



Redefining Real Estate Advisory

smzh Real Estate Advisory

Comprehensive Real Estate Advisory aligned with your goals

At smzh, we view real estate not just as assets but as fundamental building blocks of your financial and strategic objectives. Our Real Estate Advisory approach combines innovative solutions with deep expertise, offering you a **comprehensive service tailored to your individual needs**.

Our Core Competencies

We offer **independent and tailored** services across the entire real estate lifecycle:



Why smzh?

With our expertise, extensive network, and sharp focus on your goals, we create **sustainable value**. As your single point of contact, we provide **seamless, transparent, and top-quality service** – all from one trusted partner.





Strategic Real Estate Advisory

We analyze your real estate assets with foresight and develop tailored strategies that unlock value and maximize potential.

Real estate is far more than just a tangible asset – it offers diverse opportunities for growth, stability, and returns. Through our strategic real estate advisory, we help you fully leverage the potential of your properties and achieve your financial goals sustainably. Our holistic approach combines in-depth analysis, innovative strategies, and extensive expertise to provide you with customized advice.

- Comprehensive analysis of your properties or portfolio to identify growth opportunities
- Development and implementation of sustainable value-enhancement strategies
- Advisory on legal, tax, and financial aspects of your real estate decisions



Project Development & Owner Representation

We bring your real estate projects to completion – meticulously planned, professionally managed, and always in your best interest.

The development and execution of real estate projects require foresight, expertise, and precise coordination of all stakeholders. We guide you through every step of your project – from planning and execution to successful completion. Acting as your trusted representative, we manage your interests with architects, planners, and regulatory authorities. Whether it's a new build, renovation, or redevelopment, we ensure that quality, timelines, and budgets are strictly adhered to, ensuring a seamless and efficient process.

- Planning and management of new developments, renovations, and refurbishments
- Representation of your interests with architects, planners, regulatory authorities, and banks
- Ensuring quality, deadlines, and budgets for successful project completion



Financing Advisory

Tailored financing solutions, optimized terms, and reliable guidance – for the financial success of your real estate projects.

Successful real estate financing requires customized solutions and a deep understanding of market dynamics. We develop financing strategies specifically designed for your projects, supporting you in negotiations with financial institutions to secure the best possible terms. In addition, we manage and oversee existing financing structures to ensure their efficiency. Our approach ensures that your projects remain financially stable and profitable.

- Development of tailored financing solutions for your real estate projects
- Negotiation support with lenders and optimization of financing terms
- Management and oversight of existing financing solutions



Transaction Management

We guide your real estate transactions with expertise and foresight – from initial valuation to successful closing

Buying or selling real estate is a complex process that demands in-depth expertise and a strong network. With our professional support, you secure optimal outcomes – from the initial valuation to the final transaction. Leveraging our experience and market knowledge, we structure transactions efficiently and grant you access to exclusive investment opportunities.

- Professional guidance in purchasing or selling real estate – from valuation to closing
- Structuring transactions to optimize tax and financial outcomes
- Access to exclusive market opportunities and investors through our extensive network

How we can support you



smzh – Your Independent Financial Services Partner

Our team is ready to support you with all your real estate-related needs. Get personalized advice to stay ahead of the next challenge.

About smzh

smzh ag is an independent financial services provider that offers corporate clients comprehensive, transparent, and sustainable advisory services in the areas of **finance & investments, pension & insurance, mortgages & real estate, and tax & legal matters.**



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