

The data-driven shift in commercial property:

real-time Intelligence matters more than ever

The pace of change in business today is staggering. Less than a year ago, many were still sceptical about the role of AI. Now, it's hard to find a single professional who isn't using some form of AI to do research or enhance decision-making. But AI alone isn't the game-changer – it's the quality, accuracy, and immediacy of the data that powers it.

In the commercial property landscape, the fusion of AI and real-time data is reshaping how the industry operates. Data is no longer just a tool; it's a strategic asset. And getting the basics right – ensuring data is accurate, current, and actionable – is critical.

Through its flagship product, Ownerzone, Quoin has emerged as a leader in commercial property intelligence, redefining how asset managers and leasing teams access, interpret, and act on market data. With its

How Quoin is transforming the commercial property data ecosystem



READ TIME: 6min



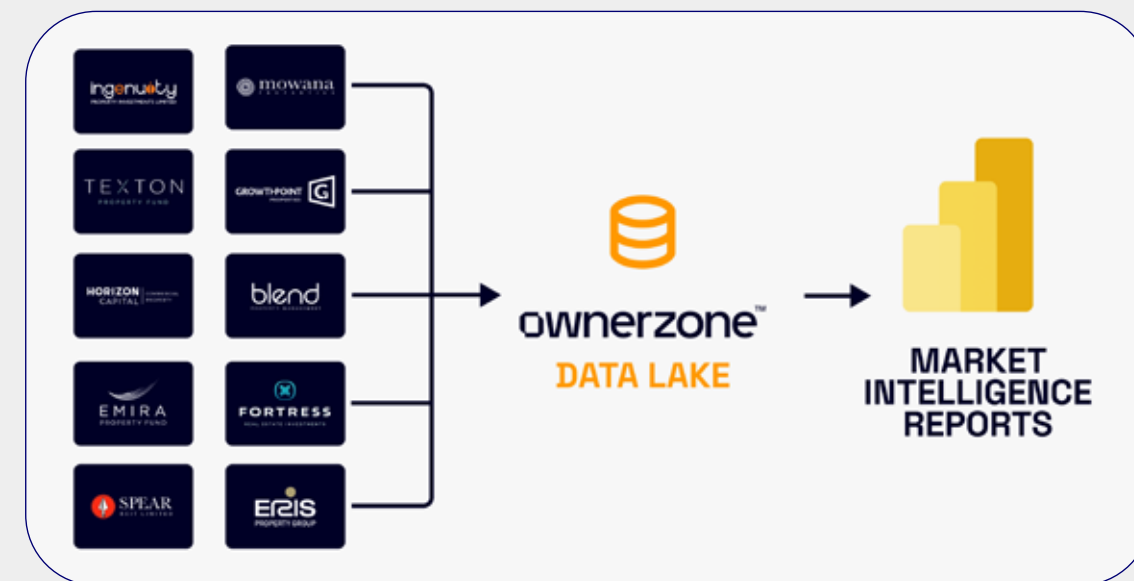
By Karen Miller: CEO of Quoin Technologies



powerful suite of Market Data Reports and Client Reports, Quoin delivers real-time, actionable insights that empower decision-makers to stay ahead of the curve.

At the core of Quoin's offering is a simple but transformative idea: data should reflect what's happening now – not what happened last month or last quarter.

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This gives Quoin access to the most current and comprehensive datasets in the industry. Unlike traditional data providers that rely on outdated spreadsheets, static surveys, or a narrow pool of contributors, Quoin's reports are built on real-time listing activity, offering unmatched accuracy and immediacy.

And this same data is made available to brokers through Brokerzone, creating a powerful feedback loop. As landlords update their stock on Ownerzone, brokers see those changes instantly on Brokerzone – ensuring that the entire leasing ecosystem is working from the same live source of truth.

Direct from the source: real-time data collection

What sets Quoin apart is the directness of its data sourcing. Rather than relying on third-party aggregators or lagging, manual market inputs, Quoin receives data straight from landlords, ensuring both reliability and timeliness.

This is achieved through two primary channels:

- **API Feeds:** These integrations, managed solely by landlord leasing teams, provide instant updates the moment a vacancy becomes available or is let. The power of such a feed lies in its immediacy. As soon as a leasing event occurs, the data is reflected across the system. There's no lag, no manual reconciliation, and no risk of outdated information.
- **Vacancy Schedules:** For landlords not yet using Quoin's software or where API feeds are not available, vacancy schedules are submitted directly to Quoin. These are processed using smart AI tools and then validated, structured, and enhanced by Quoin's internal data teams to ensure consistency and accuracy.

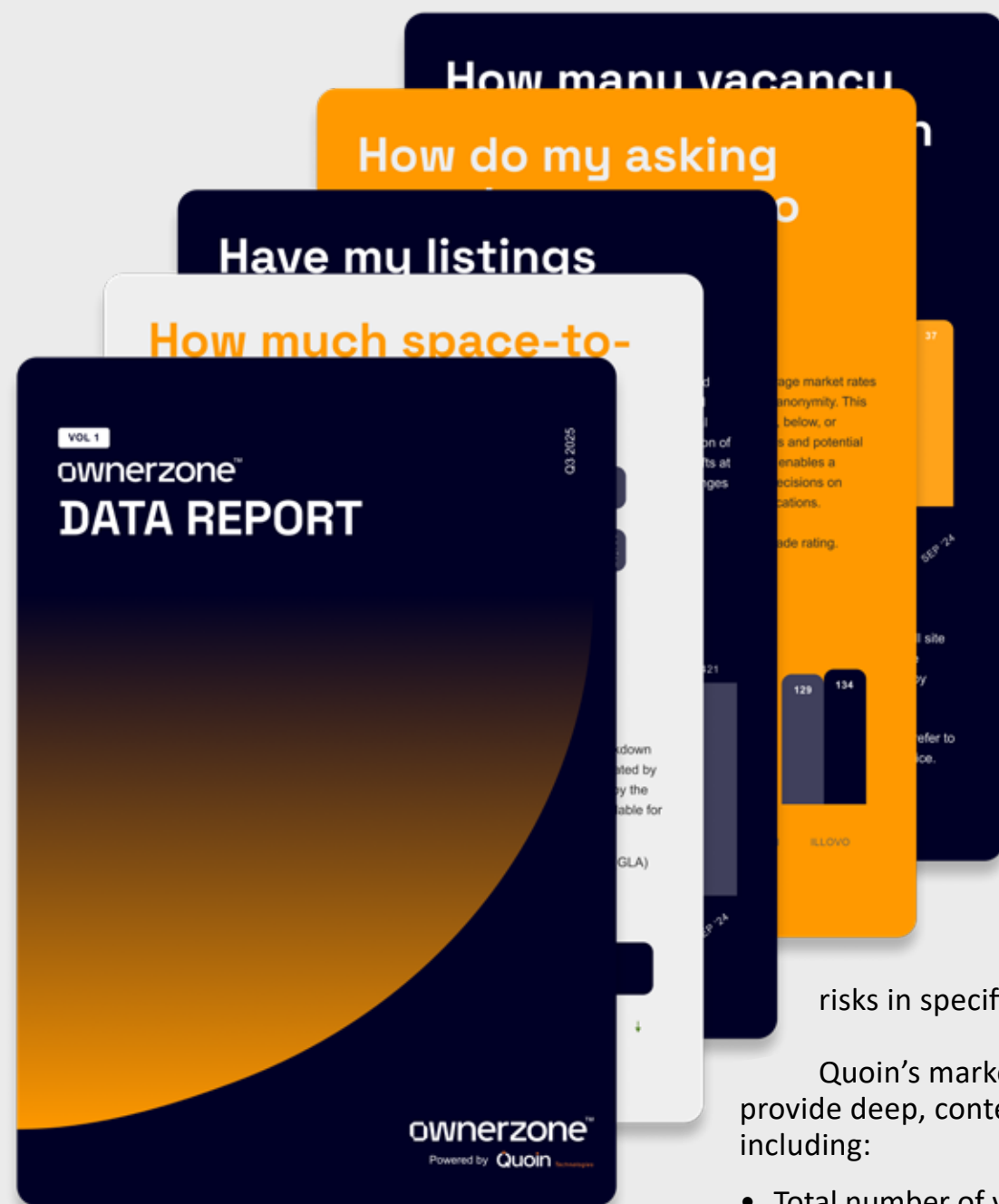
A data advantage built on Ownerzone

Quoin's data ecosystem is uniquely powered by Ownerzone, the most extensive commercial property listing platform in the market. This platform is not just a repository of listings. It's a live, constantly evolving feed of leasing activity, directly updated by landlords and their leasing teams.

A dynamic ecosystem: landlords, brokers and data in sync

This real-time data flow between Ownerzone and Brokerzone is more than just a technical integration; it's a dynamic ecosystem. Landlords manage their stock in Ownerzone, brokers access that stock in Brokerzone, and Quoin aggregates and analyses the data to deliver market intelligence back to Landlords.

It's a closed loop of visibility, transparency and action. Everyone, from the landlord to the broker to the asset manager, is working from the same live dataset. This alignment reduces friction, eliminates duplication and accelerates decision-making across the board.



The result is a dynamic, always-current view of the market. Landlords no longer need to wait for monthly updates or sift through fragmented email reports. Instead, they can log into their dashboard and see what's current – in real time.

Benchmarking that goes beyond the portfolio

One of the most powerful features of Quoin's reporting suite is its ability to benchmark performance across the broader market. Because Quoin's dataset spans far beyond a single client's portfolio, it anonymises,

aggregates, and analyses data across the entire commercial property landscape.

This allows clients to see not just how their assets are performing, but how they stack up against the market. Are they outperforming in key nodes? Are their asking rentals aligned with market trends? Are there emerging risks in specific regions?

Quoin's market reports provide deep, contextual insights, including:

- Total number of vacancies across the market
- Gross Lettable Area (GLA) of vacant space by sector, node or city
- Opportunity costs by region or asset type
- Average rentals and variance across comparable stock
- Vacancy and absorption trends over time

These insights are invaluable for strategic planning. They help asset and leasing managers

Recognising the need for more interactive and intuitive reporting, Quoin has integrated its data environment with Microsoft Power BI.

identify underperforming assets, optimise pricing strategies and make informed investment decisions – all with the confidence that comes from real-time data.

Power BI dashboards: data that comes to life

Recognising the need for more interactive and intuitive reporting, Quoin has integrated its data environment with Microsoft Power BI – bringing a new level of intelligence and accessibility to its reports.

With Power BI dashboards, clients gain:

- A live, visual overview of their portfolio performance
- Vacancy and rental metrics mapped against market benchmarks
- Node- and city-specific breakdowns for granular analysis
- Real-time filters for instant drill-down by asset class, building, and even listing level

This isn't just a new interface – it's a new way of working. The dashboards are



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fully integrated into Quoin's data infrastructure, meaning they update automatically as landlords update their stock. Whether a space is let or a new vacancy is listed, the dashboard reflects it immediately.

Gone are the days of static PDFs and manual reconciliations. With Quoin's Power BI dashboards, clients can explore their data dynamically, uncover trends, and make decisions with speed and precision.

The cost of inaction

In commercial property, timing is everything. A delayed response to a rising vacancy rate, a misaligned rental strategy, or a missed opportunity cost can have

significant financial implications. That's why Quoin's reports are designed not just to inform, but to empower.

Every feature – from the real-time API feeds to the interactive dashboards – is

Quoin is leading the charge – not just by providing better data, but by reimagining how that data is delivered, shared and used across the ecosystem.

built to give asset and leasing managers clarity, foresight and control. It's about enabling faster decisions, reducing risk, and unlocking value across the portfolio.

With Quoin, clients aren't just accessing data. They're stepping into a real-time command centre for their assets – one that evolves with the market and adapts to their needs.

The future of market intelligence

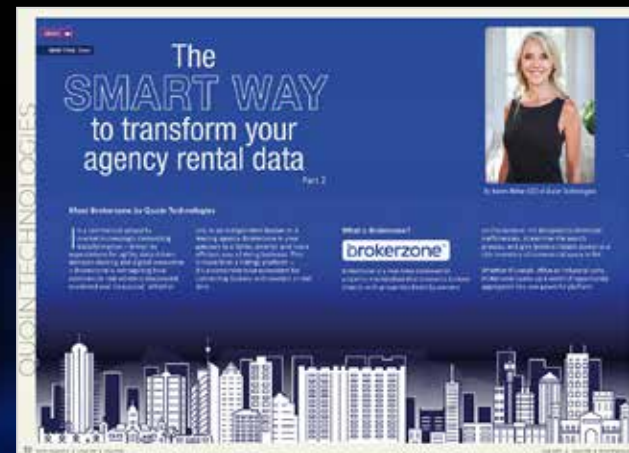
As the commercial property sector becomes increasingly data-driven, the demand for accurate, timely and actionable insights will only grow. Quoin is leading the charge – not just by providing better data, but by reimagining how that data is delivered, shared and used across the ecosystem.

For asset managers, leasing teams and property owners looking to gain a strategic edge, Quoin's Market Data Reports and Client Reports offer a smarter, faster and more reliable way to navigate the market.

Real-time intelligence is no longer a luxury – it's a necessity.

Data should no longer be seen as an expense – it should be seen as an investment. 

Powered by **Quoin Technologies**



Read Part 1, 2 & 3 of our previous articles in Asset

promotion

QUOIN TECHNOLOGIES

