



ACQUISITION PROFILE GERMANY RESIDENTIAL



LOCATIONS

Cities and metropolitan areas top priority

- Berlin
- Hamburg
- Munich
- Frankfurt/Main
- Düsseldorf
- Cologne/Bonn
- Hannover
- Stuttgart
- Leipzig
- Dresden

Regions/cities – lower priority

- **Bayern:** Regensburg, Erlangen, Ingolstadt, Nürnberg, Würzburg, Augsburg, Fürth
- **Baden-Württemberg:** Ulm, Freiburg, Karlsruhe, Heidelberg, Heilbronn, Mannheim, Reutlingen
- **Nordrhein-Westfalen:** Münster, Aachen, Neuss, Bergisch Gladbach, Paderborn
- **Rheinland-Pfalz:** Mainz, Trier
- **Hessen:** Darmstadt, Wiesbaden
- **Niedersachsen:** Oldenburg, Göttingen, Osnabrück
- **Bremen**
- **Schleswig-Holstein:** Kiel
- **Neue Bundesländer:** Halle, Potsdam, Jena, Rostock
- **Medium-sized and smaller cities** > 25.000 inhabitants in regions with strong infrastructure and above average purchasing power, with a stable and growing demographic forecast

PROPERTIES

- Residential buildings/housing estates
- Residential/commercial buildings
- From 10 Residential units (RE), ideal size 50 -250 RE

- Residential portfolio
- Residential property companies with real estate assets
- Properties (land) for housing construction/Developments

PRECONDITIONS

- Preferred lower than 6 floors, no tower blocks
- No social hot-spots (rough neighbourhoods)
- No partial and leasehold ownership
- No management properties
- Cities with positive demographic trend
- No involvement in bidding or auction processes, excluding acquisition through foreclosures or insolvency administrator possible

- Preferred existing buildings from construction year 1990 or old buildings with an art nouveau facade (listed building possible)
- Commercial share preferred < 25% of base rent income
- Preferred privately financed or rent control < 5 Jahre
- Preferred existing buildings or new-built buildings, developments possible
- Residential buildings/portfolio with optimisation potential

Opportunistic

- Empty properties (demolition, renovation, etc.)
- Project developments

Value Added

- New rental potential from currently empty floorspace
- Rental leases expiring in the short to medium-term for part or all of building
- Potential for restructuring the rental situation
- Potential for further building on the site
- Potential for renovation and upgrade
- Potential for repositioning property

Core

- Long established stable tenant structure and low fluctuation over the last years
- New buildings and generally renovated older buildings, no maintenance backlog, efficient and flexible building structures, modern and cost effective building services, Green Buildings preferred

SIZE OF INVESTMENT

- Residential buildings/Housing estates > 1 Mio. €, without purchase price limitation
- Residential portfolio/housing stock up to € 500 Mio., in special cases larger transactions are also possible

REQUIRED INFORMATION ON PROPERTIES

- Exact property address (street, number, town/city, postcode)
- Year of construction and size of plot
- Official site plan and current land register entry
- Statement concerning protection, renovation and preservation orders
- Floor plan of all relevant floors
- Detailed listing of floor areas, classified by type of usage
- Details of cash flow and vacancies
- List of tenants, rent due/rent collected, rental expiry terms, Indexing and options for all units

- List of parking units according to each type as underground parking and above ground parking spaces
- Total amount of apportionable and non-apportionable service charges of the last 2 years
- ancillary expenses of the last 2 years
- photo documentation
- Lease contracts
- Purchase price
- For project developments: Building permits/outline permission, submitted plans, floorspace calculation, pre-rentals, etc.)

TRANSACTION CONDITIONS

- Deals can be handled as an asset deal or a share deal
- Tight deadlines for proceeding are not a problem for us
- The opportunity to carry out full due diligence is, however, a necessity.

CO-INVESTMENTS / JOINT VENTURES

- Provision of real estate equity for property transactions for co-investing partners who are stakeholders and operate locally (asset managers/developers, etc.) possible in the form of co-investments/joint ventures on the basis of legally independent investment vehicles.

CONTACT

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NOTE

If you put forward a proposal but are not the owner, then we ask that you send with the offer some written proof that you are directly charged with the sale or arrangement of a sale by the owner (vendor). Unfortunately, we are unable to accept and follow up on any agency offers without this proof. This purchase profile does not constitute an offer to conclude an agency contract. All written property offers will be regarded as an offer to conclude an agency contract, which first requires our acceptance in writing before becoming a contract. Given the number of offers we receive, we are unable to accept other parties' terms and conditions of business.

The acceptance of an assumed agency contract is precluded. Commission is only ever paid for brokering activities. Purely introductory services or joint introductions are not acceptable. Agency fees will be paid, if the buyer and the agency have reached a written agreement for the individual case of a specific property. We are not obliged to return to you any documents which you may send us. In addition, please understand that you may not undertake any advertising or acquisition activities using our company name without our explicit, written approval.