



MODEL TREE

MARKET INSIGHTS

Introducing Market Insights

Exquance Software has over a decade-long history of proptech innovation, delivering unprecedented capabilities with ModelTree, a best-in-class portfolio management and valuation tool trusted by hundreds of professionals in the industry.

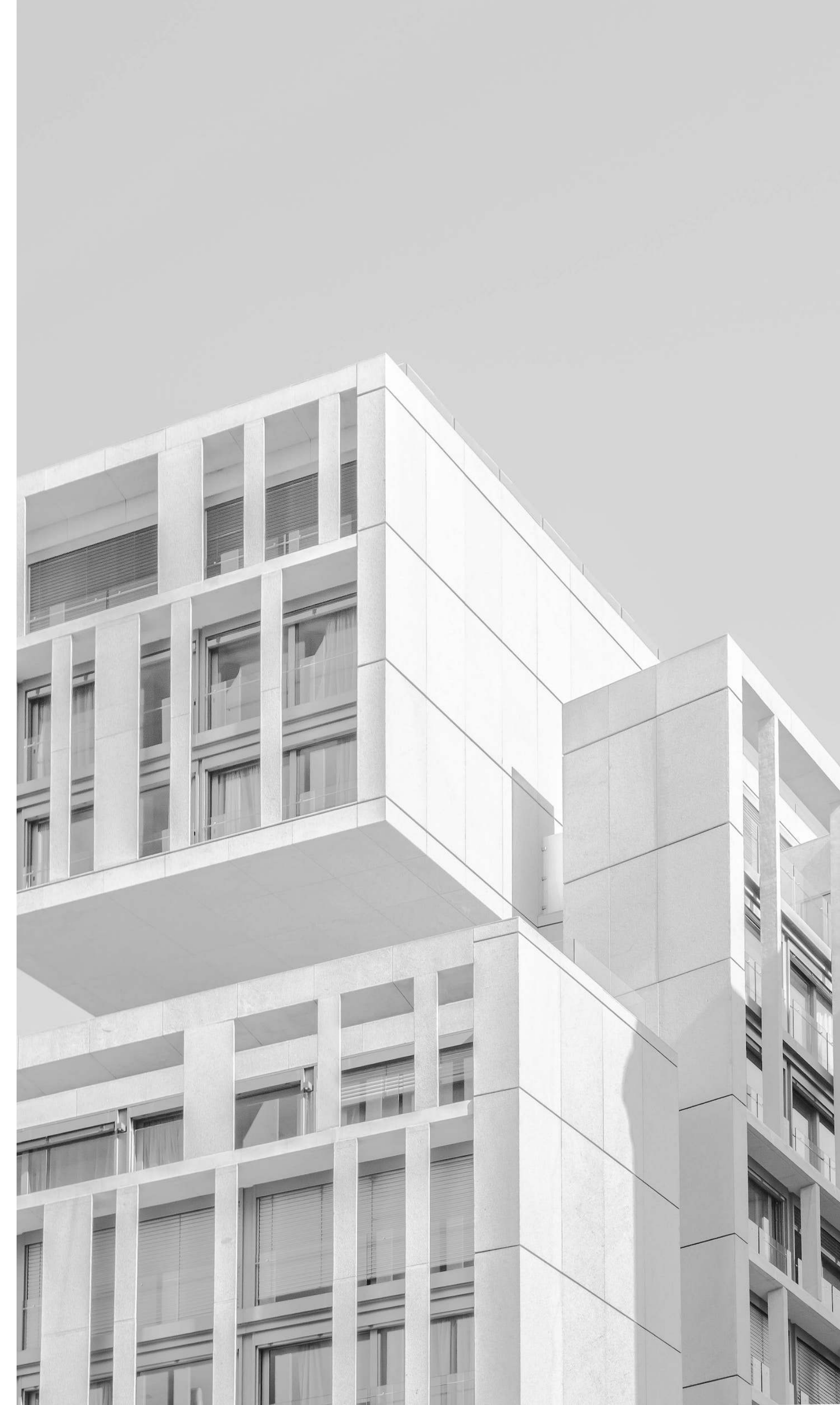
Today we are happy to introduce Market Insights, industry-first solution aiming to bring the power of **property market data** from reputable providers **directly into the workflow of ModelTree users**. With Market Insights, our customers gain access to up-to-date key data points such as rent levels, occupancy ratios, and transaction yields across office, logistics, and residential markets right inside ModelTree. With a few clicks, users can effortlessly view and explore market data and dive into specific submarkets for in-depth analysis.

Our partnership with Newsec Advisory Finland, a leading valuation and asset management company, will bring high-quality property data to all our customers, automatically applying their data points to properties and their cash flow models. ModelTree will suggest and plug in the most relevant assumption values from Newsec's data into each cash flow model.

This is a part of Exquance Software's major initiative to integrate market data-driven AI into existing workflows of real estate cash flow modeling, providing our customers the tools to accelerate and refine valuation, research and portfolio management processes.



Markus Asikainen
Managing Director
Exquance Software



Market data for valuers

Market Insights empowers commercial real estate valuers with high-quality property market data like rents, occupancy rates, and yields. Valuers can inspect market data inside various submarkets, track historical trends, or compare submarkets to each other, to gain invaluable insights for accurate assessments.

ModelTree goes a step further by seamlessly integrating market data into the valuation models. When valuing assets with a DCF or Direct Capitalization valuation method, ModelTree automatically identifies the most relevant submarket for the asset being valued. It then suggests applicable market rents, vacancy assumptions, and yield/discount rates for each asset, making the valuation process more efficient and ensuring precision.

ASSET				GENERAL			PROPERTY KPIs							
No	Name			City	Segment	Currency	GLA	Vacant Area	Vacancy Rate-% (econ.)	Newsec	Yield, %	Newsec	Lease Length (y)	Weighted Passing Rent EUR/sqm/month
1000	Central Business Hub Töölönlahdenkatu 2			Helsinki	Office	EUR	4,735.0 sqm	680.0 sqm	35.6 %	8.0 %	3.75 %	3.50 %	2.4 years	35.4
1001	Old Navy Eteläranta 12			Helsinki	Office	EUR	4,295.0 sqm	920.0 sqm	12.0 %	6.0 %	3.25 %	3.25 %	1.8 years	21.8
1002	Nordbank Headquarters Eteläesplanadi 10			Vantaa	Retail	EUR	2,960.0 sqm	- sqm	20.7 %	4.0 %	4.50 %	4.00 %	1.3 years	40.4
1003	Buena Vista Offices Fredrikinkatu 48			Helsinki	Office	EUR	23,020.0 sqm	2,390.0 sqm	18.3 %	7.0 %	3.25 %	3.00 %	3.1 years	52.5
1004	Norden Konsum Mechelininkatu 5			Helsinki	Office	EUR	11,600.0 sqm	900.0 sqm	9.4 %	12.0 %	5.25 %	5.50 %	2.0 years	31.3
1005	Kjeld Stubs Tower Välimerenkatu 24 Liiketila 3			Vantaa	Office	EUR	8,241.0 sqm	1,200.0 sqm	41.6 %	9.0 %	4.00 %	4.25 %	2.7 years	110.9
1006	Blaumarktpoint Aleksanterinkatu 52			Helsinki	Retail	EUR	18,820.0 sqm	750.0 sqm	52.9 %	5.0 %	5.50 %	5.00 %	1.9 years	163.7
1007	Falkoner Kaup Eteläinen Rautatiekatu 8			Helsinki	Retail	EUR	13,086.0 sqm	- sqm	12.4 %	7.0 %	5.00 %	4.75 %	2.2 years	18.7
1008	Trident Mall Siltasaarenkatu 14			Vantaa	Retail	EUR	34,900.0 sqm	2,730.0 sqm	22.0 %	8.0 %	3.50 %	3.75 %	3.6 years	69.2
1009	Valdemar Center Hämeentie 20			Helsinki	Logistic	EUR	76,219.0 sqm	3,850.0 sqm	28.4 %	13.0 %	6.25 %	6.00 %	3.1 years	41.3
1010	Romanz Zentrum Hyväntoivonkatu 1			Helsinki	Office	EUR	29,900.0 sqm	630.0 sqm	34.7 %	5.0 %	4.25 %	4.00 %	2.7 years	200.0

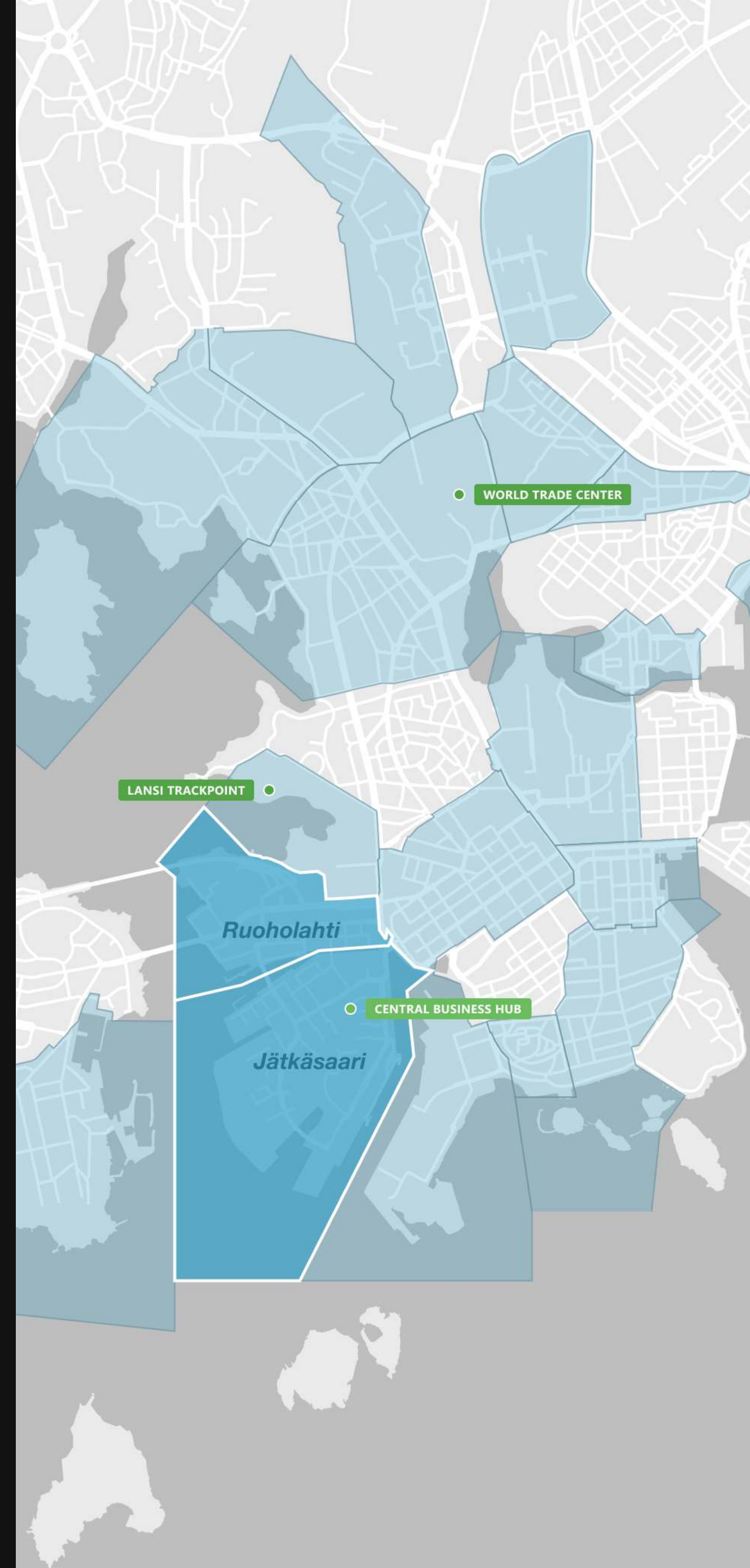


Market data for portfolio management

Investment, fund, and asset managers can take advantage of Market Insights to analyze property market data like rents, occupancy rates, or yields of different submarkets. With the ability to compare submarkets and track historical trends, managers gain comprehensive insight for strategic decision-making.

With Market Insights, users can evaluate potential submarkets as candidates for acquiring new properties or exiting existing ones. By leveraging Market Insight's high-quality market data, our customers can make informed assessments and identify lucrative investment opportunities.

Taking it a step further, ModelTree allows to value and analyze owned and potential new properties and their cash flows effortlessly. ModelTree automatically suggests appropriate market rents, vacancy rates, and yield/discount rate assumptions for each asset's cash flow model. This streamlines the property analysis process and ensures that your financial analysis is based on accurate and up-to-date market data.



NEWSEC MARKET DATA: OFFICES

	Ruoholahti	Central Business Hub	Jätkäsaari
Rent per sqm, top	28.0	22.5 -19.6 %	31.0 +10.7 %
Rent per sqm, high	25.0	22.5 -10.0 %	27.0 +8.0 %
Rent per sqm, low	23.0	22.5 -3.3 %	22.0 -4.4 %
Vacancy Rate, %	7.0	35.6 +28.6 %	12.0 +5.0 %
Yield %, high	6.50	6.50 0.00 %	6.50 0.00 %
Yield %, low	6.00	6.50 +0.50 %	6.00 0.00 %
Yield %, min	5.50	6.50 +1.00 %	5.50 0.00 %
Total leasable area, sqm	131,400	11,321	90,200
Area under construction, sqm	24,980		9,630

Newsec's market data

Newsec delivers real estate market data from three segments:

- Helsinki Metropolitan Area Office Market
- Southern Finland Logistics Market
- Helsinki Metropolitan Area, Turku, and Tampere Residential Market

The market data parameters are based on Newsec's comprehensive and up-to-date market information and the view of Newsec's experts.

Residential market data

The market data covers **38 submarkets** in the Helsinki Metropolitan Area, Turku and Tampere. Each submarket is reported on:

- Rent levels by type of apartment
- Newsec's view on rent levels for new rental dwellings by type of apartment
- Demographic data
- Apartment-specific transactions
- Yield requirements for new production
- Price of building rights

Data is updated 3 times a year: February, May and October.



Office market data

HMA Office market

Office market data is reported from **27 submarkets**.
Each submarket is reported on:

- Total office stock
- Square meters of new construction in progress
- Gross market rent levels
- Market yield requirements
- Current vacancy rate

Data is updated monthly.

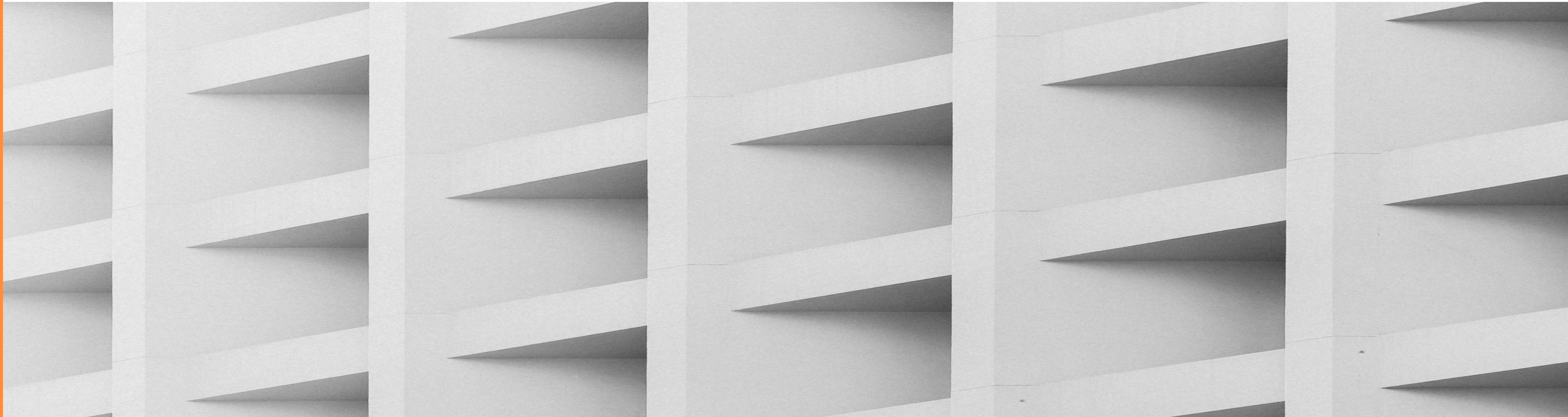
Logistics market data

Southern Finland Logistics market

Southern Finland logistics market data is reported from **9 submarkets**.
Each submarket is reported on:

- Total office stock
- Square meters of new construction in progress
- Gross market rent levels
- Market yield requirements
- Current vacancy rate

Data is updated quarterly.



Do you want to activate market data subscription to your ModelTree license?

Call, drop an email or contact us via online and we get back to you



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