

# SMART VALUATIONS

How LSH has partnered with EG360 to transform the surveying industry.

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## SURVEYING IN A DIGITAL WORLD

We are standing on the brink of the fourth industrial revolution that is successfully evolving from widely accessible mobile devices to machine learning and big data.

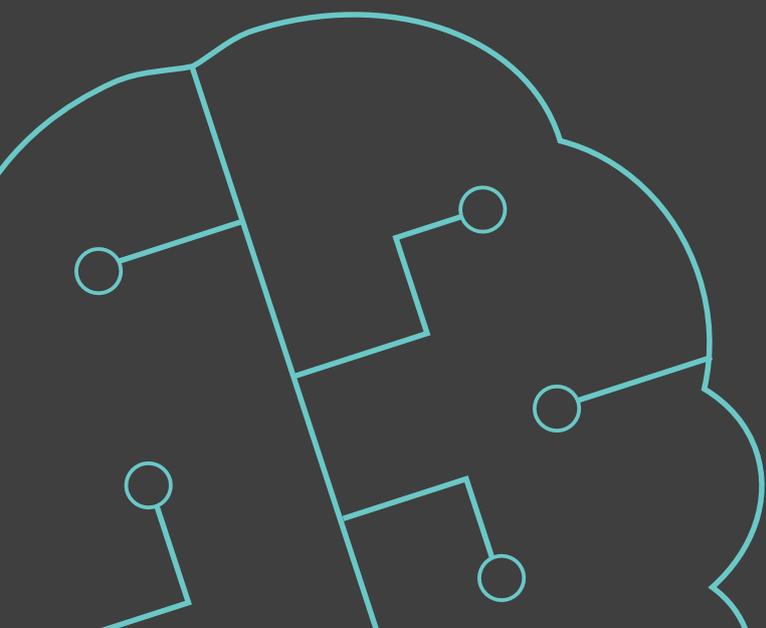
The white paper released by the Royal Institution of Chartered Surveyors (RICS) suggests we are witnessing a similar revolution to those previously faced as a result of mechanisation, electricity, and IT.

We're moving into a world of digital transformation that is already having a massively disruptive impact on the way we live, particularly in the financial world.

Clients increasingly want a greater depth of detail, more comprehensive data and a host of new services, which are only possible with digital. They also know so much more, as more information is now available online.

What's more, with innovation accelerating rapidly, there's much more to come. Those left behind could struggle.

To see the potential for change we look at the world of finance where innovations such as Artificial Intelligence (AI), Machine Learning (ML), the Internet of Things (IoT), distributed ledger technology and big data have already changed the game.



*The financial world has been transformed by FinTech, presenting a number of key lessons for the surveying industry.*



# TECHNOLOGICAL INNOVATION AND DEVELOPMENTS

We already stand in the early stages of the new revolution which makes it difficult to predict how things may change. This is the question the RICS white paper sought to answer.

It suggested 88% of all tasks in the surveying profession were ripe for automation.

A survey of professionals found that the biggest area for change could be in the collection of rent, while the fewest respondents believed it would change the acquisition and disposal of property. To a greater or lesser extent, digital technology would be felt everywhere and could offer a number of benefits including:

- An increase in the consistency, speed and transparency of transactions;
- More accurate reporting and auditing;
- Reduction of administrative costs involved with managing a portfolio of buildings.

This could, however, have a sizeable impact on the way surveyors work. The digital future could lead to an explosion in the number of connected devices being used to collect information, which would require different sets of skills contributing to a lower headcount but increased efficiency.

# WE DON'T FEAR TECHNOLOGY. WE EMBRACE IT.

The digital future, therefore, will belong to those who are not afraid to embrace innovation. LSH has recently launched 574 – a global auction platform targeting investors spanning private and public companies.

At LSH, we're determined to be at the forefront of change and are doing so with a partnership with EG to produce Valuations360 – a multi-functional platform that helps to meet clients demand for improved valuation reports and unbiased auditing.

The software provides an end-to-end process with secure documentation and access to superior market data ensuring reports are not only delivered faster but are more accurate. Valuations360 compares the digital future to the analogue past.

Where processes were time-consuming and inefficient, and data might have been out-of-date, it automates tasks, streamlines processes and provides access to the best and latest data.

Having all this information enables auditors to effectively check and analyse all the data they have at their disposal.

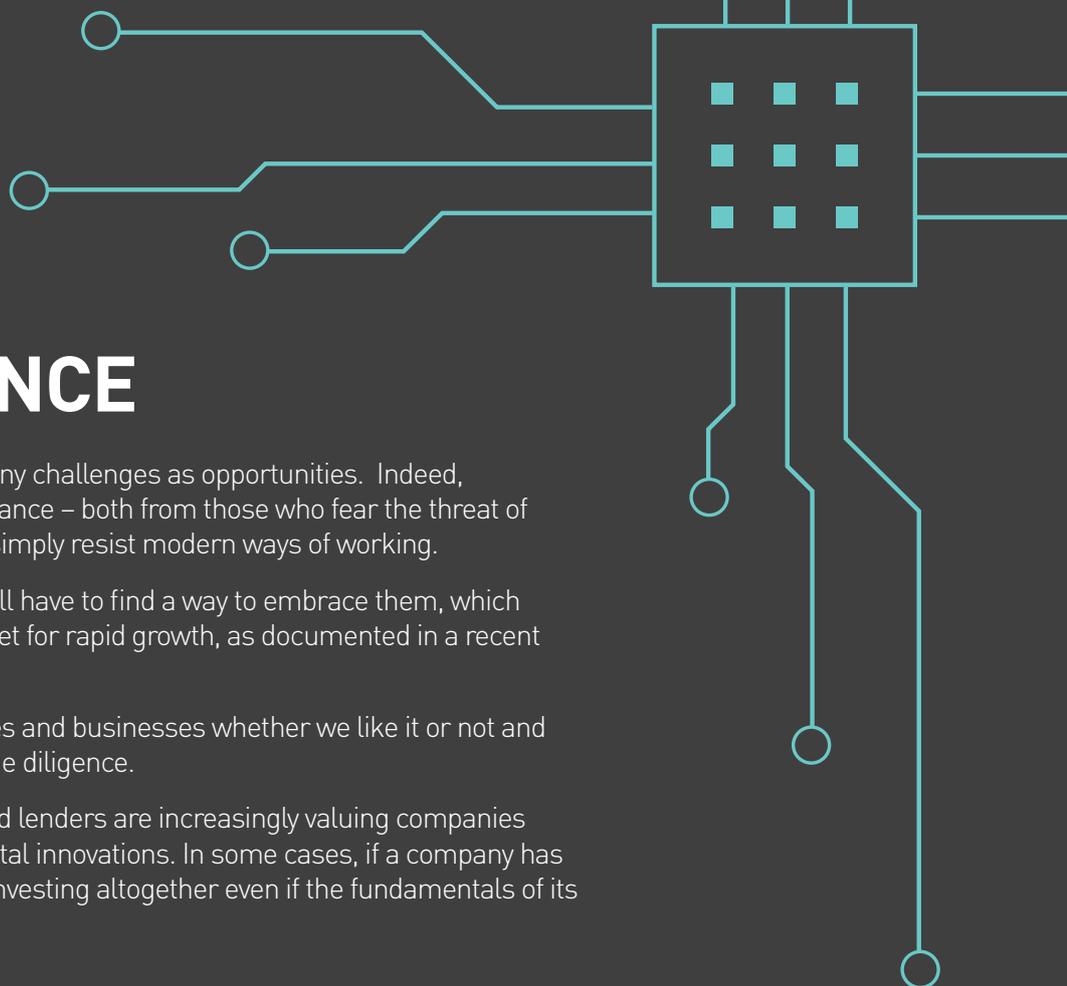
## DIGITAL DUE DILIGENCE

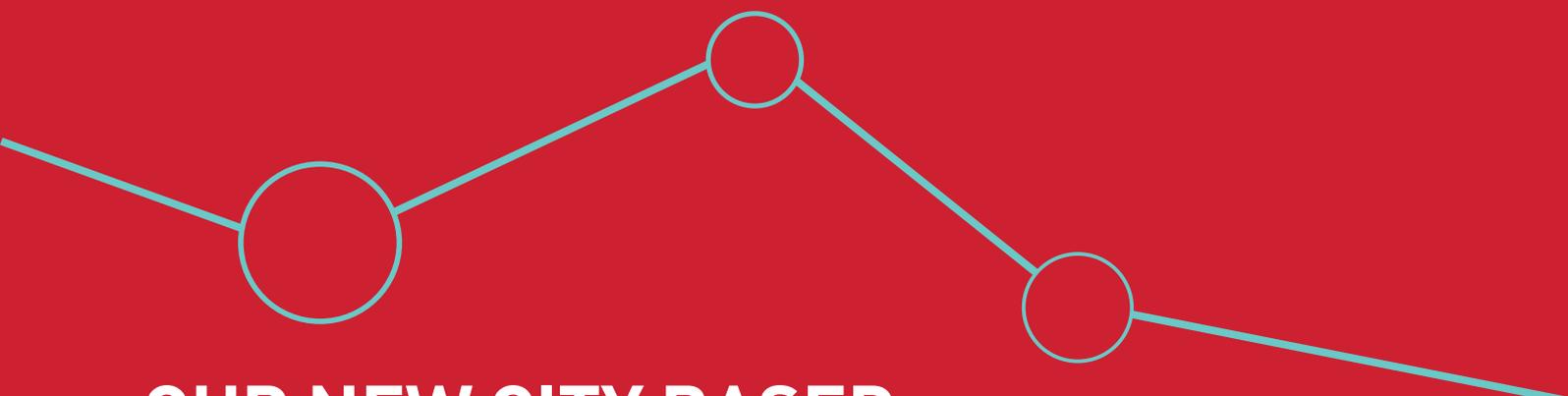
The digital future produces as many challenges as opportunities. Indeed, innovation inevitably sparks resistance – both from those who fear the threat of automation and from those who simply resist modern ways of working.

Even so, the surveying industry will have to find a way to embrace them, which is why investment 'Prop Tech' is set for rapid growth, as documented in a recent report by MetaProp.

Digital technology invades our lives and businesses whether we like it or not and it's sparked a new term: digital due diligence.

Private equity investors, banks and lenders are increasingly valuing companies based on the strength of their digital innovations. In some cases, if a company has fallen too far behind, it will avoid investing altogether even if the fundamentals of its business appear to be strong.





## OUR NEW CITY BASED VALUATION TEAM

While many will see this as a threat to the 'traditional' valuer, it adds value and, indeed, makes it more engaging.

Like it or not, surveying involves a lot of tedious work and sadly, the younger generation is getting less excited about wading through paper reports and documentation whilst faster digital services are available.

We've learned from past mistakes, and adopted new technologies to offer increased efficiency, reduced costs and higher profits, more value in less time and smart contracts.

All of the above is the key to our work as we're focusing closely on the financial sector.

We now have a City-based valuations team dedicated to the financial district. The team is led by Jennifer Dunn and will grow to 5-10 surveyors focusing on growing financial services valuations work. This move has long been the brainchild of Simon Jones, and the whole divisions' commitment and work to deliver a first class financial services offering.

Approximately 65% of LSH's work comes from financial clients and this move, together with increasing adoption of technology, will help us to add even more offerings.

## THE DIGITAL FUTURE... DATA, DATA & MORE DATA

The future, then, is fast-moving and fluid. Digital technology has already changed the expectations of our clients, but there's much more yet to come.

The future will see digital technologies advance rapidly, delivering innovation upon innovation. Surveying clearly remains behind: whilst we're still debating about the importance of PropTech, FinTech is developing advanced ML and IoT solutions for the industry.

Producing value for clients, collaboration, transparency and partnership should be at the utmost of what we do. This is why the future will belong to those who embrace, rather than fear, the fourth industrial revolution.

Find out how smart valuations can benefit you:

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