



## CASE STUDY Real Estate - Data Modeling

### PROJECT DETAILS

- ▶ Acquisition decision for a Retail Mall supported by the development of a valuation data model.
- ▶ **FOR**  
Publicly traded Real Estate Investment Trust (REIT)
- ▶ **UTILIZED**  
**Argus Software**  
[Http://www.argussoftware.com](http://www.argussoftware.com)

### Business Case:

- ▶ Value of Employing Real Estate Data Model Experts at Reduced Total Cost.
- ▶ Delivering results in Record Time.

#### • Client Requirement:

A Real Estate Investment Trust wanted to build a valuation data model to evaluate an acquisition opportunity of a retail mall. The REIT was provided with a high level “information memorandum” by the sellers of the retail mall, and needed to convert information into a data model that would better support their acquisition decision. The data model was required immediately.

#### • Annet Business Solution:

After careful analysis of the “information memorandum”, Annet consultants built an Argus data model that clearly delineated the value of the Retail property. Annet consultants also delivered a detailed report that highlighted various “assumptions”, as well as pointed out “missing information” that was not available in the information memorandum. The results of the model were then tied to the memorandum to point out, and account for discrepancies. Utilizing Annet's co-sourced, thoroughly trained Argus consultants at our development center in India, the REIT was able to obtain a fully functional Argus model in record turn-around time at considerably reduced cost.

### Technology Solution:

- ▶ **Technologies Employed**  
ARGUS Valuation - DCF™ Software Version 12.0 (A product of ARGUS Software™ - previously 'Realm Business Solutions')

### Services Performed:

#### ▶ Data Modeling:

Model Construction, Property Description, Market Information, Revenues & Expenses, Rent Roll & Market Leasing, Present Value & Yield, Debt Financing Data Evaluation, Review & Analysis and Cross-checking Reports.

#### ▶ Consulting:

Transaction Review, Data analysis, Meetings, Report Preparation, Presentation and Follow up.

### Business Benefits:

- ▶ Strong business results obtained from data analysis by Annet Real Estate technology experts.
- ▶ Timely completion & delivery of the Argus data model.
- ▶ On-schedule delivery data model implemented in LESS THAN ONE WEEK (unprecedented for vendors to this REIT).
- ▶ All business benefits realized at dramatically reduced cost.