

We're super excited to see that you've made it to the next round! We thank you for the time you're dedicating to the process and can't wait to see your case. We hope you have as much fun building it as we do building the business every day.

Context:

Huspy launched in UAE years ago with a Mortgage Business Unit, and became UAE's #1 mortgage provider in only one year of operations, with an annual run-rate of more than 1 billion USD. With an ambition to bring the entire home buying process online, we then launched the Real Estate Business Unit in UAE. In Dec 2021, we expanded to Madrid, Spain with a focus on the Real Estate Business Unit. Huspy is always looking to expand into new territories to serve more customers. Huspy currently has a portfolio of properties published on fotocasa and Idealista, and you need to understand the status of your portfolio.

Exercise:

Download the excel file and do a portfolio study, present conclusions and step by step of what you study.

- What areas are the most concentrated? Which ones receive more clients? What is the source of most frequent clients?

Feel free to add any industry-specific assumptions in your analysis or reach out to us if you want to validate some hypotheses. You'll have around 45 minutes to present your case and 15 mins for Q&A.