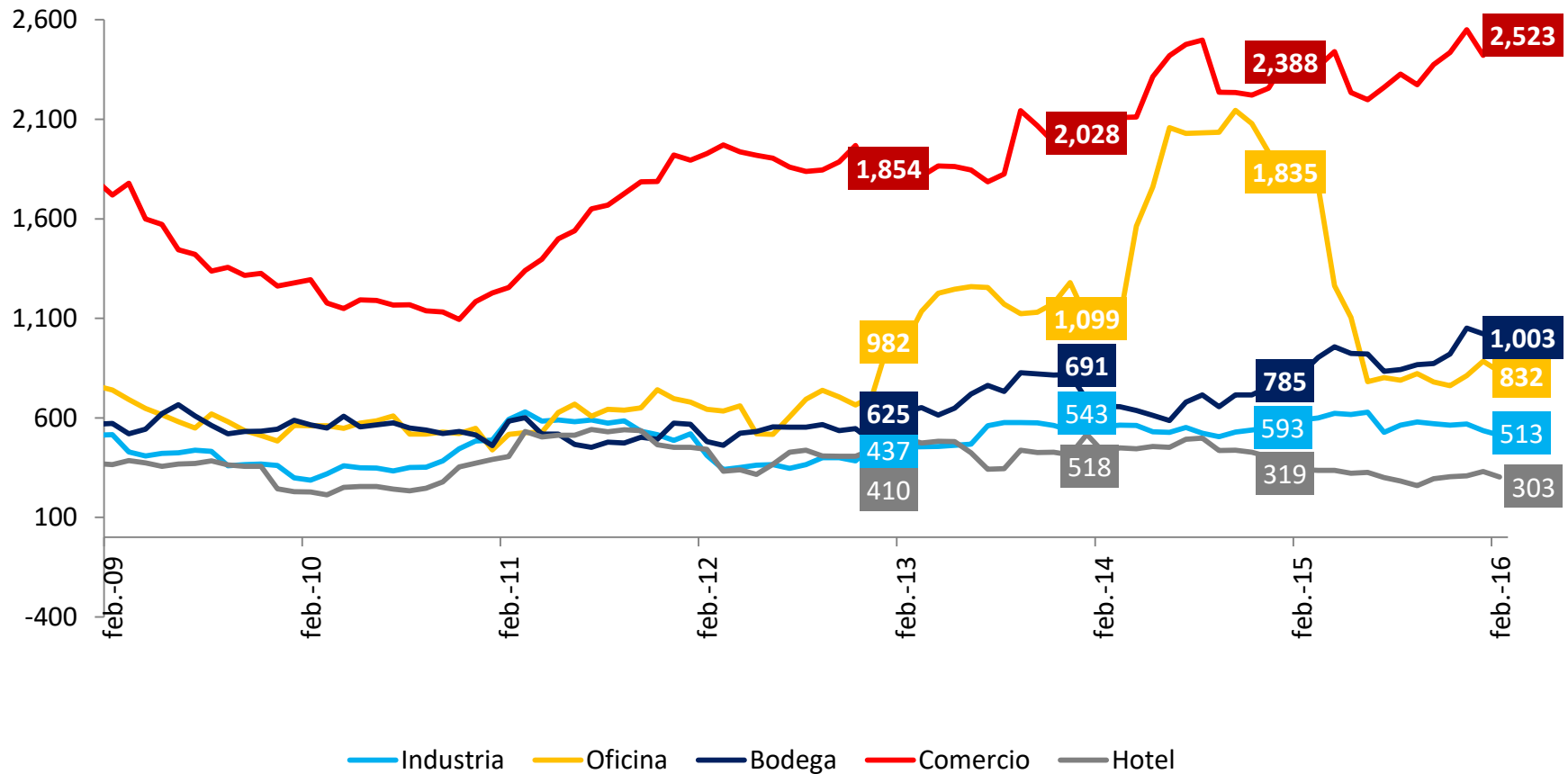


Área licenciadas - Bogotá
(Acumulado 12 meses)



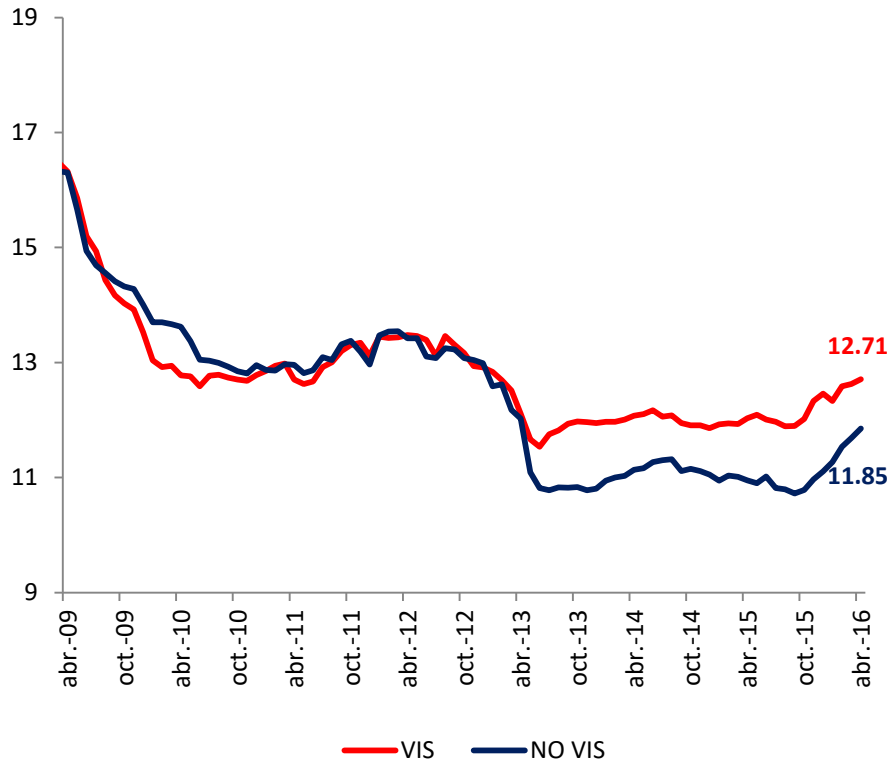


Área licenciadas Otros Destinos - Nacional (Acumulado 12 meses)





Tasa de Interés Hipotecaria
Pesos (%)

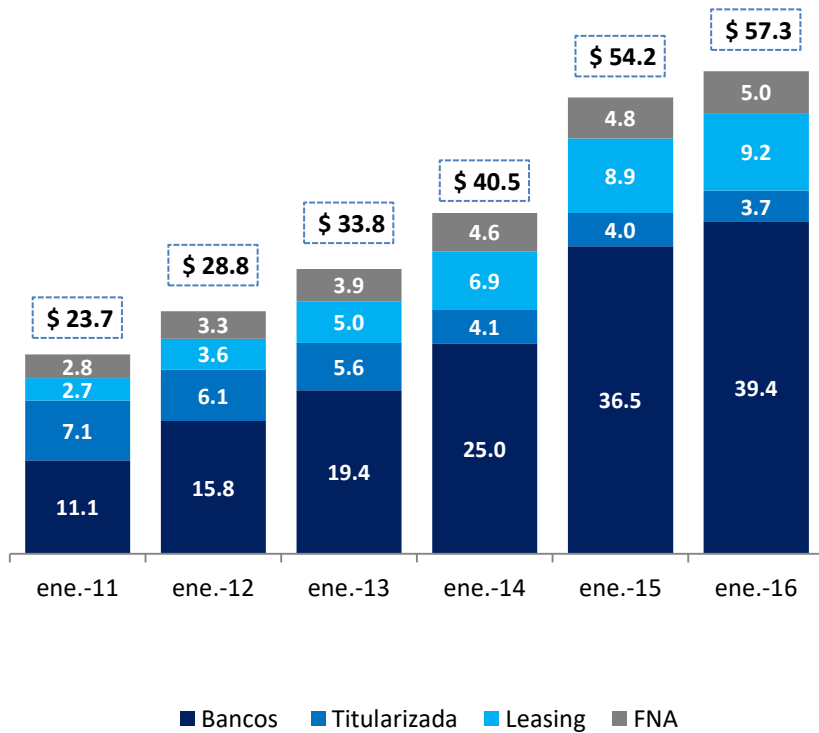


Bonos Gobierno 10 años
vs Tasa de Interés Hipotecaria

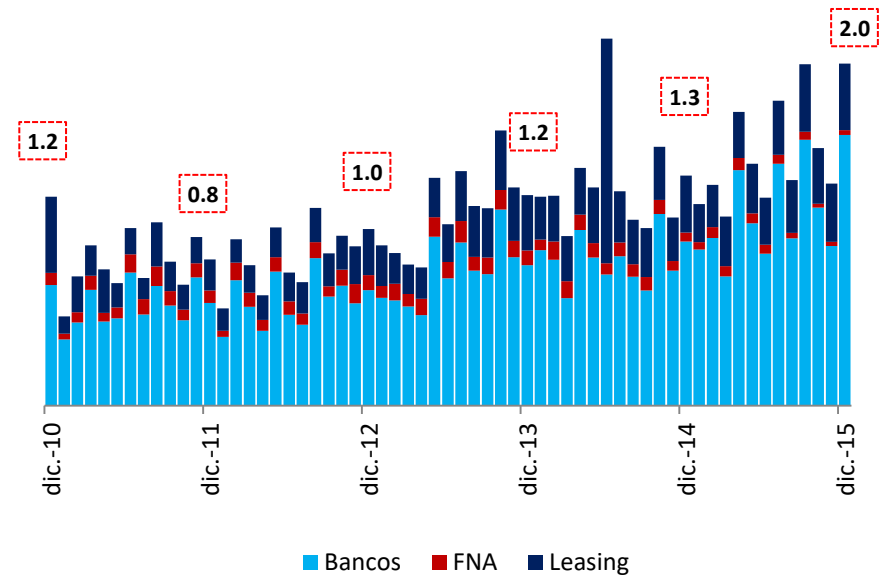




Saldo Cartera Hipotecaria (Ac. Anual. Billones de pesos)

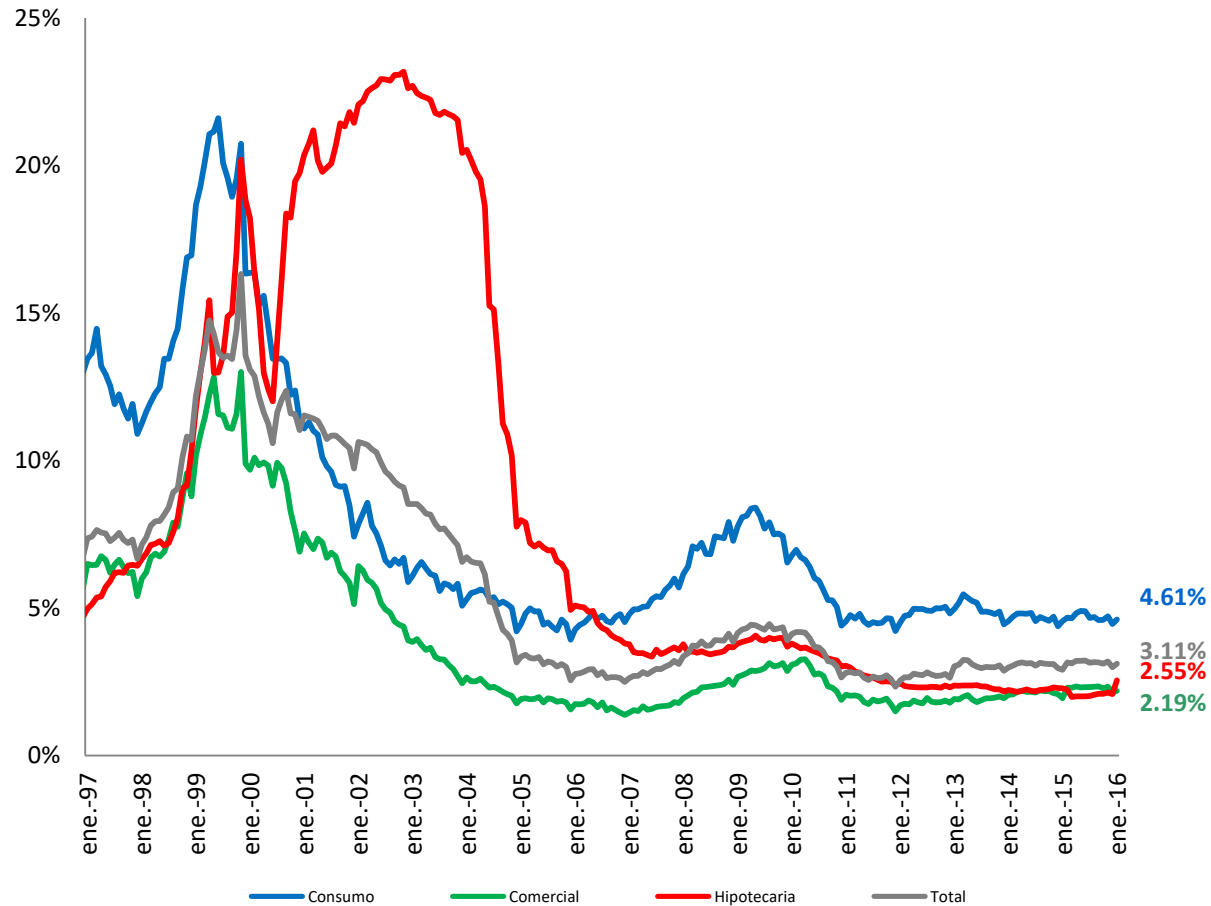


Desembolsos Crédito Hipotecario (Billones de Pesos, Mensuales)





Indicador de Calidad Cartera*
(%)



*Incluye Leasing desde Enero 2015