

Property Pulse & Proptech applications

October 2024



- Spitogatos & Prodexpo Property Pulse
- Proptech Applications in NPL Management

spitogatos

- #1 property website in Greece
- 5 property websites in Greece
- 15 property websites in 10 countries in SE Europe (including #1 in Greece & Slovenia and #2 in Croatia, Montenegro and Bosnia)
- Invested in IMS (#1 Greek mortgage broker) and Fortunet (#1 Greek real estate CRM)
- 600k+ active listings in Greece, 2.0mio+ in the region
- 1st Greek VC-backed tech startup in 2009, part of Real Web Group since 2014
- Group has 1200+ employees (including 250+ software engineers) in the real estate sector in multiple countries in Europe (Italy, Greece, Spain, Netherlands, Luxembourg)
- Transforming into a proptech company/group

spitogatos insights

- Real Estate advanced solutions through Big Data and AI technology
- JV between Spitogatos and Immobiliare.it, leading marketplaces in Greece and Italy
- Supports real estate institutions & investors to make data driven decisions and manage their portfolios
- Services for include market reports, SaaS platform (Comparable explorer, Market insights & Asset Monitoring), portfolio analysis and delivering ad hoc real estate data requests.

Spitogatos & Prodexpo Property Pulse

Q3 2024



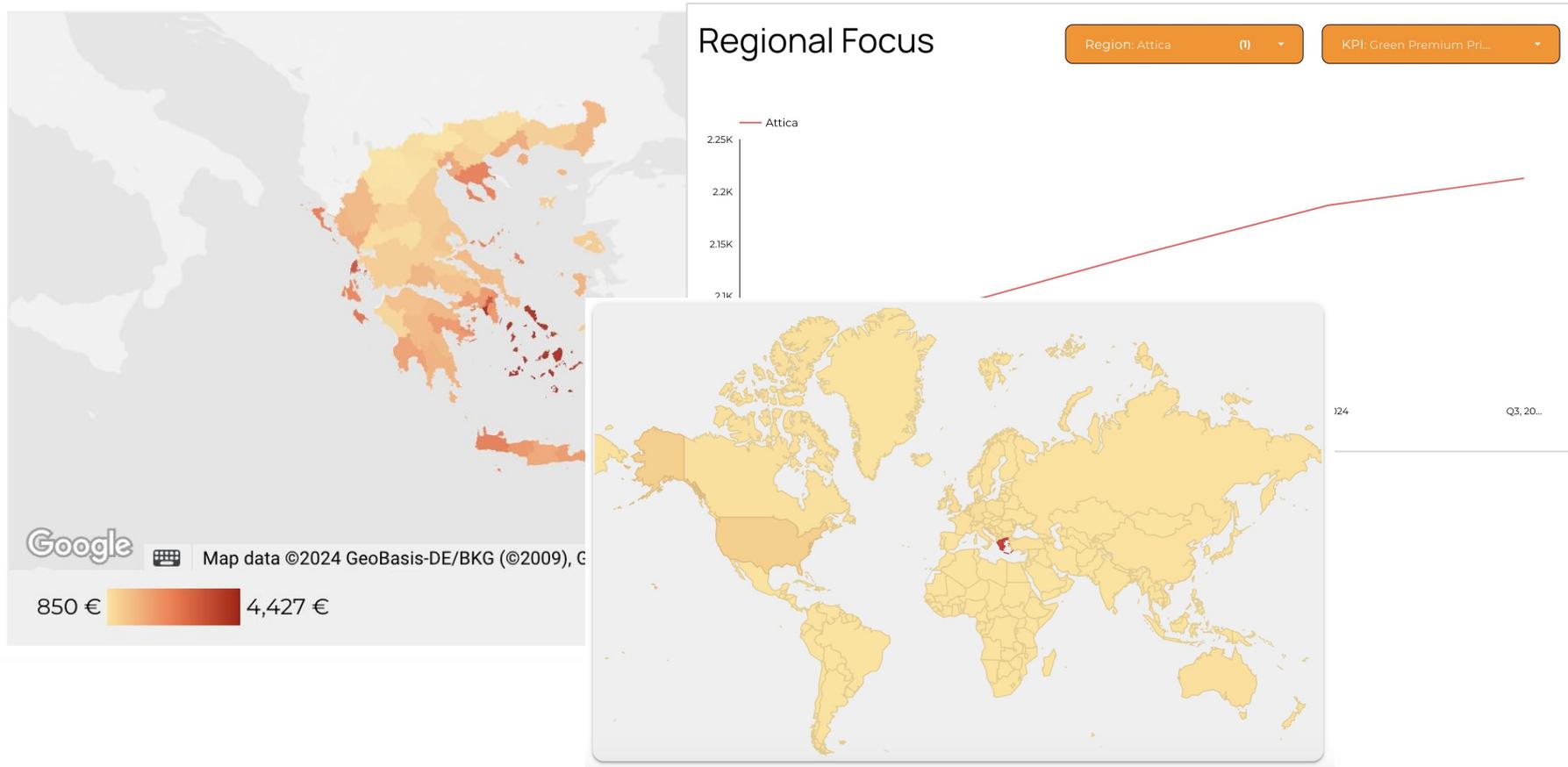
a study prepared

by



spitogatos insights

Spitogatos & Prodexpo Property Pulse



Dashboard

Proptech applications in secured NPL management

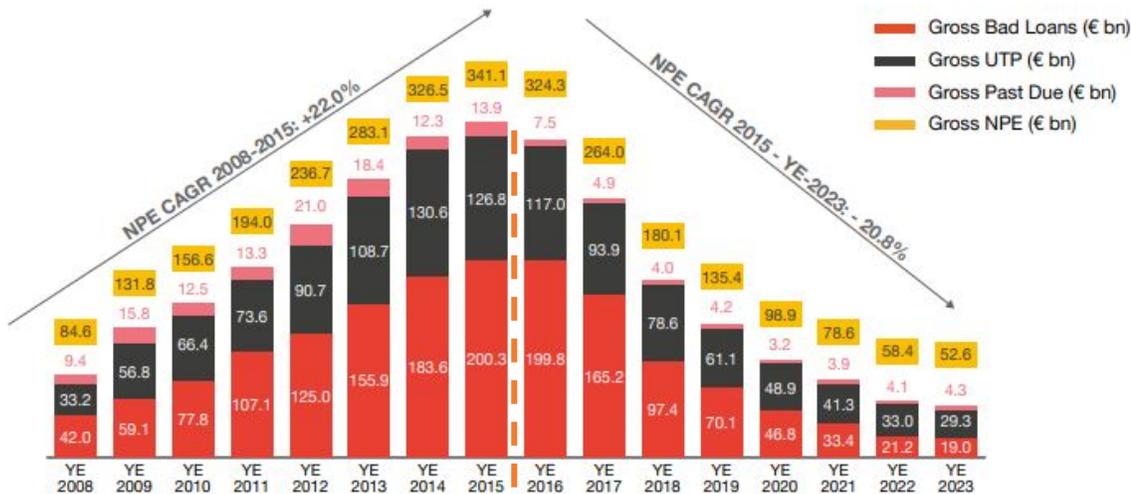


- The **Italian NPL experience** and best practices to share with the Greek market
- The role of **data, visibility and benchmarks** in protecting real estate value
- The **valuation industry** as a key component in the successful workout of secured loans

A SHARED EXPERIENCE OF MASSIVE DELEVERAGING – ITALY & GREECE



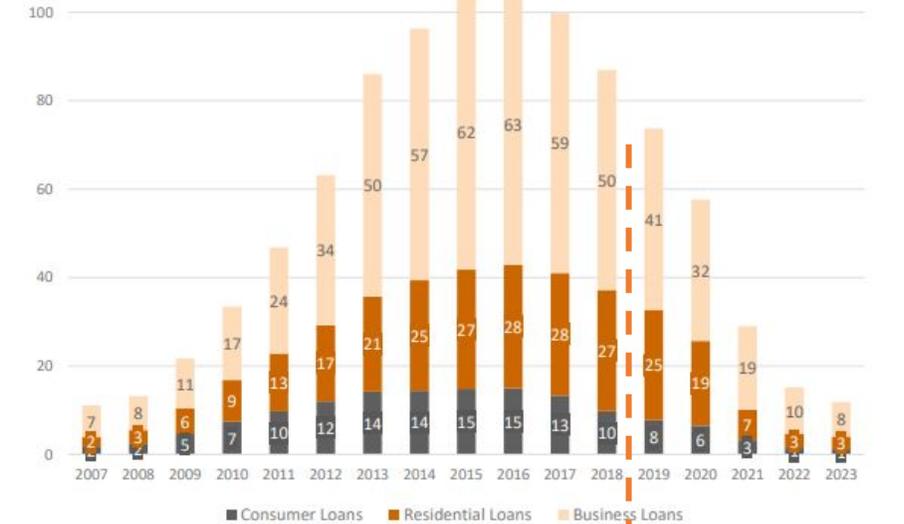
Chart 3: Gross NPE trend



INTRODUCTION OF GOVERNMENT GUARANTEE SCHEME “GACS”

- At peak, **341bn €** of NPLs on bank books
- Down to **52bn €** at the end of 2023
- 46 transactions using GACS for about **118bn € GBV**

NPL Evolution in Greece during and after the crisis OCTANE



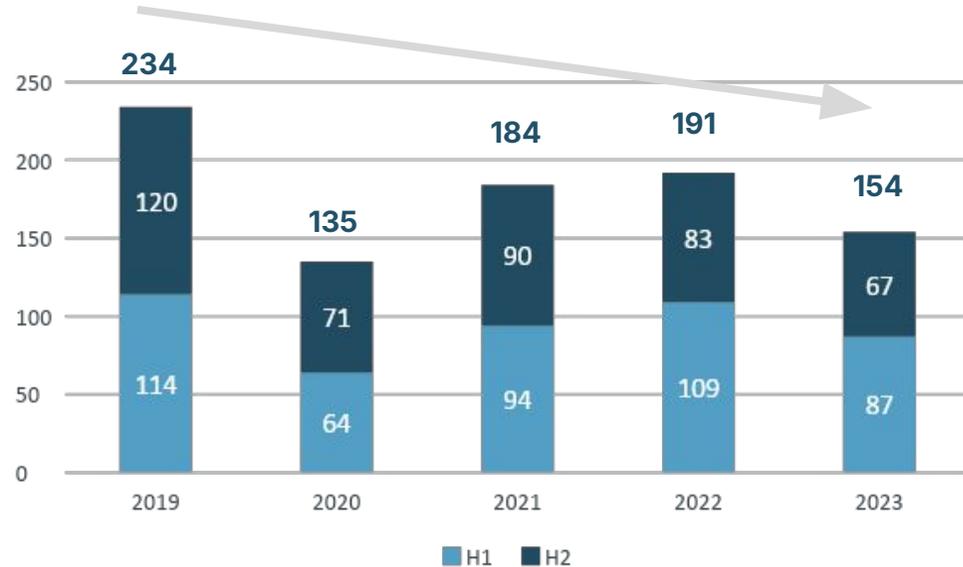
INTRODUCTION OF GOVERNMENT GUARANTEE SCHEME “HAPS”

- At peak, **106bn €** of NPLs on bank books
- Down to **12bn €** at the end of 2023
- 17 transactions using HAPS, reducing NPL ratio to 7.5%

IT'S A SERVICER'S MARKET NOW



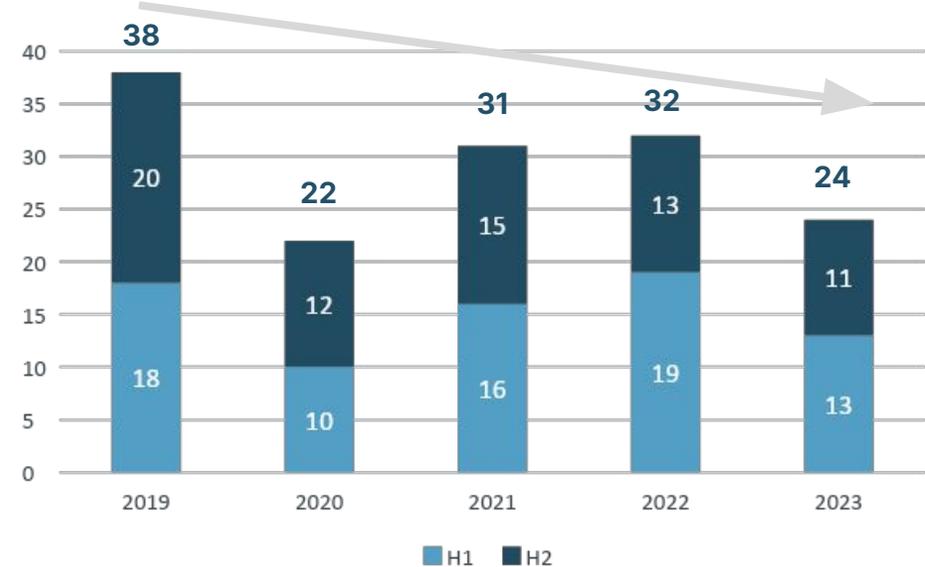
Number of auction attempts (thousands)



Covid greatly **slowed the auction machine down** and it still hasn't bounced back

Except for 2020 during lock-down, **2023 was the worst year for the number of attempted auction sales** in the last 5 years

Initial auction value of property (bln €)

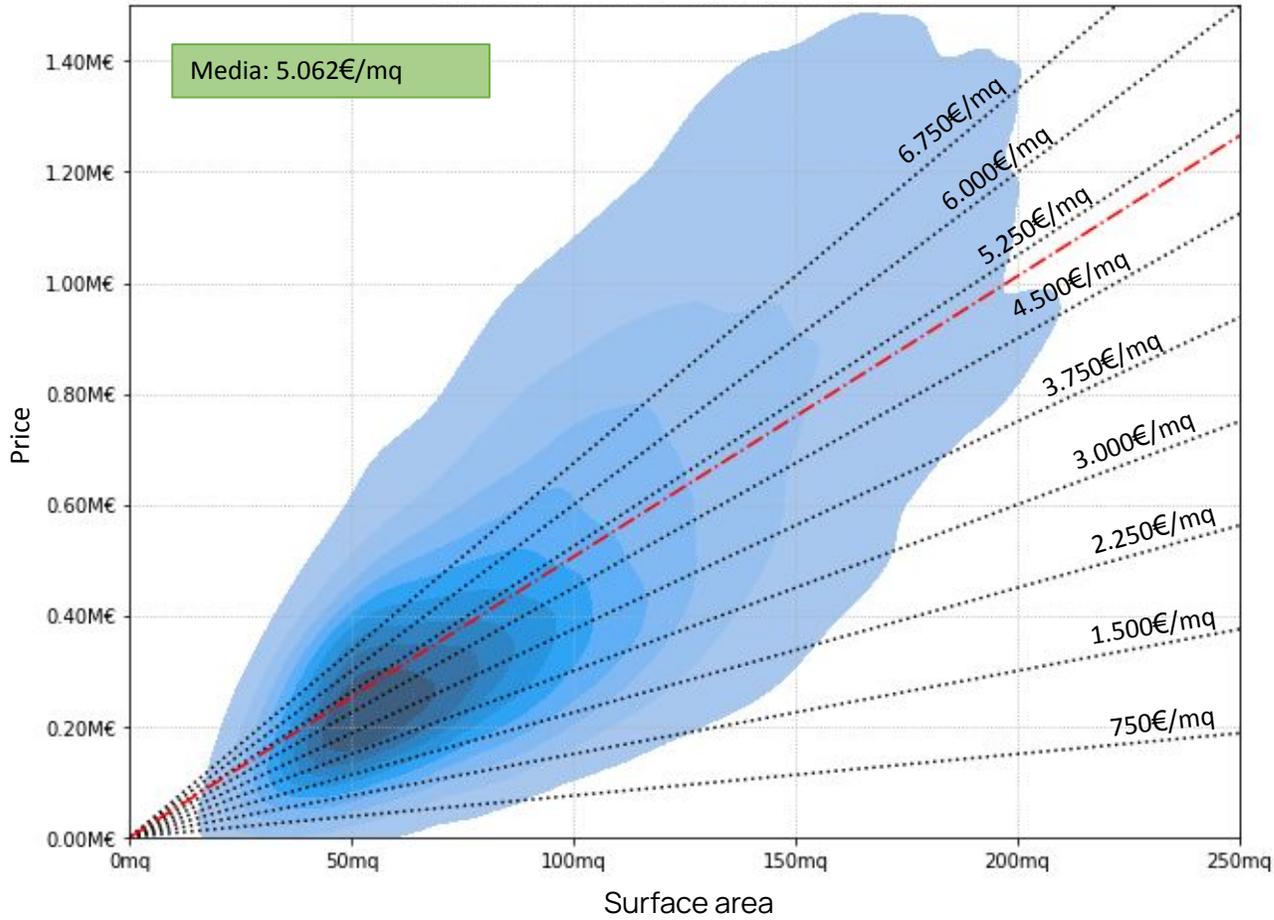


The value of the underlying real estate also dropped significantly in 2023 (-24% over 2022) with a total property value of **24 bln €**

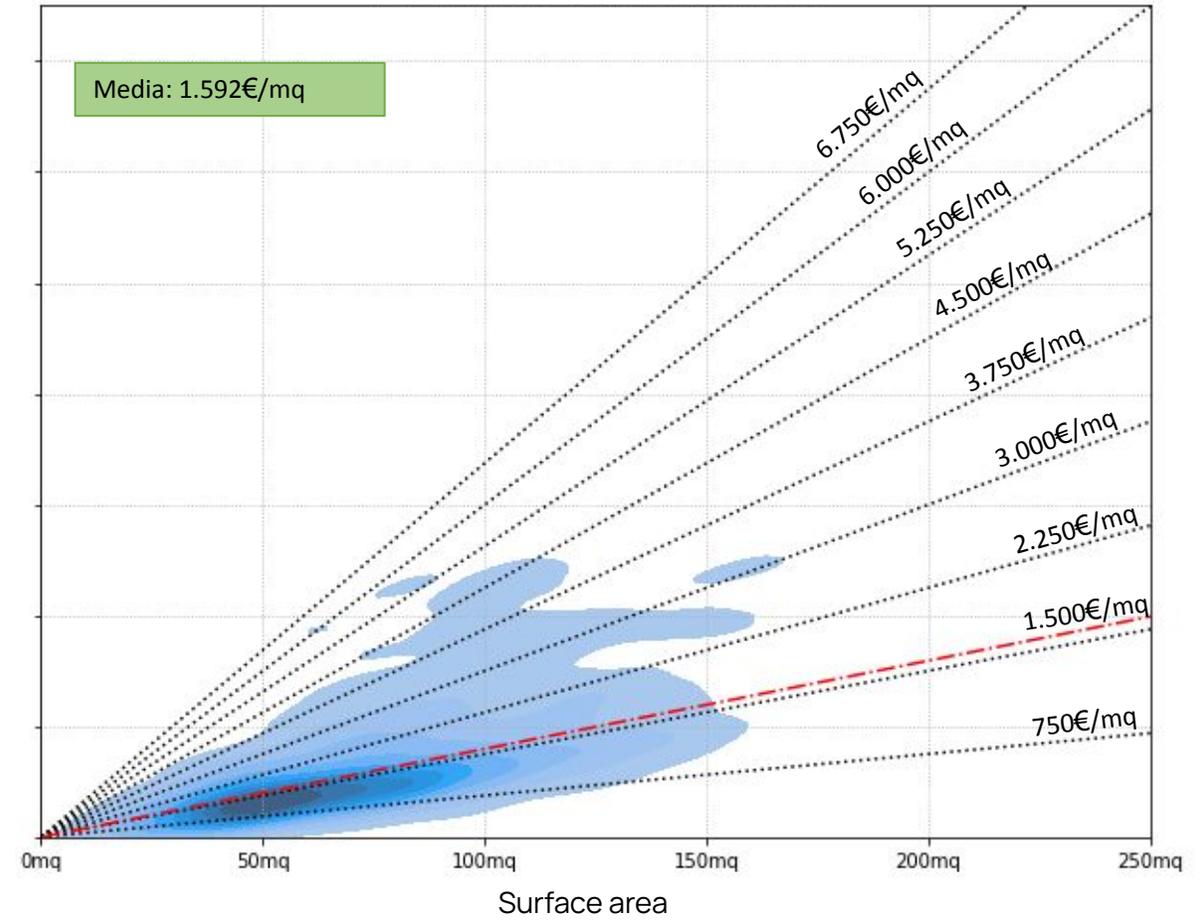
The average **initial auction value is now the lowest** in the last 5 years at 157K versus 165k in 2022).

NOT MUCH HELP FROM THE AUCTION SYSTEM ALONE

Open market values, apartments, Milan

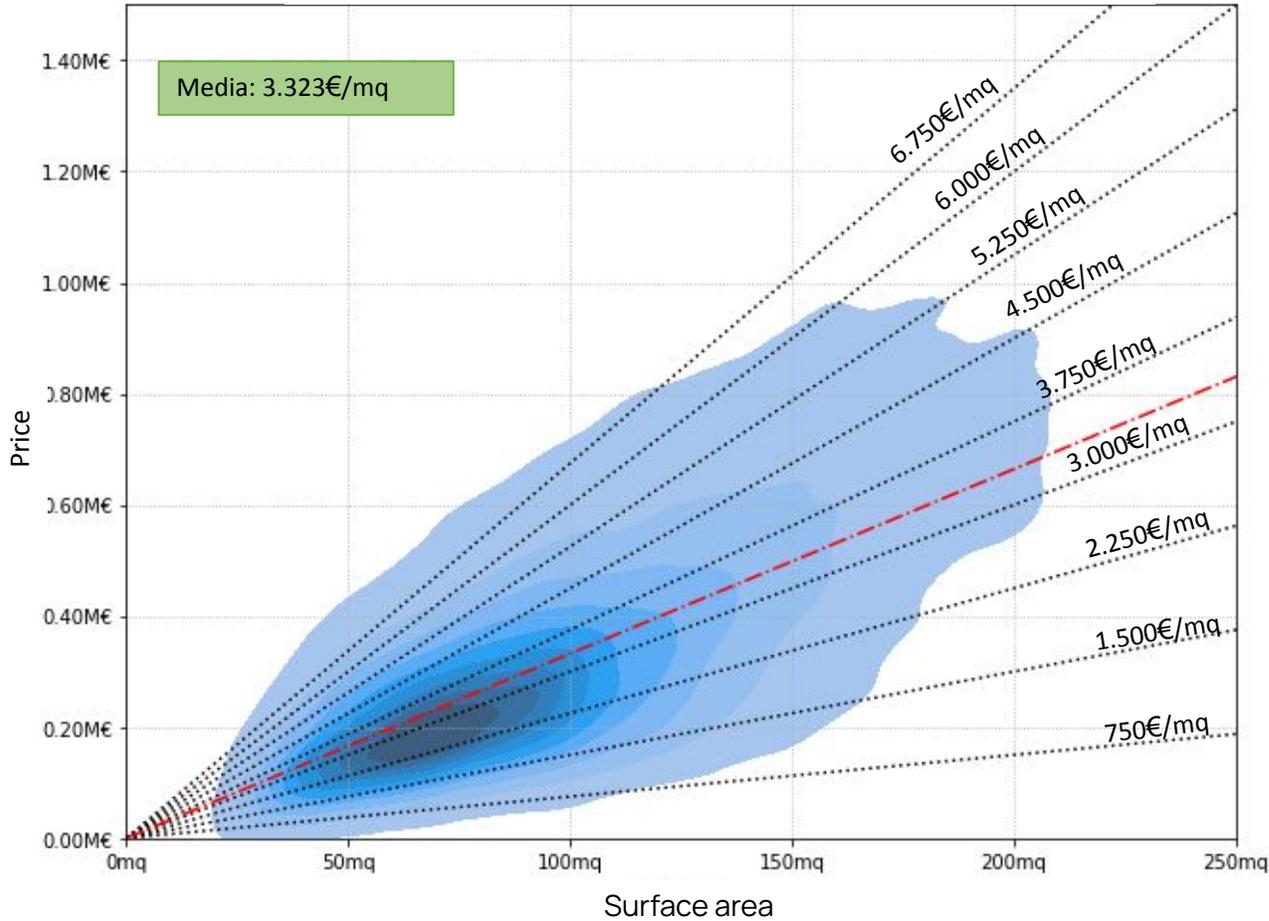


Auction values, apartments, Milan

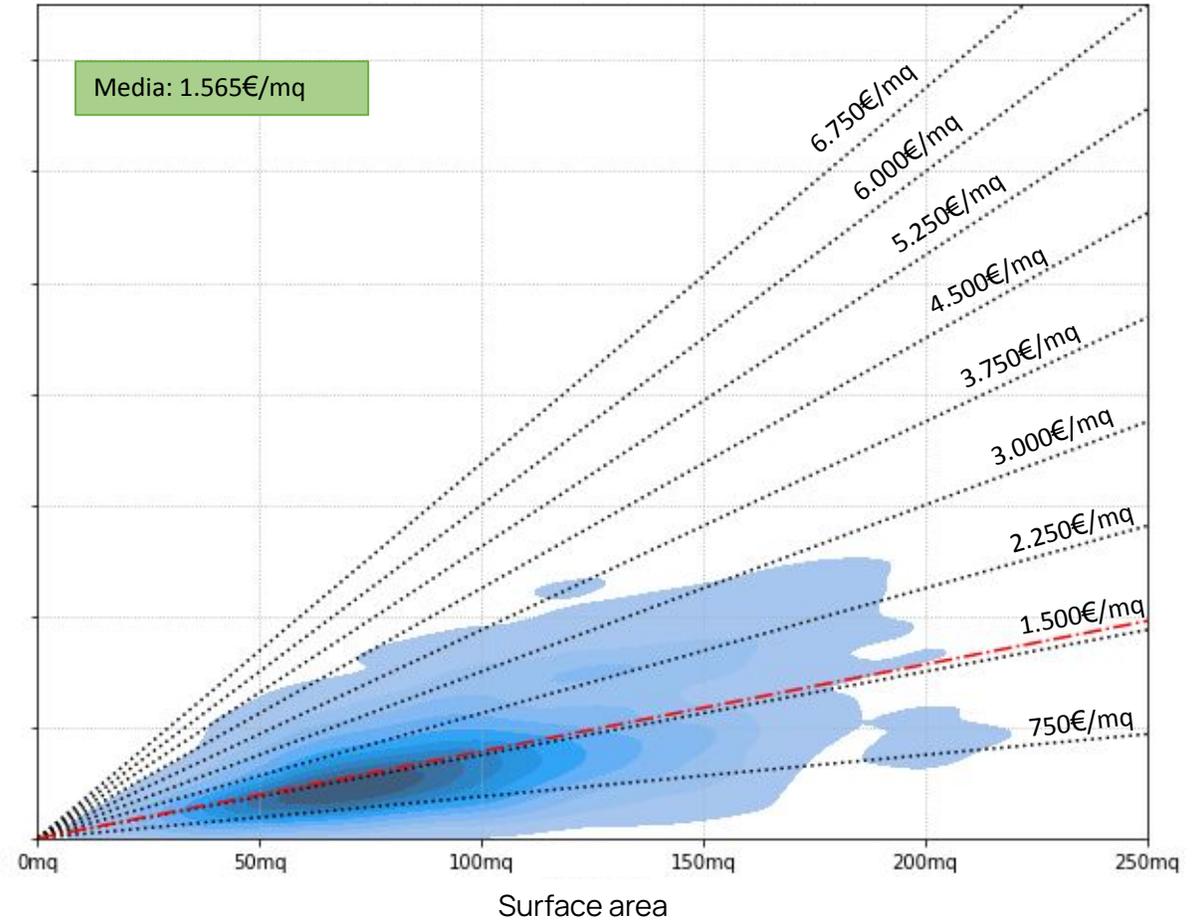


NOT MUCH HELP FROM THE AUCTION SYSTEM ALONE

Open market values, apartments, Rome



Auction values, apartments, Rome



WHAT'S WRONG WITH THE AUCTION SYSTEM?



GOVERNMENT RUN AUCTIONS ARE NOT MASTERS OF VISIBILITY

- **COMPLICATED** PARTICIPATION PROCESS
- **DIFFICULT** TO GET APPOINTMENT TO SEE THE PROPERTY
- PROPERTY CHARACTERISTICS AND PHOTOS **NOT PRESENT OR NOT ADEQUATE**
- AUCTION PORTALS WITH **LIMITED VISIBILITY, REACH AND FUNCTIONALITY**



AUCTIONS BOOSTED BY MAINSTREAM PROPERTY PORTALS

- **ASSISTED** PARTECIPATION PROCESS
- INBOUND **CONTACT MANAGEMENT** AND SCHEDULING
- LISTINGS CREATED CLOSELY **ALIGNED WITH OPEN MARKET PROPERTIES**
- **FULL VISIBILITY** OF THE LEADING PROPERTY PORTAL IN ITALY (IMMOBILIARE.IT)

Avviso immobiliare Base d'asta € 20.000,00

Residenziale
Pubblicato il 02/10/2024

Monzuno (BO)
Località Collina

Plena proprietà su terreni agricoli frammentari e discontinui in prevalenza a bosco ceduo e seminativo. Siti nel Comune di Monzuno località Collina, per una superficie catastale di mq. 141.960 (ha 14 a 19 ca 60). Per ogni Mostra tutto

Procedura
Altre procedure 232/2023 R.G.
Tribunale di Bologna
Udienza di vendita 06/11/2024 [vai all'annuncio](#)

Abitazione di tipo civile
Cod. Inscrizione 2243146

Prezzo base € 135.000,00

23/10/2024 - 10:10 Tribunale di Bologna
SENZA INCANTO

Abitazione di tipo civile
Cod. Inscrizione 2243200

Prezzo base € 152.000,00

23/10/2024 - 10:20 Tribunale di Bologna
SENZA INCANTO

Abitazione di tipo civile
Cod. Inscrizione 2243195

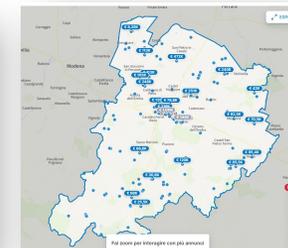
Prezzo base € 195.000,00

23/10/2024 - 10:00 Tribunale di Bologna
SENZA INCANTO

Apartmento affitti via Quiliani, 3, Bologna € 306.000,00

Alloggio in complesso "Palazzo di Montebello 2"

ASTEADVISOR CONSULENTI AZIENDE IMMOBILIARI

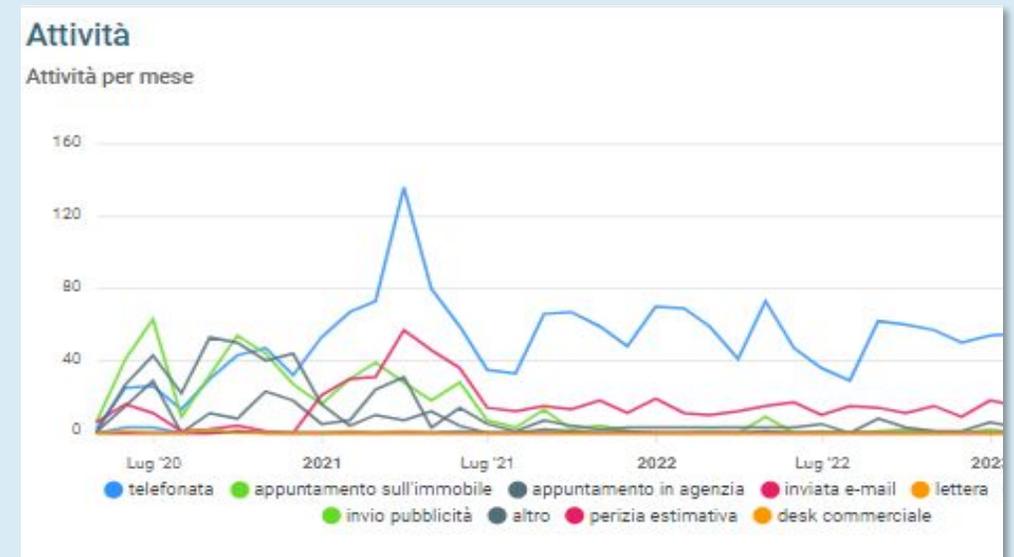
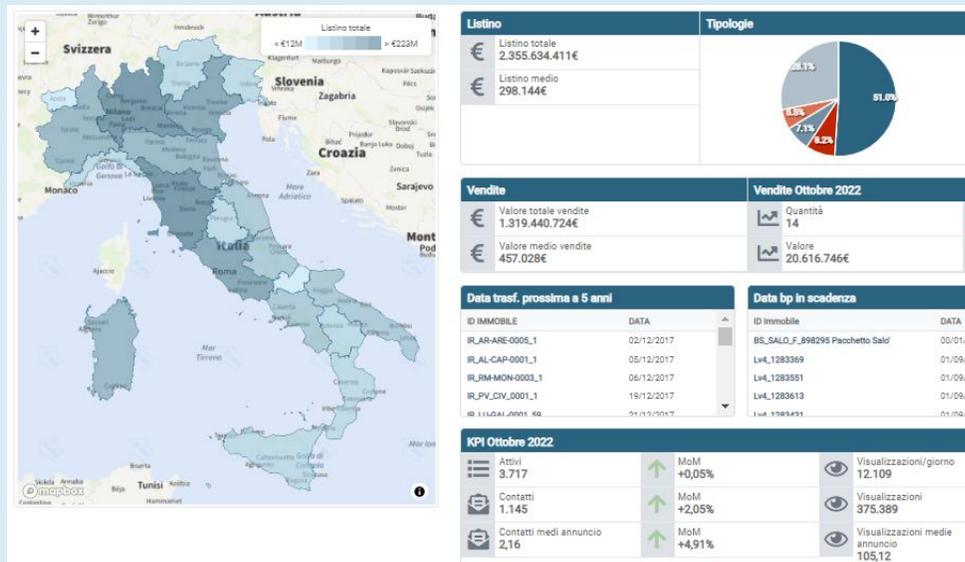


END-TO-END PROPERTY TECHNOLOGY APPLIED TO SECURED NPL MANAGEMENT

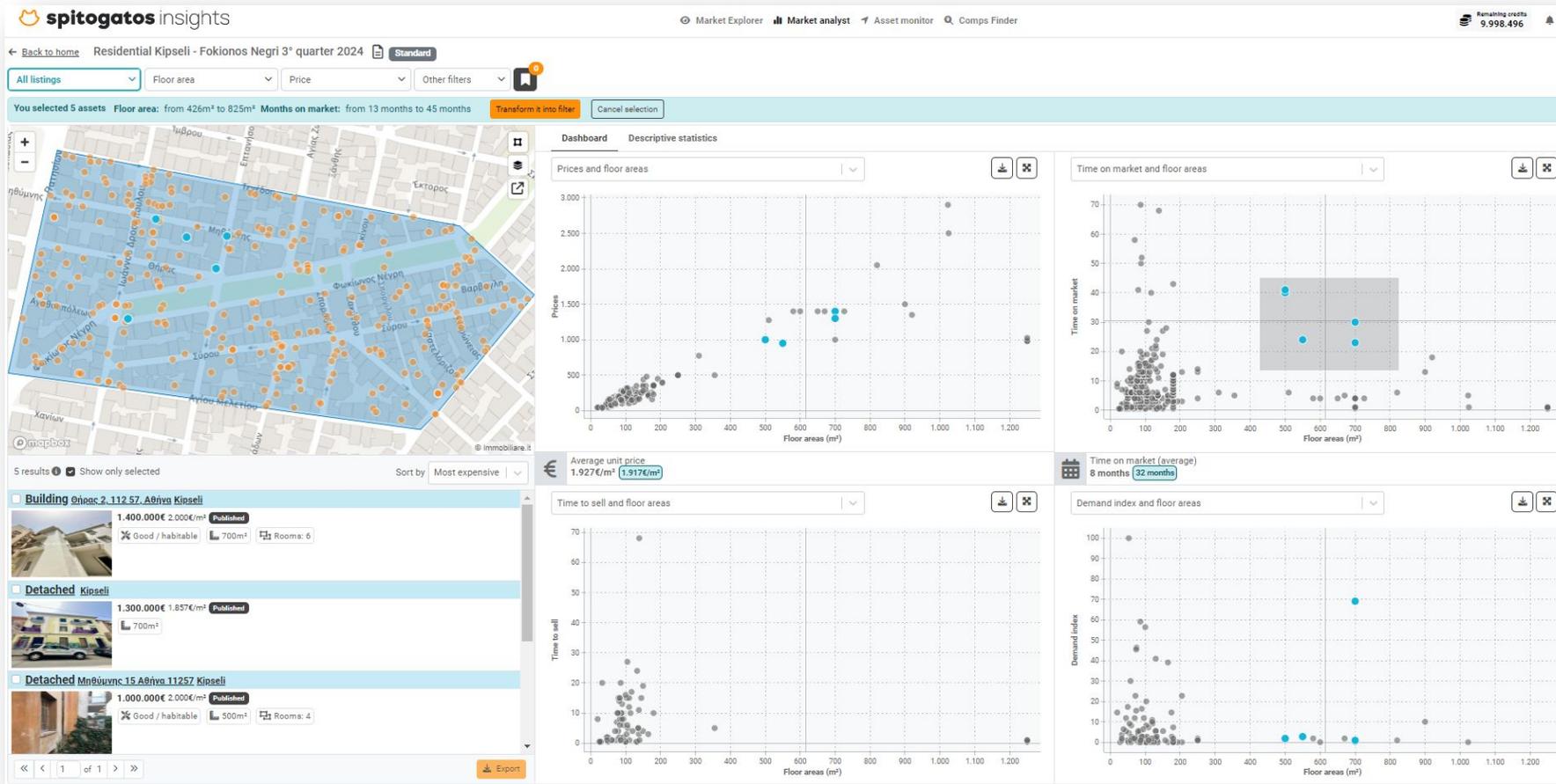
AUCTION FACILITATION



SERVICING PLATFORM



END-TO-END PROPERTY TECHNOLOGY APPLIED TO SECURED NPL MANAGEMENT



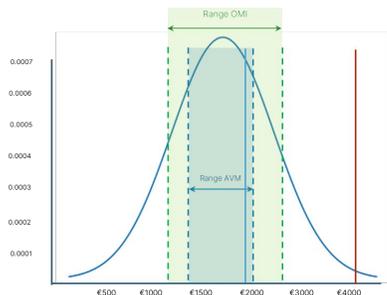
- IMPORT ALL MANAGED PROPERTIES INTO A SINGLE ENVIRONMENT
- CONNECT THAT ENVIRONMENT WITH A LEADING LISTING PORTAL
- POPULATE THE PLATFORM WITH ALL OTHER PROPERTIES ON THE OPEN MARKET
- BENCHMARK THE NPL PORTFOLIO AGAINST THE COMPETITION
- IMPORT CLEAN, DEDUPLICATED COMPARABLES IN REAL TIME

THE VALUATION INDUSTRY'S ROLE IN THE SUCCESSFUL WORKOUT OF SECURED LOANS



BAD VALUATIONS AT ANY STAGE OF THE CREDIT LIFE CYCLE ARE BAD NEWS FOR SERVICERS

- **OVERVALUATION** AT ORIGINATION, WRITE-OFF AT DEFAULT
- OVERVALUATION AT UNDERWRITING OF THE NPL PORTFOLIO **IMPACTS RECOVERY BP**
- AUCTION VALUATIONS **OVER-PENALIZE** CERTAIN ASSETS
- ANY **LACK OF VALUATION STANDARDS** WILL CREATE UNCERTAINTY REGARDING THE VALUE



EMPOWERING VALUERS WITH CERTIFICATION, TRAINING, DATA & TECH ENSURES RELIABLE VALUES

- OVERVALUATIONS AT ORIGINATION **IDENTIFIED THROUGH BACK-TESTING**
- DEPLOYMENT OF **ADVANCED STATISTICAL MODELS** TO COVER ENTIRE PORTFOLIO AT UNDERWRITING
- MULTI-SOURCE **COMPARABLE RETRIEVAL TOOLS** HELP VALUERS SEE THE FULL PICTURE
- **ASSOCIATIONS, STANDARD SETTERS & CERTIFICATION** HELP VALUERS REMAIN IMPARTIAL



TEGOVA
The European Group
of Valuers' Associations



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 gr's talk.