



Comprehensive  
real estate Solutions



# Our Services

As we are covering a whole range of real estate development services we answer perfectly to:

Customers that would like to have full coverage of the services and to take advantage of having all the services under one roof. Customers who are interested in partial services from our portfolio.

We can provide due diligence services from the 1st phase of real estate developments which will cover different professions (legal, land surveys, market, financing, business plan and profitability).

## DESIGN & PERMITTING

As the design process is the heart of a project's profitability we are able to provide a full understanding of the design alternatives all taking in account the developer expectations, the legal restrictions and the market opportunities. With the right design we will ensure the best profitability.

### CONTRACTING

We cover all ranges of contracting relations on real estate transactions in order to ensure the business position and to maximize benefit.

### TENDERING & CONSTRUCTOR CONTRACT

During the process of tendering, the selection of potential participants, the comparison of tender offers and the negotiation of contractor's agreement is our way to ensure the translation of a profitable design to a successful project.

### FINANCING

Financing real estate projects in the region is still a challenge. We can lead activity for obtaining construction loans suitable to the different projects and adapted to the developer's needs and possibilities. Our activity will ensure the most profitable financing solution.

### MARKETING

With our multifunctional team, we can supply market research, covering competition, amenities, future developments, mixed uses, desired sizes, and marketing prices. This will become the heart of the business plan of the development.

### SALES

Our sales team, having the background and the support of marketing, will execute the selling process from the moment the client entered the selling office until the delivery of the goods and collect the price.

### CONSTRUCTION SUPERVISION

Our technical team will supervise the execution on site, will compare it to the design and permits, will approve payments schedule by end checking quality and performance.

### BUDGET CONTROL

As a main tool of evaluation of the process of developing real estate assets the budget control is a major tool. We shall do this control together with supervision of the collection and on time payment procedure. The results will be the execution of the business plan until the owner will meet the profit.

### FACILITY MANAGEMENT

For those who need to supervise and manage their assets after completion, we can offer these services by our dedicated subsidiary Manage Sol [www.manage-sol.ro](http://www.manage-sol.ro)

### EXIT

And... if you decide to exit from a realized project, you will need all our abilities (technical, financial and marketing) to ensure the exit terms, all under one umbrella.



# Team



Shimon Galon  
Partner, CEO



Stefan Cremene  
Partner, Marketing



Dana Măcelaru  
Partner, CFO



Anca Dumitrescu  
Marketing Manager



Nadav Galon  
Project Manager



Razvan Iliescu  
Technical Manager

# Main Headquarter

Bucharest – Romania,  
being the country with major projects

In other countries in Europe we cooperate in a partnership with Knebel & co, Law Office, based in Israel, led by Adv. Elroy Knebel, Managing Partner.

The office has wide experience in the fields of real-estate, financing (bank financing, private equity, seed), renewable energy, brand franchisee activities, corporate law, family law including inheritance law, and all other fields of civil and commercial law.

With a wide experience in providing legal services in Poland as well as Eastern Europe countries (Hungary, Romania, Croatia, Belarus), and also in Switzerland, Adv. Knebel has provided services to Israeli investors in Poland for the past 12 years, in a wide range of activities, including real-estate, financing, energy, commerce and litigation. He is the president of the Council of the Polish Israeli Chamber of Commerce with strong business connections in all real estate related service providers such as construction companies, real estate brokers, marketing, valuation and banks.

## Knebel & Co. Law Offices

Headed by Adv. Elroy Knebel, who has over twenty years of experience in practice of law – is a law office combining under one roof legal expertise in civil law, commercial law and real-estate law along with agreements, transactions and investments advisory both in Israel and abroad.



Elroy Knebel  
Partner

# Partners



SHORT HISTORY,  
LONG EXPERIENCE

We are a company established in 2014 in the middle of real estate crisis. We understood that a wide range of services dedicated to developers are a must in an environment which is changing rapidly creating challenges on any development. A matrix approach of professions and skills is needed in order to give a full answer to these challenges.

## OUR VISION

Development process requires skills of many professions: Architect / Landscape architect, civil engineers, site planners, market consultants, lawyers, financing people.

Our company will supply to your project all these services under one umbrella.

Developers buy land, finance real estate deals, build or have constructors build projects, create, imagine, control and orchestrate the process of development from the beginning to the end. Developers usually take the greatest risk in the creation or renovation of real estate and receive the greatest rewards. Typically, developers purchase a piece of land, determine the marketing of the property, develop the building program and design, obtain the necessary public approval and financing, build the structures, and rent out, manage, and ultimately sell it.

Real estate development or property development is a business process, encompassing activities that range from the renovation and release of existing buildings to the purchase of raw land and the sale of developed land or parcels to others. Real estate developers are the people and companies who coordinate all of these activities, converting ideas from paper to real property. Real estate development is different from construction, although many developers also manage the construction process.

Sometimes property developers will only undertake part of the process. For example, some developers source a property and get the plans and permit approvals necessary for the project, and after they are selling the property with the plans and permits to a builder at a premium price. Alternatively, a developer that is also a builder may purchase a property with the plans and permits in place so that they do not have the risk of failing to obtain planning approval and can start construction on the development immediately.

## TO BE A REAL ESTATE DEVELOPER

Real estate development or property development is a business process, encompassing activities that range from the renovation and release of existing buildings to the purchase of raw land and the sale of developed land or parcels to others. Real estate developers are the people and companies who coordinate all of these activities, converting ideas from paper to real property. Real estate development is different from construction, although many developers also manage the construction process.

## WE ARE HERE SINCE 1999

Although the company was established in 2014, our team is active in the eastern European real estate market for more than 20 years. As key managers in different real estate professions within companies acting in all the regions, our team became skilled and well known all over the regions as real estate specialists. Under this management, huge projects were built during the years in the different countries of the region, winning international prizes and establishing profit records on selling executed projects. An important element of the day-to-day activity of our company is the easy adjustment to market changes, financial flexibility, and opportunities in the countries in the region.

## SHORT HISTORY, LONG EXPERIENCE

We are a company established in 2014 in the middle of real estate crisis. We understood that a wide range of services dedicated to developers are a must in an environment which is changing rapidly creating challenges on any development. A matrix approach of professions and skills is needed in order to give a full answer to these challenges.

# The company is active in the following European countries

Romania



City Gate

Complete Project Management

Poland



Multifamilial Housing & Offices Mokotow

Complete Project Management

Latvia



Deglava Painters Residence Riga

Complete project management

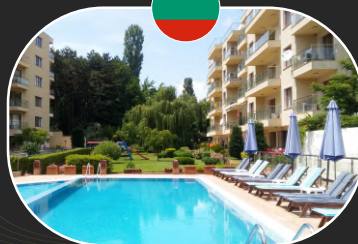
Poland



Park Inn Hotel Poznan

Project management and hotel supervision

Bulgaria



Botanica Gardens Varna

Marketing and general management

Hungary



Danubio Residence Budapest

Technical management and overview



GVI  
TOWN



Bucharest

261  
Apartments

Developer  
Gindi  
Group



ROMANESCU PARK  
- RESIDENCE -



Romanescu  
Park



CRAIOVA

200  
Apartments

Developer  
CPM





## Cartierul Scriitorilor



Bucharest

360  
Apartments

Developer  
EL Trade & Properties  
Construct SRL



## Seasons Residence



BUCHAREST

12  
Apartments

Developer  
Almog Group





Atmosfera  
Villas



Bucharest

15  
Villas

Developer  
Marcus Group



Green  
Hills



Piatra Neamț

114  
Apartments

Developer  
AURA  
Invest



Cumpăna  
Village by  
the Sea



Cumpăna  
Constanța

210  
Villas

Developer  
Almog Group



Dunarea  
Park



Cumpăna  
Constanța

68  
Villas

Developer  
Brosh Nir

# The Signature Suites

an exquisite living concept



## The Signature Suites

Historic Building  
Bucharest

34  
Boutique  
Apartments





# AURUM VILLAS

A SIGNATURE OF GOLDEN LIVING



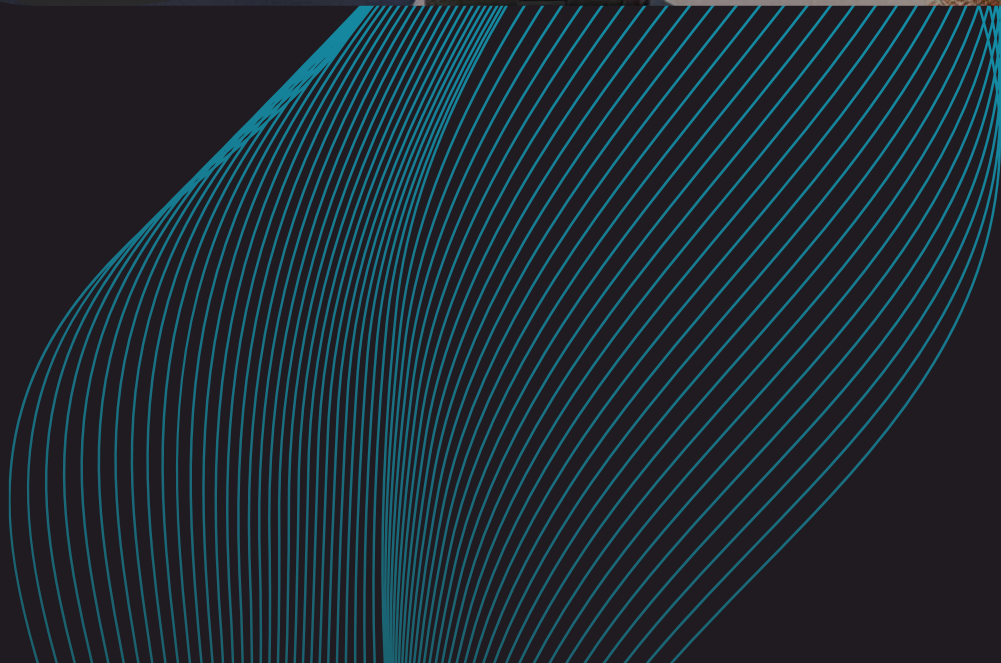
Aurum  
Villas



**AURUM VILLAS**

Pipera,  
Voluntari

**32**  
Villas





Botanica  
Gardens



Varna  
Bulgaria

47

Apartments

Marketing and  
general management



Danubio  
Residence



Budapest  
Hungary

108

Apartments

Technical management  
and overview





Park Inn  
Hotel



Poznan  
Poland

166  
Rooms

Project management  
and hotel supervision



Deglava  
Painters  
Residence



Riga  
Latvia

437  
Apartments

Complete project  
management



Projects developed under our  
Team member Management



City Gate



Bucharest  
Romania

47 700  
SQM

Developer  
GTC

Projects developed under our  
Team member Management



Willbrook  
Platinum



Bucharest  
Romania

39 000  
sqm

Developer

Willbrook



Projects developed under our  
Team member Management



Oxford  
Garden



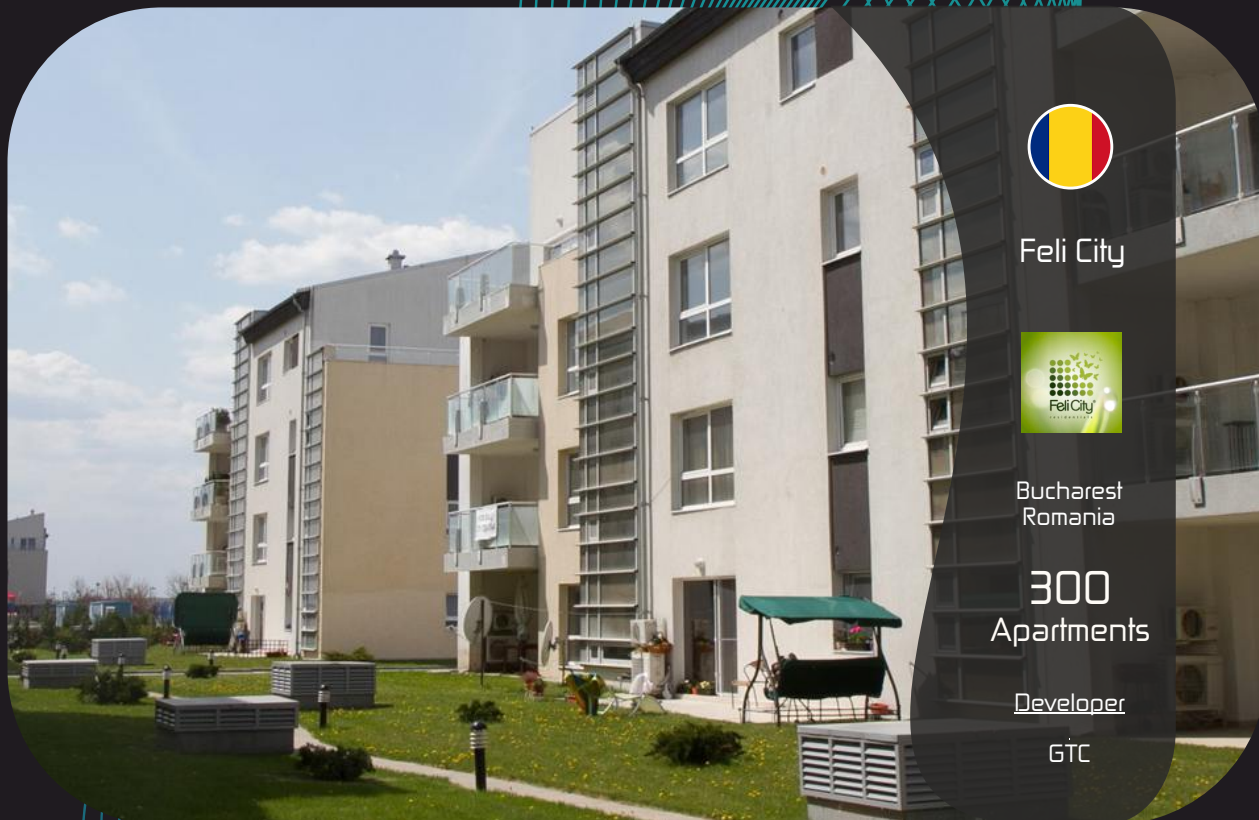
OXFORD GARDENS

Bucharest  
Romania

204  
Villas

Developer

Willbrook  
Management



Feli City



Bucharest  
Romania

300  
Apartments

Developer

GTC

Projects developed under our  
Team member Management



Garden  
of Eden

Bucharest  
Romania

280  
Apartments

Developer

GTC



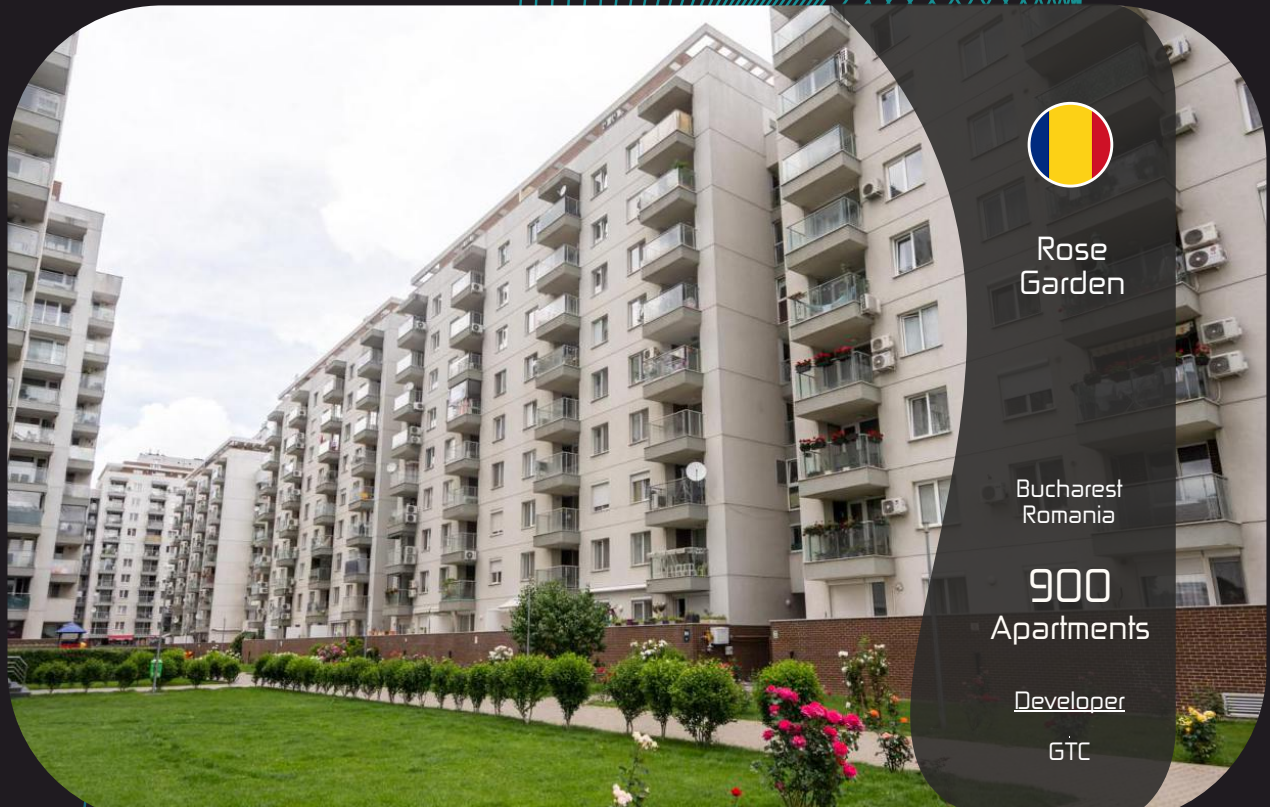
Rose  
Garden

Bucharest  
Romania

900  
Apartments

Developer

GTC



Projects developed under our  
Team member Management



Galleria  
Arad



Arad  
Romania

35 000  
sqm

Developer  
GTC



Galleria  
Piatra Neamț



Piatra Neamț  
Romania

12 500  
sqm

Developer  
GTC



Projects developed under our  
Team member Management



Varna  
Mall



Varna  
Bulgaria

33 000  
sqm

Developer  
GTC



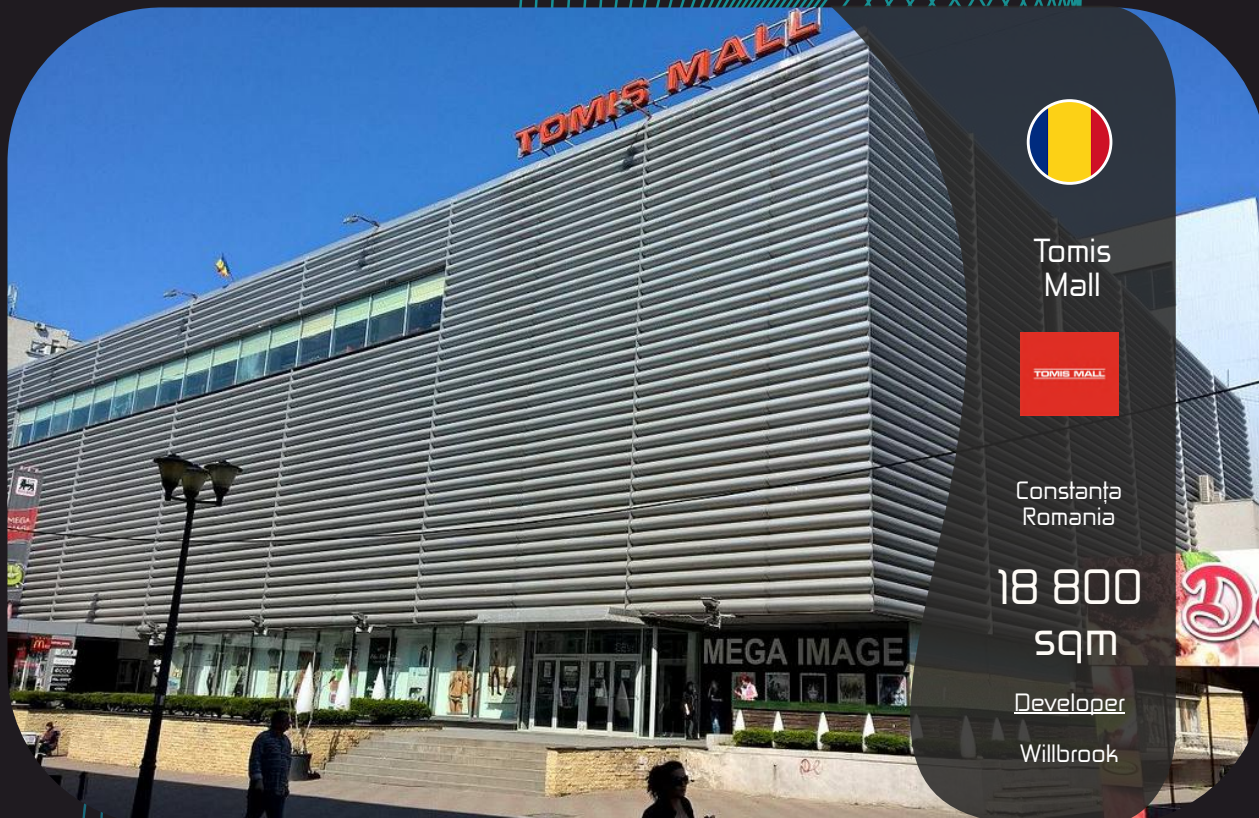
Tomis  
Mall



Constanța  
Romania

18 800  
sqm

Developer  
Willbrook



Projects developed under our  
Team member Management



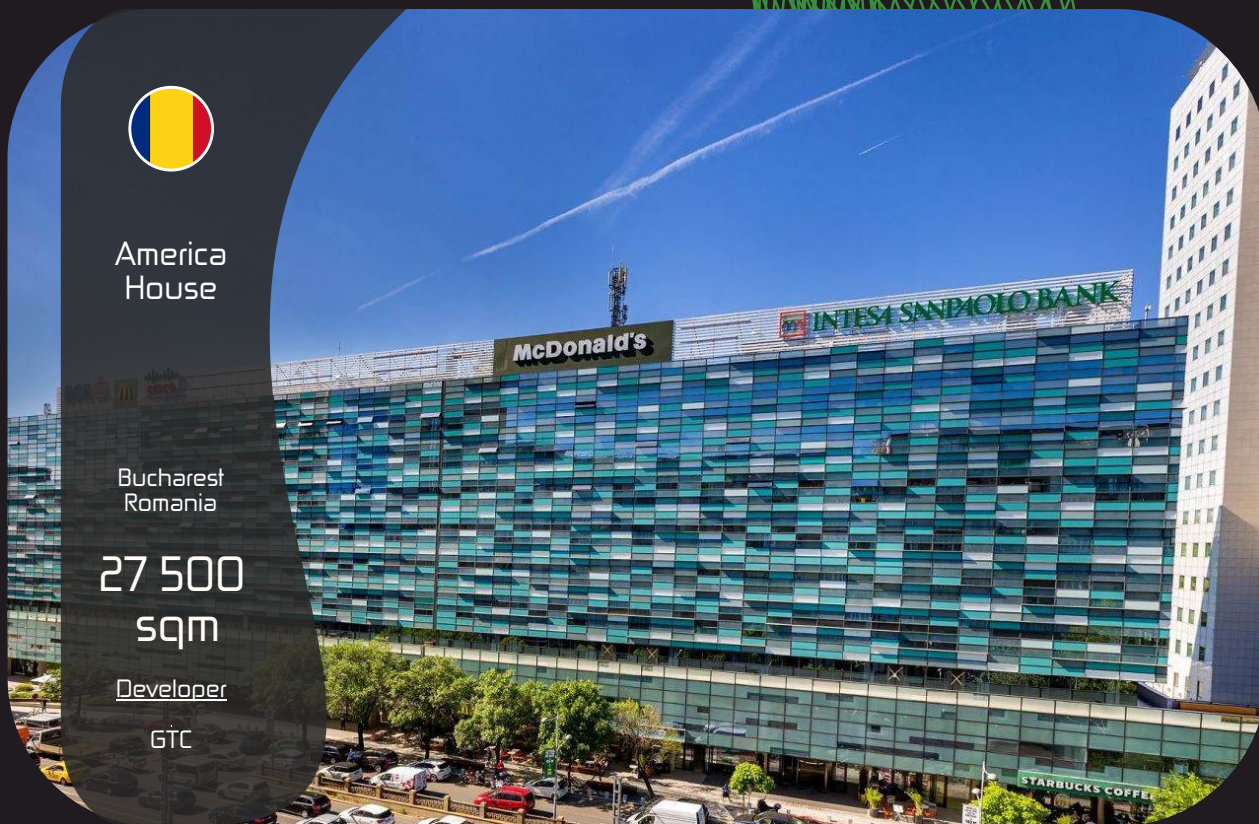
America  
House

Bucharest  
Romania

27 500  
sqm

Developer

GTC



Europe  
House

Bucharest  
Romania

13 500  
sqm

Developer

GTC





+40 21 233 5668  
office@real-sol.ro  
Bucharest, Romania