



**HOMBURG**

Real Estate Services

THE FULL-SERVICE CONCEPT

The most efficient real estate  
management service  
available today!



# NEW:

## all real estate services together in experienced hands

"We are extremely proud of the Full-Service Concept real estate management we are able to offer real estate investors. This concept is new to the market, but it is one that we have had many years of experience with, because we have been supplying this complete package of services to the real estate funds of the Homburg Group, which we are a part of. This means that institutional and private investors can benefit from our comprehensive experience."

Erik Schoonderwoerd (Managing Director) and Martijn Leenaers (Chief Financial Officer) are proud of Homburg Real Estate Services they are in charge of. The full-service concept was presented a year ago and, put simply, takes everything associated with the management of real estate out of the hands of the investor. Schoonderwoerd explains: "When you own real estate you deal with all kinds of services, like the traditional real estate management aspects (technical, administrative and commercial), financial accounting and a number of consultancy services. These services are nearly always provided by different specialists and consultants. With

us the investor deals with a single account manager who, in close collaboration with the specialists in our organisation, takes care of everything. Furthermore, we take the management to a level that goes beyond just the properties themselves. We also take care of everything relevant to the entity. At property level, a number of financial services are already available, but for anything relating to the entity the business owner then has to deal with a separate accountant. We do things differently: everything is in a single pair of experienced hands. In addition we offer a number of bespoke services, such as strategic consultancy and due diligence prior to purchase. Because we are licensed as a trust office by The Dutch Central Bank we can also handle the company management and domicile for our clients."

### MORE EFFICIENT, CHEAPER AND BETTER

Homburg Real Estate Services already has more than ten institutional and private clients and currently manages real estate valued in excess of 2 billion euro in the Netherlands and Germany. Martijn Leenaers explains the advantages of our method: "Because we handle the entire accounting process the real estate management is so much more efficient. Needless to say this translates into lower costs for the investor; if only because duplication is eliminated. We use a single basic tariff for Financial accounting and real estate management, which means the costs are extremely transparent and predictable. Because we use the Yardi system for international real estate management our clients can monitor the performance of their properties – and therefore the level of our performance – 24 hours a day. Yardi is the undisputed world leader in software for asset and property management. We will be pleased to give interested investors a demonstration of how this extremely transparent system works."

Schoonderwoerd and Leenaers agree wholeheartedly on the type of investor who will get the maximum benefit from the expertise and efficiency of Homburg Real Estate Services: "With our full-service concept we are the perfect partner for any real estate owner who wants to have his properties managed in an efficient manner that saves time and costs. This also applies to banks, which are increasingly faced with the need to manage distressed properties. Our company would be particularly interesting to foreign investors who are looking for a true partner in the Netherlands that can take all the work out of their hands. The Dutch real estate market is a very interesting one, especially at this time. We know this market inside out and are able to give foreign investors the perfect advice and support."



Martijn Leenaers (left) Erik Schoonderwoerd (right)



### HOW 'FULL' IS FULL-SERVICE?

Homburg Real Estate Services provides real estate management from A to V; all the way from accounting to valuation. We are involved in all types of real estate: industrial, offices, retail and residential properties. Our field of activity covers everything from technical and commercial management to full accounting services. And when it comes to advice regarding purchase, financing, feasibility analyses and directorship, we are there for you too. In everything we do we realise that our clients are primarily interested in optimum returns on their real estate investments. With our comprehensive service we contribute significantly to this objective! Because we are able to take over the entire management, our clients are able to focus completely on their core business.

