



Real estate economics
OFF-MARKET



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Discreet | Targeted | Network | Personal

The process of selling off-market properties is more discreet than the usual marketing of properties. Your property will be offered in the closest possible circle and will not be published on our website or on other portals or media. The addressing of potential buyers is personal and selected.

The marketing of off-market real estate is divided into several phases. First, potentially interested parties are addressed without mentioning the specific property at this point in time. If a prospective buyer would like to have more detailed information, the next step is to announce the areas, the selling price and the procedure. Only after the confidential agreement has been signed, the exact property data will be made known and further steps planned. From this point on, the property for sale can be viewed for the first time; if there is serious interest, data exchange will be initiated.

We see ourselves as your partner who discreetly brings the parties involved together and accompanies the negotiations throughout the entire process and beyond.

Our activities include the target-oriented and personal approach of potential buyers, the creation of tailor-made solutions, the preparation of a professional dataroom for the comprehensive buyer due diligence actions.

Your advantages as a seller include the fact that the sales intention is only made known to a selected group of people with absolute discretion, that you have a personal contact with a proven team and network behind you, and that the economic goals are ultimately optimised.

Recommendation

Without time pressure this "indirect" and supposedly longer way can lead to a faster goal. Weight and assess the strengths and weaknesses of the possible marketing strategies and select the model that is right for you.