Solutions for Brokers + Agents

Sourcing opportunities

• Stay on top of trends and have immediate knowledge of changing market conditions and activity
• Expand your reach and your ability to operate across geographies and property sectors
• Spot new players and build relationships with existing players by tracking their properties and transactions

Pitching the business

• Quickly understand and evaluate a property based on its transaction history and market comparables and relate it to neighboring properties in the broader market
• Enhance your presentations, pitch books and marketing collateral with custom charts, maps and graphics
• Generate broker rankings to show your dominant market position compared to your peer

Executing the deals

• Generate extensive marketing lists of all investors buying or owning similar properties
• Prepare for negotiations by knowing each prospective buyer’s holdings, recent deals and capital partners
• Justify pricing based on the most current sales comparables and a thorough analysis of other properties and deals
• Understand current financing terms and identify active lenders

Transactions

[Table with data]

Trends

[Chart with data]

Profiles

[Chart with data]
MSCI RCA helps you with

Transactions
Search the industry’s most comprehensive database of transactions with $16 trillion of sales, recapitalizations and financings. RCA’s commitment to provide in-depth transaction data has earned its reputation as the most trusted resource in the industry.

Market players
Identify the largest owners and the most active buyers, sellers, brokers or lenders by any specific criteria. Gain an edge in negotiations by knowing a company’s recent activity, current portfolio, joint ventures and other industry relationships.

Market analysis
Become an expert in any market by creating unlimited real time custom market reports detailing pricing, volumes and yields. Incorporate graphs, tables and maps to enhance your presentation. Quickly drill down from a macro view to individual transactions to understand the market movers.

Capital flows
Whether it’s acquisitions by cross border investors or the activity of the listed sector, RCA enables you to track the flows that move the markets. Analyze origins and investment targets of any sector, the composition of buyers and sellers in any market and identify the emerging sources of capital.

Trends
Visualize pricing, volume, and yields from submarkets to countries for all property sectors. Easily compare key metrics across different markets over a 10+ year time series.

Investment opportunities
Identify potential investment opportunities by targeting properties that meet specific detailed criteria – by age, size or those with upcoming loan maturities. Find firms which could be potential joint venture partners.

About MSCI
MSCI is a leading provider of critical decision support tools and services for the global investment community. With over 50 years of expertise in research, data and technology, we power better investment decisions by enabling clients to understand and analyze key drivers of risk and return and confidently build more effective portfolios. We create industry-leading research-enhanced solutions that clients use to gain insight into and improve transparency across the investment process.

To learn more, please visit www.msci.com.