



# Real estate economics **DEVELOPMENT**



## Real estate economics - **DEVELOPMENT**

Client consulting | Due Dilligence examinations | Potential analyses | Feasibility studies |  
Project support | Conversion | Renovations | Strategic planning

The aim of property development is to achieve a sustainable increase in the value of a property.

The starting point can be an ageing property in need of renovation, a plot of land that can be developed or the change of ownership of a property.

As a real estate developer, we act as a link between the interest groups involved in such a project and focus on the respective requirements of all parties involved.

We start with a vision of a property based on your own ideas. These can be of various kinds, which is why wishes and goals have to be written down on paper in advance. Regardless of whether you are a future user, landlord or pure investor, this transcript forms the starting point for your project.

Real estate development basically consists of three phases. In the analysis phase, the real estate market (seller, buyer, properties), the macro and micro locations, the project and the general conditions are examined. The feasibility studies conclude this phase.

In the project planning phase, the documents ready for construction and eligible for approval are drawn up within a lean and efficient organisational structure and, at the same time, the investment costs are determined with the desired cost certainty and transparency. The timely receipt of legally valid permits and the short to long-term securing of financing form the conclusion of this phase.

During the implementation phase, we accompany our clients even in hectic phases and, thanks to our experience, maintain a calm and clear overview. We accompany you up to the handing over of the keys and beyond.

### **Recommendation**

For each phase, choose the right organisational form/structure for you, according to the motto: trust is fine, control is better.