

Press release: it is now possible to implement into life the perfect technology of real estate trade, one of the two main elements of which is the program MLIS/MNIS HIO 1.2.

Michael Burlakov - founder of the new information technology of automation of control of discrete technological and information processes (IT AC DTIP), that has a variety of uses, has created on its basis a new *multilingual* software product of version 1.2 under the name "**Housing investment optimization (HIO 1.2)**". This program, that has conventional (MLIS) and network (MNIS) performances, allows to find optimal strategies of selecting a housing object of the required category with the purpose of its acquisition for personal use or lease.

The current practice of buying and selling real estate is far from perfect. There are three main reasons for this:

- 1) the too narrow or even incorrect statement of a task, which is set by a buyer or seller of real estate objects (REOs). Often when buying such object is not considered that in it should then be invested additional monetary means to bring it up to standard, and when it is sold - that your object should be pre-upgraded to raise its market value;
- 2) the inability to solve the set task by the best way for the buyer or seller of REOs. Indeed, he is usually guided by only his intuition, experience of a realtor and current prices in the real estate market. No optimizing software commonly is used;
- 3) the buyer has to spend a lot of time and efforts in searching of the needed for him REO, because for that he has to browse in the Internet a lot of sources of information, and then to walk over all those real estate objects, which are of interest to him, to make his final choice.

The characteristic features of the proposed perfect technology of real estate trade (PTRET), which would fully satisfy the interests of sellers and buyers of real estate, are as follows:

- all operations on the purchase and sale of any real estate (residential or non-residential), as well as on the services on their exploitation, i.e. lease, will be performed through a single network Center of real estate trade (CRET);
- in case of sale by you of one or more REOs, in CRET is performed for them an expert evaluation of their main parameters and properties, after which you are given the opportunity to find the best strategy for the sale of these REOs (taking into account their possible pre-upgrade) using a special software, as well as applied to it the database of your objects, that is formed in CRET on the results of the above expertise. In this strategy will be specified for each object the required option of its upgrade and the price at which it should be put up for sale, which ensure for you the best result;
- in case of buying one REO for personal use, you specify the constraints on its main parameters, and then you have access to the electronic catalog of objects that suit you, and to a special program. With its help you will be able to choose the best object, without leaving your computer, guided by the specified by you amount of money that you can spend both on the purchase of the REO, and on its possible repair (or final finish), as well as on the acquisition of the required furnishing;
- in case of purchase of real estate for commercial gain, i.e. for its subsequent resale or renting, you will have access to a special program, to which is attached a database of real estate objects (DBREO), that is of interest to you. With their help you can generate yourself the best strategy of buying REOs, guided by the amount of money that you are ready to invest here.

PTRET will be based on these four pillars:

- 1 - universal electronic catalogs of real estate objects any categories, having full information about them, the standard form of its presentation and ease of access;;
- 2 - expertise for each sellable REO, on which results will be offered a variety of options for its upgrading (with indication of the cost of the latter), as well as calculated an integral factor of attractiveness (IFA), on which it will be possible to objectively judge the merits of using it;
- 3 - statistical analysis for performed operations of the purchase and sale, on which results will be automatically formed the probabilistic characteristics used in DBREO when calculating;
- 4 - special optimizing software tools, by means of which will be found by clients of CRET the optimal strategies of purchase and sale of REOs.

In the near future PTRET will certainly be implemented to life for the next two reasons. Firstly, the offered technology has indisputable advantages over existing technologies of purchase and sale of various real estate, and therefore will be demanded by practice. And secondly, for PTRET have already been created by the author the two *key* optimizing software tools (see above the fourth pillar), which include the being considered here program HIO 1.2 and the program "Real estate investment optimization" of version 1.0

(RIO 1.0). With regard to the realization of the first three aforementioned pillars, as well as of CRET itself, that is a purely engineering tasks (although quite labor-intensive ones), which can now be solved by professionals in real estate and network programming.

The program HIO 1.2 is *multilingual*, the alternative languages of which interface are stored in separate files, called *language shells*. It includes two such shells: Russian and English, as well as a special program for their generation by users themselves. It is designed to find optimal strategies of selecting a housing object (HO) of the required category with two possible purposes: a) for the acquisition of this object for personal use, its possible repair or finishing, as well as purchase for it of a necessary furnishing at the given investment amount (mode of housing purchase); b) for its lease at an allowable amount of rental fee (mode of housing rental). The maximized quality criterion is the integral coefficient of attractiveness of HO. In other words, the user selects that HO, for which IFA value will be the largest, while in his actions with respect to this object he will be guided by the found optimal strategy of repair (fine finish) and of acquiring the required furnishing.

Two variants of HIO 1.2 have been developed: *conventional* (Multilingual local instrumental system of housing investment optimization - **MLIS HIO 1.2**) and *network* (Multilanguage network instrumental system of network purchases optimization - **MNIS HIO 1.2/upc**). MLIS HIO 1.2 is offline program, designed for a particular user (lite version of this program is free). MNIS HIO 1.2/upc is purposed to provide network services to many users. This system consists of two parts: one remote module of optimization (MO), wherein occurs synthesis of optimal strategies of acquiring goods, and numerous automated work places (AWPs), that are targeted to specific users of MNIS.

A set of lite version of MLIS HIO 1.2 you can download from any of two websites of the author: "Promotion center of IT AC DTIP" (<http://promo.dtip-optim.com/en>) and "Implement. center of IT AC DTIP" (<http://dtip-optim.com/en/main>). There you can solve your tasks in a test mode in full-scale network program MNIS HIO 1.2/upc.

The author and creator of MLIS/MNIS HIO 1.2 - Michael Burlakov, Doctor of Engineering (Kiev, Ukraine). The term of its entry into operation - July 2017 (the term of MNIS update to version 1.2/upc - 2018). Its. The areas of its possible use is **real estate trade**.

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