

NUS Department of Real Estate Forges Closer Ties with Realm Business Solutions in Real Estate Education and Research

The Department of Real Estate (DRE) at the National University of Singapore's School of Design & Environment is pleased to announce its partnership with Realm Business Solutions Incorporated, a global leader in providing software solutions in Commercial Real Estate Investment Analysis, to further enhance real estate education and research using advanced technology.

Realm Business Solutions Inc. donated 'ARGUS Software' licenses with a commercial value estimated at SGD\$320,000 to NUS Department of Real Estate. According to Mark Kingston, President and CEO of Realm Business Solutions, "As the Asian commercial real estate market continues to grow and globalize, it is more important than ever to prepare the next generation of leaders in this industry with the tools and training necessary to create the transparent and globally inter-operable market of tomorrow. NUS is an outstanding institution of learning with which we are proud to be affiliated." Through this collaboration, NUS real estate students will have ready access to state-of-the-art computing platforms for commercial property investment analysis.

NUS is the first local institution to receive a donation from Realm, and this is the largest single donation that DRE has received from an industry partner. Many other leading academic centers such as MIT and Stanford have also benefited from Realm donations. NUS Department of Real Estate and Realm Business Solutions signed the licensing agreement on 13 Nov 2006; and the signing ceremony was graced by Mr David Dickinson, Executive Vice President, Research & Strategic Planning, GIC Real Estate.

"NUS Department of Real Estate is pleased to enter into this collaboration with Realm for the provision of the ARGUS software, a widely used real estate analysis and valuation software, for educational purposes. We envisage our graduates in real estate to be well versed in leading state-of-the-technology software such as ARGUS. This would considerably enhance not only the skill set of our graduates, but the standards of the real estate industry as well," says Associate Professor Sim Loo Lee, Head, Department of Real Estate.

"This donation marks an important milestone between NUS Department of Real Estate and Realm," adds Soh Har Pang, Executive Vice President and General Manager of Realm's Asia-Pacific operations. "The partnership with the Department of Real Estate



will bring to the forefront cutting edge technologies pertaining solely to Commercial Real Estate while at the same time giving students ready access to state-of-the-art computing platforms.”

In conjunction with the licensing agreement signing ceremony, the Department of Real Estate hosted a public lecture featuring two prominent experts in the global real estate industry – Professor Jeff Fisher, Dunn Professor of Real Estate and Director, IU Center for Real Estate Studies, Indiana University and Mr Bruce Kellogg, Immediate Past President of Appraisal Institute, who currently serves on the Board of Directors of the Open Standards Consortium for Real Estate (OSCRE) and is also the Managing Director of Cushman & Wakefield, Valuation Advisory Services.

Professor Fisher shared his insight and expertise into the importance of Indices, that measure performance and periodic returns for commercial real estate portfolios. The development of Indices will allow new derivative products to be created which will further provide Asian property investors with multiple avenues to invest in listed



commercial real estate investments.

Furthermore with the growing interest in cross border REITs, the need for indices constructed in a consistent manner in different countries is crucial in order for investors to continue to develop global investment strategies. Prof Fisher’s insights will hopefully open up a new frontier in investment strategies and risk management techniques for listed commercial real estate investments in Singapore and Asia.

Mr. Kellogg further provided an insight into the current means and issues in valuing Asian Real Estate. He then proceeded to show how modern day valuation techniques and risk management can be applied in making real estate investment decisions in Asia.

More than 150 real estate professionals and students attended the public lecture.