

drlübkekelber
GERMAN REAL ESTATE

expert services
research, consulting & valuation

Dr. Lübke & Kelber GmbH ...

... with its head office in Frankfurt am Main and six regional offices nationwide is an independent, owner-managed service provider with longstanding market and real estate expertise.

Dr. Lübke & Kelber offers a full-service portfolio, concentrating on asset management and transaction consulting, in particular on the acquisition and marketing of properties.

what
really
counts.


GERMAN REAL ESTATE INVESTMENTS

Together with our partner company Arbireo Capital AG, we support national and international investors in identifying, structuring and financing investments in the German real estate market.

Regulated by **RICS**

At the beginning of 2011 we were certified by the worldwide accepted seal of quality „Regulated by RICS“ for complying with high quality standards in real estate business.

The established processes and standards in our company account for the compliance with the professional and ethic code of conduct concerning the protection of our clients and the public.



Perhaps the fact that we are one of the largest German real estate companies. With an excellent, nation-wide network and international partners. Perhaps that we have already been in this business with about 60 specialists for almost 45 years. With a solid background and a great deal of experience.

Perhaps, also, that we are people who quite simply enjoy the job and wish to be successful.

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Advancement through knowledge.

Every effective investment is based on accurate analyses and high objectivity. Therefore, as an investor, project developer or occupant, you will surely not want to rely on standard reports or average solutions.

Our experts analyse for you precise market conditions in the environment of your projects and properties. They survey trends of supply and demand as well as target group and competition situations.

They analyse prices, rents, yields and performance. Every day they meticulously gather relevant key data and benchmarks.

Present economic and market cycles as well as derived forecasts and ratings will become transparent and understandable for you.

Boom phases and yield assurances cause need for action. However, action at the wrong time may cost you a lot of money.

Therefore you should better make your decisions on the basis of well-founded knowledge.

Concept & utilisation.

Well-founded decisions.

We provide a wide range of methodological expertise to support you in implementing your projects, no matter if logistics centre or star-rated hotel, revitalization or international expansion.

We look into utilisation concepts taking market and location into consideration, subject the project to a calculation of profitability and give assistance in financing issues. Benefit from our proximity to the market and to our customers, and let us contribute our entire wealth of experience to your projects.

research consulting

Special studies.

Success factor consulting.

The subject real estate will always bring up special questions. Finding solutions to these questions requires an intensive study of the matter and interdisciplinary teams.

Our consulting experts deal with various subjects – from the analysis of rental contracts to the reorganisation of a branch network all the way to the examination of sale-and-lease-back scenarios. They offer a wide range and a high level of consulting service.

3 Quality decides.

You will obviously know the old saying:
3 experts equals 3 opinions...

Regardless of how national and international valuation methods are standardized, the respective valuations and assumptions remain variable. The valuer's experience, market focus and approach are critical factors in the outcome.

So it is all the more important to have partners who think the same way you do.

real estate

Many of our specialists are chartered surveyors and therefore have to live up to particular quality demands and are obliged to adhere to the highest valuation standards. No matter if we are dealing with the due diligence or the valuation of large residential or commercial portfolios, with the market value estimation of industrial or owner-operated properties, or with the valuation of classic residential properties.

We are real estate economists, business economists, certified real estate appraiser CIS HypZert (F) and officially appointed and sworn experts.

During the past five years alone we have advised on 75 due diligences in the context of large-volume portfolio transactions with a total value of more than 50 billion euros.

Mortgage valuation.

Prospective value retention.

In case of properties serving as collateral security, you must be able to rely on mortgageable and comprehensible mortgage valuation reports.

We make the local market and its development transparent for you and analyse the value retention during a credit period. Of course, our reports are in accordance with the PfandBG and the BelWertV, and enjoy the full trust of you clients.

There is a good reason why we are working with numerous leading credit institutions at regular intervals. The mortgage lending value must account for the risk of a real estate utilisation as well as the equity requirements and the impacts on the credit conditions.

valuation

Bidding processes & NPL's.

In the last few years we have analysed large residential and commercial portfolios with up to 160,000 rental units as well as non-performing loan properties. In the process it was essential to back up investment strategies, for example, by means of property and sales scenarios with precise value parameters.

We have accompanied the respective transaction processes with various special tasks, like the execution of bidding processes, data room organisation and document preparation. Our clients could always count on our consistency of service, adherence to schedules and permanent contact persons.

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Purchase price does not equal market value?

No matter if you purchase, optimise or restructure a portfolio, your decision will be based on a well-founded analysis at all times.

The objective is to subject the properties to a SWOT analysis. In this analysis, property and utilization structures are appraised, market and location factors are evaluated, prices and value optimisation potentials are calculated.

portfolio analysis

We are experienced in all national and international methods according to WertV, Red Book, BelWertV, and give advice on method preference, also with regard to subsequent investment risks.

Because purchase price does not necessarily equal market value. Make use of an alternative opinion so that your yield expectations are secured.



market access

During the last 45 years we have been working with many clients. With some of them only once, but with many of them again and again.

BAUBECON | CERBERUS | CITIGROUP | DEFO | DGAG
DEUTSCHE BANK CONSULT | DEUTSCHE BANK LONDON
DEWAG | DRESDNER BANK | EURO HYPO | FORTRESS
GAGFAH GROUP | GERLING AMPEGA | GOLDMAN SACHS
GONTARD & METALLBANK | GRAINGER TRUST | GREAT | GSW
INTERCONTINENTAL HOTELS | LAND HESSEN | LINDE
LONE STAR EUROPE | NILEG | SAL. OPPENHEIM | SITQ
STADT DRESDEN | THE BLACKSTONE GROUP
THYSSEN KRUPP | TOP DANMARK | TOWER GROUP
VITERRA | VIVACON | VPV | WBA | WCM

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