

Property services  
at the highest level

## JMB Real Estate Management for sustainable real estate business

Investment strategies and real estate business demand a confident, independent and reliable advisor in these times. We have gathered a wealth of experience over the decades, and fully understand that only a combination of empirical knowledge and an intelligent plan can bring about success. As a real estate service provider we are pleased to represent and advise you as a private customer or as an institutional investor.



### Profitability of real estate

Throughout Switzerland and across the borders into neighbouring countries, we work on property agency services of every genre of use (land, property or project). Our way of thinking is not just geographical but transnational. Our ability to see beyond the immediate helps us recognize the major, integrated opportunities and serves as a basis for our professional analyses.

If a property has the right positive profile, we bring vendor and buyer together – whether the prospective purchase is for private residential use or for commercial or mixed use.

We concentrate all our energies on optimising added value, and explain all our strategic steps to you in a transparent and comprehensible way. Thus you achieve significant performance, and we remain true to our maxim of delivering a sustainable investment strategy. In order to guarantee economic sustainability we can bring you into contact with professional service providers and the best specialists, at your request and free from any obligation.



### Highly effective filtering membrane

It is hard for a potential vendor or buyer to retain an overview and choose the right product from the flood of financial deals and optimisation offers. We see ourselves as a filtering membrane: we select the genuinely sound concepts, investigate these and present them to you. Various aspects of these new investments must first be meticulously analysed before they are put together. Finally the property investment that reconciles all these aspects reveals its potential added value to you.

As the membrane protects the cell nucleus, so we protect you: from the quick decision and the hastily concluded deal seeking short-term profit without perceiving the high risk. Of course no financial deal is without risk, but the real service of an advisor lies in recognizing and weighing up this risk and communicating it openly. Here as independent representatives we help to explain complex situations in simple terms. And then you make your decision.

### Our network – your benefit

We close the circle and bring investors and vendors together.

We invite you to be a part of it.

- › As an investor: on your behalf, we will search for and analyse a suitable property for you according to your personal requirement profile.
- › As an owner: you commission us with the sale of your property on set terms.

JMB Real Estate Management is at your side to provide you with the bases for decision-making at all times. The highest level of service from a single source.

These are our plus points:

- › We are independent and flexible in every situation. We can call on other professionals if necessary.
- › We encourage and demand optimum performance from our business partners – but also from ourselves.
- › We explain valuations and results to you clearly. We simplify the complex input and communicate coherent output that covers all aspects.
- › Action in cooperation with a syndicate can result in reduced outlay.
- › Detailed analyses.
- › The cost-benefit ratio must always be comprehensible.
- › Once you have made your decisions, we endeavour to implement these as quickly as possible.
- › Everyone involved in a concept must be satisfied – sustainability begins with satisfaction.

“We impart sustainable values.”

### Our approach

Like an architect, we plan from the large scale down to the important details. The freedom of action of potential business partners is always preserved. An objective appraisal of the current concept must be possible at all times; alternative scenarios must be planned in advance, since environmental parameters may change over time. Sustainability is the basis of our thinking and acting. And we present you with a perfectly coordinated future prospect and turn this vision into reality.

“We impart sustainable values. Get in contact with me or turn to our team free from any obligation.”

*Jean-Marc Balmer*



