

Deloitte.



Real Estate Advisory Services
Real Solutions - Real Value

Real Estate is a fundamental element of the economy and society, whether it is used to satisfy housing needs, as a corporate resource or as a form of investment. Clients with a presence and activities in the real estate industry are constantly called to make complex decisions, which are affected by a range of parameters - economic, financial, regulatory, technological and social, just to name a few.

We therefore acknowledge the importance of the provision of a comprehensive advisory service that will enable our clients to make informed real estate decisions. Our mission is to offer our clients professional, customised solutions that will support them to realize the value-added potential from the use of their real estate capital and effectively exploit future opportunities.

Our Expertise - Who are we?

Our role is to provide tailor-made advice to assist you in making informed real estate decisions in order to achieve personal and business objectives. In partnering with Deloitte, you can benefit for the following reasons:

- Extensive valuation and consulting experience combined with a deep understanding of the real estate industry
- Devotion to excellent client service: quality service, customised solutions, prompt delivery, commitment to confidentiality
- Full compliance with the professional standards and best practice guidance set out by the Royal Institution of Chartered Surveyors (RICS)
- Integrated Approach: bringing together teams of diverse experience in the fields of audit, tax, financial and consulting services in order to provide our clients with comprehensive solutions

- Access to a global team of real estate professionals through the Deloitte network of member firms and their affiliates
- Independent advice with the integrity of Deloitte

Our Clients - Who can we help?

Our advisory services can assist you depending on your role and involvement in relation to specific property assets or portfolios:

- Owners (private, companies or developers)
- Occupiers (of owned or leased properties)
- Investors (individual, private equity or institutional)
- Intermediaries (lawyers, insurance companies, lenders, financial consultants, banking institutions)

Our Services - How can we help?

Our real estate advisory team can provide you with a wide range of solutions according to your specific personal and business needs or investment criteria and parameters:

- **Valuation:** provision of valuation services for a range of property types in order to assist in transaction or investment decisions, performance management, strategic planning or for financing purposes
- **Feasibility / Highest & Best Use Studies:** provided in collaboration with our Financial Advisory practice to enable investors to evaluate investment options and ultimately select the most value-adding solution
- **Market Studies:** in relation to specific geographical regions or asset classes

- **Acquisition & Disposal Advisory:** assisting in the real estate transaction process including the identification, evaluation and selection of appropriate real estate solutions in relation to acquiring Cypriot Citizenship and Permanent Residence Permit
- **Corporate Real Estate Solutions:** advising corporate property occupiers in their acquisition/ disposal strategy, location consulting and efficient use of real estate in order to reduce costs and improve efficiency

Our clients can also benefit from related services offered by other disciplines within our firm:

- **Property Tax Services:** identification of property tax issues and implementation of the appropriate strategy
- **Financial Advisory Services:** provision of customised financing solutions for real estate investments and analysis of distressed real estate assets
- **Consulting Services:** identification of investment opportunities according to individual or company requirements

We are focused
in delivering
value-adding
custom-made
solutions

Contacts

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