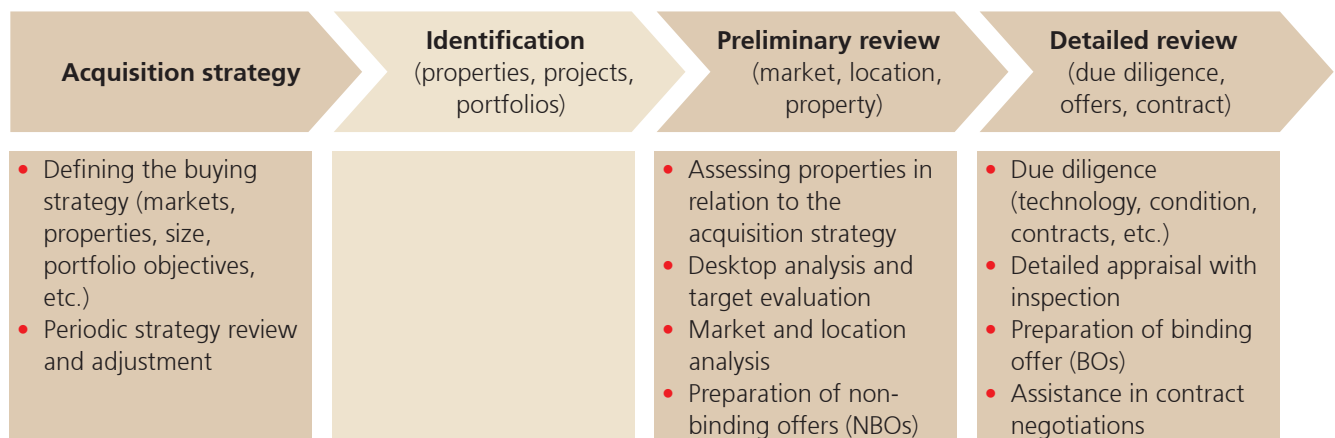


# Take the offer or keep looking?

**Buy side advisory: We support you in the process of buying real estate, providing independent advice and reliable market data.**

Both institutional and private investors benefit from our consulting when looking to acquire individual properties, projects or entire portfolios. Our consulting services are structured in modular fashion, so you get support in the specific areas you need.

Real estate buying is typically a process comprised of several phases. We support and advise you throughout each individual phase, providing analysis of the potential of investment opportunities. It may go without saying that you can rely on our absolute commitment to confidentiality.



## What we offer

Our services are offered as discrete modules to meet your needs in optimally targeted fashion. The content of the service modules, proven effective in practice, spans everything from providing current market data to coordination of the entire purchase process, including due diligence. Specific services:

- Designing and reviewing buying strategies
- Preparing non-binding offers (NBOs)
- Checking data rooms for completeness and plausibility and analysis of the data
- Property analysis (qualitative, SWOT analysis development potential)
- Location study (qualitative, SWOT analysis development potential)
- Lease contract analysis (income, costs, conditions)
- Market and competition analysis
- Sale price estimate (valuation)
- Tenders and managing external service providers (legal, tax, technology)
- Preparation of binding offers (BOs)
- Assistance in purchase-and-sale contract negotiations

### **How you benefit**

Your investment decision-making rests on a sound, reliable foundation by taking advantage of support from one of Switzerland's leading real estate consulting firms.

Specific advantages:

- Dependable analysis and evaluation of all information
- Competent sounding board for ideas
- Absolute confidentiality assured surrounding transaction preparations and execution
- Full market transparency
- Well-organized and clearly understandable evaluation and reports
- Efficient, optimized deployment of your resources
- Early identification of potential deal breakers

Interested? Bernhard Klöpfer, UBS Real Estate Advisory, looks forward to talking to you. Give us a call (phone 044 237 38 53) or e-mail at [bernhard.kloepfer@ubs.com](mailto:bernhard.kloepfer@ubs.com)

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