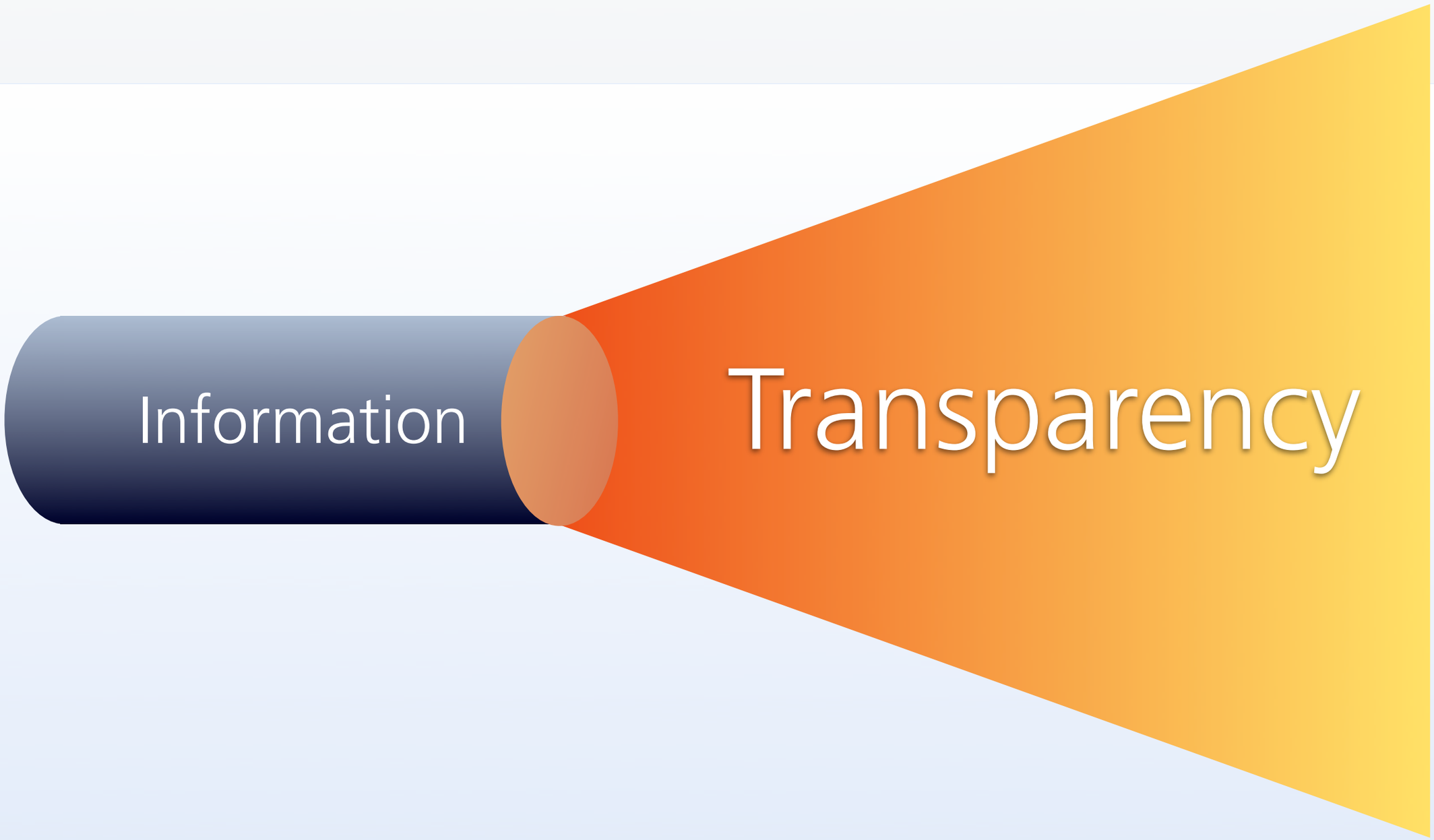
THOMAS DAILY

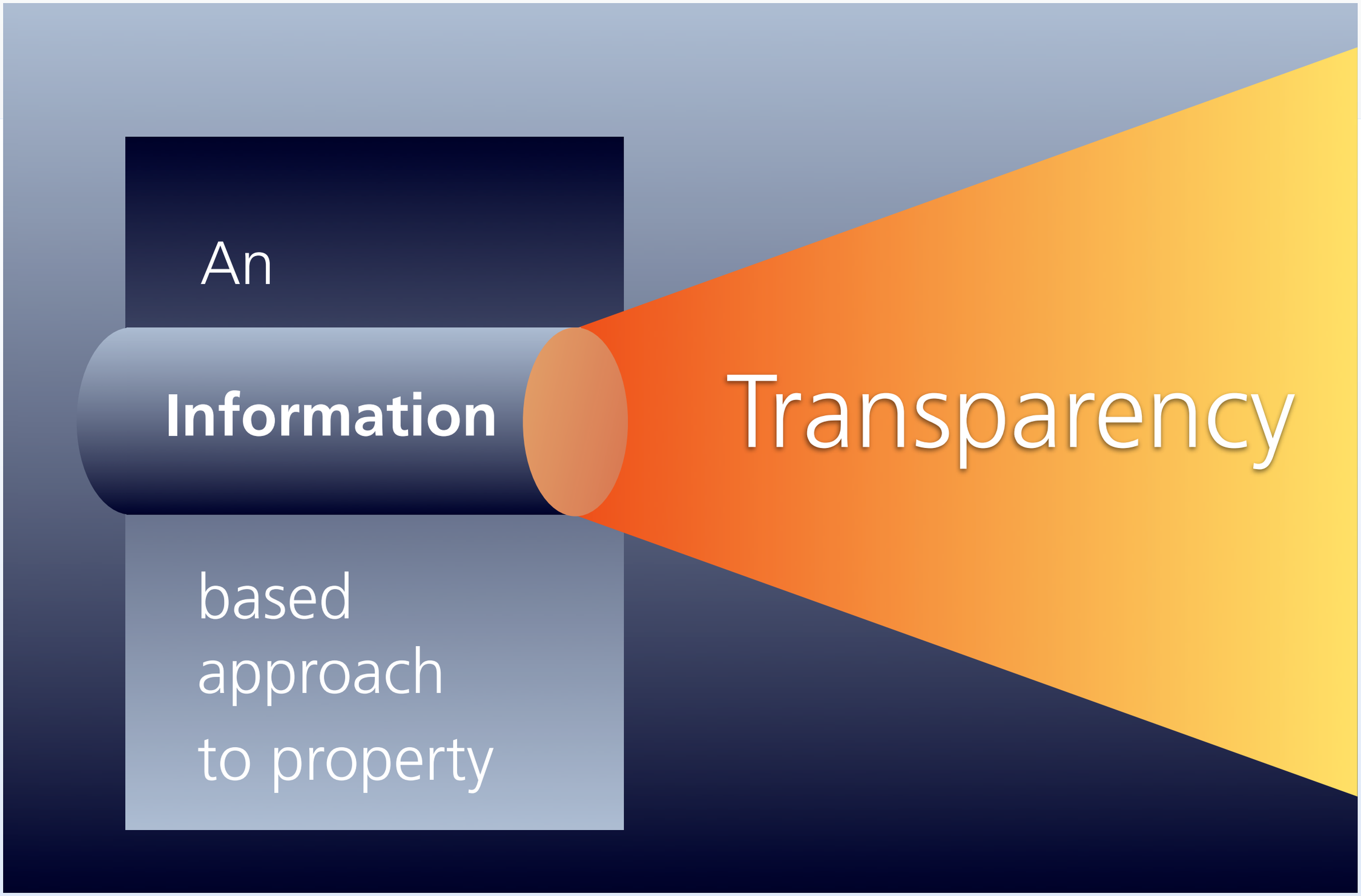
Rethinking real estate markets

Rome, 3rd-4th June 2009

Rethinking real estate data



Property Data Management



Global Market Infrastructure Pyramid

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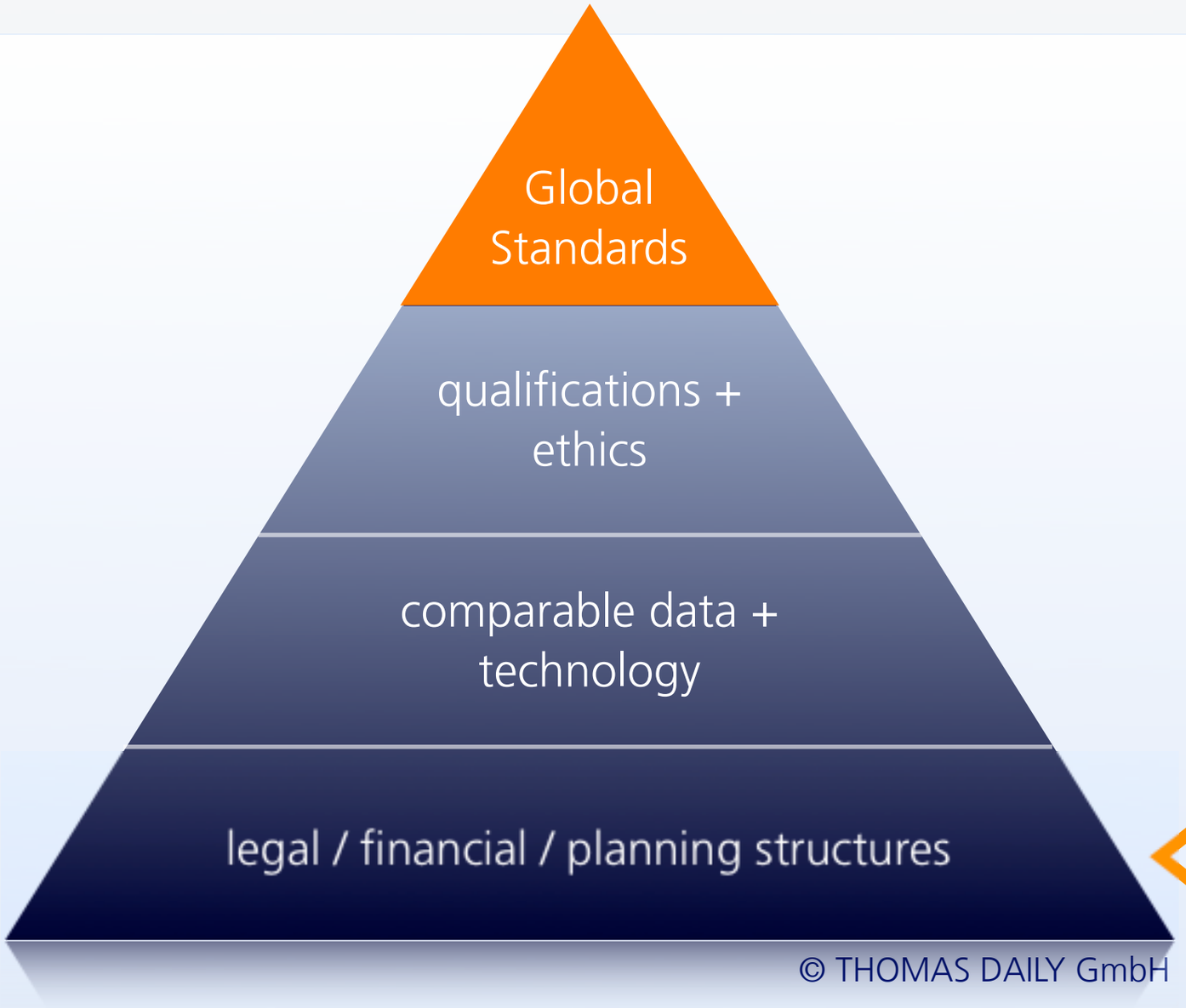
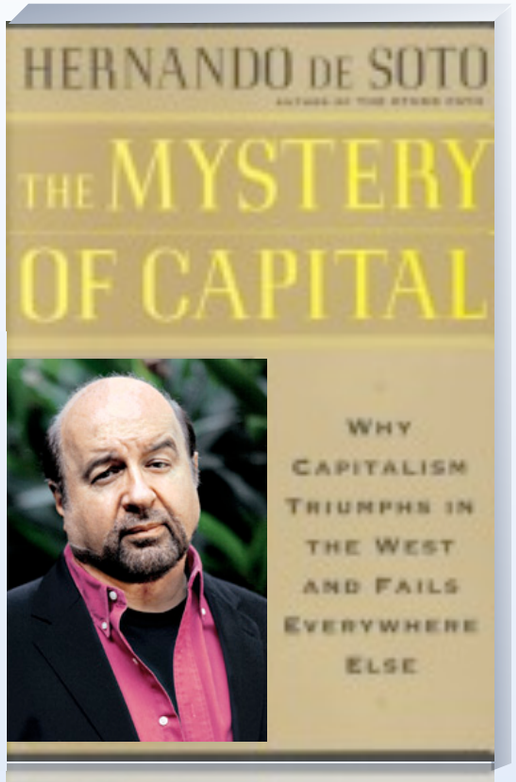
Facing the Global Challenge

„If the global property market wants to move forward, it needs to create investor confidence by establishing a transparent information system“

Steve Williams, RICS Past President

Global Market Infrastructure Pyramid





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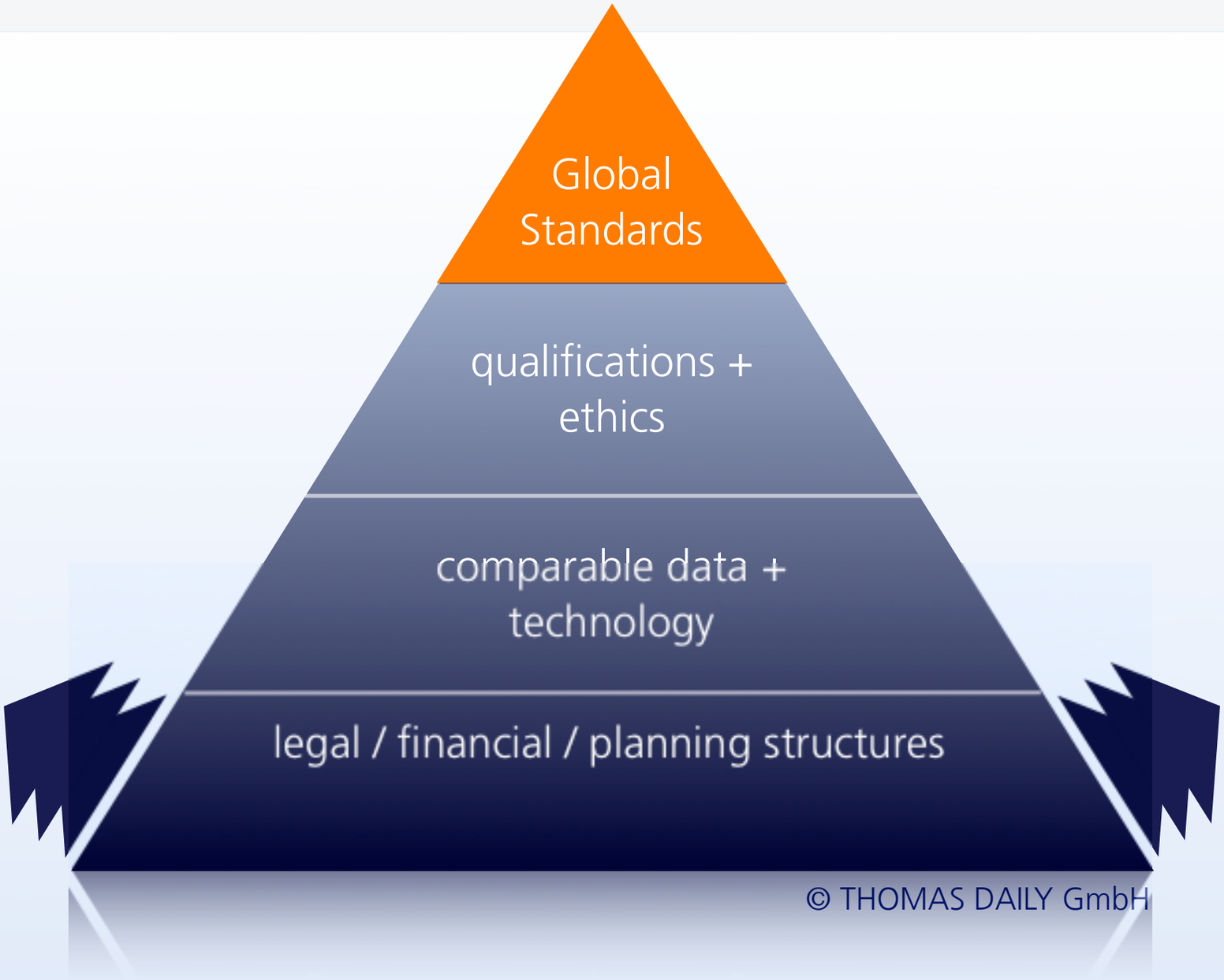
Global Market Infrastructure Pyramid

expanded



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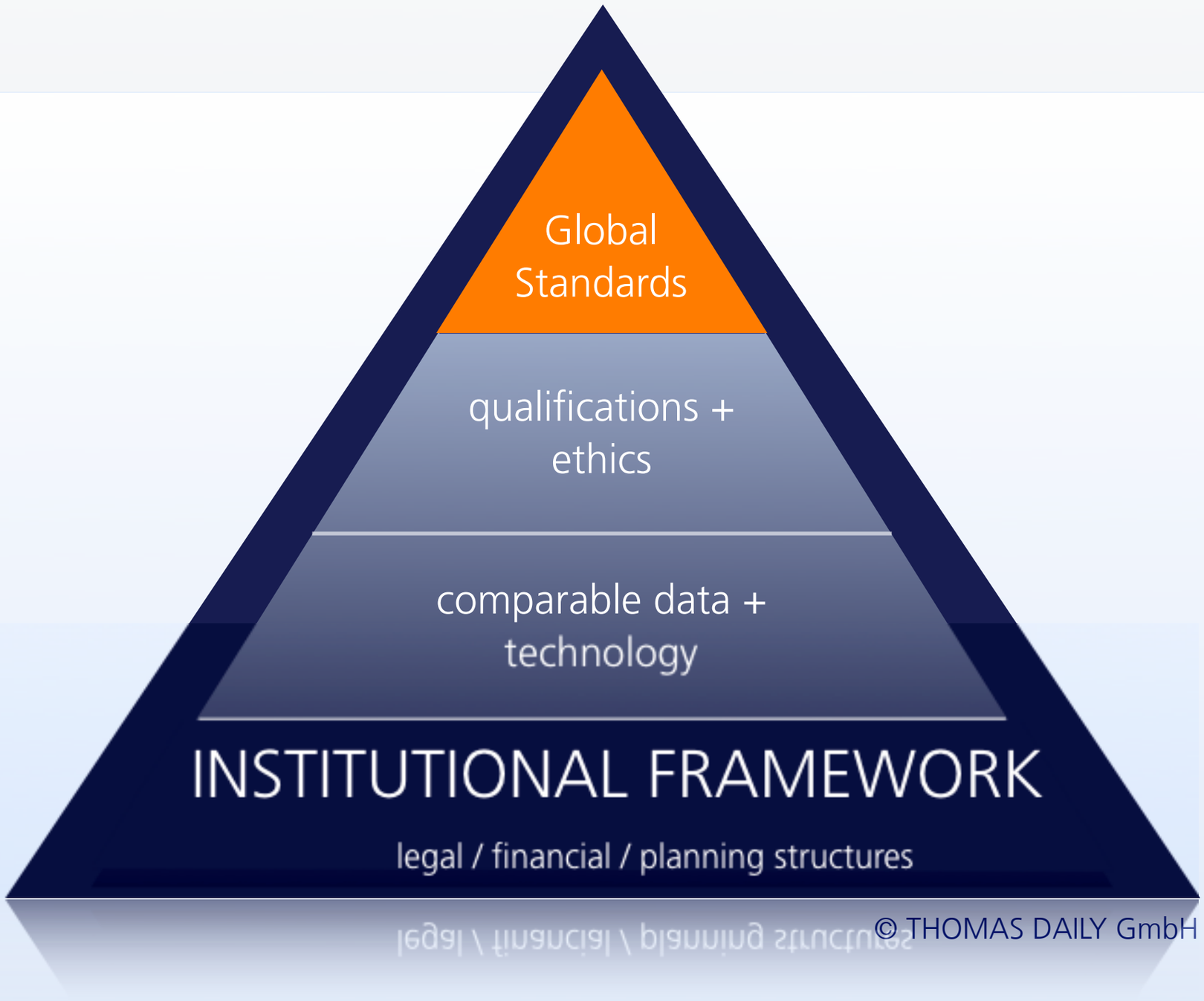
All encompassing structural dimension



A catalyst for growth

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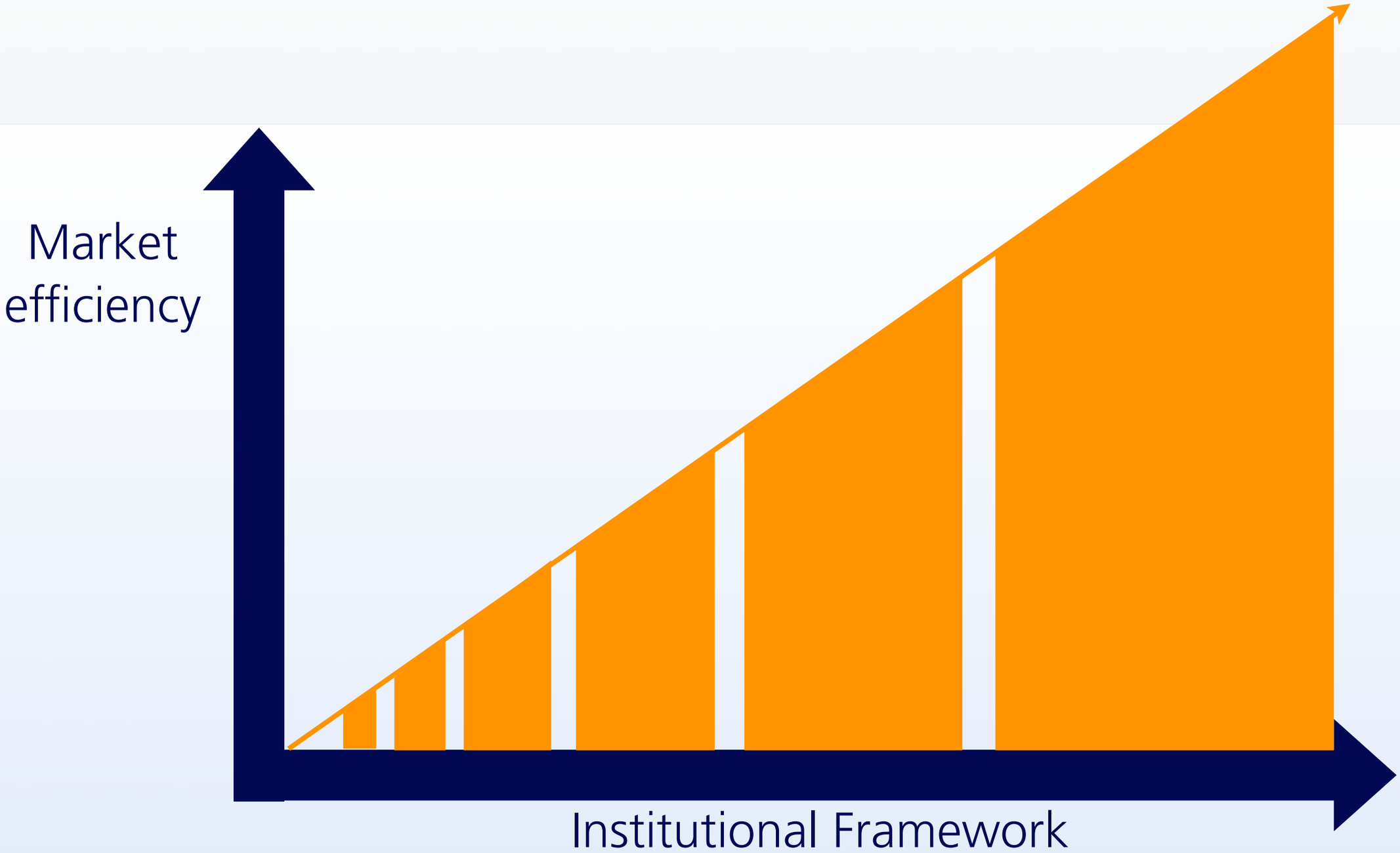
A catalyst for growth



Property Data Management

The city as a work of art

8

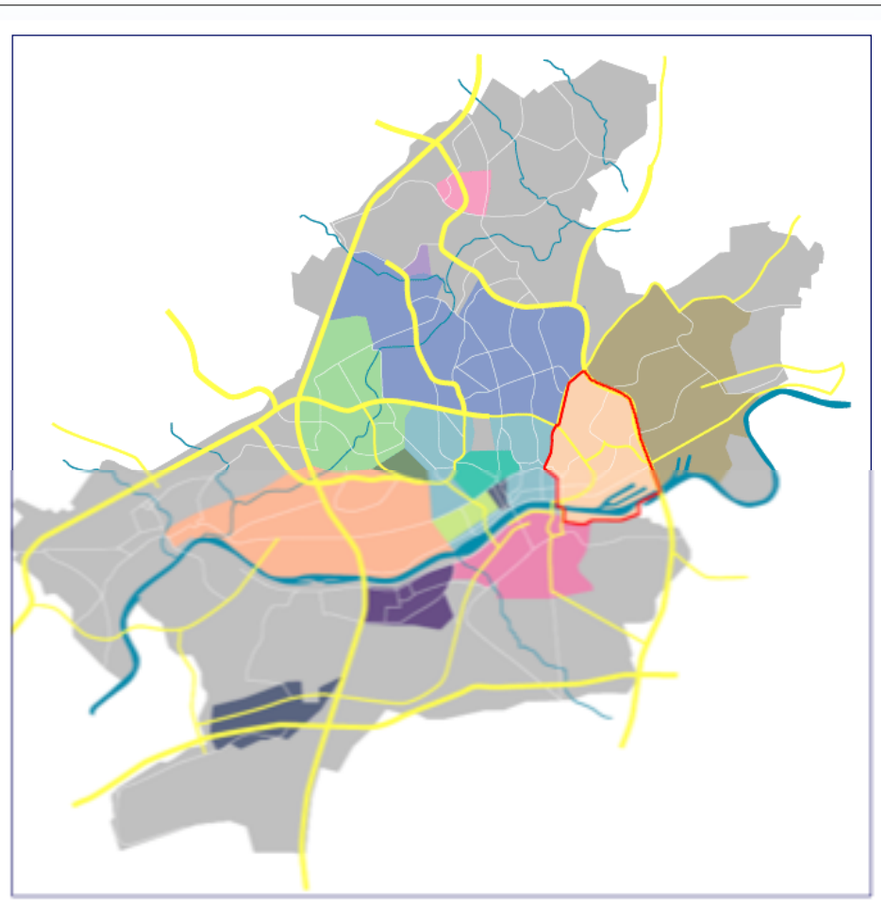
Kandinskys *Roten Fleck* aufräumen

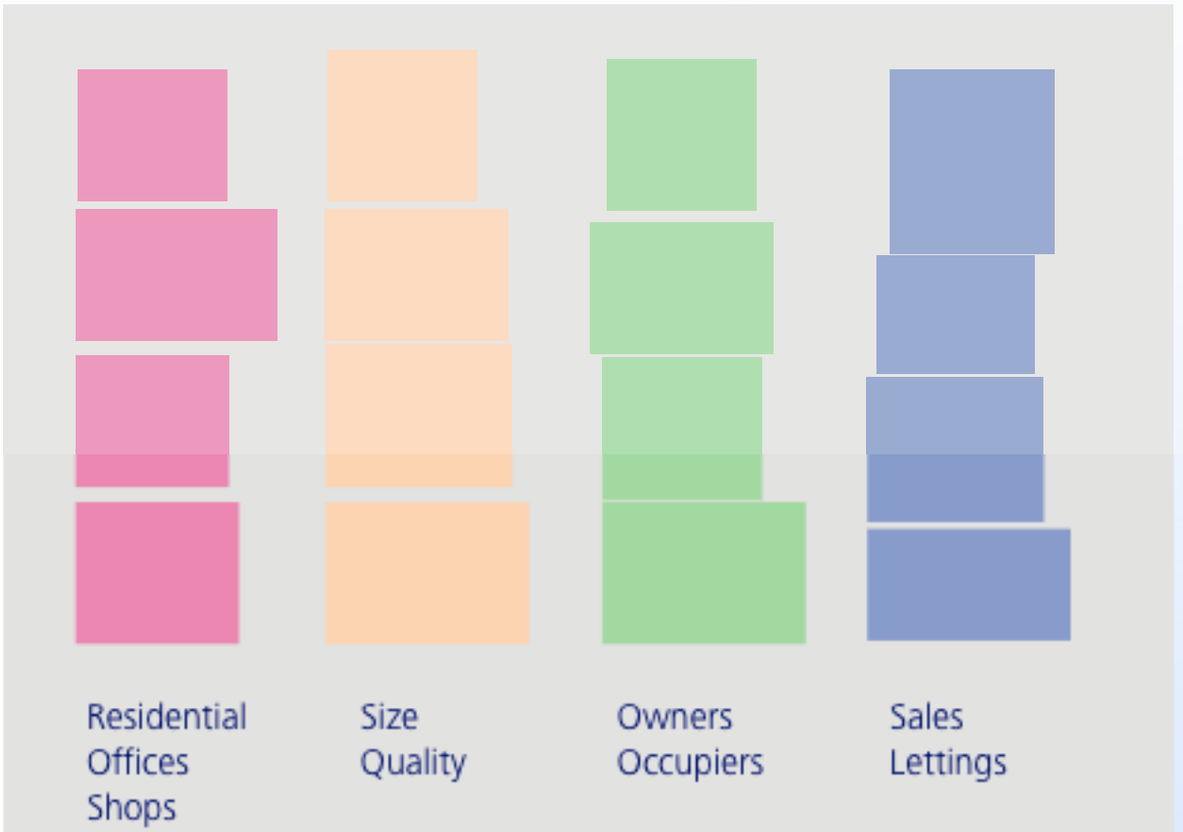
9

Urs Wehrli: Tidying up art

Verlag Kein & Aber AG, Zürich, S. 8-9

The city as a work of art





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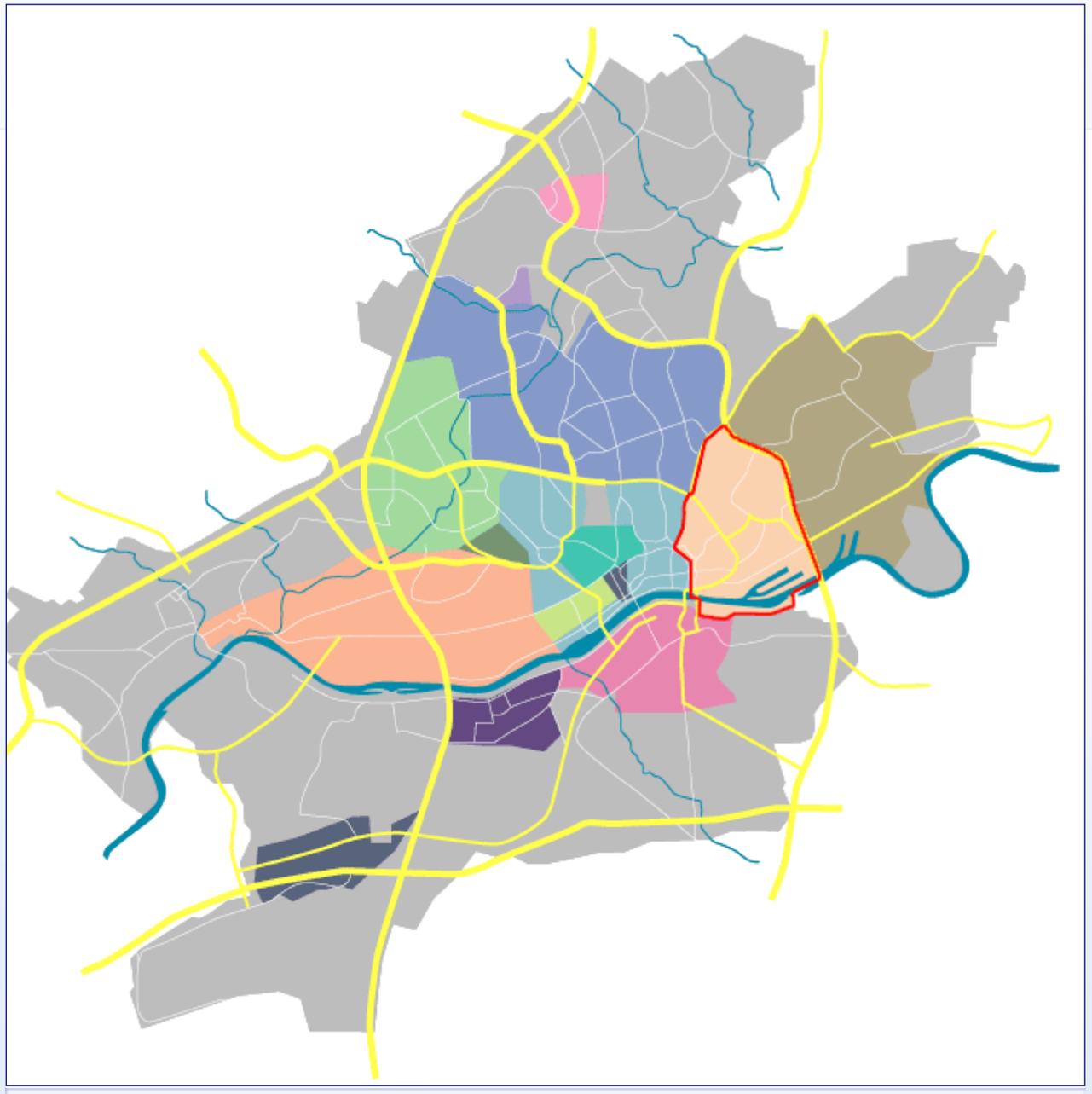
The city as a work of art

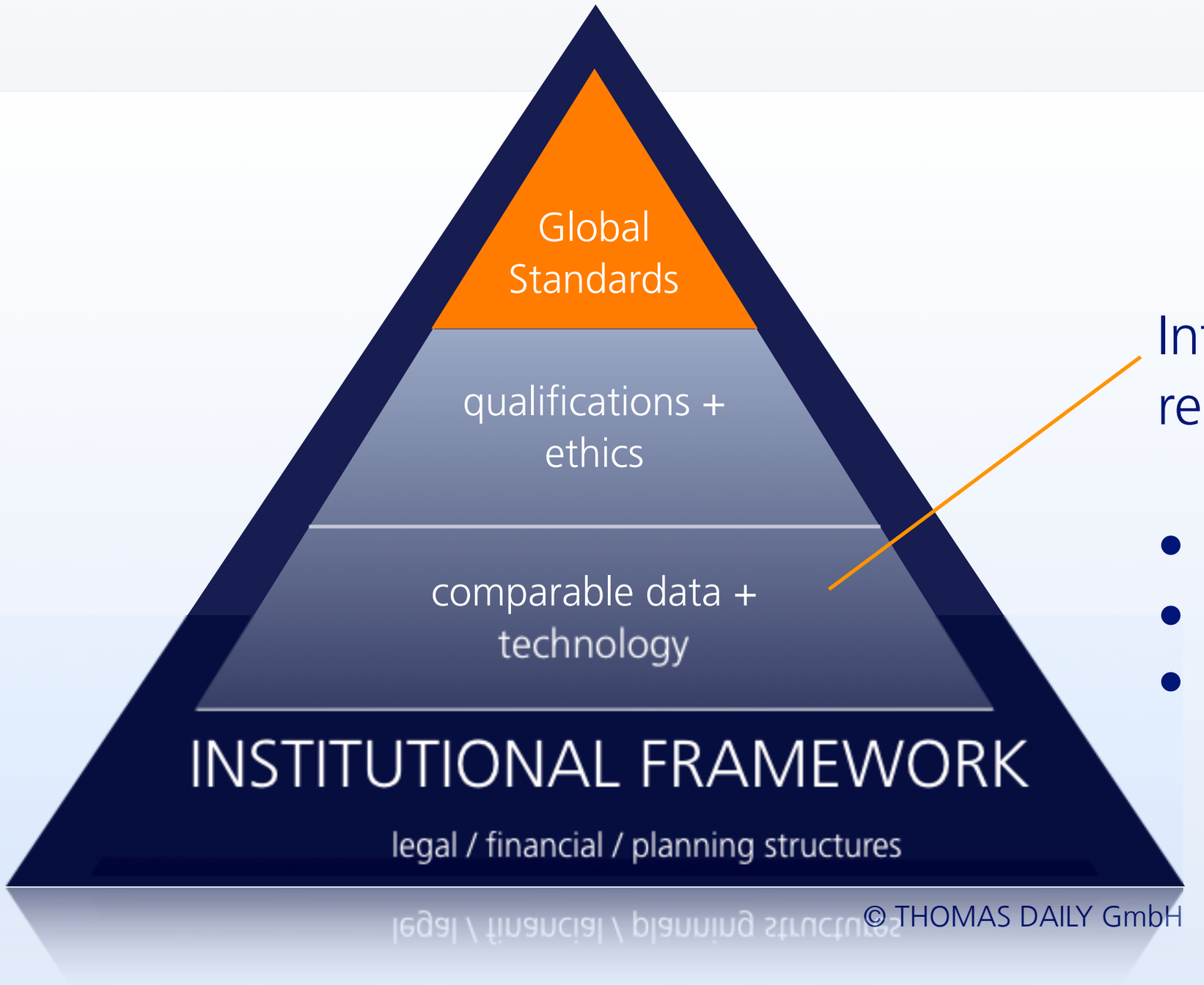


COMPARISONS + RANKINGS
local - national - international

MAPS

- property use maps
- ownership maps
- sales activity maps
- lettings activity maps
- price and rental maps

Rethinking real estate data



Information disclosure requirements

- **Stock of Property**
- **Owners and Occupiers**
- **Financials**

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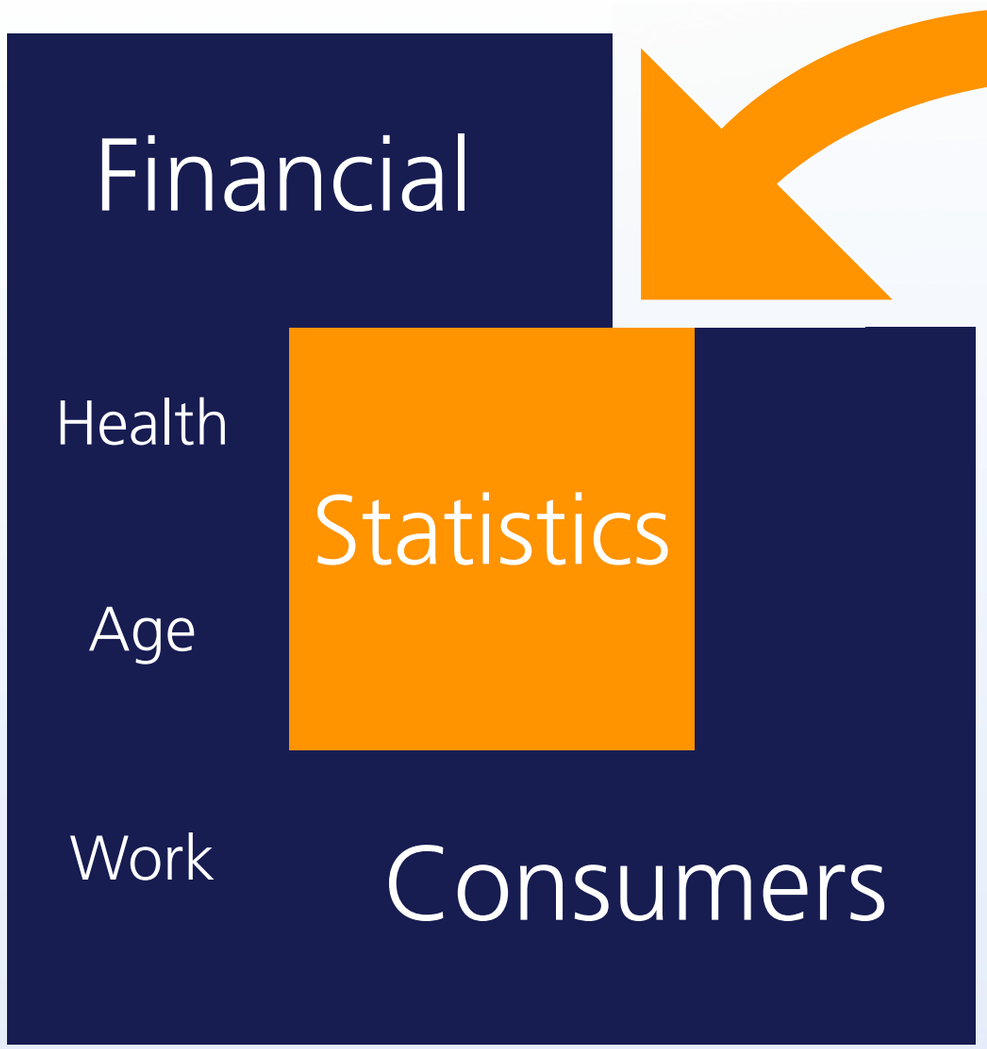
Putting property on the agenda



property markets — left out

Property data management
Statistics
Publicly collected data

Now is the time for change

Cadaster map (site boundaries)

Common Standards

STOCK OF PROPERTY

Buildings catalogue

Age Size Use Quality

Cadaster map (site boundaries)

Common Standards

OWNERS AND OCCUPIERS

Owner occupier Sector

Investor / Tenant Sector

Vacant space

STOCK OF PROPERTY

Buildings catalogue

Age Size Use Quality

Cadaster map (site boundaries)

Common Standards

FINANCIALS

Sales
Price / Size / Yield
Buyer / Seller

Lettings
Rent / Size
Landlord / Tenant

OWNERS AND OCCUPIERS

Owner occupier
Sector

Investor / Tenant
Sector

Vacant space

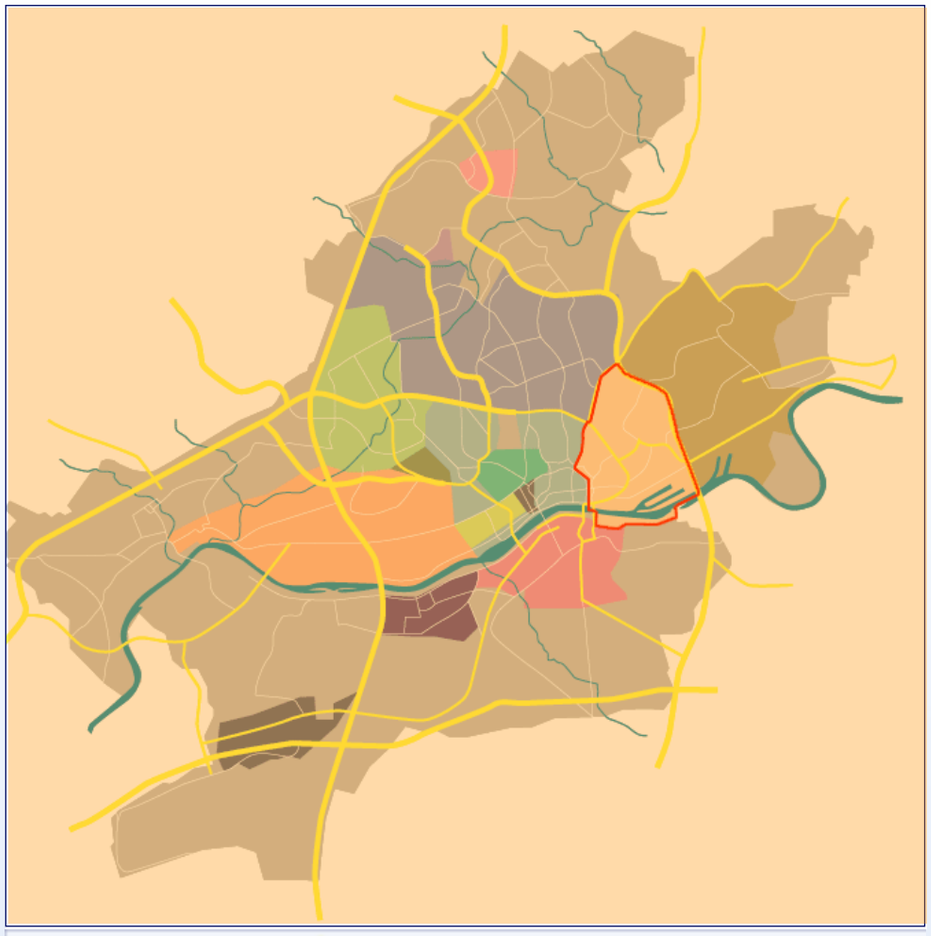
STOCK OF PROPERTY

Buildings catalogue
Age Size Use Quality

Cadaster map (site boundaries)

What would we know?

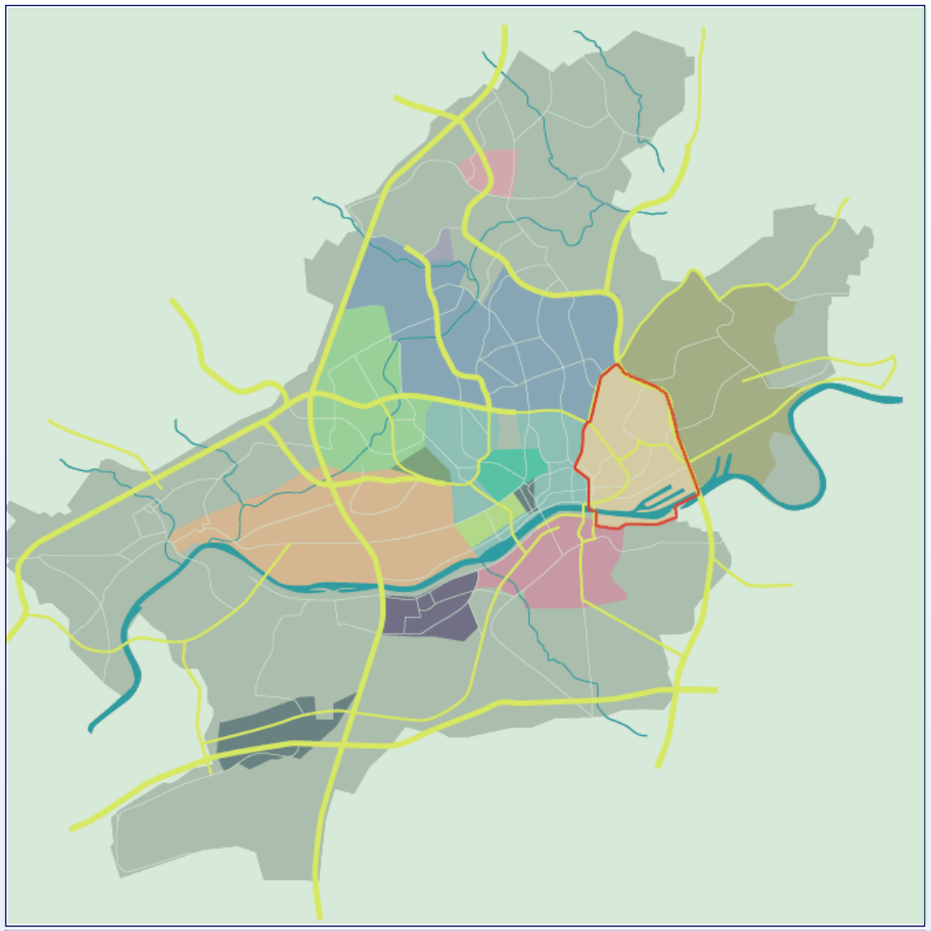
for example



Use maps

- Level of urban residential space
- Comparison with other cities
- Who can afford to live there?

What would we know?



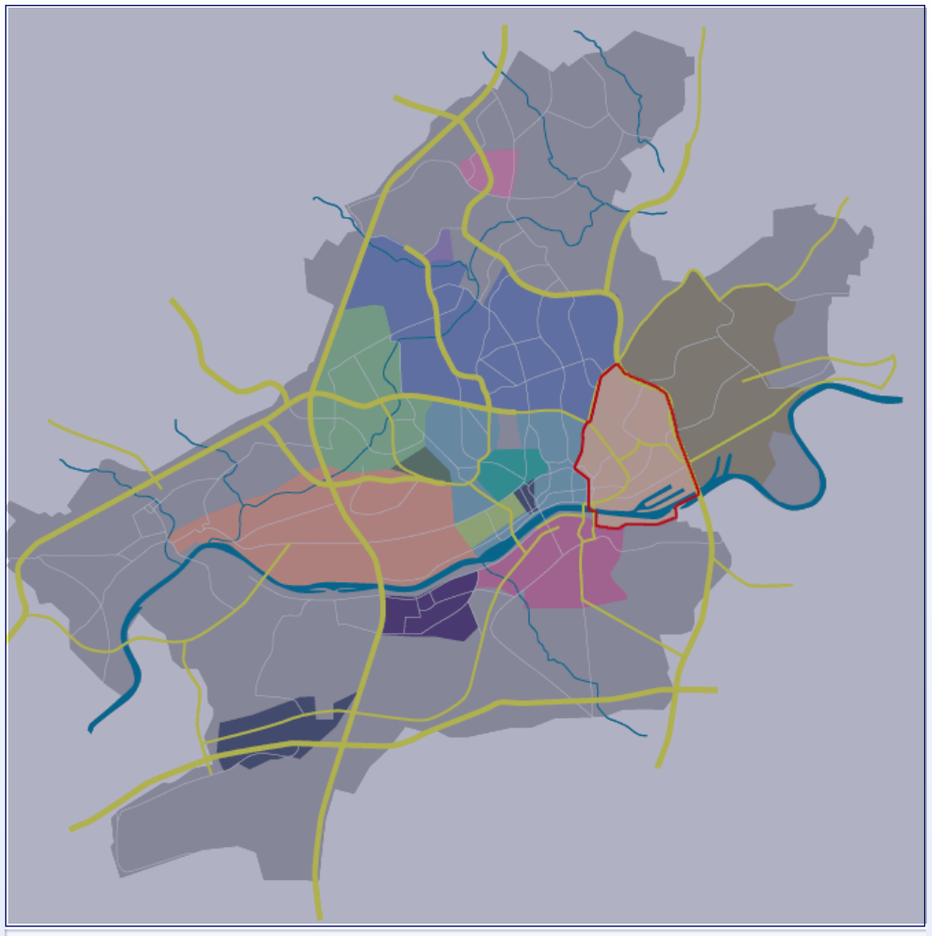
for example

Investor maps

- Owner occupied versus investment properties
- Private versus institutional investors
- Comparison with other cities

What would we know?

for example

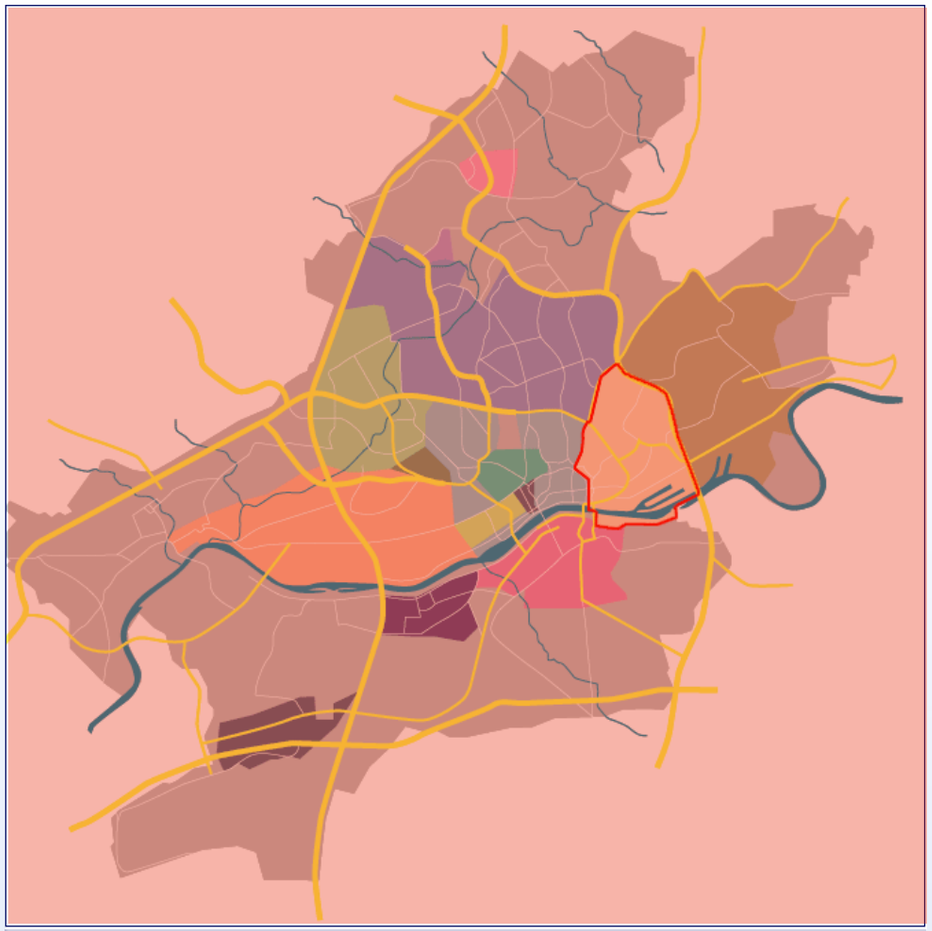


Occupier maps

- Business sectors by city area
- Banks, media, technology
- Public sector

What would we know?

for example

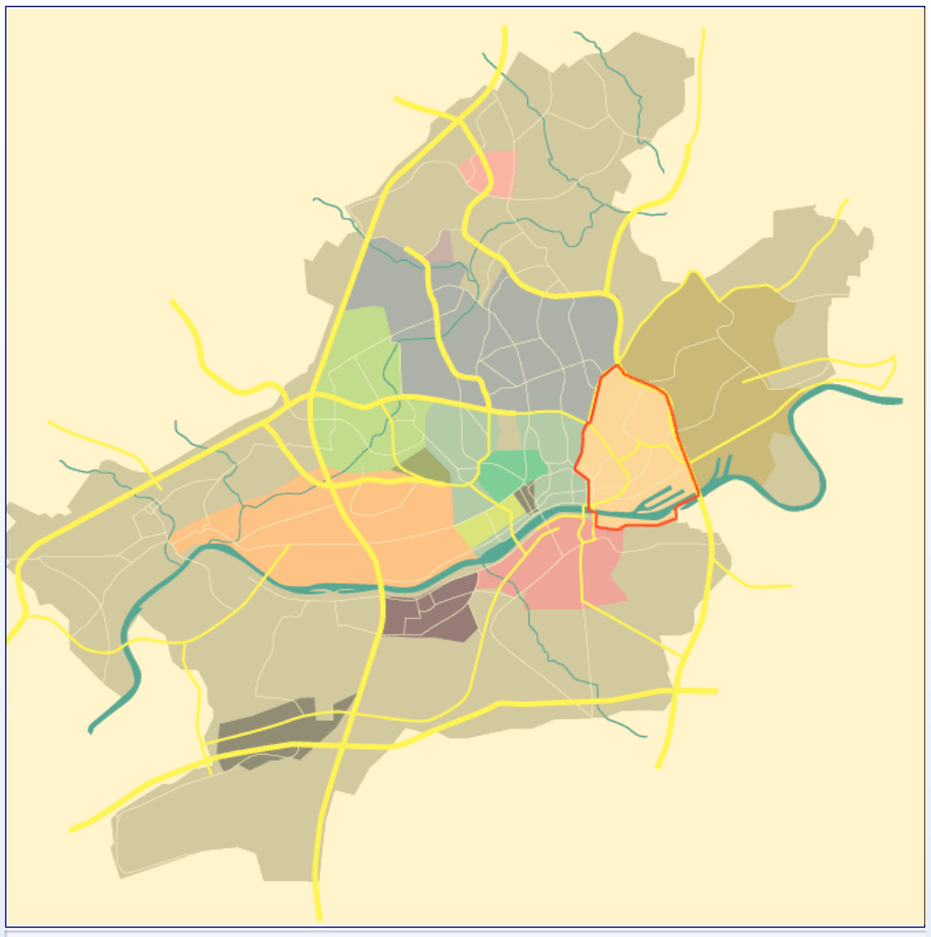


Transactions maps

- Monitor market activity
- Comparable data for valuation
- Global trends

What would we know?

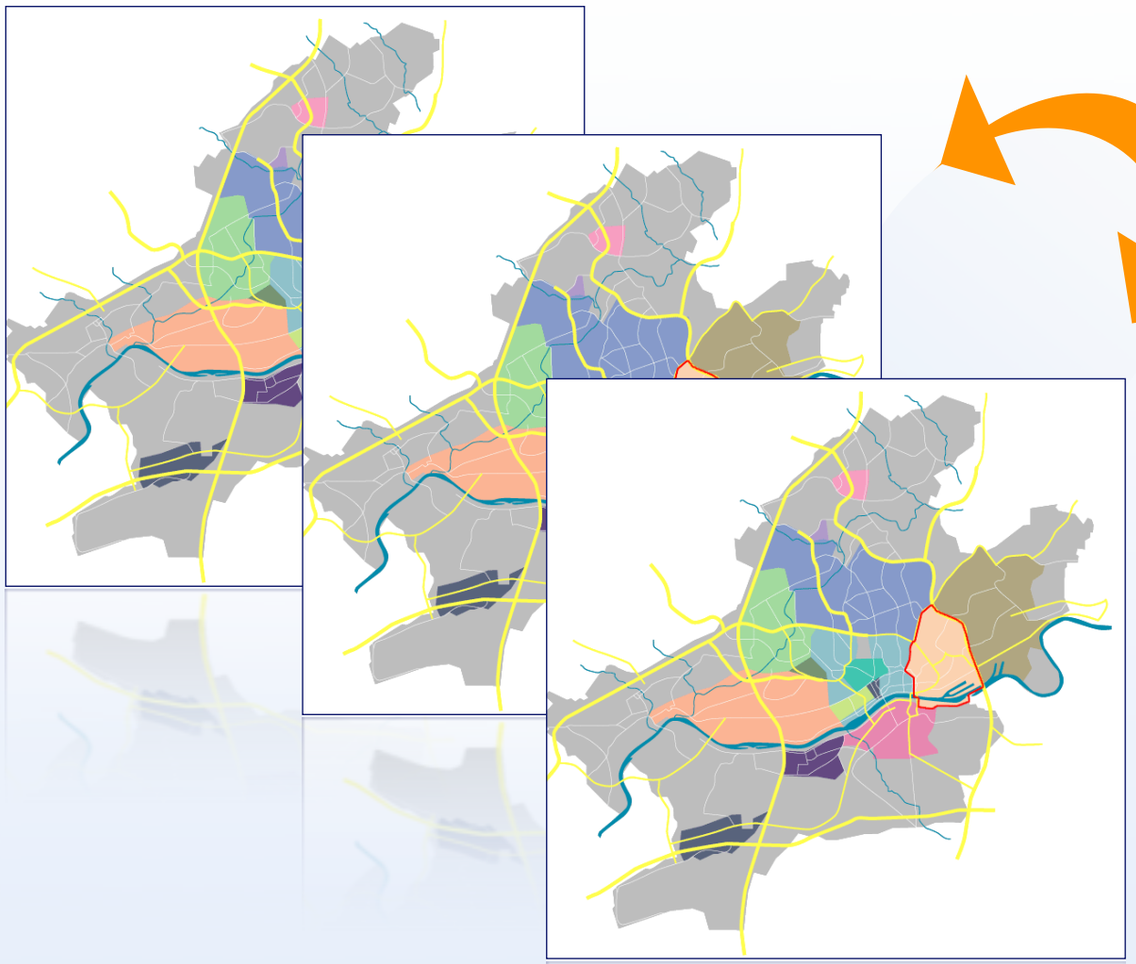
for example



Lettings maps

- Supply and demand
- Tenant needs
- Local trends

Property Data Management



compare & rank

local national global

understand cities better

allocate resources efficiently

Property Data Management

Standard data

Creating efficiency throughout the industry

- Facility management
- Asset management
- Portfolio management
- Trading property

Property Data Management

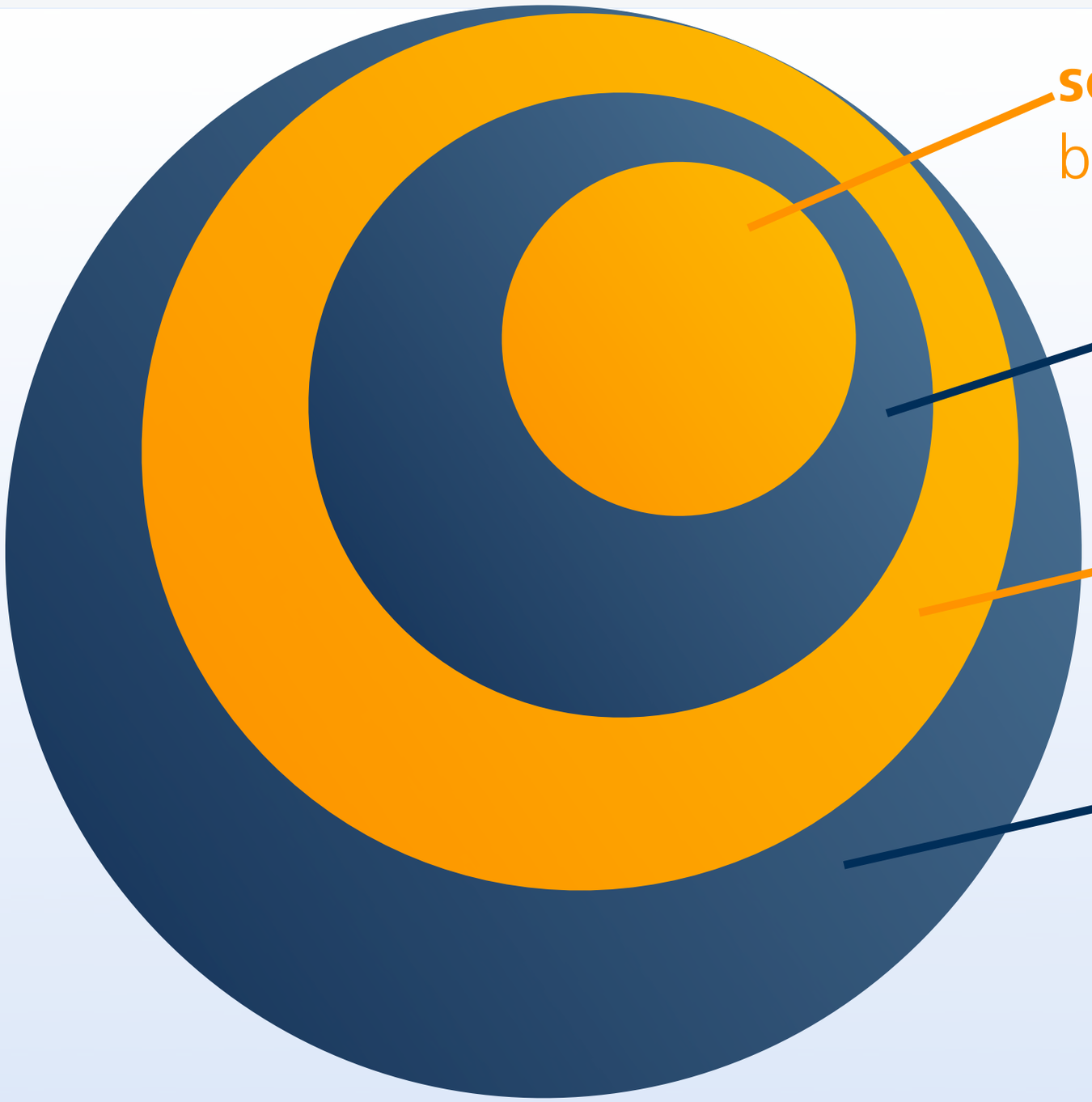
and the crisis

Global comparable data to

- steer policy
- see the danger signs
- and act

Property is all encompassing

Data is the basis for managing the dynamics



social: to create a better quality of life

environmental: to create a more environment friendly world

financial: to create a safer financial environment

global economic environment: to tap the potential for growth

How do we get there?

Putting Data on the Agenda

- Define the data
- Define the standards
- Define information disclosure requirements

Include in the REM guidelines

UNECE

Real Estate Market Advisory Group (REM)