

## Subject:

# Comparative Sales and Purchase Offers Report (2021/2022 vs 2023)

## by Geographical Location

Dear colleagues,

We are pleased to present you with a comprehensive report on AARON & CO®'s sales performance and purchase offers over the last two years, i.e. the period 2021/2022 and 2023. This analysis aims to highlight our successes and identify opportunities for improvement, broken down by geographical location.

## Sales + Offers to Purchase:

### Geographic Location 2021/2022

- Samana - Las Terrenas Province: US \$4,725,000
- La Romana - Casa de Campo Province: US \$2,010,000
- Punta Cana Province: US \$350,000
- Others: US \$16,000,000

### Geographic Location 2023

- Samana - Las Terrenas Province: US \$9,585,000
- La Romana - Casa de Campo Province: without engagement
- Punta Cana Province: US \$20,240,000
- Others: without engagement

## Comparative analysis

Overall results show a significant improvement in our performance in 2023 compared with the 2021/2022 period. The Punta Cana Province recorded the strongest growth. The La Romana - Casa de Campo Province declined as a result of a narrowing of the products on sale. **But remains very active in terms of supply/demand.** The Samana - Las Terrenas Province showed a marked improvement.

### Important remarks:

1. The implementation of new marketing strategies in the Punta Cana Province has clearly borne fruit.
2. The Samana - Las Terrenas Province benefited from effective communication of our service policy.
3. Investments in all Province led to a significant increase in purchase offers.
4. In the Dominican Republic, Punta Cana and Samana Las Terrenas are the emerging tourist destinations where investment in real estate is most significant.  
In these destinations, investment has led to an increase in supply, which in turn has increased demand.

## Conclusion

These positive results are the fruit of our collective efforts and demonstrate the relevance of our strategic actions. However, this analysis must serve as a basis for continuing to optimize our approaches in each region and capitalize on our successes.

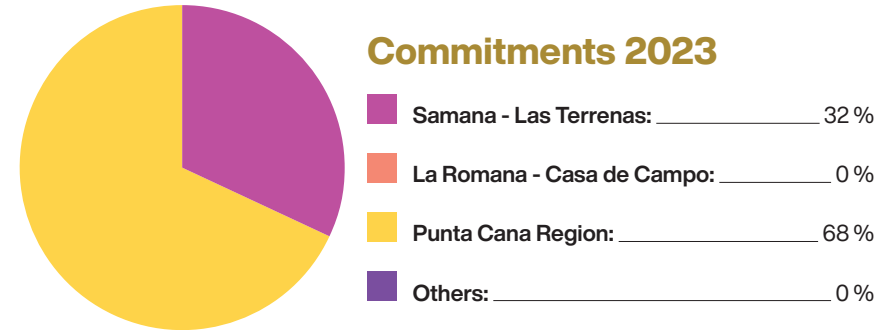
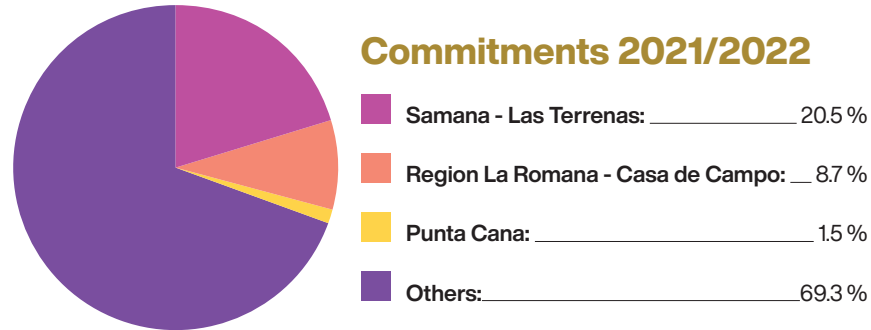
We remain confident in our ability to maintain this positive momentum and reach new heights in 2024.



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## Value of Commitments

