

PROPERTY ONE

10 Years – 10 Points

«Transaction Management and Sale of Investment Properties»

Current general trends point to a further positive development of the Swiss real estate market. Still, today more than ever, investors have to take various risk factors into account when buying real estate. This also increases the importance of professional transaction management.

Our 10-point guide for real estate investors:

1. Real estate is part of the financial substance of a company. It can be mortgaged and collateralised and also develops in the context of the enterprise. The value of the property stands or falls with how it is, or can be, used.
2. Changes in spatial planning, building law or market conditions often lead to changes as well as opportunities in properties.
3. In order to make these often untapped – and sometimes hidden – potentials measurable and visible, and to make the right decisions in the currently challenging real estate market, professional expertise is required when optimising purchase and sales decisions.
4. This makes analysis and optimisation all the more important when it comes to maintaining and developing the marketability and values of real estate in the event of a sale.
5. If you want to optimise the sale of your residential, office, commercial or special property, you need experienced specialists at your side who know the regional and national markets as well as the investment requirements of the various buyer groups.
6. This is an important prerequisite for defining a sales price in line with the market and for communicating with investors in a way that is appropriate for the target group.
7. The specialists should have extensive knowledge in the areas of finance and business management.
8. Ideally, they work in a multidisciplinary and interdisciplinary manner with various experts from financing, development, planning and construction.
9. They assist institutional investors, companies and private owners throughout the entire life cycle of a property.
10. In addition, the specialists provide you with professional support in real estate valuation and transaction issues as well as strategic challenges.

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