Wüest Partner is an independent, owner-managed consulting firm. As impartial experts, we have been delivering first-class decision-support tools for professional real estate players since 1985. We offer our clients – both in Switzerland and abroad – a wide range of services encompassing advice, valuations, data, applications, publications and education. Our knowledge creates transparency and helps to break new ground for the continued development of the real estate sector.
Focus and fundamental values

Wüest Partner focuses its activities on the property and construction markets, together with all related strategic and development-related topics. Its core business is advising clients who invest in, manage, develop or finance properties, land and locations. Apart from delivering sound, sustainable and increasingly digital solutions, we attach the greatest importance to providing comprehensive and fully integrated services. Our freedom of judgement is supremely important to us, and accordingly Wüest Partner conducts no transactions of its own or transactions on which it earns commissions in the real estate market, and nor does it act as an agent for any particular parties.

Our activities are fact-based. Our watchwords are objectivity and neutrality, and we maintain transparency towards our clients and the public. We strive to deliver excellence across the board, building on the foundations of the accumulated experience and broad knowledge base of our employees, and the continual improvement of our processes and tools.

Wüest Partner is «Regulated by RICS». This means that we subscribe to the ethical and professional standards of the UK-based Royal Institution of Chartered Surveyors (RICS).
As at May 2019

223 specialists

- 171 full-time-equivalent employees
- 52% women
- 48% men

- 35 disciplines:
  - Architects
  - Civil engineers
  - Management experts
  - Geographers
  - IT specialists
  - Sociologists
  - Economists
  - Other

- 17 accredited valuation experts

- 23 nationalities:
  - German
  - French
  - Italian
  - English
  - Spanish
  - Portuguese
  - Russian
  - Hebrew
  - Turkish
  - Danish
  - And more

- 85% with university degrees

- Average age

- Multilingual skills:
  - German
  - French
  - Italian
  - English
  - Spanish
  - Portuguese
  - Russian
  - Hebrew
  - Turkish
  - Danish
  - And more
Partners and employees

Wüest Partner is wholly owned by its partners, currently 18 in number, who vouch for quality, continuity and independence. The company’s supreme governing body is the Partners’ Assembly, which decides on all important business.

With our team of approximately 220 specialists, we have an impressive wealth of experience. Our employees cover the disciplines of economics, architecture, information technology and engineering, as well as the social and natural sciences. Teams of consultants based in Switzerland and Germany are backed up by an international network of partner firms and individual specialists with deep regional roots.

Wüest Partner attaches great importance to active knowledge-sharing among its employees. The three cross-team and cross-location specialist groups for valuation, development and digitisation, our own electronic knowledge platforms, the systematic promotion of external further training and the Wüest Partner Academy are important elements of our knowledge management.

Partners as at 2019
(from left to right)

Back row:
Ivan Anton, Zurich
Hervé Froidevaux, Geneva
Patrik Schmid, Zurich, Member of the Executive Board
Ronny Haase, Zurich, Vice Chairman of the Board of Directors
Mario Grubenmann, Zurich, Member of the Executive Board
Andreas Keller, Zurich, CEO of Datahouse
Marco Feusi, Zurich, Chairman of the Executive Board
Patrick Schnorf, Zurich

Middle row:
Marcel Scherrer, Zurich
Gino Fiorentin, Zurich
Karsten Jungk, Berlin, joint manager Germany
Pascal Marazzi-de Lima, Zurich
Jan Bärthel, Zurich, Member of the Executive Board, joint manager Germany
Stefan Meier, Zurich

Front row:
Andreas Ammann, Zurich, Member of the Board of Directors
Alain Chaney, Bern
Andreas Bleisch, Zurich, Chairman of the Board of Directors
Fabio Guerra, Lugano
The corporate group

The Swiss parent company Wüest Partner AG, with its head office in Zurich and branch offices in Geneva, Bern and Lugano, currently has two wholly-owned subsidiaries as well as an additional minority shareholding.

Wüest Partner in Germany
Wüest Partner is represented in Germany in Frankfurt, Berlin, Hamburg and – since the beginning of 2018 – in Munich. Since it was established in 2007, W&P Immobilienberatung GmbH has been providing the same services in Germany as its parent company in Switzerland.

Datahouse
Datahouse AG has belonged to the Wüest Partner group since 2014. Initially founded as a spin-off of the Swiss Federal Institute of Technology (ETH) Zurich, Datahouse specialises in the collection, networking and analysis of data as well as the development of web applications. Datahouse has a multidisciplinary team of experts in Zurich, Berne and since 2019 in Portugal to produce creative and innovative software solutions. Its services extend beyond the real estate and construction fields.

Deal Estate
Wüest Partner has held a 35% stake in Deal Estate AG since 2017. Under the domain dealestate.ch, this start-up company operates a portal for investment properties that focuses on the digitisation of professional transaction processes. Deal Estate AG does not act as an intermediary itself. It only makes the application available to market players.
Business areas

1 Market and research
The continuous and systematic observation and analysis of the entire real estate market has long been one of our core competencies. Our publications are based on exclusive information, specialist knowledge and in-depth analysis. Ranging from Immo-Monitoring® – the standard reference work on Swiss real estate – to individual studies, these provide insights and aids to decision-making in succinct form. We also share our knowledge internally and externally through various training offerings.

2 Real estate consultancy
We offer consultancy services on every aspect of a property and all stages of its life-cycle. Our specialist expertise reinforces your confidence and supports your decision-making processes. Our goal is to help you to maximise added value.

3 Property valuations
- a Portfolio valuations
- b Individual valuations
- c Specialist valuations
We have in-depth knowledge of all facets of the real estate business. Outstanding specialist knowledge and many years of experience are the basis of reliable valuations, from individual properties to multinational portfolios. We meet all regulatory requirements, and we apply all accepted valuation and accounting standards in our coverage of the entire range of valuation services.

4 Data and applications
Our applications give you direct access to the most comprehensive databases on the Swiss and German real estate market. All accepted valuation models, up-to-date location and market information, benchmarks and ratings are available to you easily and conveniently via the internet. You will find that our interactive applications open up new dimensions.
Locations

Bern
- Wüest Partner AG
- Established in 2016
- 6 employees
- Münzgraben 6
- 3011 Bern
- Branch manager: Alain Chaney

Zurich
- Wüest Partner AG
- Head office
- Founded in 1985
- 162 employees
- Alte Börse, Bleicherweg 5
- 8001 Zurich
- Datahouse AG
- Founded in 2005
- Subsidiary since 2014
- 14 employees
- Alte Börse, Bleicherweg 5
- 8001 Zurich

Geneva
- Wüest Partner SA
- Established in 2006
- 12 employees
- Rue du Stand 60–62
- 1204 Geneva
- Branch manager: Hervé Froidevaux

Bern
- Wüest Partner AG
- Established in 2016
- 6 employees
- Münzgraben 6
- 3011 Bern
- Branch manager: Alain Chaney

Geneva
- Wüest Partner SA
- Established in 2006
- 12 employees
- Rue du Stand 60–62
- 1204 Geneva
- Branch manager: Hervé Froidevaux

Lugano
- Wüest Partner AG
- Established in 2017
- 4 employees
- Via dei Solari 4
- 6900 Lugano
- Branch manager: Fabio Guerra

Geneva
- Wüest Partner SA
- Established in 2006
- 12 employees
- Rue du Stand 60–62
- 1204 Geneva
- Branch manager: Hervé Froidevaux

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- Established in 2017
- 4 employees
- Via dei Solari 4
- 6900 Lugano
- Branch manager: Fabio Guerra
Frankfurt
W & P Immobilienberatung GmbH
Established in 2007
7 employees
Bockenheimer Landstraße 98–100
60323 Frankfurt am Main

Hamburg
W & P Immobilienberatung GmbH
Established in 2017
4 employees
Hanse Contor Esplanade, Stephansplatz 6
20354 Hamburg

Berlin
W & P Immobilienberatung GmbH
Established in 2009
11 employees
Litfaß-Platz 2
10178 Berlin

Munich
W & P Immobilienberatung GmbH
Established in 2018
3 employees
Ludwigstraße 6
80539 München

Branch manager:
- Frankfurt: Andreas Pörschke
- Hamburg: Volker Ottenströer
- Berlin: Karsten Jungk
- Munich: Rüdiger Hornung

Lugano
Branch manager: Fabio Guerra
Client structure

In 2018 Wüest Partner received over 4,900 individual assignments from some 1,500 clients. A quarter of our revenue came from first-time clients, the other three quarters from existing clients – some of them of very long standing. Our five largest clients accounted for merely a quarter of total revenue in 2018. Wüest Partner thus has a very broad client base.

1 Institutional property owners  
Insurance companies, pension funds, investment foundations, listed real estate companies, real estate funds, asset managers, building cooperatives

2 Banks and financial services providers  
Big banks, cantonal banks, all other types of banks and financial services providers

3 The construction industry and service providers  
Sole and general contractors, developers, planners and architects, brokers, fiduciaries, auditors, solicitors and other service providers

4 Corporate real estate  
Companies from the commerce/retailing, chemicals/life sciences, transport/logistics, healthcare, tourism and manufacturing sectors

5 Private and specialist clients  
Private individuals, communities of heirs, private real estate companies, family offices, foundations, churches, associations and federations

6 Public real estate  
Federal, cantonal and municipal institutions, public corporations

7 Media and education  
Media companies, universities and other educational institutions

2018 revenue by client segment
2018 financial year

With revenue up by 8.2%, 2018 was yet another successful year for Wüest Partner. Group revenue totalled CHF 54.1 million (EUR 48.0 million). This pleasing business result was driven, in particular, by the strong growth rates of the subsidiaries and the expansion in application development.

2018 was marked by a further expansion of the company. Thus we were able to celebrate the opening of our fourth office in Germany: Wüest Partner Munich. The number of our employees increased at five locations last year.

Wüest Partner has also expanded its range of services for France. A new valuation model for owner-occupied housing in France was developed in cooperation with the French start-up company Bon de Visite.

With 57 percent of revenue, the valuation business, from large portfolio valuations to several thousand individual valuations, continued to be the dominant area of the company in 2018.

Revenue performance

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Workforce growth

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«Wüest Dimensions» enables you to value individual properties as well as entire portfolios. All relevant methods are at your disposal. Real estate offers (advertisements), rental agreements and transaction data support you in the price analysis and the plausibility check of your valuation results.

With the «Wüest Insights» module, you benefit from comprehensive possibilities in digital risk and portfolio management. The latest business intelligence technology enables you to analyse your real estate portfolio simply and intuitively.

As of 2018, 274,000 valuations have been carried out with «Wüest Dimensions», of which 94,000 were performed using the discounted cash flow method (DCF) and 114,000 using the hedonic approach. The application is now used by 240 licensees and 3000 people.

The real estate assets recorded by «Wüest Insights» (assets under management) already totalled CHF 130 billion at the end of 2018. The properties are mainly located in Switzerland, but also in the rest of Europe, Asia, North and Latin America and Australia.
Based on current supply and transaction data, we have – in cooperation with the French start-up company Bon de Visite – developed a hedonic model that allows the valuation of owner-occupied housing in France. The application makes it possible to conduct precise property valuations for each municipality in France.

«Dimensions Voisines» is a secure online application based on a statistical comparative value method that has become the standard in real estate finance. The model is constantly being expanded through data compression.

Using standardised approaches, we were able to review extensive expert opinions for the financing of large US properties and project developments (from 100 million US dollars). We controlled the formal requirements, the methodology and the valuation. In particular, we focused on the plausibility check of property and market data and the valuation assumptions. In the event of inconsistencies between the external valuations and our own surveys, we conducted our own valuations.
We are increasingly involved in knowledge transfer. Numerous employees have long been lecturers at various Swiss educational institutions. We are now expanding our own training program on three levels:

1. Cooperation with ETH Zurich: in cooperation with ETH Zurich, we will be offering a CAS certificate course in the management of the building stock from 2019 (ETH CAS ARC Bestand).

2. Themed event series: these events will take place at our headquarters in the Alte Börse in Zurich. The previous series on «Market advantages with energy» and «City made of wood» are enjoying great interest.

3. Specialised courses: we offer new specialised courses on topics such as real estate economics, valuation or trends on the real estate markets. We target young professionals as well as specialists and executives in the finance, construction and real estate industries.
The office configurator digitises the marketing process by supporting potential leaseholders in finding, selecting and fitting out suitable office space. Interested parties configure the selected office space individually according to their needs, from the floor plan to the interior fittings. The selection made is visualised with real-time renditions and provided with transparent price information. Space brokers access the stored configurations, adjust them if required and finalise the rental. The collected data can also be used to create insightful analyses, for example on price elasticities.

Various small Swiss cities are currently suffering from an exodus of shops, tradesmen and population from their historic centre. This trend can lead to vacancies and redevelopment backlogs. We have recently supported various Swiss cities – such as Buchrain (LU), Laufenburg (AG) and Lichtensteig (SG) – in developing strategies to revitalise their inner cities. In order to identify the potential of the cities, both hard facts (location indicators) and soft factors (historical and cultural aspects) were taken into account.
Publications and specialist articles

«Immo-Monitoring®»
When Wüest Partner first published «Bauwerk Schweiz» (Built Environment Switzerland) in May 1989 and «Bauland Schweiz» (Building Land in Switzerland) in August 1990, nobody could have foreseen that these would be the first in a series of publications that are still produced today. On around 200 pages, «Immo-Monitoring®» continues to present topical subjects and the latest market data. Since the autumn of 2014 «Immo-Monitoring®» has also been published in electronic form as an app (iOS and Android) and an e-reader. In addition to the main issues in October and April, we also publish digital updates at the end of January and the end of July.

Other publications
In addition to «Immo-Monitoring®», «Immobilienmarkt Schweiz» (Real Estate Market in Switzerland) and «Investmentmarkt Deutschland» (Investment Market in Germany) also contain concise reports on the latest developments in their respective real estate markets. These publications can be downloaded as PDFs free of charge from our website (wuestpartner.com).

Wüest Partner blog and Newsletter
Launched in April 2017, the Wüest Partner blog (www.blog.wuestpartner.com) will help improve the transparency of the construction and real estate markets with its interactive graphics and concise background reports. The Wüest Partner Newsletter supplies direct information on the latest developments in the real estate market.
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<td>Phone +49 89 2302 481-0</td>
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