

INNOVATORS IN COMMERCIAL REAL ESTATE

NOVEMBER 11, 2019

A rethinking of commercial property management to include creating new user experiences appears to be moving commercial property dynamics in new directions for office and retail.

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PLANNING FOR LOCAL, REGIONAL AND INTERNATIONAL TECHNOLOGY SHIFTS

Smart Buildings/Cities

WHY:

- Increased efficiencies for management of energy, data and user experiences
- Environmental sensitivities
- IoT (Platforms, Applications) Smart Sensors

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How:

- Smart Planning with community, builders
- Understanding technology-IoT (Platforms, Applications), Smart Sensors/Software, PropTech
- Opportunities with Experiential Amenities

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Where:

Examples of locations applying smart city initiatives

- Saudi Arabia, Norway, Stockholm, Copenhagen, Islamabad, Barcelona, Madrid, Amsterdam, China, Dubai, India, Pakistan, Singapore and New York

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Who:

- ▶ www.entic.com/
- ▶ Entic

- ▶ www.Opalus.io
- ▶ Opalus

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Smart Building Research

"These projects confirm that new entrants who are able to demonstrate the business value of their propositions are gaining a foothold in the IoT-enabled commercial real estate market. While the major building technology players are rapidly catching up, disruption is taking place as the market for IoT solutions in buildings starts to mature".

*From an article written by **Daphne Tomlinson**, Independent Senior Research Associate at Memoori.*

URL:

<https://memoori.com/commercial-real-estate-firms-embrace-proptech-iot-platforms-apps/>

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In Closing,

Thank you for your time and questions!
Have a safe Veterans Day

Paul Martis-Commercial Real Estate Broker