

PROPERTY ONE

ONEfocus Practical Example «Hüsliweg»

Negotiations and preliminary work in real estate development

Every single construction project requires in-depth clarification sessions. Negotiations with neighbours and the authorities can often be complex in nature. It takes specialist expertise to conduct them successfully. This example of a replacement construction on the left bank of Lake Zurich shows just how high the hurdles can be before construction even begins – and how to overcome them.

The background

An older house that at first glance looks just like many others. With the help of an architect, a community of heirs checked what needed to be done to this very well-located old property. The semi-detached house is located on a hillside, with an overgrown garden and one half of the house in need of a lot of renovation. The property is very underused. The living space could be more than doubled if a new build were constructed. The plot has a lot of potential, meaning that selling the property is the obvious option for the community of heirs. Property One has expressed an interest in purchasing the plot. The purchase offer with an attractive price is subject to the condition that access be clarified for a replacement construction.

«Thorough preliminary work is the key to success.»

The checks

The first step in the acquisition involves a thorough review of the entire situation – and in this case, this is proving to be rather complex. To start with, the due-diligence check identifies an access problem. With its house entrances and one parking space, the terraced hillside property,

which is adjacent to a busy cantonal road, was previously accessible from above. For a new build, the building authority favours a new entrance with access at the lower end of the plot. The access road needed for this would at least partially cross the plots of adjacent property owners.

The neighbour

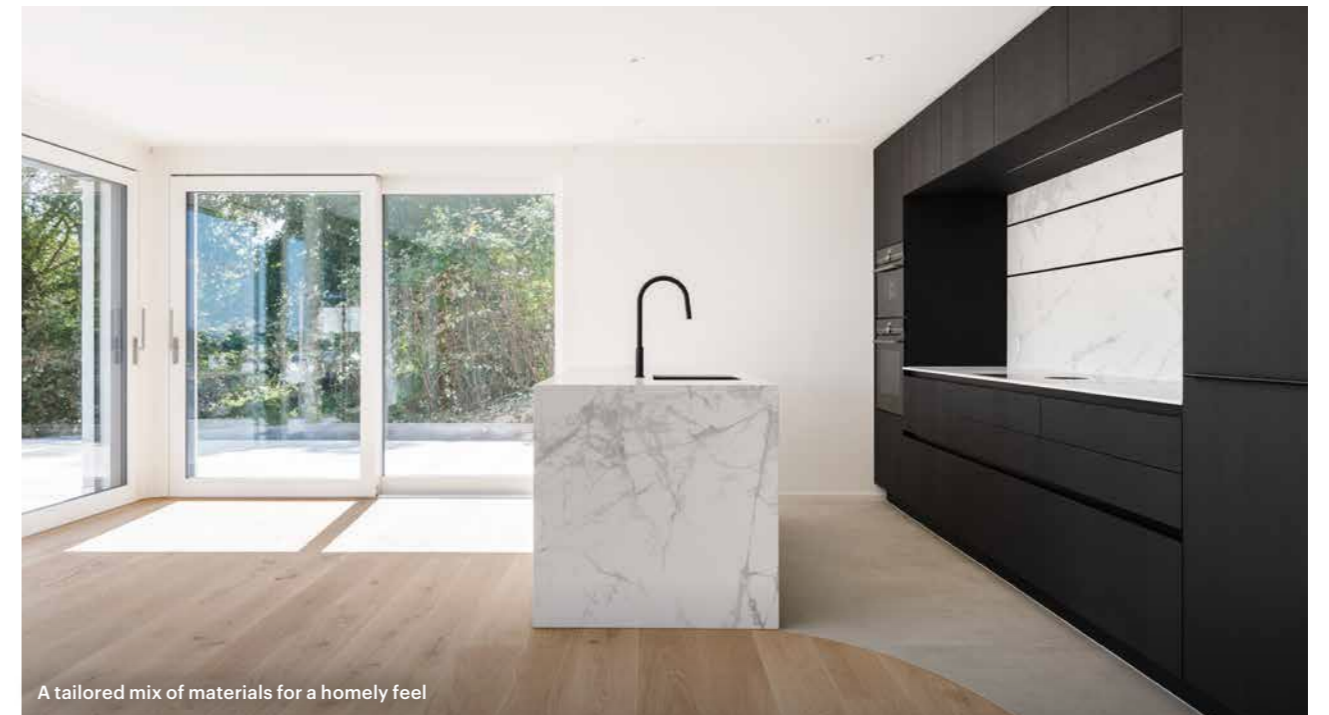
A major construction project like this one requires the mutual agreement of all neighbours, which is essential in ensuring that everything runs smoothly. Because every project can be held up by objections, it is important to make the initial contact with the affected parties as early in the process as possible. Because the new access road requires the land cessions of two neighbouring plots, in-depth negotiations are needed. These negotiations ultimately lead to win-win solutions for all parties - a successful outcome. With two other neighbours, an agreement is reached regarding the outside of the façade and the preparations for the subsequent shared use of the access road.

The authorities

As is the case with every new build, this project calls for thorough clarification with the building authorities. Issues requiring clarification include the possible utilisation, construction lines and distance regulations, and issues relating to potential contamination on the plot and easements of any kind, such as rights of way. In this case, the project involves a public road that runs next to the plot, the renewal of utility lines and the access road mentioned above. The building office and the civil engineering office are both involved, with their representatives communicating between themselves.



Large glazed frontage guarantees impressive and extensive views over the lake



A tailored mix of materials for a homely feel

The new build

A modern apartment building has been created, with seven owner-occupied apartments located near the centre of the village. All units have views of Lake Zurich, and some have very large outside spaces. With 4.5 to 6 rooms and net living areas of 108 to 154 m², the apartments have thoughtfully designed floor plans and a high-quality finish. The split-level architecture with offset floor levels offers a lot of privacy. This does however mean that the lift also needs to be precisely adjusted to make sure that it stops at the twelve exits despite these being so close together. This was a challenge that was successfully overcome at all levels, from the apartments and the basement units right through to the parking spaces in the basement garage. Loading stations and load management for e-mobility were also prepared in the basement garage.

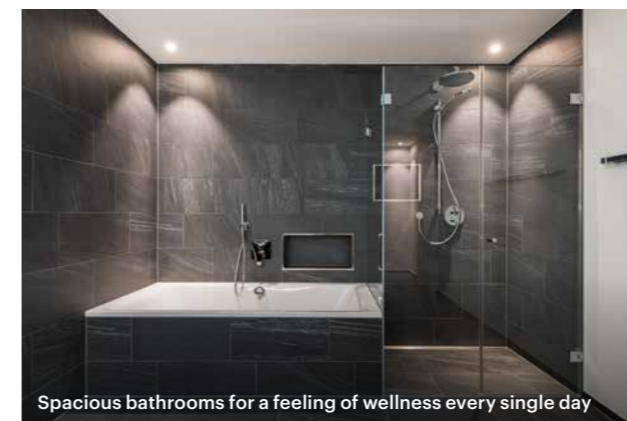
Implementation

In addition to the planning, carrying out the new build is one of the key services provided by Property One. The construction project is challenging due to the location and the confined space available. First of all, there is no

space available to set up the construction site. It is an elaborate and costly process to secure the construction pit on sloping ground. In terms of financing, Property One has been appointed to put together an optimum financing package. Finally, the tendering and marketing are carried out in-house. Six out of seven units can be sold off plan, and work can begin on the construction.

In summary

This example of a contemporary replacement construction on Lake Zurich shows that the politically desirable move towards high-density living can be a success as long as it creates added value for everyone involved. In this case, the former owners, who have also been granted a right of first refusal, benefit from the high land value, the neighbours from the improved access and the new owners from owning a home in a sought-after location with a view of the lake. When it comes to projects of this size, the competence of Property One is based on the expertise of a team that is on hand every single step of the way and that can offer everything from a one-stop shop.



Spacious bathrooms for a feeling of wellness every single day

Everything from a one-stop shop An overview of services provided by Property One

- Market surveys
- Acquisitions
- Development
- Planning
- Financing
- New build construction
- Marketing
- Sales

