

INVESTMENTS

RECOGNISED AS ONE OF THE TOP FIVE INVESTMENT ADVISORS WORLDWIDE

Our wide-ranging investment experience, coupled with detailed, research-backed market knowledge, enables us to provide high-quality advice to all real estate investors clients across all investment business sectors, locations and property types.

EXAMPLES OF WHAT WE'VE SOLD

- > 15 residential complexes consisting of approx. € 63 million;
- > Shopping center of approx. € 7,5 million;
- > Multi-let light industrial complex of approx. € 22 million.

AND PURCHASED

- > A prestigious office building of approx. € 4,5 million.

INVESTMENTS =

Our team of professionals:

6^{NL}
>135^{EMEA}
>570^{GLOBAL}



ADD COLLIERS SPECIALISTS TO YOUR NETWORK



Active in the sectors:



OFFICES



RESIDENTIAL



RETAIL



INDUSTRIAL

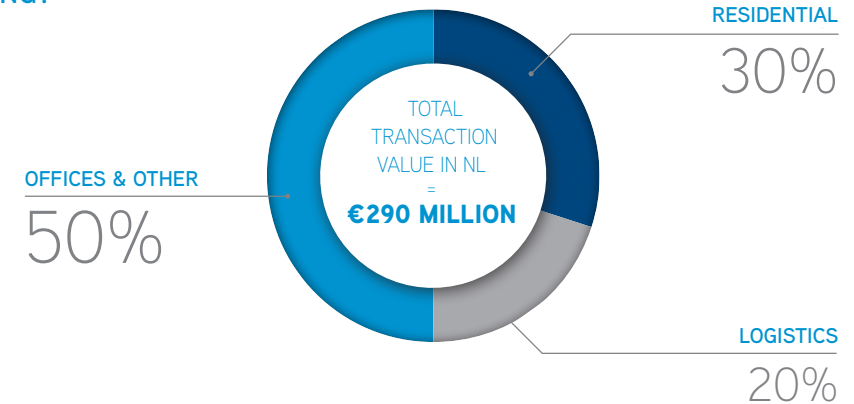


LOGISTICS



HEALTHCARE

WHO'S INVESTING?



OUR EXPERTISE



STRUCTURED SALES & PURCHASE



VALUATION & ADVISORY



INSTITUTIONAL INVESTORS



FAMILY HOUSES



PRIVATE EQUITY



DEVELOPERS



GOVERNMENTAL

OUR CLIENT TYPES

MATTHIJS HOEKSTRA, MANAGING DIRECTOR INVESTMENTS :

"COLLIERS CAPITAL MARKETS IS SPECIALIZED IN STRUCTURED SALES AND PURCHASE PROCESSES AND UNDERWRITING FOR ALL REAL ESTATE SECTORS. WE ARE COMMITTED TO EXCEEDING YOUR GOALS AND ACHIEVING SUCCESS."

AMOUNT OF SOLD COMMERCIAL REAL ESTATE IN 2014

>90,000M²

TRANSACTIONS FACILITATED IN 2014 IN EUROS

€290 MILLION

TOTAL TRANSACTIONS IN 2014 IN NL

40

A SELECTION OF CLIENTS WE PROUDLY SERVE



AMVEST

syntrus | achmea



FORWARD THINKING AND THOUGHT LEADERSHIP

Amount of published research reports annually:



NL 7
EMEA 190
Global 1,100



with 72 researchers within the EMEA region

Accelerating success.

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Our proven approach to investment sales and acquisitions takes into account each investor's unique priorities and weighted concerns for price, closure and risk. We work across the full spectrum of investors from high net worth individuals to institutional and private equity funds.



Internos is a significant pan-European investment manager with approximately 100 employees, over 1,000 commercial property investments in 11 countries and € 4.1 billion under management. Internos has expertise across the real estate asset classes and major European markets.

CHALLENGE

- > Core product, though a high vacancy rate;
- > Approx. 36,000 m² multi let light industrial;
- > 52 units, 4 different sizes;
- > Well located, near the Amsterdam Arena and the Ziggodome;
- > Ground lease paid off until 2038;
- > Vacancy rate 27%;
- > Average remaining lease term 2.8 years.

STRATEGY

- > The vacancy rate of the Trade Park needed to be reduced;
- > Increasing of asset management activities;
- > Stablishing the WALT.

RESULTS

- > Cashflow increased with approx. 20% in 6 months;
- > Vacancy rate reduced from 27% to 13% in 6 months;
- > The asset was in 2014 sold for approx. € 25 million.
- > A detailed sales process was executed leading to a bidding process with 3 interested institutional candidates.



Bouwfonds Investment Management (Bouwfonds IM) is the real asset investment management division of Rabo Real Estate Group, one of Europe's leading real estate companies.

They offer distinctive investment products for institutional and private clients in selected real estate, infrastructure and natural resources sectors. Bouwfonds IM manages a portfolio with a total value of nearly € 6 billion, distributed among the following sectors: commercial and residential real estate, communication infrastructure, parking, and agriculture. Bouwfonds IM has local offices in the Netherlands, Germany, France, Poland and Romania, and employs over 150 FTE.

CHALLENGE

- > Core residential;
- > Full ownership;
- > An investment volume of at least € 5 million per asset is required;
- > Properties built after 1990 or if older then fully refurbished.

STRATEGY

- > Bouwfonds uses the full services of Colliers International Residential team to realize their acquisition target;
- > Colliers generate acquisition opportunities on behalf of Bouwfonds.

RESULTS

- > We bought 7 properties for a total amount of approx. € 65 million and we worked for a deed of transfer with in approx. 3 months.

CONTACT DETAILS

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