

Frankfurt am Main

# Local specialists Global reach





### Dear Customers, Business Partners, and Associates,

Real estate influences us in a variety of ways throughout our lives. However, one aspect that is easy to overlook in the property world is the human factor. For over 125 years now, Knight Frank has been a global leader in real estate consultancy, shaped by the close personal links between our staff and clients.

This brochure gives you an overview of our company's Frankfurt office. Our partnership business model creates a total commitment – personal, authentic and entrepreneurial. The decision-makers in our owner-managed companies champion the firm day-in-day-out and are actively involved in our projects. We are convinced that personal interaction and knowledge of our clients' needs contribute to creating and ensuring quality.

A long-term customer relationship built on trust and reliability enables our teams of experts with over 25 years of combined real estate experience to develop customized and valuable property solutions across the commercial and residential sectors and markets.

As the Managing Partner and Head of Knight Frank Frankfurt, I look forward to working with you for many coming years.

Yours truly Elvin Durakovic



### Partner model Personal the decision in the dec

Personal, authentic, entrepreneurial – the decision-maker at your side.

## Qualitative consultancy

Provided by experts in Office Leasing, Capital Markets, Industrial & Logistics, Valuation & Advisory, and Residential.

### Speed

Fast and uncomplicated coordination thanks to close ties and direct communication.

Locally, nationally and internationally.

## About Knight Frank

18.000+
employees worldwide

3 offices in Germany

380+
offices

50+
countries

50+ employees in Frankfurt

5 business divisions 125
years of experience



### Expertise

Take advantage of the market knowledge and expertise of our highly specialized and motivated teams and our superb local, national and international industry contacts in the following areas:

Office Leasing
Capital Markets
Industrial & Logistics
Valuation & Advisory
Residential

Our divisions are working closely together, generating new ideas and concepts to deliver the greatest possible added value for our clients.

### Office Leasing

**Contact person** 

**Lukas Kasperczyk**Managing Partner

Head of Office Leasing





### Office Leasing

Knight Frank Consult focuses primarily on consultancy and acts as an agent for our clients. We support tenants and landlords across the entire property life cycle:

#### **Services for tenants**

- Leasing and lease-out of office space, properties, etc.
- Handling structured leasing processes and location consolidation
- Follow-up negotiations and renegotiation of existing leases
- Subletting and re-letting
- Strategic planning and realization, incl. change management and implementation of new workspace concepts/working environments
- Location identification and acquisition of real estate incl. analyses of where staff are based and pinpointing the optimal geographic location
- Support in executing sale & leaseback transactions and owner-occupier development projects
- Analyses of GFA, calculating requirements, assessing profitability

### Services for investors and landlords

- Tenant identification/target group analysis
- Lease management
- Preparation of rent estimates/market & location analyses
- Property analysis/consulting on spatial and equipment configuration
- Developing and implementing marketing strategies
- Real estate repositioning
- Contract extensions with existing tenants
- Implementation of marketing activities, developing clients by cold calls, mailings
- Conceptual consulting/implementation of sample floors, print media, homepage, rental flyers, etc.

## Capital Markets

**Contact person** 

**Sven Henkes** 

Managing Partner
Head of Capital Markets





### Capital Markets

As your advisor and partner, Knight Frank Capital Markets focuses firmly on the needs of its clients. With the highest degree of reliability, we guide our clients through the successful purchase or sale of their property during the entire process.

Together with the Knight Frank Capital Markets teams in Berlin and Munich and the global team in London, we are fully integrated into a long-standing global network characterized by strong personal ties between the teams' members and to our clients.

We cover the areas of the office, residential, retail and hotel sectors and work with institutional investors, private equity, family offices, project developers, as well as property companies in the following areas:

- Consultancy on acquisition and sales throughout Germany
- Advice to national and international investors and owners
- Property analyses from a marketing perspective
- Development of alternative utilization concepts
- Realization of holistic marketing strategies
- Implementation of structured sales and bidding processes
- Portfolio optimization

## Industrial Story of the Logistics

### **Contact persons**

from left to right:

**Alexander Slimistinos**Partner Industrial & Logistics

Lutz Hahn

Managing Partner

Head of Industrial & Logistics

Peter Bauer
Managing Partner
Head of Industrial & Logistics

## Industrial & Logistics

Our industrial property experts utilize their long-standing experience, profound market knowledge and the necessary technical understanding to arrive at the right solution. We seek to act as a personal advisor, and our sole focal point is the customer. Rental and sales differ significantly in this regard.

Knight Frank Industrial is there for you. We also offer private and institutional investors professional support in this market segment, where we have an established, superior track record.

- Logistics and industrial parks
- Specialty stores
- Car dealerships
- Properties for tradesmen
- Developable commercial properties



## Valuation & Advisory

### **Contact persons**

from left to right:

**Thorsten Finn** 

Partner Valuation & Advisory

**Christoph Gerlinger** 

**Managing Partner Valuation & Advisory** 

**Klaus Dallafina** 

Managing Partner
Head of Valuation & Advisory

## Valuation & Advisory

Valuations, analyses, due diligence reports. Whether you are an institutional investor, bank, company or private individual, you can benefit from our expertise. Our specialists from the fields of finance, architecture, construction and urban planning bring the total weight of their know-how, experience and national and international networks to act on your behalf. We are certified as property assessors by HypZert, TEGOVA, and RICS and accredited by BaFin.

We carry out nationally and internationally recognized valuations on that solid basis. Our valuation services are supported by innovative tools proven worldwide. We make a crucial difference for your project with our leading expertise and many years of experience in the office, logistics, retail, hotel, and residential sectors.

- Financing
- Fund valuations
- Accounting
- Capital increases
- Acquisition audits
- Sales consulting

With our leading expertise and many years of experience in the office, logistics, retail, hotel and residential sectors, we also make that crucial difference for your project.



### Residential

**Contact person** 

**Nikolaus Ziegert**Partner Residential



### Residential

ZIEGERT Knight Frank Frankfurt GmbH acts as a comprehensive property consultant focusing on brokering high-quality residential properties in the Rhine-Main region.

We support project developers who wish to rely on a onestop-shop offering and a broad range of services from product development, research and marketing strategies to successful sales.

- Brokering high-quality condominiums
- Sale of individual properties and villas
- Real estate financing and advisory on loans independent of banks
- Rentability assessment and real estate leasing
- Interior design and advice on layouts





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