

PROPERTY ONE

ONEFOCUS
PRACTICAL EXAMPLE
SYMPHONY

HARMONIOUS INTERPLAY
AT A DREAM LOCATION

Property One supported a private client through the project planning and construction of a semi-detached house in a prime location close to the city on the left bank of Lake Zurich. The two residential units offer a spacious atmosphere with plenty of privacy. The project, for which Property One was able to demonstrate its comprehensive service expertise, was called "Symphony". Property One assumed all of the project risks alone, as well as the costs incurred at the beginning. However, the project proved to be a win-win situation for all involved.

The background

It began like many projects do: ideas are sought for a more meaningful use of a piece of land or an old property. The clients, a couple of empty nesters in the prime of life, own a detached house that is no longer in keeping with the times with regard to size and structure. The neighbourhood has a comfortable atmosphere, and the couple can envision creating something new in the same space.

The plot, on which a lovely replacement building will eventually be built, is ideally situated in a low-tax municipality close to the city on the left bank of Lake Zurich.

The journey began with the first project outlines, for which the clients commissioned several architects, as well as discussions with neighbours about a possible joint larger project and clarifications of possible uses for the land. Ultimately, a considerable amount of effort was exerted without a concrete solution being found, and many questions remained unanswered. This is where Property One stepped in – the couple turned to them after a recommendation from friends.

The development phase

The specialists from Property One listen, take note of wishes and ideas, sound out the schedule and financial framework and clarify all building law parameters. With its experience of a whole range of similar development projects, Property One submits the proposal for a new building. The clients receive a spacious attic apartment in line with their wishes. Execution is guaranteed within a fixed budget. To finance the project, another unit will be constructed in the building, which Property One will build, co-finance and market. The cooperation formally begins with a development contract. From then on, the Property One team of experts in development, construction and sales works closely with the clients. Property One's in-house specialists support and monitor the construction, which is carried out by expert partner companies, as the clients' representative. The construction work itself only takes 18 months.

Mezzanine financing

Not all the prerequisites are always met for the financing of complex construction projects. Reasons for this may include an upcoming estate distribution, temporarily insufficient liquidity or the extensive hurdles involved in mortgage acquisition. In such cases, Property One can step in and offer tailored solutions. Interim financing by means of subordinated loans, for example, can help to bridge the construction phase. Other forms of mezzanine financing or joint club deals, in which several investors come together, are available as a solution. Get in touch with us – we will be happy to advise you on real estate financing solutions.



Very close to Lake Zurich – the large window fronts provide a breathtaking view.



An outdoor pool and terrace kitchen shift the living space to the outside in summer.

The blueprint also comes from the in-house network: Arndt Geiger Herrmann AG, architects and interior designers, work out all the details of the plans & prepare the planning application. The Zurich-based office is known for stunning cubic villas that create a close connection to the environment via large, transparent glass surfaces and sheltered terraces.

The marketing phase

Before the actual construction can begin, the Property One sales team uses a specially created marketing concept to search for a suitable co-owner. They must not only meet the (financial) requirements for the purchase of the second, significantly larger unit, but should also be a good fit for the future living arrangements with the clients. The search finally led to success following a meeting. Two residential units were created with a total living space of over 800 square metres. These are spread over a total of four floors, three of which offer the coveted view of Lake Zurich and a view of the mountains in the distance. Both apartments have their own lift and direct access from the shared basement garage.

Execution

The interior design, on which both parties work closely together with the construction management and with the involvement of the in-house interior designers, is developed with consistently high-quality materials. Special requests such as a subsequently designed outdoor pool and a terrace kitchen can also be taken into account. When designing the outdoor space, in addition to aesthetic criteria, maintaining privacy and blocking visibility from the outside are top priorities.

With the "Symphony" project, the Property One team, made up of 16 professional fields, proves that it can implement projects with a challenging schedule and finan-

cial framework while achieving the desired high quality and within a set budget. By assuming the entrepreneurial risk and all work, the company offers private clients a comprehensive range of services from a single source. The mutual trust involves the full support of clients and buyers as well as fair contractual agreements. Property One's wealth of experience guarantees that your dream home can come true.



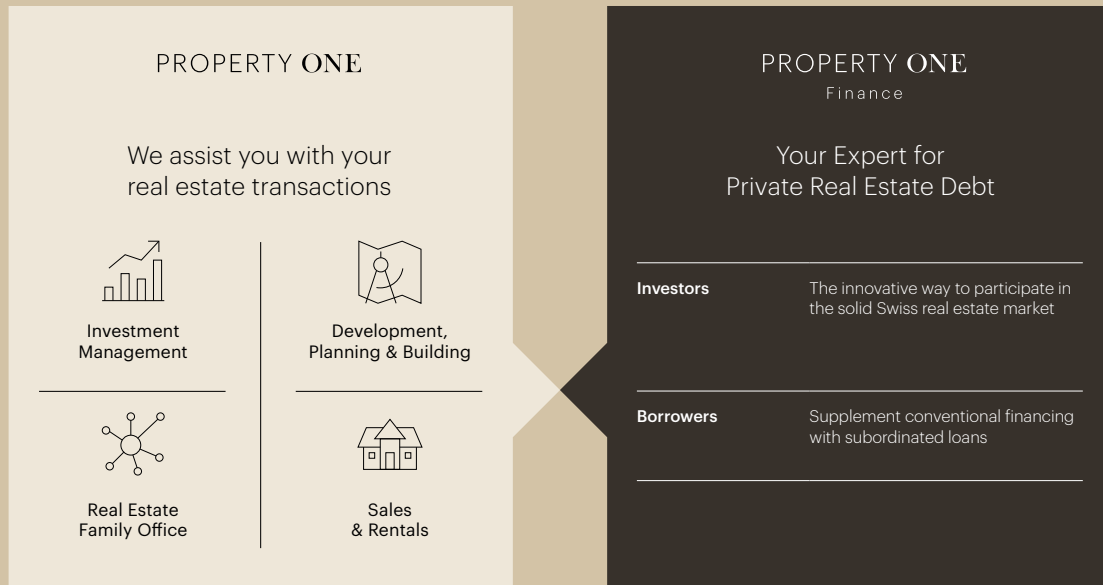
Open, bright and spacious but with plenty of privacy.

Key data of the Symphony project

Building type: semi-detached house
Client: private
Location: residential area on the left bank of Lake Zurich
Plot size: 1,395 m²
Gross living area: 870 m²
Heating type: geothermal heat pump
Construction time: 18 months
Move-in date: end of 2020

ONE PASSION

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 three locations in Zurich, Zug and Ascona, the company combines expertise in the fields of investment, financing, development, execution and marketing as well as real estate family office under one roof. This comprehensive value chain allows Property One to cover the entire property life cycle.



The company consists of an interdisciplinary team and serves all areas in-house, ensuring successful project completion that is both time- and cost-efficient. Property One gives interested investors and potential borrowers access to subordinated financing. The company acts as a central interface for all of the players involved in a project with regard to planning, coordination and organisation, both for private clients and for professional investors. Property One

keeps a constant eye on market developments and reaches out to the various service providers at the appropriate time. The real estate service provider arranges financing, coordinates development and planning, supports the various construction phases, ensures that quality standards are adhered to, takes care of the marketing side of things and structures customised participation models.

