



**The R.A.R.E. Technology**

Rigorous  
Algorithmic  
Real  
Estate

## **Business Brief**

**January 2017**

# The need

In developing real estate markets (e.g. SE Europe):

- 1 Infrastructure of real estate investment does not exist
- 2 Banks & funds do not meet reporting requirements
- 3 Advanced analytical services are not available
- 4 The concept of RE fund strategy is underdeveloped
- 5 Institutional supervision of services is weak
- 6 Mistaken implementation analyses are common
- 7 Governments claim impossibility of market monitoring

# What is UREVAL?

**Science pack  
for real estate  
asset and  
portfolio  
management**

**Fast & easy!  
PC & mobile  
access - self-  
explanatory  
platform**



**Immediate  
value for  
developing  
market  
professionals**

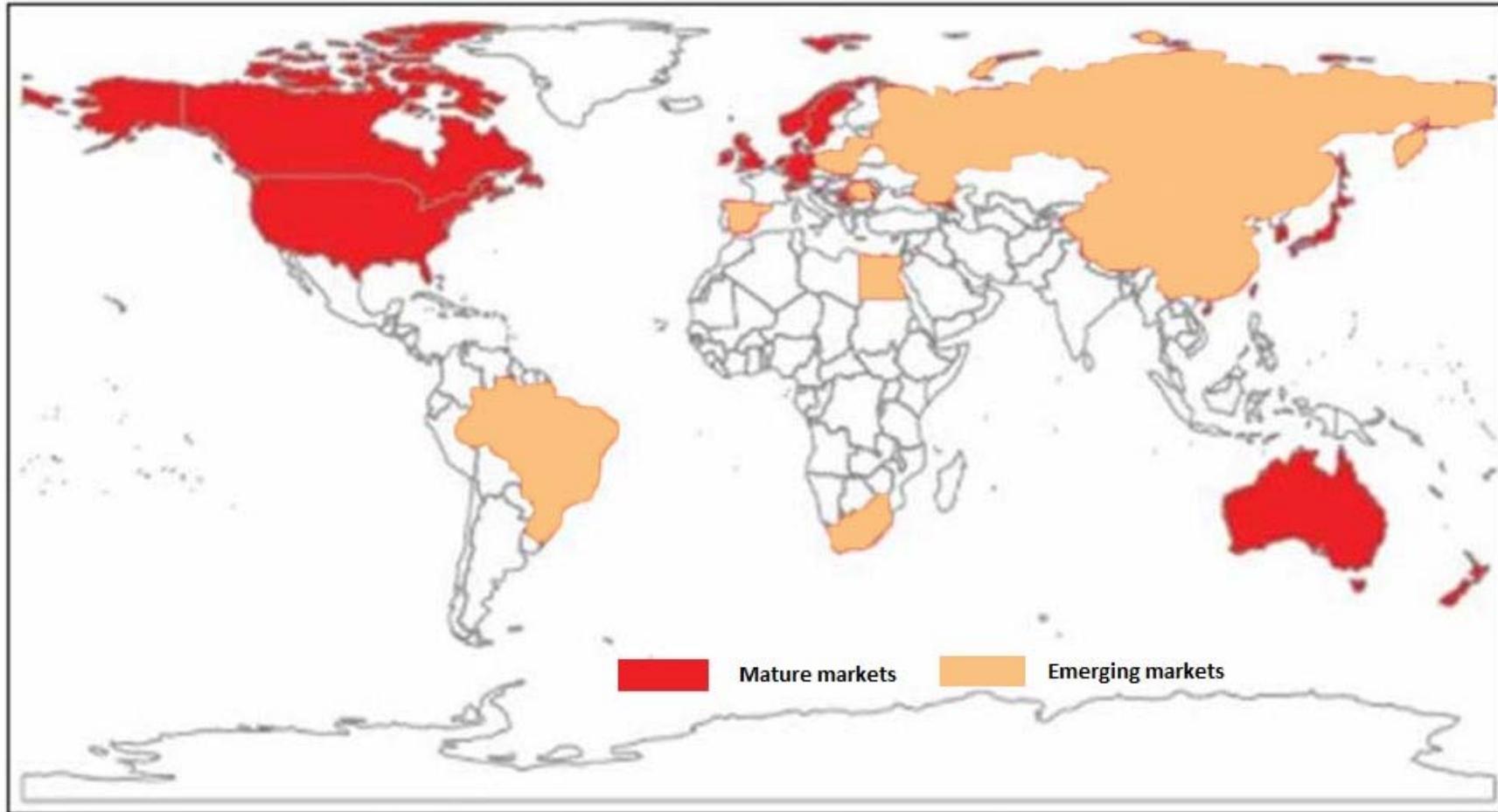
**Efficiency,  
transparency,  
objectiveness  
& high  
precision**

**Steep cost  
reduction  
(up to 95%)  
& new  
possibilities**

# World market opportunity



The Global AVM use map



Source: E. Bidanset, 2014, Fair & Equitable

# Resi automated valuation model (AVM)

## Three simple steps

**Log on**

**Enter property data (16 fields)  
- or have them stored -**

**Get price and valuation report**

## Who

**Consumers, banks, funds,  
agents, advisors: Investment  
decision making & reporting**

**Banks & mortgage brokers:  
Fast mortgage origination**

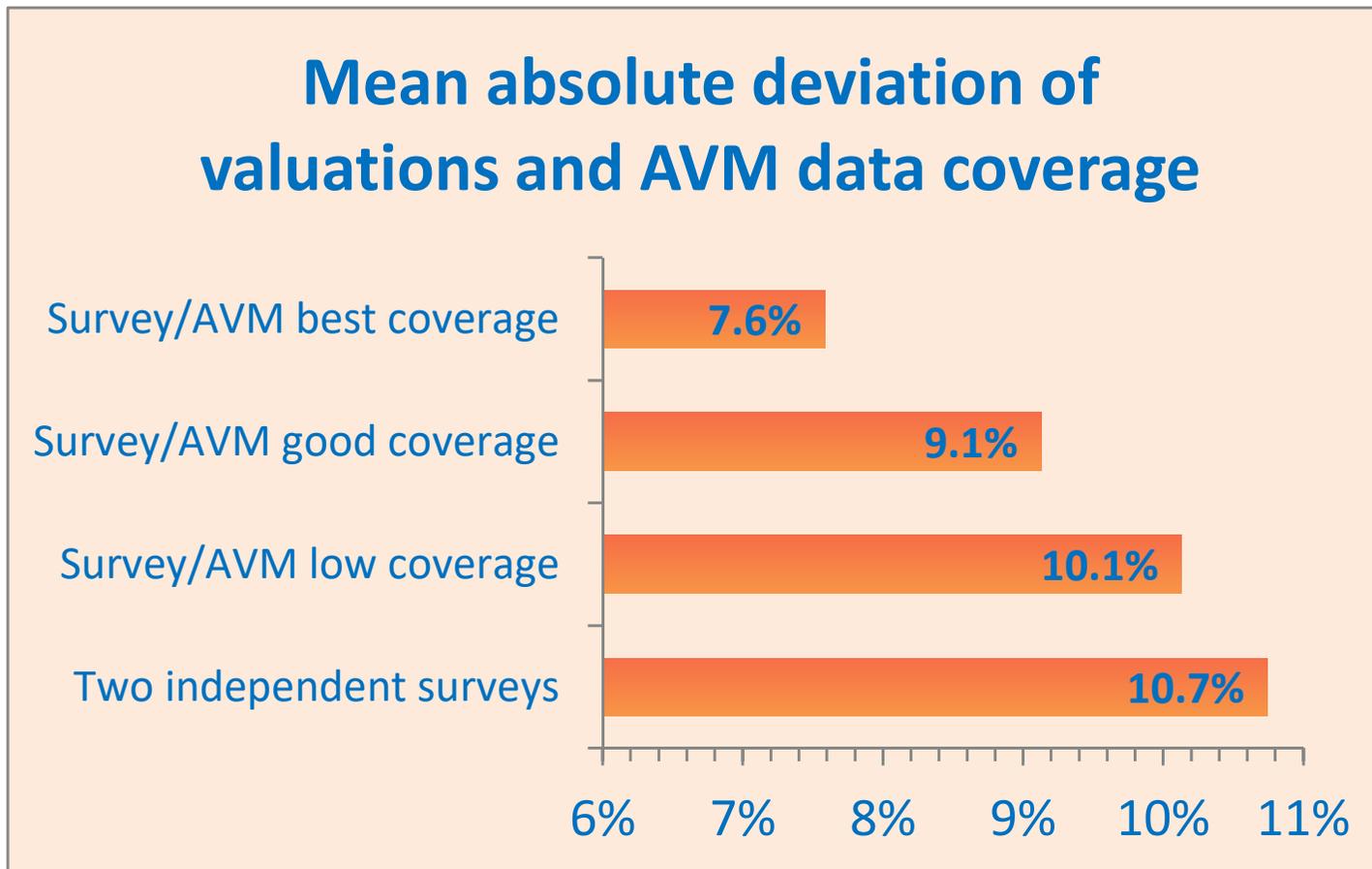
**Government sector: Objective  
market values**



# AVM service quality - Romania

## Actual precision study results - Romania

- MAD of two independent valuations in Romania ~11%
- **Smaller MAD of AVM with survey!**

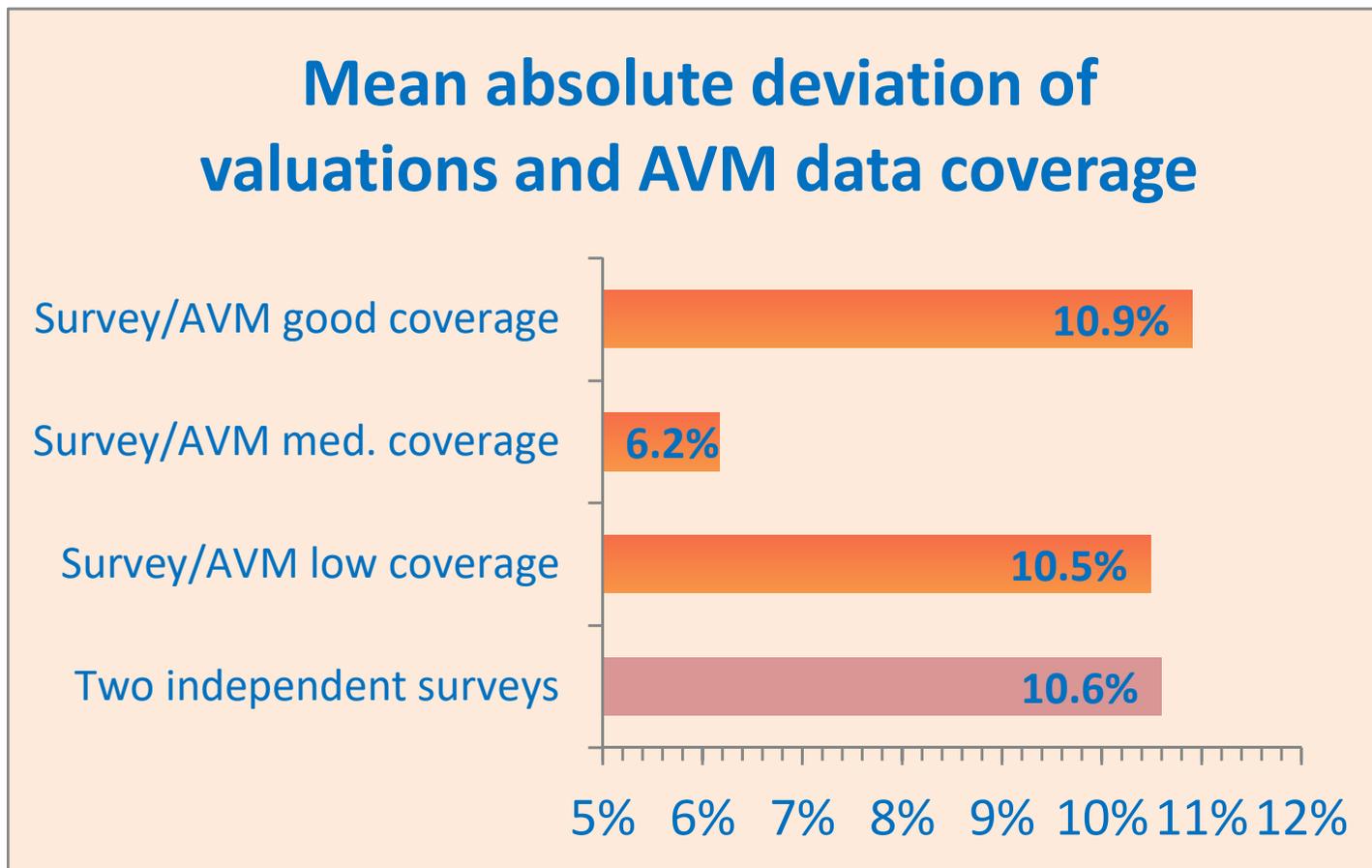


# AVM service quality - Greece



## Actual precision study results – Pangrati

- MAD of two independent valuations in Greece: ~10.5%
- Closer to market values than surveys – **early results, improvements are due**



# Real estate portfolio tools

Property data  
collection,  
QC and  
management  
day-to-day

Assets: AVM,  
local indices,  
reports, inv.  
valuation &  
forecasting



Portfolio:  
Benchmarks,  
projections,  
risk pricing  
& strategy

Platform +  
consulting  
cover totality  
of investor's  
needs

Consulting  
for  
customisation  
& service  
integration

# Founder's expertise



- ❑ **Dr Mouzakis' (ex CASS Business School, City University, London, UK) leading academic and industry experience**
- ❑ **Key role in introduction of Romanian regulation**
  - Introduced indexation of institutional portfolio case to ANEVAR annual conference (June 2011 – approval granted)
  - Introduced Indexation case to the Head of Monetary Stability of the Bank of Romania (January 2012 – approval granted)
  - Development of audit method and successfully completed audit (PWC Romania, winter 2012)
- ❑ **Guided the Propindex banking residential indexation system in Greece (2005)**
- ❑ **UK government (ODPM) policy implementation research**
  - Completed large research project for the impacts of planning (2004)

# Summary

- ✓ **Excellent solution for sophisticated investors & institutions**
- ✓ **Unique, highly integrated & scientifically rigorous service**
- ✓ **Competitive advantages, strengths & prestige**
- ✓ **Established intellectual property / sound R&D**
- ✓ **Strong management team**
- ✓ **Flexibility to accommodate customer needs - tailor made solutions**
- ✓ **Total coverage in our field**



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**THANK YOU!**

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