

RESIDENTIAL INVESTMENT

BUYING, OPTIMISING AND
SELLING RESIDENTIAL PROPERTIES



RESIDENTIAL INVESTMENT



**BNP PARIBAS
REAL ESTATE**

Real Estate
for a changing world



"TAKING DIFFERENT PERSPECTIVES TO MEET YOUR NEEDS."



Christoph Meszelinsky
Co-Head Residential Investment
Managing Director



Udo Cordts-Sanzenbacher
Co-Head Residential Investment
Managing Director

HAVING AN EYE FOR THE REQUIREMENTS OF THE FUTURE RESIDENTIAL PROPERTY – THE KEY TO SUCCESS

Today more than ever, residential property continues to be one of the most robust means on investment available, gaining in importance in private as well as in business settings. With our well-founded estimates as to your opportunities for the purchase and sale of residential property, we are set to contribute to your success in this field, without, however, losing sight of our social responsibility. For this purpose, our team members with their expert opinions will be at your disposal for sale and purchase appraisals as well as for optimisation and evaluation purposes.

SERVICES WHICH MEET YOUR SPECIAL NEEDS



RESIDENTIAL AND
MIXED-USE BUILDINGS



RESIDENTIAL PORTFOLIOS



RESIDENTIAL FORWARD DEALS



SITES AND VALUE-ADD PROJECTS



SPECIALISED HOUSING
MICROLIVING, STUDENT HOUSING, ETC.



HEALTHCARE



INVESTING GEARED TO THE FUTURE – EVEN WITHOUT A CRYSTAL BALL

RESIDENTIAL INVESTMENT

- Identification of target groups and suitable investment opportunities
- Analysis of the current market and competitive environment
- Professional preparation and presentation of the purchase/sales product
- Detailed market and investor-related expertise
- Estimate concerning the development and value-added potential of your property or your investment
- Analysis concerning opportunities for property development as well as for the conversion, extension or modernisation of existing properties
- Analysis and structuring of residential portfolios for sale
- Target group analysis covering national and international investors and sources of capital
- Development of exit strategies
- Efficient and well-structured project organisation as well as deal engineering
- Audit-compliant documentation



“Residential property is the topic – not least due to the rise in rent and purchase prices. We draw on our profound market know-how to show you where meaningful investments can be made, as well as which market segments offer the best chances for success. With our wide range of services we are ideally positioned as your partner and consultant at all stages of purchase or sales.”

Anne Tonscheidt

Regional Director Consulting & Valuation

RESIDENTIAL RESEARCH

- ▶ Continuous and nation-wide research processes drawing on extensive location and market-related documentation
- ▶ Drawing up of market analyses and city reports
- ▶ Analysis of the development of rental and purchase prices, differentiated according to regions and types of properties
- ▶ Estimations concerning future market development, differentiated according to locations and market segments
- ▶ Analysis of the demand requirements of investors and end users; target group analysis

RESIDENTIAL CONSULTING & VALUATION

- ▶ Strategical real estate consulting
- ▶ Development of concepts of usage and feasibility studies for residential land and conversion projects
- ▶ Support for our clients at all stages of the purchase or sales process (due diligence, data room, marketing etc.)
- ▶ Elaboration of plausible exit strategies
- ▶ Professional evaluation of residential properties or portfolios according to national or international standards
- ▶ Accounting reviews (HGB and IFRS/IAS standards)
- ▶ IPO evaluations; value and rent estimates
- ▶ Competition and requirement analyses

WHY NOT ASK AROUND?

... IT'S DEFINITELY WHAT WE WOULD DO.
ON THE RIGHT YOU'LL FIND SOME OF OUR REFERENCES.



ZBI Zentral Boden Immobilien Gruppe

Deutsche Asset One
Dupuis Investment & Asset Management

Quantum

DOMICIL
Real Estate Group

PATRIZIA

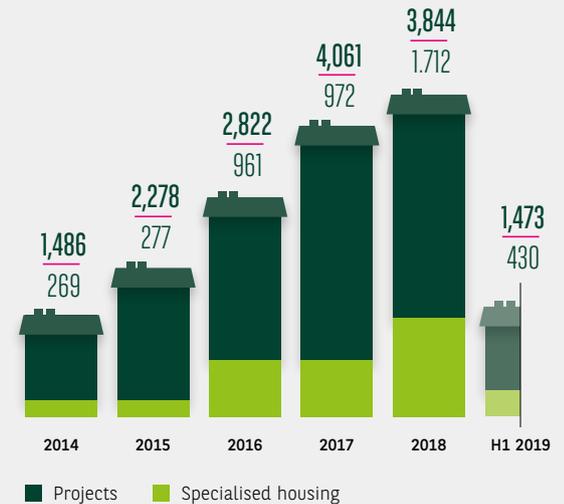
BONAVA

WERTGRUND

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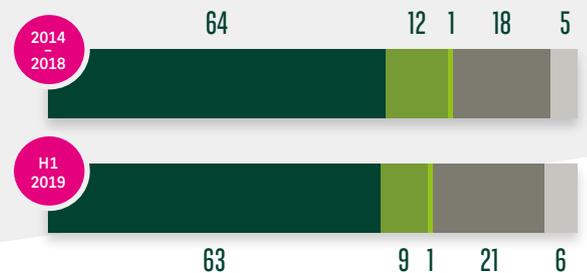
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Jürgen Fälchle (fotolia), Andreas Nenninger, Manos Meisen, Manuel Debus, Stefan Melchior |
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INVESTMENT VOLUME FOR PROJECTS AND SPECIALISED HOUSING*
in €m



*Micro apartments, senior and student housing

SHARE OF ASSET CLASSES IN THE OVERALL INVESTMENT VOLUME
in %



Existing portfolios
Older properties
Modern properties
Projects
Specialised housing*

RESIDENTIAL INVESTMENT

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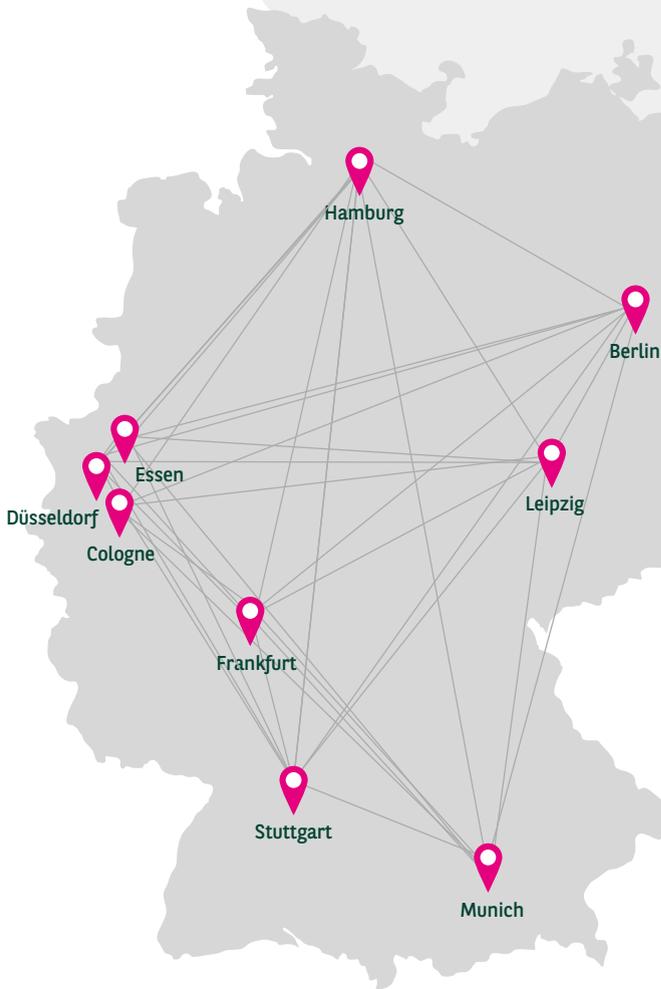
**BNP PARIBAS
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RESIDENTIAL INVESTMENT

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TRANSACTION | CONSULTING | VALUATION | PROPERTY MANAGEMENT | INVESTMENT MANAGEMENT | PROPERTY DEVELOPMENT



**BNP PARIBAS
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Our international presence

AUSTRIA*

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DENMARK*

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FINLAND*

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GREECE*

HONG KONG

HUNGARY*

IRELAND

ITALY

JERSEY*

LATVIA*

LITHUANIA*

LUXEMBOURG

NETHERLANDS

NORTHERN IRELAND*

NORWAY*

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PORTUGAL*

ROMANIA

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SINGAPORE

SPAIN

SWEDEN*

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UAE

UNITED KINGDOM

USA*

*ALLIANCES