

Outstanding results at Real Management

1st March 2017

The Hungarian real estate agency Real Management Kft. – dealing with consultancy, letting and operation management – produced outstanding results in the last period. At the beginning of 2017 the fully Hungarian-owned company closely examined, how many square meters it rented out in the last two years, and how many lease contracts of retail premises were successfully renewed – the figures are impressive.



During this period the firm concluded lease contracts and amendments about prolongation for altogether **46.438 m²** office and retail premises, from which almost **39.558 m²** were **exclusively for retail premises**. In the year of 2015 it meant 16.008 m², and in 2016 23.550 m² retail premises. As far as the small number of employees concerns it is an excellent result.

Due to the determined and dynamic work of their team responsible for the letting of strip malls and the revival of the property market since August 2015 a new lease contract or an agreement about prolongation has been signed between the owner of the property and the tenants every month, which predominantly

involved the rise of leasing fees. Among these tenants there are mainly international store chains and brands such as CCC, Decathlon, Deichmann, Euronics, JYSK, KIK, Müller drugstore, NewYorker, Pepco or Players Room. In 2016 June was an especially significant month when new lease contracts for altogether 6.974 m² retail premises were signed. This figure is appr. 10.000 m² with all the prolongations only this month. The above mentioned square meter data do not include the seasonal lettings such as Christmas tree and pyrotechnical product selling, or utilization of unbuilt properties for entertainment and catering activities. The result of the demanding work of Real Management is that in 2016 it succeeded in letting 100% of two of the Family Center strip malls, which earlier due to the economic crisis operated before with only 80% occupancy.

Besides the current property stock the retail team is working on letting and prolongations of retail premises with appr. 48.500 m², and the selling of two Family Center strip malls is under process, too. The key of their success is in their steady teamwork, negotiation technique striving for compromise and wide-ranging experience in the property market but the improvement of the economic situation has also helped to reach such results in the last few years.

Real Management sold appr. 5.531 m² industrial properties and residences over the last year apart from the office and retail premises, and also participated in selling domestic lands and preparing valuations. In the last couple of months, the company undertook new challenges such as land acquisition or counselling for hotels, and welcomes new orders regarding office, retail, industrial and residence premises or hotel services connected with property and asset management.

