



**BNP PARIBAS
REAL ESTATE**

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CONSULTING & VALUATION





CONSULTING & VALUATION

STRATEGIC ADVISORY AND PROPERTY VALUATION SERVICES WITH A CLOSE UNDERSTANDING OF THE MARKETS

We develop analyses and concepts for successful real estate projects and sound investment decisions. Our aim is to ensure the success of your real estate projects. In a changing world, we achieve this through real estate consulting services based on a fund of practical experience and market knowledge which has been built up over more than 30 years.

A diverse spectrum of clients value our know-how, including national and international investors, open- and closed-end funds, REITs, the public sector, federal state and federal government ministries, property owners, major companies, asset managers, portfolio holders, centre managers, private individuals and family offices. Become part of our network and benefit from our expertise!

KEY FIGURES 2021



95 TEAM-MEMBERS



5 LOCATIONS
in Germany



150 VALUATION PROJECTS p. a.



3,130 VALUATIONS



WORTH
€73.0 billion



2 OUR APPROACH

**Our special competence stems from a unique team.
Our interdisciplinary team spans four focuses of expertise, providing an ideal foundation on which to evolve optimum solutions for your diverse real-estate issues.**

BNP Paribas Real Estate has been providing consultancy services throughout Germany since 1987, and currently employs a staff of some 100 in this field. Interdisciplinary teams in the business areas of Strategic Advice, Valuation, Buy-Side Advice, Development Advisory, Research and Digital Property Documentation collaborate from the beginning of every project. Our staff cover a broad range of core competencies, generating diverse synergies to produce practicable results tailored to individual requirements. In order to exploit these benefits, consulting and valuation services have always been integrated at our company. It goes without saying that sensitive data pertaining to the respective areas of business are strictly separated. Compliance and the [Code of Conduct](#) provide the foundations for our corporate policy and our values-based business practice. Draw on these synergies for your own success.

3 OUR SERVICES

A CONSULTING

- ◆ **Advisory Services:** Location and market analyses, feasibility studies, concepts, strategies
- ◆ **Investment Consulting:** Strategic investment consulting for successful placement of properties on the market, transaction advice
- ◆ **Buy-Side Advice:** Professional advice before and during the purchasing process, due diligence
- ◆ **ESG & Green Building:** Advice on sustainability issues and certification
- ◆ **Development Advisory:** Development and conversion concepts, advice on conversion issues

B VALUATION

- ◆ Valuation on the basis of German (ImmoWertV, BelWertV) or international standards (RICS, TEGoVA, IVCS) and guidelines
- ◆ Valuation reports based on sale, market and mortgage value
- ◆ Purchasing and selling valuations
- ◆ Performance appraisals
- ◆ Business plan and cash flow analyses
- ◆ Risk, scenario and sensitivity analyses
- ◆ Asset management strategies
- ◆ Market rent appraisals





3 OUR SERVICES

DIGITAL PROPERTY DOCUMENTATION

- ◆ Set-up and administration of transaction data rooms
- ◆ Implementation of permanent document management systems
- ◆ Competent document auditing
- ◆ Professional structuring of property documentation
- ◆ Advice on suitable software
- ◆ Change management

RESEARCH

- ◆ **Market analyses:** National and international reports and presentations
- ◆ **Forecasts:** Property market forecasting models for users and investors
- ◆ **Investment Management analyses:** Development of risk/return models and provision of strategic advice
- ◆ **Database management:** Latest international market data

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As per May 2022