





## A warm welcome to Kubus Real Estate AG

As an independent team of real estate consultants and vendors, we support you personally, knowledgeably and reputedly in all questions concerning the purchase, sale, lease and valuation of real estate. Professionalism, know-how, a good network of contacts and absolute confidentiality are our recipe for success. We see ourselves as committed and reliable partners and we cultivate an open dialogue. Well trusted by many, you can put your trust in us, too, because our aim is your success.

  
Angelo Beetschen

  
Margot Willi



Winterthur, Eichbühl



## Our Services

The successful commercialization of property requires experience, market savvy, expert knowledge and talent. But it is very often the «soft skills» such as diligence, intuition and patience in combination with persistence and stamina that lead to success. And that is exactly what we focus on. We'll be happy to make a success story out of your property as well.

Our skills at a glance

### Sale

- Residential property / residential building sites
- Investment property

### Lease

- Residential
- Offices / commercial property

### Residential development projects

### Search mandates

### Comprehensive real estate consulting

- Real estate marketing
- Market analyses
- Real estate law
- Interior design

Memberships:  
Swiss Association of Real Estate Trustees SVIT  
Swiss Chamber of Estate Agents SMK



## Sales

Perhaps you are planning to sell your property and are looking for the right real estate partner? In that case, we are happy that you found us. We will do everything to position your property in the market in the best way possible.

### Residential property / building site

We take charge of the sale of your property or building site from beginning to end, beginning with a real estate valuation (estimation of the market value) free of charge. We carefully compile your records and create a professional sales document that leaves potential buyers with no questions while also establishing an attractive internet presence.

### Investment property

On a mandate basis, we have sold multiple family dwellings and business premises, logistics centers and specialty stores as well as complete portfolios at top prices. We've successfully carried out the sales of property companies (share deals) as well as sale and rent back transactions. We see the serious and careful compilation of the facts and documents, the recognition and demonstration of the optimizing potential and the correct positioning of the property as the cornerstones of obtaining a maximum price.





## Lease

Are your residential, office or commercial spaces still vacant? Then we will do anything and everything to change this. By carefully analyzing the market environment, setting the rent in line with the market and by utilizing targeted marketing strategies, we create the necessary conditions to do this.

### Residential

We focus on the leasing of newly constructed projects (initial leasing) or the leasing of individual residential properties for private persons. We work with prestigious external partners in the administrative field of property management.

### Offices / commercial sites

The lease of commercially used property, such as offices, businesses and retail space, takes stamina and discipline. With innovative leasing and marketing approaches as well as convincing ideas to optimize the offer, we have been able to commercialize rental space successfully time and again.





## Search Mandates

Would you like to invest in real estate and acquire a suitable investment or/and yield object?

Do you want to realize the dream of having your own four walls and find an owner-occupied flat, a detached family house or a villa?

Would you like to build your dream home yourself and find suitable land to build on?

Or are you looking for an apartment, a house, offices or business premises for rent?

We have our finger on the pulse of the real estate market along with an attractive network of contacts. And we will be happy to assist you in finding the object of your desire!





## Residential development projects

Do you own residential land and intend to build something on it? Or are you just about to buy a plot to build on? Given our proximity to customers, we understand the desires and needs of potential buyers and are, as consultants, capable of creating sustainable added value for investors and building developers. Our outstanding knowledge of the local and regional markets and the latest living trends as well as the adequate tact concerning pricing make the successful realization of high-calibre projects possible.

Winterthur, TownHouse





## Comprehensive real estate consulting

Advising our clients in all matters surrounding real estate is one of our core competencies. It is our professional understanding of our jobs to thoughtfully advise and attend to our clients at inspections and at meetings for all questions concerning financing, taxes and law. We prioritize the elaboration of marketing concepts and the completion of use studies. We will be happy to prove our know-how.

### Real estate marketing

Real estate marketing as well as its related systematic and analytical mode of operation and approach are crucial to the successful commercialization of your property. For every new rental or sales object, there are immediate questions about the environment we are acting in (market analysis), the potential use (object analysis), the opportu-

nity for mixed use (utilization concept), and the target groups we would like to reach (marketing concept).

After posing these questions, we work out an individually tailored marketing concept which will be the common thread that leads us through the marketing process.

### Market analysis

The lease of commercially used property, such as offices and commercial as well as retail space take stamina and discipline. With innovative leasing and marketing concepts as well as convincing ideas to optimize the offer, we have been able to commercialize rental space successfully time and again.





#### Real Estate Law

Thanks to our sound legal background and professional experience, we are specialists in the field of sales law, tenancy law and real estate law.

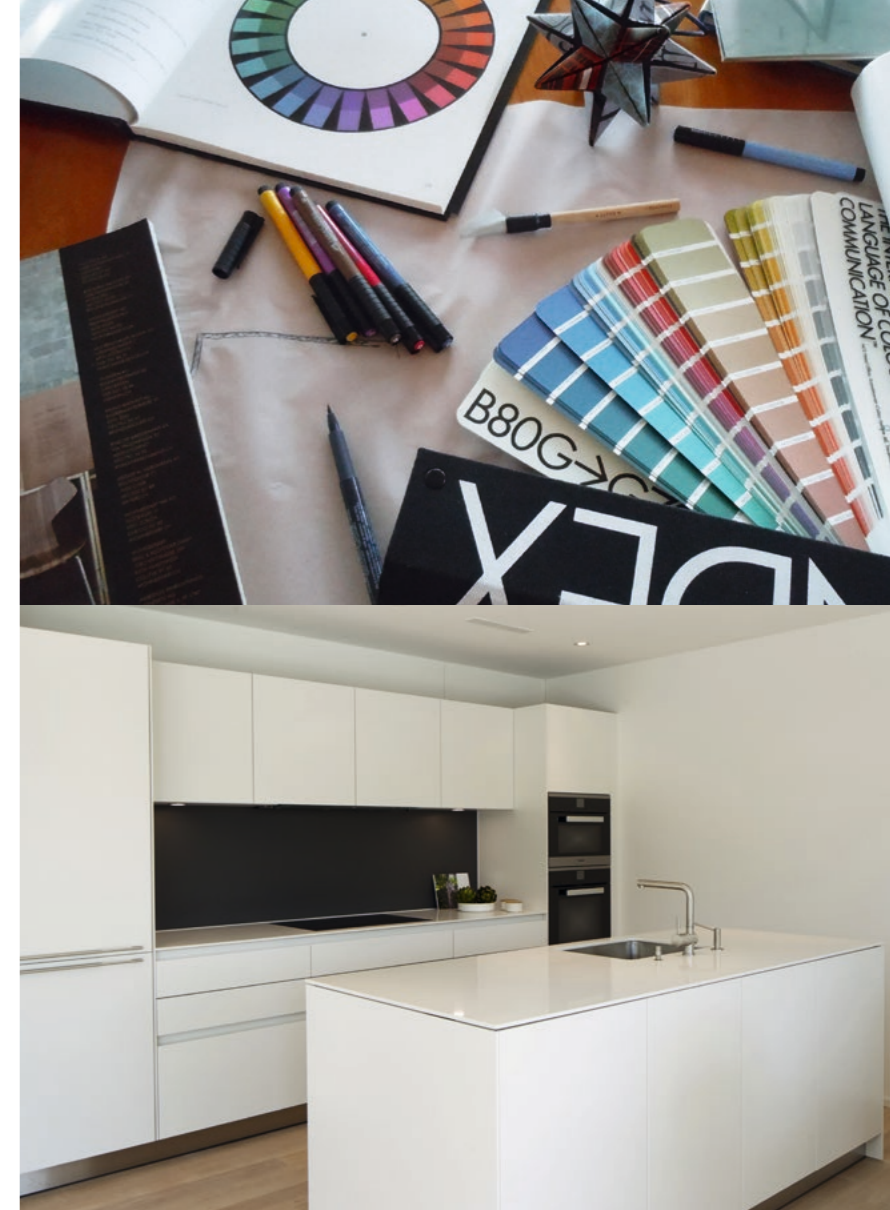
We will be happy to advise you in all aspects of purchase and sale, establishment of floor ownership with all its associated regulations, calculations of value quotas, regulations of easements, etc.

Klichberg, Sun Hill



#### Interior design

Perhaps you've purchased a new residential property and would like to have an independent consultant at your side for the selection of materials and colors? Or maybe you desire a change within your own four walls and would like to redesign your flat, but lack the creative ideas or the time to achieve it? We are happy to offer you individual consultations for room, material as well as color concepts and will provide support to help you make those changes to your personal living space.





## The Kubus team with well-coordinated proficiency

The Kubus team is the perfect mix in terms of education, professional expertise and experience, offering a broad service spectrum in all aspects of real estate.

Hand in hand, we develop customized and comprehensive solutions for our clients. We evaluate the needs of our customers in a personal meeting. We are dedicated and motivated to do anything and everything to meet our clients' high demands and desires. Trust in our experience and our straightforward approach—we will do our best to uphold to your trust.

Memberships:  
Swiss Association of Real Estate Trustees SVIT  
Swiss Chamber of Estate Agents SMK



## Angelo Beetschen

Founder and managing director of Kubus Real Estate AG.  
More than 30 years of real estate experience, independent contractor as of 2008.

### Education

Holder of Zurich Notary Diploma / Business Economist KSZH

### Specializes in

Sale of investment and residential property, market analysis, development of residential projects, real estate law

### Interests

Family, traveling, golf, water sports, reading

### Contact

Direct: +41 44 252 71 80  
[Angelo.Beetschen@KubusRE.ch](mailto:Angelo.Beetschen@KubusRE.ch)



## Margot Willi

Communication expert and independent contractor in the field of interior design

### Education

Communication expert SPRI, Zurich  
Interior Designer, ibW, Chur  
Color designer STF, Zurich

### Specializes in

All aspects of communication and consultant for room, material and color concepts

### Interests

NYC and Buenos Aires, design fairs, crime novels and sports

### Contact

Direct: +41 44 252 71 85  
Margot.Willi@KubusRE.ch

## Assorted references

The following is a selection of sold/mediated or leased objects



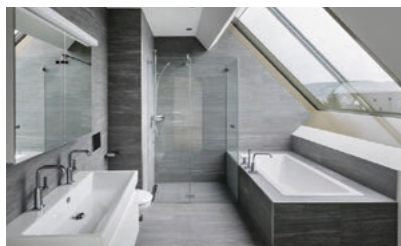
Mönchaltorf, Sternenweg: sale detached family house, 6.5 rooms



Wädenswil, PanormaPark: development of residential construction project including sale



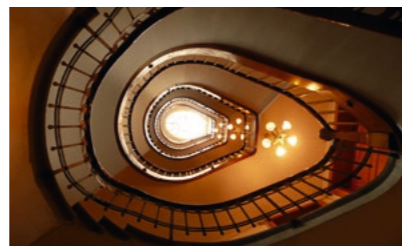
Zürich, Bellevue Building: various office spaces, approx. 340m<sup>2</sup>



Winterthur, Gertrudstrasse: development of residential construction project including sale



Hinwil, Chrüzacherstrasse: : initial lease of 18 apartments, 3.5–5.5 rooms



Zürich, Ottikerstrasse: sale Art Nouveau apartment, 4.5 rooms



Riedikon, Alte Seefeldstrasse: sale 2 family house

WinterthurPark Hochwacht: sale  
2.5 to 4.5 room apartments



Zürich-Witikon, Carl Spitteler-Strasse: sale  
rooftop apartment, 7.5 rooms



Zollikerberg: sale residential building land



Zürich Färberstrasse: lease rooftop apartment,  
5.5 rooms



Horgen, Bergwerkstrasse: sale loft apartments



Winterthur, Landenbergstrasse: sale  
6.5 Rooms Terrace House



Zollikerberg, Wilhofstrasse: sale  
„Flarzhaus“



Our office is just a few minutes walk away from Zurich Stadelhofen Station or the «Opera» car park.

**Tram VBZ and Forchbahn:**

Take tram No. 2 and 4 to «Opernhaus» stop as well as No. 11 and 15 and the Forchbahn (S18) to «Stadelhofen» stop.

**Highway from St. Gallen/Airport:**

Exit Zurich Schwamendingen or Irchel in the direction of Schaffhauserplatz, city, Kunsthaus, lake, to Bellevue-Platz, park in «Opéra» car park.

**Highway from Bern/Basel:**

In the direction of the city to main station, then in the direction of the lake, cross Quai Bridge to Bellevue-Platz, park in «Opéra» car park.