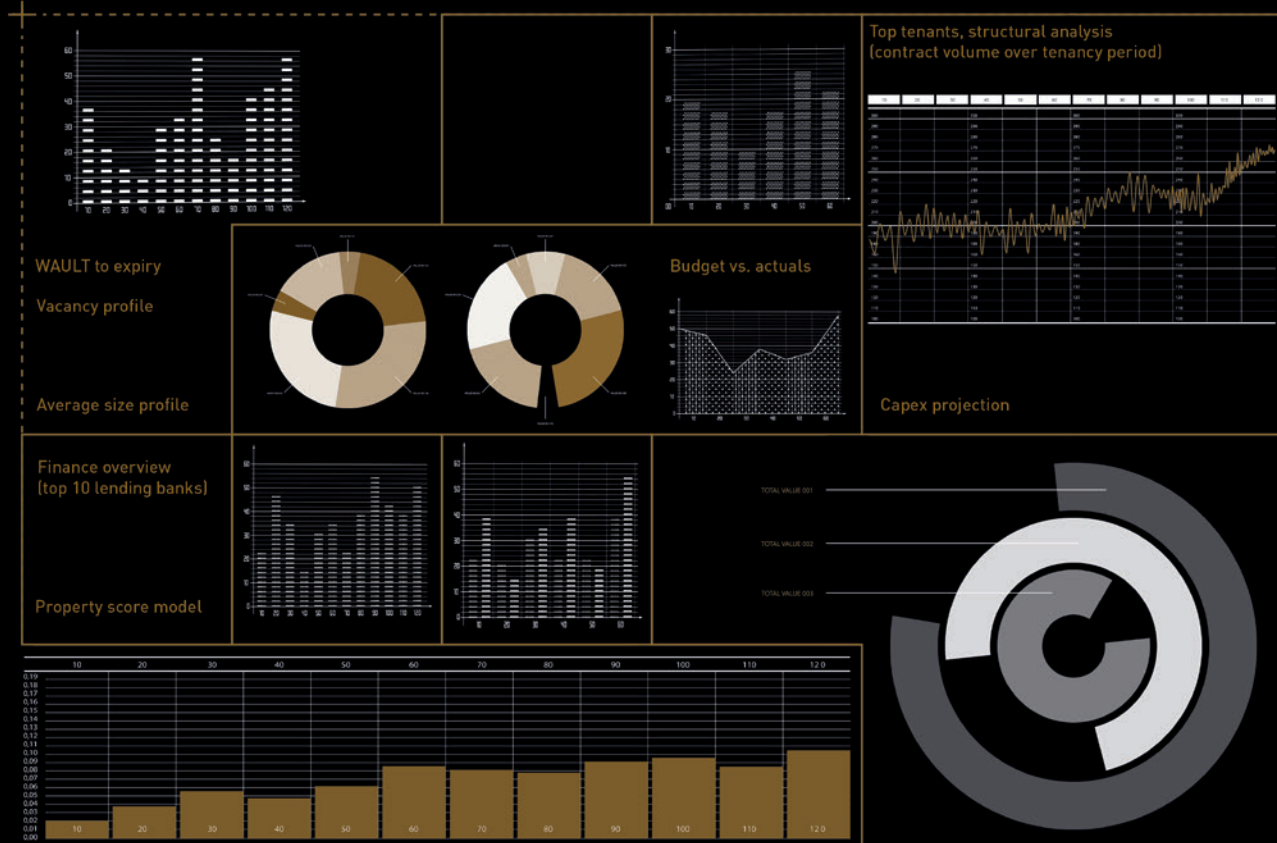


Professional
real estate investments
by single-family offices

Real estate
can be seen like this...

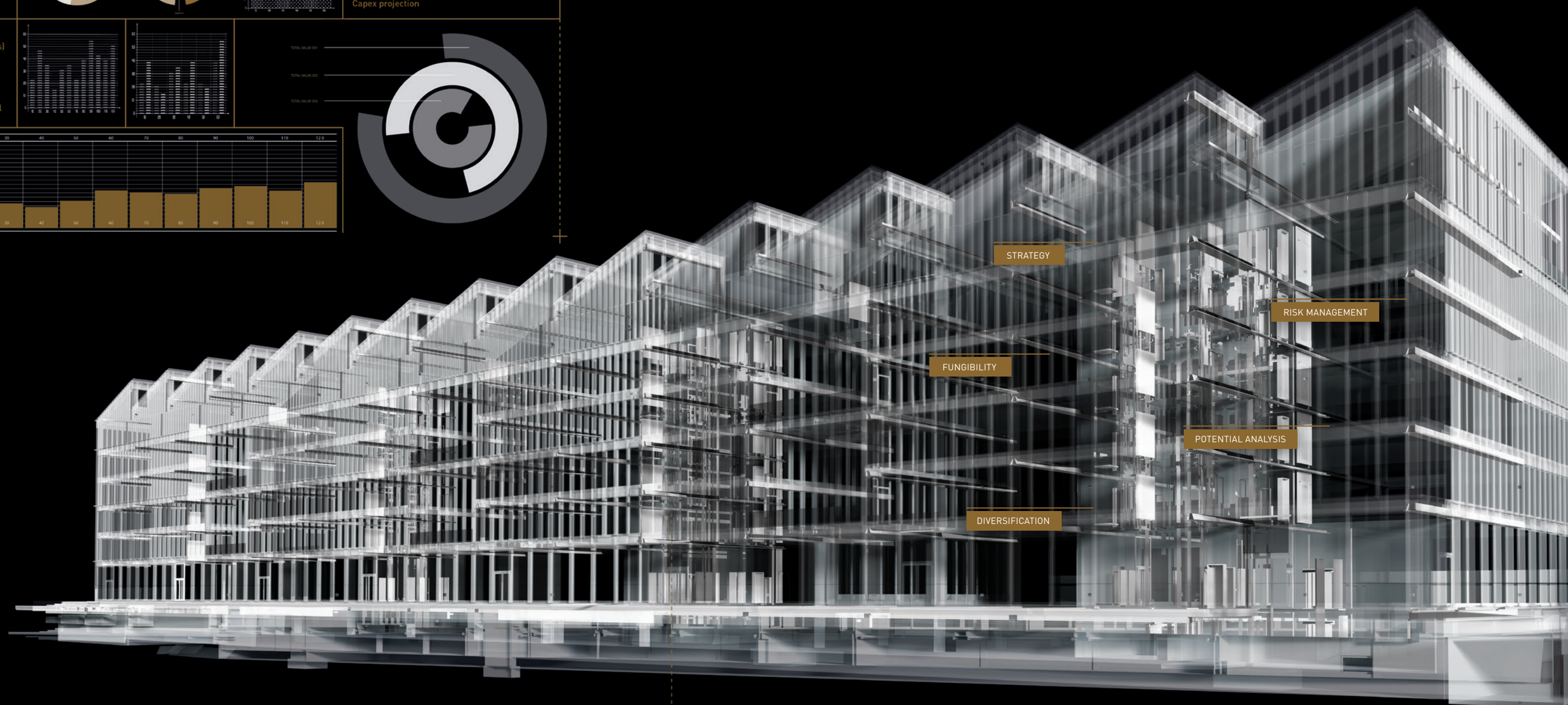




... or
like this ...

Successful real estate investments depend on much more than location and appearance.

Risks can be minimised and performance maximised through holistic real estate management and by partnering up with external consultants with a special focus on single-family offices and a multiple-year track record in the property market.



*The experience and footprint
of an established external real estate family office
can benefit single-family offices in many respects*

01 Investment strategy

Years of practical experience in implementing investment strategies involving various asset categories, volumes, markets and yield rates make a portfolio strategy more objective and reality-proof.

02 Access to investments

A well-known player in the investment market cooperating with a broad network of direct contacts to relevant industry partners and successfully implementing marketing strategies has what it takes to achieve a high level of market penetration as off-market opportunities are secured and investment goals achieved.

03 Transactions

Negotiating skills, business acumen and sophisticated processes based on close cooperation with prominent market players mean sustained planning, high performance and enhanced transactional safety.

04 Finance

A dedicated finance unit with personal access to the most relevant funding institutions and service providers in the sector plus wide-ranging experience with diverse financing schemes will boost the performance of any investment clients intend to pursue.

05 Research & market analysis

With an internal research unit owning a comprehensive collection of data on the most relevant selling and letting markets and comparative analyses from portfolio managers and through continual KPI monitoring, market trends are detected at an early stage. For clients, this translates into flexibility, speed and independence.

06 Data management & reporting

Premium software solutions specifically geared towards a host of mandates and large real estate portfolios do not only provide tailor-made reports but also facilitate permanent access to all data and ongoing data exchange.

07 Risk management

Continuous monitoring of market-relevant risks and developments by an expert team benefitting from a wide range of portfolio-related data means that risks and opportunities are identified early.

08 Letting & sales optimisation

Personal contact to trustworthy sellers, buyers, tenants and property owners and a comprehensive collection of market data and analytics results in smooth marketing processes and a firm market position required in this industry for strikingly above-average performance.

Success factors for a partnership model

*Criteria ideally met by an external real estate family office
operating on behalf of a single-family office*

Personal contact & privacy:

Privacy is easily protected by a small or medium-sized partner meeting individual needs through tailor-made solutions

High process standards:

Transparent, high-quality operating processes benefit from state-of-the-art IT solutions

Institutional standards:

Investment and asset management standards established in the sector are applied institutionally

Independence & objectivity:

Being independent, owner-managed and not controlled by any single-family office among the company's shareholders and/or partners

Track record & reputation:

A comprehensive track record, sound references and experience in dealing with single-family offices

*Advantages and added value for
single-family offices from cooperating with
an external real estate family office*

Lower workload:

Reducing management efforts for single-family offices since responsibilities are durably transferred to partners acting on their behalf

Focus:

Concentration on material decisions

Privacy & anonymity:

Names are protected, e.g. by white-labelling

Safety & performance:

As real estate is managed professionally and institutionally by experienced experts, investment risks are reduced and performance is boosted

Speediness & availability:

Investment and asset management teams are directly approachable and available just as needed by clients – no strings attached

Flexibility:

If a client's investment strategy changes, organisation and teams can be adjusted flexibly and individually without any consequences for their own organisation and/or staff

Structure & cost:

Cooperation reduces organisational efforts at the clients' end. At the same time, a mandated real estate family office receives performance-based fees only

“Perfect interplay
between professionals
equals substantially more
than the sum total of
individual contributions”

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