

PROPERTY ONE

ONEFOCUS
PRACTICAL EXAMPLE
SCHLOSSHOF

*A RESIDENTIAL PROJECT FULL
OF PRIVACY AND HISTORY*

On a plot situated in an extraordinary location above Richterswil on Lake Zurich, Property One has created a development with nine exclusive residential units. The project showcases our entire range of services.

Surrounded by verdant nature and located in a quiet, sunny spot in Richterswil, the plot borders fields and forests. It is a stone's throw away from a historical attraction: a more than 800-year-old castle that used to house the barons of Wädenswil. Today, it is the largest accessible castle ruin in the canton of Zurich.

A surprising turning point

When the owners of the property announced their intent to sell in 2017, Property One entered the scene. Our key competences lie in searching and identifying objects and investment opportunities, bringing sellers and buyers together and overseeing the acquisition of suitable plots. For the Schlosshof in Richterswil, we initially developed a project with six residential units following the acquisition of the property within the scope of a club deal with two investors. The project was subject to certain conditions, such as regulations concerning the distance of the property to the adjacent woodlands and the mandatory protection of wild meadows. One year later, we were unexpectedly presented with the option of acquiring an additional, neighbouring plot.

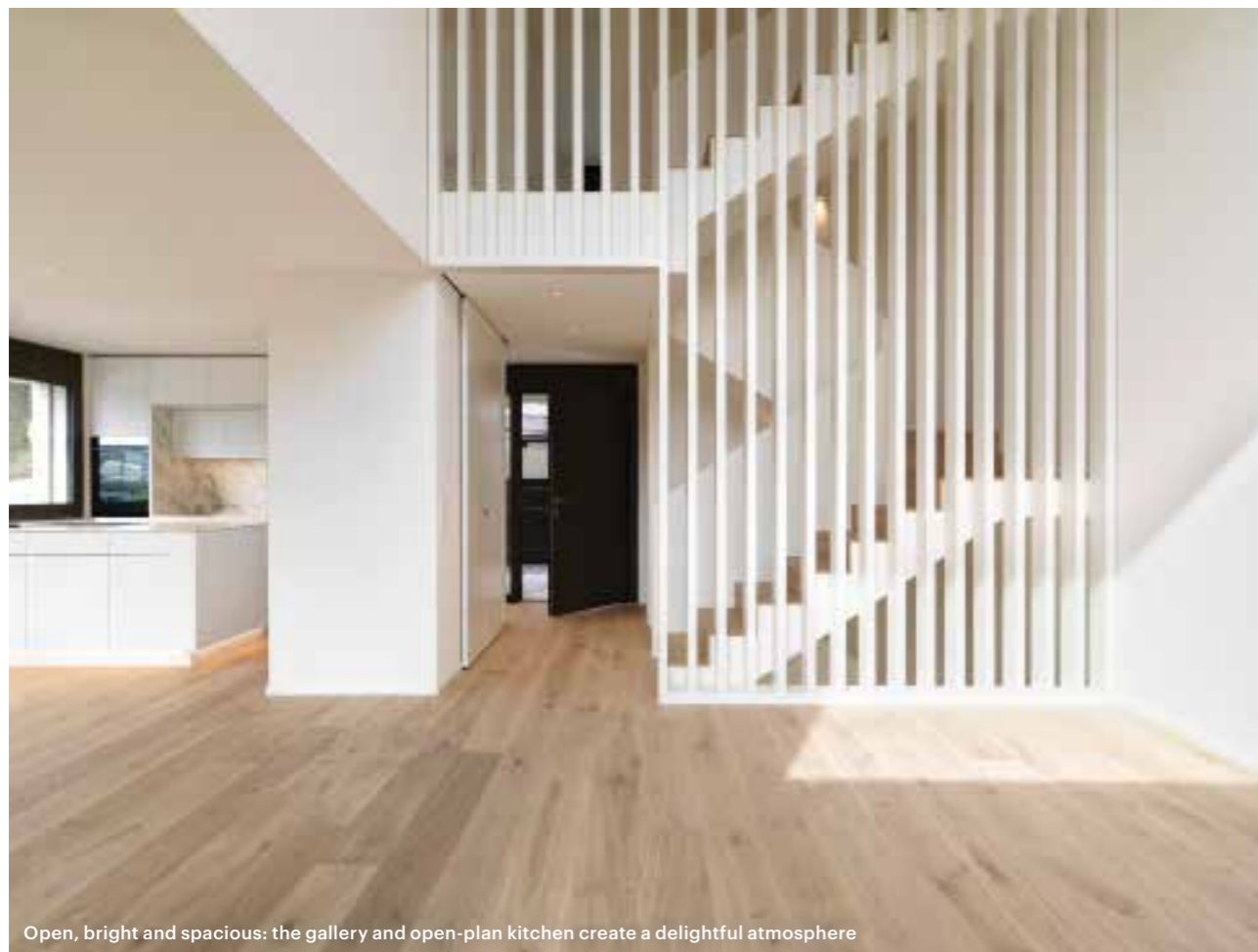
Two years, two stages

The new situation led to the decision of revising and expanding the original project. On the two plots, which have a combined size of 4,143 square metres, eight semi-detached houses and a detached house were built. The project took two years after construction started in 2020 and took place in two stages. The final hand-over of the houses to their buyers was completed in April 2022.

All buildings are individually designed and feature private terraces and private garden access. They were built in a hybrid style with wooden attic constructions. Large floor-to-ceiling windows allow plenty of natural light into the residential spaces, while the high-ceilinged gallery floors give the buildings a unique spatial atmosphere. All units have at least partial views over Lake Zurich, the Oberland, the Alps of Eastern Switzerland and the Glarus Alps.

A high-quality expansion

The units in the semi-detached houses contain flats of approximately 200 square metres each, split across three levels. The 8.5-room detached house offers a spacious living and dining area with direct access to the garden and a variety of ancillary spaces. Their lower levels have the potential for conversion into a gym, spa or hobby area.



Open, bright and spacious: the gallery and open-plan kitchen create a delightful atmosphere

All interiors are of an outstanding quality, and the buyers were offered a choice from multiple options, e.g. for their sanitary facilities and flooring, depending on their budget. Individual buyers availed themselves of the opportunity to consult an interior architect.

The roof and basement of the future

With its rear-ventilated external facade made from sheet metal elements, its plastered, admirably insulated walls and its state-of-the-art photovoltaic system, which provides most of the hot water and electricity utilised by the building, the development meets the very latest environmental and energy standards. The integrated KMX system offers a level of building automation that leaves nothing to be desired.

In the underground car park with its 19 parking spaces, which the owners can access directly from their flats, empty conduits and spaces for wall box charging points are available to facilitate a switch to e-mobility. A sophisticated load management system will ensure efficient vehicle charging.

The new owners have settled into their homes in Richterswil and enjoy their quiet, sunny location surrounded by nature. Their large gardens offer a great deal of privacy. Sarah Hauser of atelier verde AG in Freienbach (SZ) was in charge of designing the facilities and outdoor spaces. On the inside, well-planned layouts maximise the available living space. The new owners, who purchased their houses off plan before they were built, received extensive support throughout the entire construction phase.

Flexible realisation

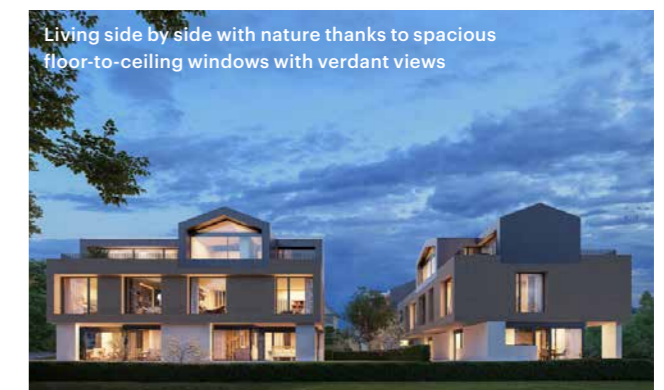
The Schlosshof was a textbook project for Property One: it involved identifying a potential plot and the resulting investment opportunities, structuring a club deal for the investors, overseeing the transaction, arranging favourable financing, developing an object strategy for the property and realising the new builds.

Within the scope of its buyer support service, Property One also took charge of the building consulting, overseeing all individual tasks and the precise realisation of each owner's individual wishes. In addition to professional, needs-based advice, this involved quality inspections of all materials and finished sections and an exact cost, schedule and quality management. Thanks to flexible procurement channels, pandemic-related supply issues affecting individual components and appliances were swiftly overcome.

Planning and implementation, including coordination between the main contractor and subcontractors, were carried out in house by the specialists of Property One, as was the entire marketing process. It is thanks to this close support that the project expenses stayed within the agreed-upon limit. It takes extensive, multi-dimensional

knowledge of the marketing process, which far exceeds the mere provision of advice to potential buyers, to position a new build project such as the Schlosshof in the market and successfully market it. Much like with any other Property One project, a strategic potential analysis paved the way for a tailor-made marketing concept. The swift sale of all units added the finishing touch to this successful project.

www.schlosshof-zh.ch



Living side by side with nature thanks to spacious floor-to-ceiling windows with verdant views

Companies involved

Builder:
WieRe AG, MICA Real Estate AG, Zurich

Architecture:
Property One Partners AG, Zurich

Main contractor:
Continium AG, Horgen

Landscape architecture:
atelier verde AG, Freienbach

HVAC engineering:
BLM Haustechnik AG, Zurich

Construction engineering:
UBAG Ingenieure & Planer AG, Samstagern

Electrical engineering:
R+B Engineering ag, Sargans

Structural physics:
Gartenmann Engineering AG, Zurich

Our services:

- Identification of the investment opportunity (market watch)
- Structuring of the property purchase as a club deal
- Project expansion through the acquisition of additional plots
- Support throughout the transaction process and set-up financing
- Development of the object strategy
- Planning, construction and buyer support
- Marketing

CLUB DEALS

Achieve More Together

Given the current low-interest environment, institutional investors, wealthy individuals and family offices are focusing on direct investments in real estate as a sustainable investment alternative. This has helped to boost investments in tangible assets in the form of club deals. Club deal structures offer several advantages: First, they make it possible to distribute the risk across several investors. Investors who join a club can also consider purchasing larger properties. Commitments generally range from the millions to the tens of millions. Second, club deals offer significant opportunities to exert influence. They make it possible to build up smaller portfolios without complex structures.

Act Entrepreneurially

In general, a club deal involves two or more investors who want to implement a project together with an indefinite or a specific duration. This may involve the purchase of individual properties or entire portfolios as well as development projects. A specialist, such as Property One, is involved to help develop and structure the deal and to take care of legal, tax and technical aspects. Thus, it is a true entrepreneurial real estate investment in which the participants are actively involved.

Your Advantages

Club deals offer you a vast range of opportunities – with the option of investing both in existing properties and in development projects. Property One provides you with advice and support in setting up club deals and looks for interesting investment opportunities and suitable co-investors for you. Our in-depth expertise in the preparation, administration, structuring and coordination of club deals allows you to participate in real estate as an investment professionally and worry-free. In the context of club deals, we assume responsibility for the management of the structure and the investment during the holding period on your behalf. Club deals provide investors with the opportunity to minimise their risks and optimise their returns.

Our Offering

- Search for interesting investment opportunities and suitable co-investors
- Active participation of co-investors if desired
- Professional supervision and management of the club deal structure
- We coordinate all specialists and implement investments on behalf of the club
- Synergies/networking among club deal members

ABOUT PROPERTY ONE

Property One provides services spanning the entire real estate value chain. With sustainable and innovative solutions, Property One creates more value for its clients and gets people excited about real estate. At its four locations in Zurich, Zug, Basel and Ascona, the company combines under one roof its Investment, Financing, Development, Execution and Marketing as well as Real Estate Family Office competencies. Property One covers the entire life cycle of a property along this comprehensive value chain.