

Knowledge
that adds value



Agenda

- Short presentation of NAI Svefa
- Information structure - datasources
- Products/services
 - *RealEstate*
 - *NewFoptiwin*
 - *Indexes*
 - *Property Search (in case of time)*
- Questions

NAI Svefa in brief

FACTS

- Independent qualified property consultants
- Sales: SEK 150 million
- Staff-owned since 1997
- 17 offices – from Malmö to Luleå, Sweden
- 130 employees
- 30 authorised appraisers
- Quality and environment
- ISO 9001 and 14001

OFFERING

- Valuation & Analysis
- Property Information
- Transactions & Leasing
- Land Development & Property Development
- Land & Forest

CLIENTS

- Property owners
 - Improving landholdings or properties through profitable projects
- Banks and funds
 - Authorised appraisers throughout Sweden
 - Property information
 - Critical business-risk analysis
 - Land law
- Municipalities
 - Strategic advisory services
 - Support in planning processes and property management
- Government agencies
 - Law and order services
- Infrastructure owners
 - Holistic perspective on land-access processes

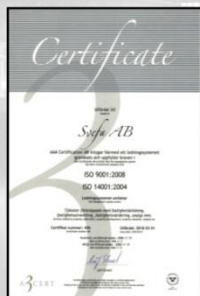
PROFESSIONAL ADVICE

- Swedish Property Market
 - Focus on 24 locations
- Swedish Property Market
 - Focus on forest properties



NAI Svefa in brief – cont.

- NAI Svefa is one of Sweden's largest property consultancies with a nation-wide organisation spread over 17 offices, from Luleå in the north to Malmö in the south. NAI Svefa has a total of 130 employees.
- Sales total approximately SEK 150 million, of which half originate from the private sector and half from the public sector.
- The company is a member of the international NAI Global network, with 8,000 consultants in 55 countries. NAI is one of the world's largest property-market networks.
- NAI Svefa is one of Sweden's largest appraisal institutes with appraisers authorised in accordance with Swedish professionals for the built environment (Samhällsbyggarna) and RICS.



With strong local presence, membership of the international NAI Global network and access to market-leading information systems, our consultation is based on extensive knowledge of local, regional and global property markets.



Background and core values

FACTS

NAI Svefa is one of Sweden's largest and leading consultancies in the field of property economics and property advisory services, property appraisal and real estate law, with offices in 17 locations in Sweden, from Lulea in the north to Malmö in the south. NAI Svefa employs approximately 130 consultants throughout Sweden, 30 of whom are authorised appraisers and all of whom are covered by liability insurance. The company is registered for VAT.

HISTORY

NAI Svefa was established in 1995 through the incorporation of parts of Lantmäteriet Fastighetsekonomi. This background provides the company with 350 years of tradition and a solid foundation of impartiality. The company has been staff-owned since 1997. NAI Svefa has no connections or interests in credit institutions, interest organisations or other players in the property industry.

EDUCATION AND DEVELOPMENT

At NAI Svefa, consultants undergo continuous further training in order to keep abreast of developments in property market and of changes in laws and regulations. NAI Svefa also conducts extensive education in property economics, property law and the Environmental Code on behalf of universities and colleges.

LEADING PARTNER

Our stated objective is to be a leading partner to our customers in all areas of our operations and to work with management and process support.

OUR PLEDGE TO CUSTOMERS

Our pledge to customers – Knowledge that adds value – entails continuously striving for your success and the success of your business. An important premise for this is our core values.

CORE VALUES

Our values are the guiding principles in our day-to-day operations. They inspire solidarity, enthusiasm and clarity in our internal operations, and show how we create added value for our customers.



Our clients

PROPERTY COMPANIES

VASAKRONAN

KUNGSLEDEN

SKANSKA



AMF Fastigheter

Folksam

CASTELLUM

rikshem

Hemfosa
FASTIGHETER



HUFVUDSTADEN

BANKS

Nordea

Handelsbanken

SEB

Danske Bank

Swedbank

SBAB

GOVERNMENT AGENCIES

LANTMÄTERIET

TRAFIKVERKET

NATUR
VÅRDS
VERKET

Kronofogden

Skatteverket

MUNICIPALITIES



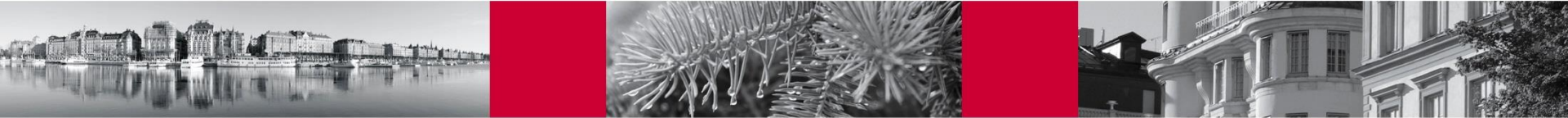
DANDERYDS
KOMMUN



Upplands Väsby
kommun

Public sector accounts for half of our sales.

Our business offering



PROPERTY DEVELOPMENT

We offer guidance to our customers throughout the process of a property-development project. From concept and vision, through the development plan, to the business plan and implementation.

TRANSACTIONS

Transactions involve qualified brokerage services for commercial and public properties and property companies, development properties and properties for future development, and advisory services in conjunction with transactions. With NAI's international network of more than 8,000 employees in 55 countries, the largest markets and largest players are within reach.

VALUATION

We have more than 30 property appraisers who appraise the value of all types of objects, including commercial properties, specialist properties and land for future development. We offer the best databases and geographic spread in the market, and we are completely impartial.

ANALYSIS

With local market presence throughout Sweden and the market's best databases, we offer expert consultation and comprehensive analyses that shed light on new business opportunities and provide decision-making support for your operations.

LAND DEVELOPMENT

We are present as strategic advisors and project managers throughout the planning and implementation phases, whether it concerns municipal processes or plans for infrastructure development. We are experienced in handling political processes and working with the support of and in dialogue with concerned parties. We work together with government agencies, municipalities, private developers and property owners.

With our solid expertise in Swedish property law as a foundation, we provide property-registration services that improve property holdings and guide customers through property law and administrative processes.

We help all the relevant parties to reach an agreement concerning the right routes for land access in conjunction with the planning and expansion of infrastructure.

LEASING

Brokerage and rental of commercial premises, such as offices, stores and logistics facilities. We are active in project leasing, market research, consultation and supply and demand analysis.

PROPERTY INFORMATION

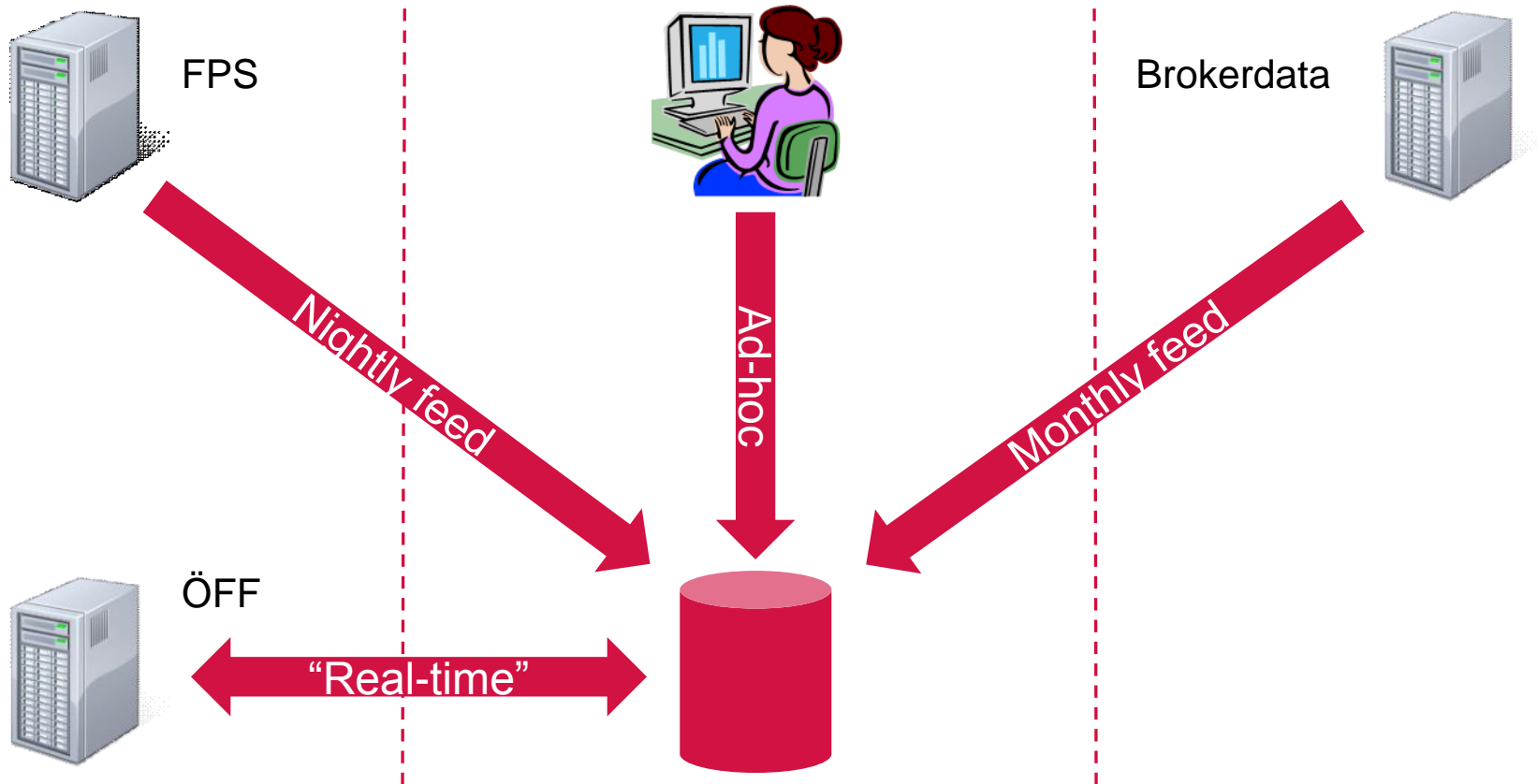
Market leader in property information for commercial banks and property owners with high-quality systems for valuation, property searches and local price information. We also offer customised property extracts from Lantmäteriet (The National Land Survey of Sweden).

LAND & FOREST

NAI Svefa is Sweden's only nation-wide independent appraiser of forest properties and farms. Our appraisals are frequently used as documentation in legal situations, negotiations and for credit grants. Property owners receive a single authoritative document indicating the entire property's future potential.

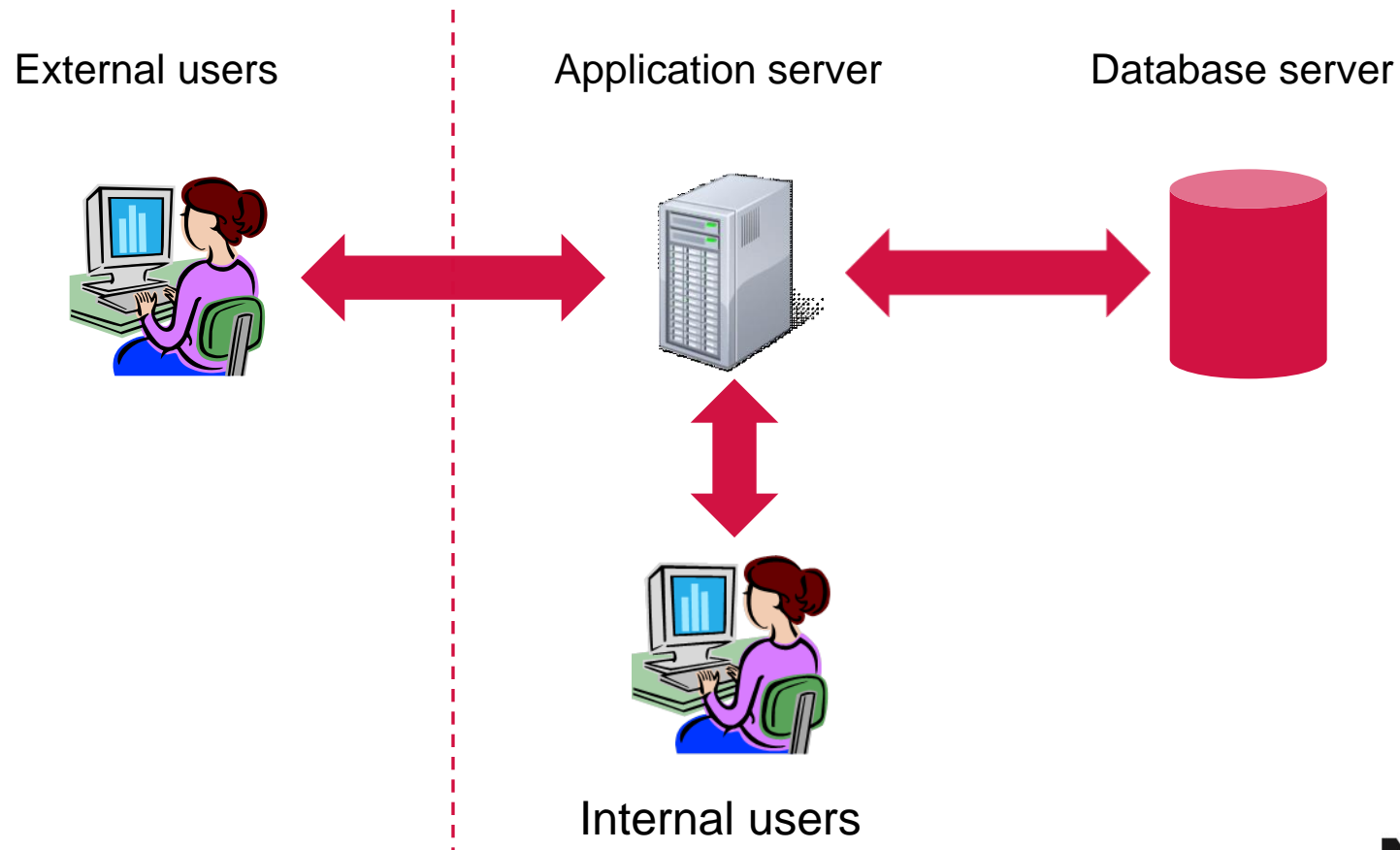
Datasources

- Property register (ÖFF)
- Price register (FPS)
- Brokerdata (Mäklarstatistik)
- Manual input made by Svefa appraisers (Svefa)



RealEstate

RealEstate is a web-based query tool that allows professional users/clients to query our database using almost every underlying attribute/data field in the database as a query criteria.



RealEstate cont.

Antal hämtade kartor från Lantmäteriet: 0 Kostnad för hämtade (LM) bilder: 0 SEK

Teckenförklaring | **Adress sök** | **Urval** | **Marknadsinformation**

Urval småhus | Info PVO/VO

Geografisk **PVO**

- Blekinge län (10)
- Dalarnas län (20)
- Gotlands län (09)
- Gävleborgs län (21)
- Hallands län (13)
- Jämtlands län (23)
- Jönköpings län (06)
- Kalmar län (08)
- Kronobergs län (07)
- Norrbottens län (25)
- Skåne län (12)
- Stockholms län (01)
- Södermanlands län (04)
- Uppsala län (03)
- Värmlands län (17)
- Västerbottens län (24)
- Västernorrlands län (22)
- Västanorrlands län (19)
- Västra Götalands län (14)
- Örebro län (18)
- Östergötlands län (05)

Typkod | **Ägarkategori**

- 2xx Småhusenheter

Fängestyp

- Normala
- Exekutiva
- Övriga

Bebyggelsestyp

- Friliggande
- Kedjehus
- Radhus

Belägenhet

- Strand
- Strandnära
- Ej strand

Antal ingående

- 1 eller fler
- 1 fastighet
- fler än 1

Under byggnad

- Ja
- Nej

Överlåtelseform

- Lagfart
- Tomträtt

Adress: _____
Fastighet: _____
Använd kartgränser

Köpedatum	2012-05-08	Nybyggn.år	1980
Köpesumma		Värdeår	
K/T	0,75 3	Värdeyta	
Boyta	100	Tomtens areal	
Biyta		Stöp	

Taxeringsperiod

Taxv-12, K/T-12, Vomr-12

Rensa formulär
Sök

#	Län	Kommun	Vo	Typkod	Fastighet	Adress	Köpedatum	Pris Tkr	Kr/Kvm	K/T	TotalAreal	Belägenhet	Värdeyta	Boarea	Biarea	Värdeår	Nybyggn.år	Standardpoäng	Bebyggelsestyp	Överl.
1	Uppsala län	Uppsala	0380600	220	BERGSBRUNNA 9:1	Dragonvägen 3	2013-04-12	3 838	27 739	1,44	621	1 845	144	139	11	1996	2003	30	01	01
2	Uppsala län	Uppsala	0380611	220	DANMARK 24:2	Åkerholmsvägen 16	2013-04-03	5 900	32 778	1,8	1 078	04	180	180	10	2011	2011	33	01	01
3	Uppsala län	Uppsala	0380932	220	NÄS-FOCKSTA 6:11	Näs-Focksta 23	2013-04-02	4 025	20 125	1,31	1 299	04	202	200	11	2008	2008	28	01	01
4	Uppsala län	Uppsala	0380932	220	LÄBY-ÖSTERBY 4:18	Läby Soläter 37	2013-03-25	2 595	18 021	1,38	681	04	150	144	30	1997	1997	32	02	01
5	Uppsala län	Uppsala	0380541	220	GAMLA UPPSALA 21:101	Arkeologvägen 9	2013-03-20	3 175	27 609	1,34	176	04	127	115	60	2007	2007	28	03	01
6	Uppsala län	Uppsala	0380518	220	HERRHAGEN 1:11	Herrhagens Byväg 68	2013-03-15	3 800	28 788	1,61	749	04	132	132	0	2003	2003	28	01	01
7	Uppsala län	Uppsala	0380518	220	BERTHÅGA 35:49	Herrhagsvägen 22D	2013-03-01	3 625	23 693	1,44	466	04	153	153	0	2002	2002	28	02	01
8	Uppsala län	Uppsala	0380522	220	SVARTBACKEN 36:31	Svartbackegatan 48B	2013-03-01	4 450	38 362	1,49	144	02	116	116	0	1985	1985	33	03	01
9	Uppsala län	Uppsala	0380536	220	LILLSKOGEN 1:127	Hultvägen 58	2013-02-25	4 220	21 100	1,03	776	04	200	200	0	2006	2006	33	01	01
10	Uppsala län	Uppsala	0380536	220	SÄVJA 70:2	Linvägen 42	2013-02-22	5 050	36 331	1,56	833	04	139	139	0	2008	2008	30	01	01
11	Uppsala län	Uppsala	0380539	220	SÄVJA 50:18	Ölandsresan 55	2013-02-22	2 595	20 595	1,39	232	04	126	126	0	1985	1985	29	02	01
12	Uppsala län	Uppsala	0380518	220	BERTHÅGA 51:35	Kiselvägen 18	2013-02-20	3 755	30 779	1,48	415	04	124	122	8	2006	2006	32	01	01
13	Uppsala län	Uppsala	0380611	220	DANMARK 29:4	Elgboistavägen 7	2013-02-14	4 100	24 848	1,5	983	04	165	165	0	2010	2010	28	01	01
14	Uppsala län	Uppsala	0380518	220	BERTHÅGA 51:5	Kiselvägen 10	2013-02-11	2 895	27 837	1,42	280	04	105	104	7	2007	2007	28	02	01

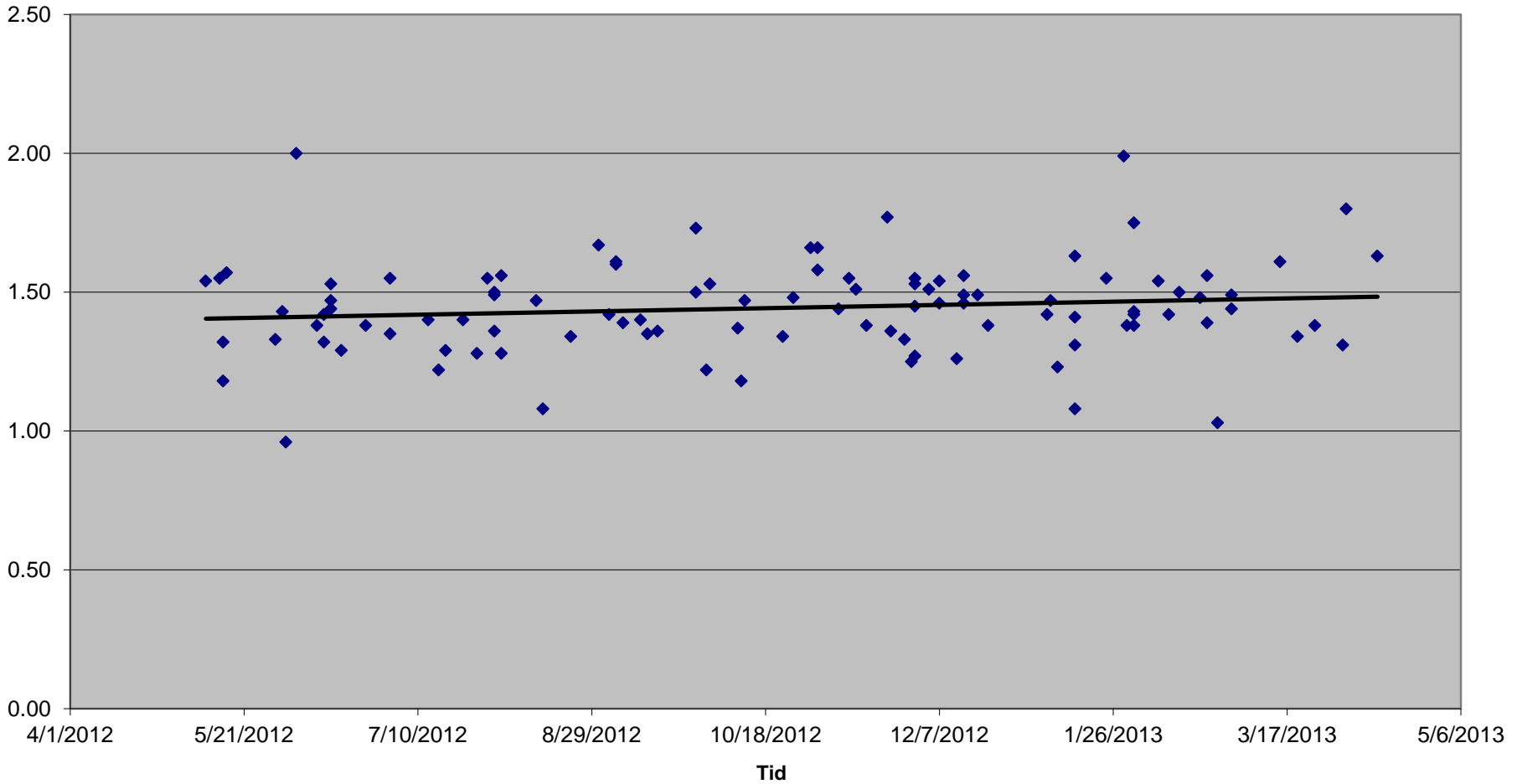
Gallra | Angra senaste gallring | Angra alla gallrade | Detalj information | Exportera till Excel | Hjälp | Lokalisera på kartan

Map width: 13315 m | Map scale: 599 m/cm | Northing: 6636915, Easting: 653344

100%

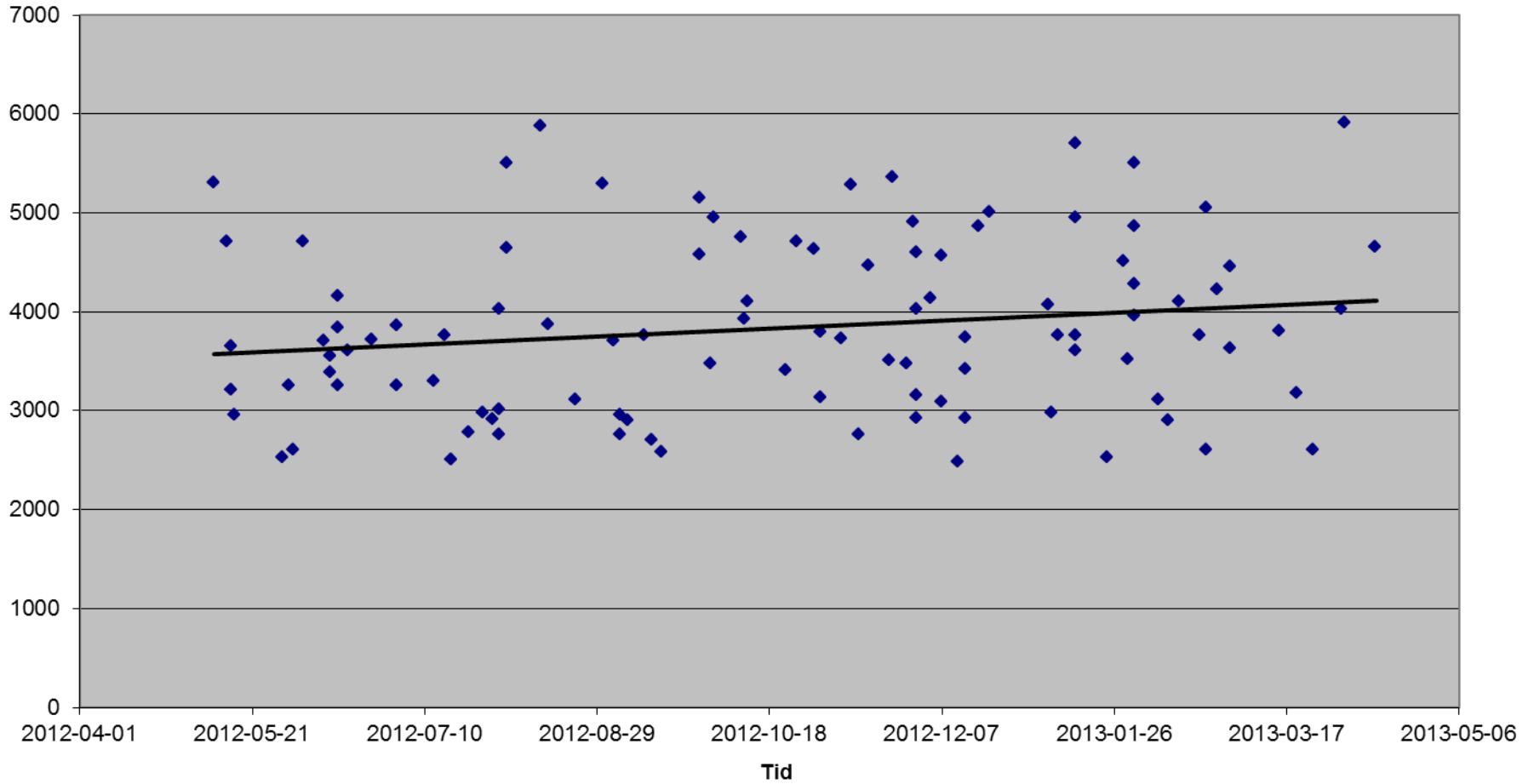
RealEstate cont.

K/T - development over time



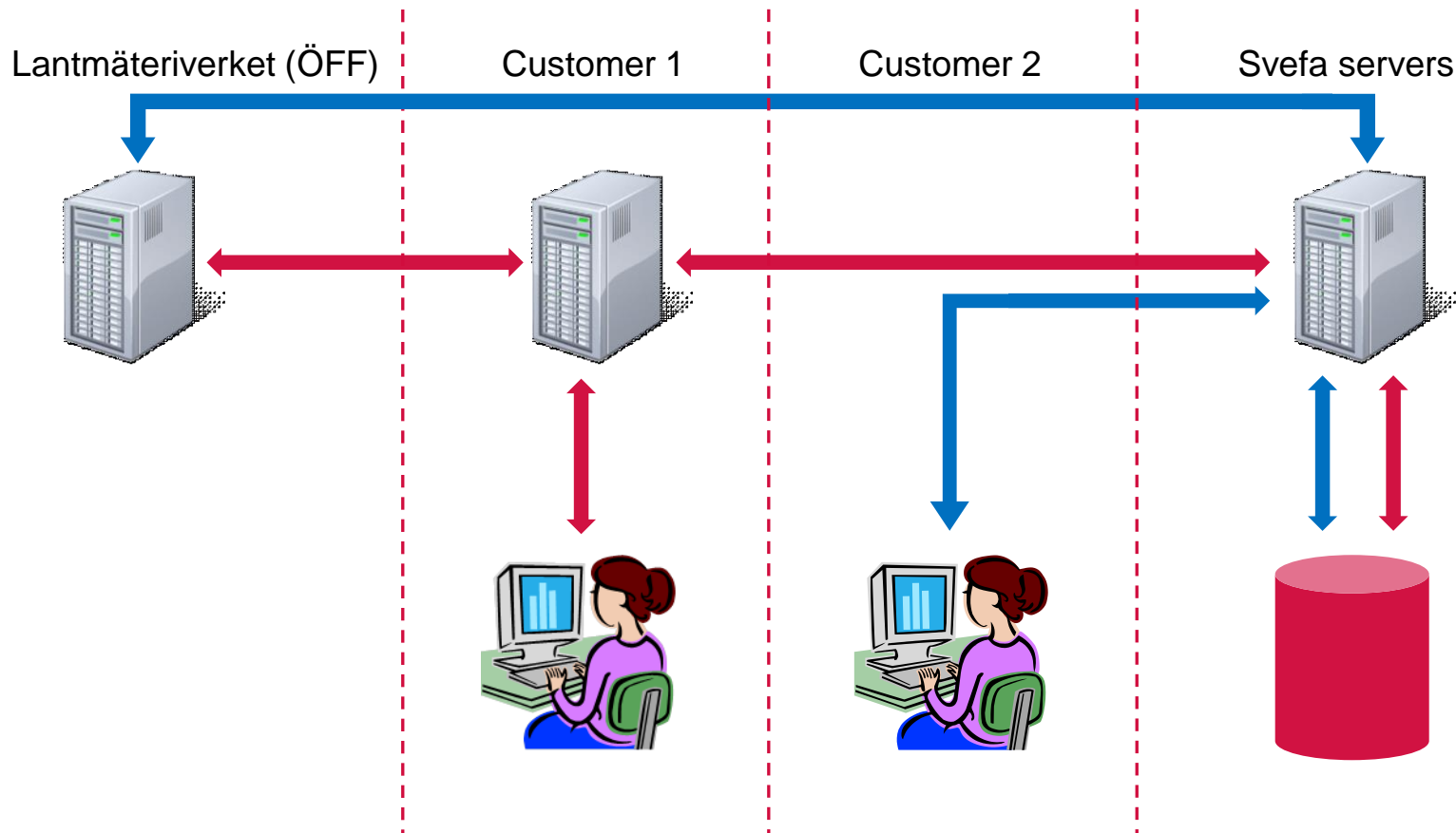
RealEstate cont.

Price/time



NewFoptiwin

NewFoptiwin is a AVM-system for houses (taxcode 220 and 221). It's based on the comparable sales method and uses attributes/data from ÖFF (taxpart) and FPS in it's calculation. The model (or competing models) are used by virtually all Swedish banks.



NewFoptiwin cont.



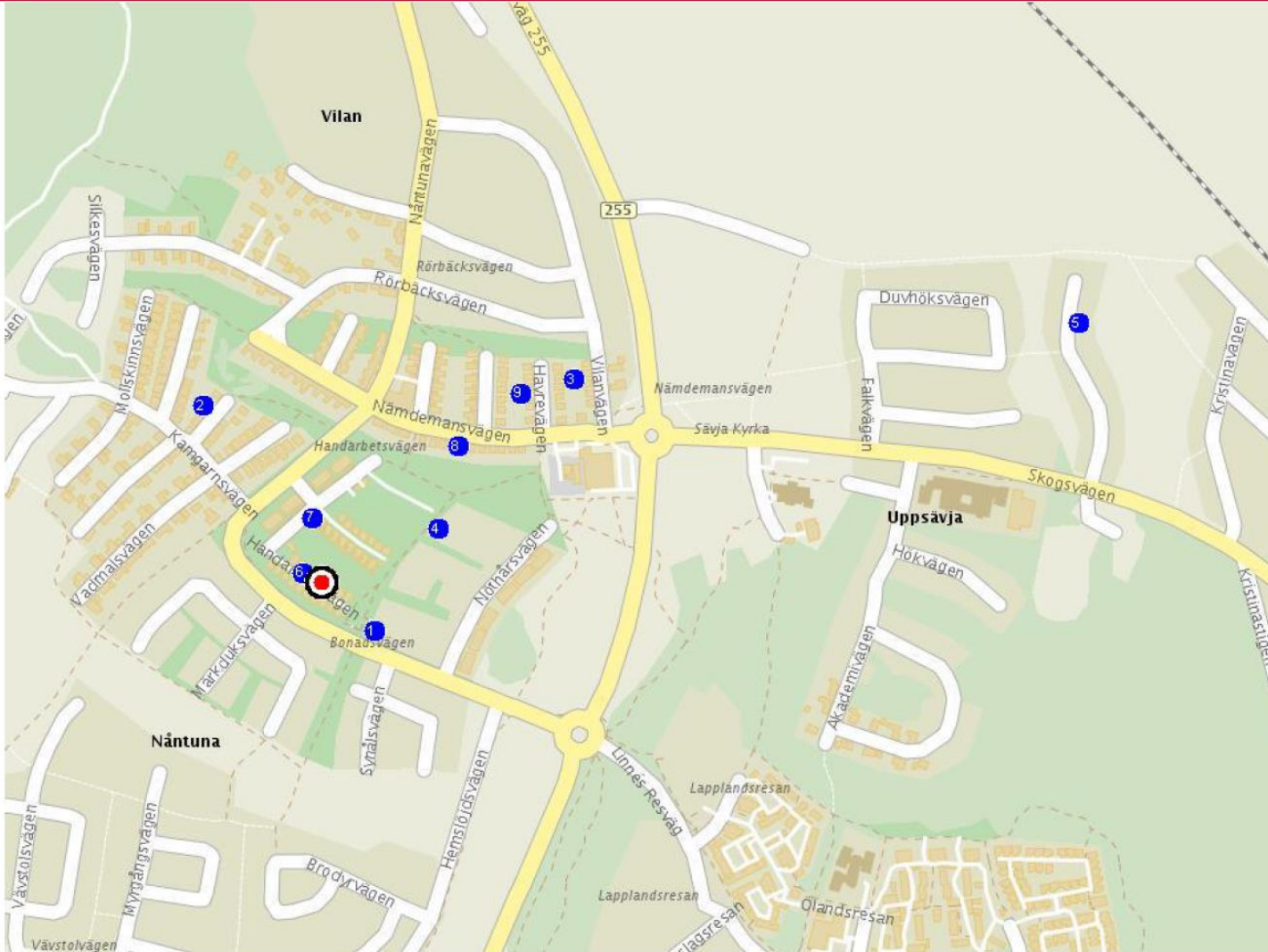
Fastighet					
Fastighet	Län	Kommun	Församling	Värdeområde	Areal
SÄVJA 32:34	UPPSALA	UPPSALA	05	380536	379
Typkod	Taxvärde	Boyta	Nybyggnadsår	Standardpoäng	Bebyggelseyp
220	2 340	135	1976	30	02
Värdeyta	Värdeår	Belägenhet	Under byggnad	Typdel	
135	1976	04	N	01	
Jkod mark	Jkod byggnad	Antal mark	Antal byggnad	Lika mark	Lika byggnad
00	00	1	1	1	1

Värderingsresultat						
Marknadsvärde	Standardavvikelse	Träffnivå	Kr/Värdeyta(V-yta)	Marknadsvärde/Taxvärde	Värdetidpunkt	Nivå Jmfköp
3 645	406	VO	27 000	1,56	2013-04-26	1

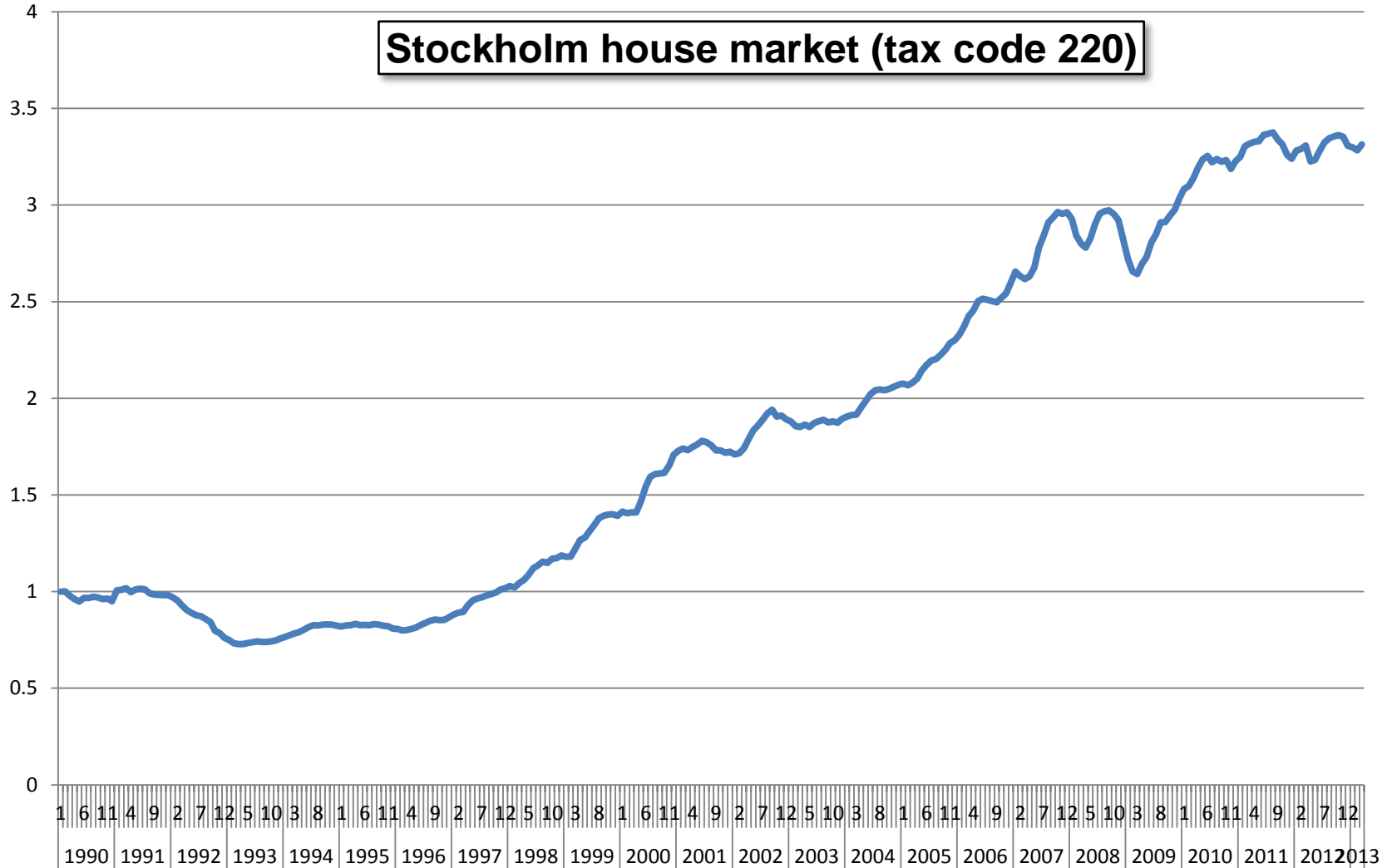
Jämförelseköp																
#	Län	Kom	Förs	Värdeomr.	Fastighet	Adress	Boyta	STDP	Värdeyta	Värdeår	Areal	Taxvärde	Köpedatum	Pris	K/T	Kr/V-yta
1	03	80	05	380536	SÄVJA 1:14	Nöthårsvägen 16	135	29	135	1974	273	2 199	2013-03-01	3 650	1,66	27 037
2	03	80	05	380536	SÄVJA 1:53	Kypertvägen 8	133	28	133	1977	416	2 289	2013-03-01	3 800	1,66	28 571
3	03	80	05	380536	NÄNTUNA 5:97	Vilanvägen 10	158	33	160	1970	507	2 718	2012-12-19	3 560	1,31	22 250
4	03	80	05	380536	SÄVJA 25:27	Nöthårsvägen 68	139	27	139	1978	393	2 263	2012-12-03	3 870	1,71	27 842
5	03	80	05	380536	SÄVJA 43:3	Fiskgjusevägen 31	150	29	150	1977	355	2 403	2012-07-12	3 845	1,6	25 633
6	03	80	05	380536	SÄVJA 32:36	Handarbetsvägen 66	144	30	144	1976	384	2 407	2012-06-15	3 900	1,62	27 083
7	03	80	05	380536	SÄVJA 32:22	Handarbetsvägen 60	135	27	135	1976	375	2 209	2012-05-30	3 600	1,63	26 667
8	03	80	05	380536	NÄNTUNA 5:84	Nämndemansvägen 14	117	37	133	1963	392	2 444	2012-02-01	3 300	1,35	24 812
9	03	80	05	380536	NÄNTUNA 5:108	Havrevägen 8	160	29	160	1963	462	2 421	2012-02-01	3 050	1,26	19 063

NewFoptiwin cont.

Karta

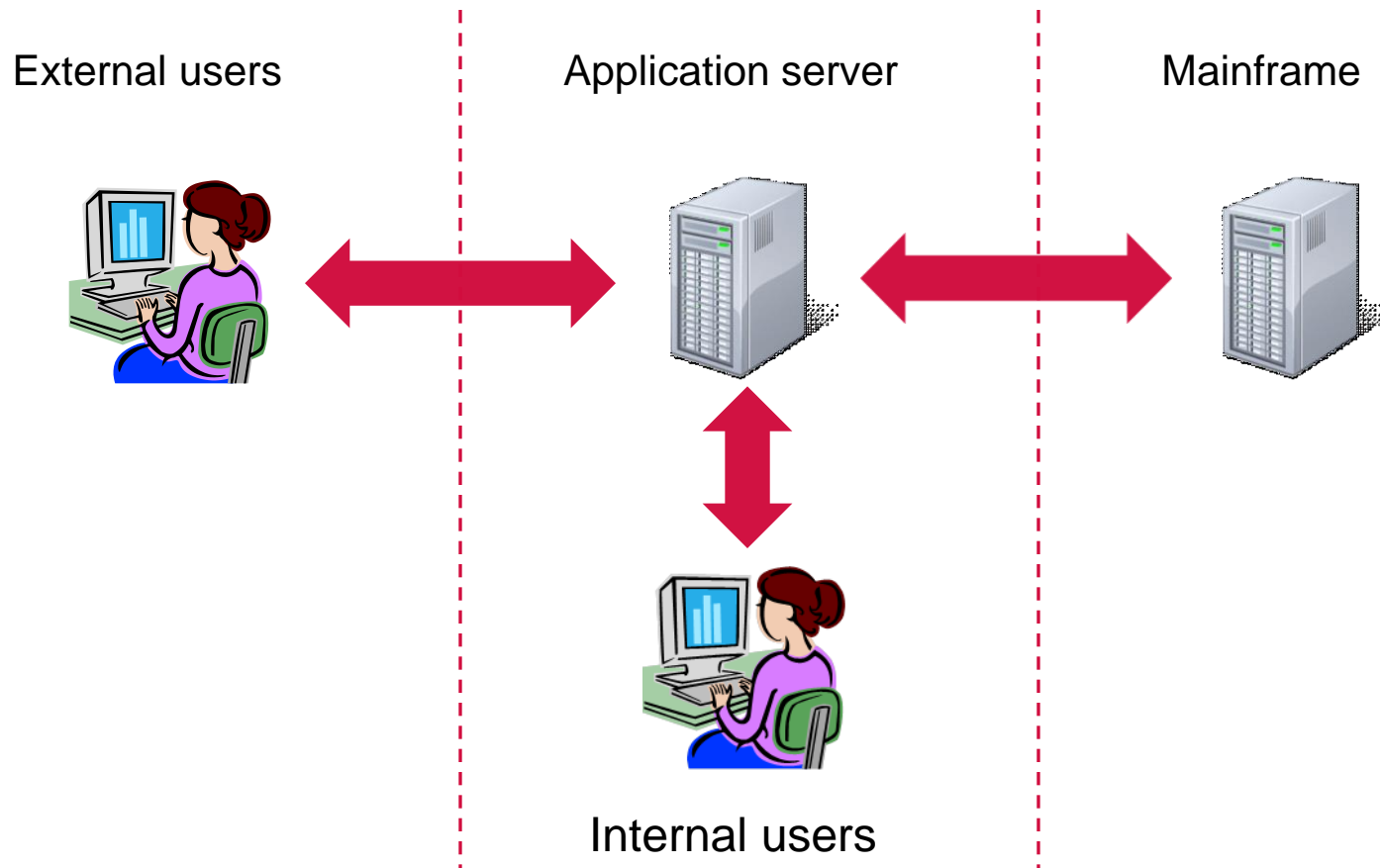


Indexes



Property Search

Property Search comes in the form of both a web-based query tool and as a webservice that allows professional users/clients to query the Property Register (ÖFF) for different predefined reports/datasets with direct links for complementary maps and digitalized files.



Property Search cont.



FASTIGHET					
Beteckning	Senaste ändringen i allmänna delen	Senaste ändringen i inskrivningsdelen	Aktualitetsdatum i inskrivningsdelen		
STOCKHOLM DAGSMEJAN 1 Nyckel: 010076107	1983-04-29	2006-10-11	2013-05-02		
Församling SKARPNÄCK Anmärkning: MOTSVARAR TOMT					
ADRESS					
Adress Axvällsvägen 12 121 50 Johanneshov					
LÄGE, KARTA					
Område	N(SWeref 99)	E(SWeref 99)	N(Lokalt)	E(Lokalt)	Registerkarta
1	6577022.7	677198.6	6575519.6	156361.7	STOCKHOLM
AREAL					
Område	Totalareal	Därav landareal	Därav vattenareal		
Totalt	371 kvm	371 kvm			
LAGFART					
Ägare	Andel	Inskrivningsdag	Akt		
19580103-8505 LINDGREN, GERTRUD MARIA AXVÄLLSVÄGEN 12 121 50 JOHANNESHOV Köp: 2006-09-12 Köpeskilling: Ingen redovisad köpeskilling.	1/2	2006-10-11	0627581		
19621012-3979 MÖLLER, PETER OLOF AXVÄLLSVÄGEN 12 121 50 JOHANNESHOV Köp: 2006-09-12 Köpeskilling: Ingen redovisad köpeskilling.	1/2	2006-10-11	0627582		
ANTECKNINGAR och INSKRIVNINGAR					
Fastigheten besväras inte av sökt eller beviljad anteckning eller inskrivning.					
INTECKNINGAR					
Totalt antal inteckningar: 1 Totalt belopp: 1 955 000 SEK					
Nr	Information	Belopp	Inskrivningsdag	Akt	
1	Datapantbrev	1 955 000 SEK	2006-10-11	0627587	
PLANER, BESTÄMMELSER OCH FORNLÄMNINGAR					
Planer	Datum	Akt			
Stadsplan: KV TÖVÄDRET MM	1957-06-14	0180-4481A Arkivplats: A4 0180 E75/1957			
Anmärkning del av plan: GENOMFÖRANDETIDEN HAR UTGÅTT					
Tomtindelning: DAGSMEJAN T 1-18	1949-07-01	0180-B401/1949 Arkivplats: A3			
TAXERINGSINFORMATION					
Taxeringsenhet	Uppgiftsår	Taxeringsår			
SMÅHUSENHET HELÅRSBOSTAD FÖR 1-2 FAMILJER (220) 156237-1 Utgör taxeringsenhet och omfattar hel registerfastighet.	2012	2012			
Taxvärde	Taxvärde byggnad	Taxvärde mark			
3 634 000 SEK	1 152 000 SEK	2 482 000 SEK			
Taxerad ägare	Andel	Ägartyp		Juridisk form	
19580103-8505 LINDGREN, GERTRUD MARIA AXVÄLLSVÄGEN 12 121 50 JOHANNESHOV	1/2	Lagfart, taxerad		Fysisk person	
19621012-3979 MÖLLER, PETER OLOF AXVÄLLSVÄGEN 12 121 50 JOHANNESHOV	1/2	Lagfart, taxerad		Fysisk person	



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NAI Svefa

Kompetens som får värden att växa