

PRAGUE, 5 January 2024

Správa železnic launches cooperation with leading real estate agencies

Not just tracks and switches. Správa železnic also has a large number of commercial premises and flats, which are intended for rent. Specific offers, announced in most cases through public tenders, can now be found on the websites of three real estate agencies – M&M Reality, RE/MAX and Century 21.

"The selection was based on a public tender, where one of the criteria was the nationwide scope, as our properties are located throughout the Czech Republic. The decision was also made due to our long experience and presence on the market, the wide possibility of advertising and thus achieving significantly better promotion and visibility of the offered space," says Jiří Hammer, SŽ Facility Deputy for Real Estate Activities Section, on behalf of Správa železnic. Thanks to this, it will be possible to reach a much larger number of interested parties, which will lead to more efficient property management at a time of increasing demand for rentals.

A distinct chapter are the premises intended for business, which are most often located in the premises of the railway station. The aim of these rentals is to make the passengers' stay at the station more pleasant or to attract those who do not travel by train and just decide to use the services offered. Deeper cooperation with real estate agencies also means for Správa železnic an improved position on the real estate market. Participation in the public tender may have been more difficult for many potential bidders, now they will be able to use the help of a real estate agent directly.

"We are honoured to have the opportunity to collaborate on this project. Our wide branch network, the volume of trained real estate agents and the long-standing know-how of the largest real estate agency in the Czech Republic will certainly contribute to a productive solution and efficiency of the entire project. We strongly believe that this is only the beginning of a successful long-term cooperation," says Jan Martina, Regional Director of M&M Reality for Prague and the Central Bohemian Region.

"We are going into this project as a representative of all our offices, which will work with specific staff of Správa železnic at a regional level. This is a unique opportunity for all our brokers to contribute to the streamlining of the asset management of Správa železnic. We appreciate this cooperation very much and we believe that thanks to our professional work and knowledge of the market we will be able to increase the profit of Správa železnic and at the same time set standards for brokers' work, because we would like to be the best in the whole market in terms of quality, and this is best shown in projects like this one," says Tomáš Jelínek, CEO of the company Century 21.

"We very much appreciate being addressed by Správa železnic and we are looking forward to our cooperation. Finding suitable candidates for individual buildings and premises is a big challenge, but thanks to more than a hundred partner offices across the Czech Republic we will

have no problem managing the whole process. And we will be glad if our mutual cooperation continues to develop in the years to come," Pavel Albert, Managing Director of RE/MAX, concludes on behalf of the company.

In addition to the three real estate portals mentioned above, you can also find details on our website <https://www.spravazeleznic.cz/o-nas/nemovitosti>.