

Asset classes	Residential <ul style="list-style-type: none">• Plots with (pending) development rights for housing construction• Multi-family homes• Apartment communities• Real estate portfolios and apartment packages
Investments	<ul style="list-style-type: none">• Value-Add (A-C)• Opportunity (A-C)
Location & area	<ul style="list-style-type: none">• Berlin +25 km, North Rhine-Westphalia; Saxony-Anhalt, Saxony, Hamburg +25 km• Basic to prime areas• Areas with socially distressed structures and convenient transportation access
Property size	<ul style="list-style-type: none">• 20 residential units and up / 1,500 sqm GFA and up
Property condition	<ul style="list-style-type: none">• Properties with optimisation potential (tenant structure, rent level, infill densification, development)• Properties with maintenance backlog; including comprehensive refurbishment• Properties with vacancies of up to 100%• Properties in a one-off situation (insolvency, bank foreclosure, portfolio optimisation, legal issues)
Acquisition structure	<ul style="list-style-type: none">• Asset deal preferred• Share deal in exceptional cases
Knock-out criteria	<ul style="list-style-type: none">• Leasehold property• Properties with a commercial share exceeding 20%
Minimum disclosures for initial check	<ul style="list-style-type: none">• Complete address (street, address, city, postal code)• Official location map• In the case of plots: planning status• Where available, a comprehensive schedule of accommodation (incl. site area, PCR, FAR, GFA, lettable area, anonymised rent roll)• If public funding was granted and disbursed: overview of public funds
Sales process in just 4 steps	<ol style="list-style-type: none">1. You submit verifiable documents2. Assuming a favourable initial review (normally within 3 business days), you will receive a note regarding the next steps and requesting further documents3. Once the review concludes with a favourable result, you will receive a binding quote plus a proposed schedule for the signing of a sale-and-purchase agreement including proof of capital4. Following the notarisation, the agreed purchase price will be paid and the plot / building transferred

Do you own a piece of real estate that matches our acquisition profile?

If so, we look forward to hearing from you. Please submit a complete set of verifiable documents. After an in-depth review, we will contact you with a qualified response.

Please send your offers to:

IWP Hohental Plan- und Generalbau GmbH
Ehrenbergstraße 11-14 . 10245 Berlin

Mail: ankauf@hohental.de

Phone: +49 30 9789646-23

Mobile: +49 179 7843 513