

On the brink of revolution



→ In recent years the real estate market has been one of the fastest-developing segments of the global economy. In Poland, the market is still relatively young, which means **it is subject to what has become its most characteristic feature: change.**

Trends that will define the real estate market in next years, such as artificial intelligence or on-line transactions, **may bring new opportunities, but also new dangers.** To be positioned for success, it's important to have a trusted partner, whose knowledge and experience will help you navigate through changes.



Challenge

How to reduce risk and take advantage of business opportunities in a changing real estate market?



Solution

KPMG experts comprehensively help you **identify and take advantage of business opportunities.**

Real Estate Advisory and Valuation Team services



Property Valuations



Feasibility studies



Asset management



Commercial property due diligence



Highest & Best Use analyses



Catchment area analyses



Brokerage



Market research





Property Valuations

→ For » banks, investment funds and developers

- Assessment of the **Market Value, Fair Value or Reinstatement Costs for all valuation purposes.**
- In some cases, a property valuation requires consideration of special **aspects such as “synergistic value”** or the potential future opportunities a property could gain after changing its use.



Feasibility studies

→ For » banks, investment funds and developers

- Tailored to suit the specific needs of the client, property **feasibility studies concern properties** that are ripe for development, redevelopment, modernisation or extension.



Asset management

→ For » investment funds and other groups of investors

- Asset management advisory comprises **day-to-day asset management and/or pre-acquisition** consultancy. This might hedge against lost property value or might maximise the value.



Commercial property due diligence

→ For » investment funds and other groups of investors

- A detailed **analysis of the property’s commercial aspects**, especially cash flow stability and the risk profile of future rental income.
- Possible identification of **legal risk** (for instance, reprivatisation claims) or **structural failures**.



Highest & Best Use analyses

→ For » banks, investment funds and developers

- Indication of a **potential property use**—technically possible, legally permissible, appropriately justified and financially feasible—which results in the highest value of the property.



Catchment area analyses

→ For » retail developers, banks and investment funds

- Analysis that includes both the number of potential clients in a **retail property’s “catchment area”** and those clients’ purchasing power.
- It takes into consideration competitive retail schemes and **can become part business plans**.



Brokerage

→ For » investment funds, developers and other groups of investors

- Assistance in **finding an appropriate contractor and providing support during negotiations**. Through its extensive database of both national and international contacts, KPMG can deliver brokerage services that connect parties and initiate off-the-market deals.
- **Possible provision of additional services**, such as Highest & Best Use analysis of transacted properties and asset management.



Market research

→ For » all client groups

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