

# Bringing together people and properties

Your property partner  
since 1985.



The property partner for you.  
Since 1985.

Welcome to Walde. Here, you will get to know our independent family-run business that has embodied trust for decades. The trust that thousands of satisfied customers place in our expertise in marketing property. The trust in our motivated colleagues who will do all they can to exceed your expectations.

Residential property, investment properties and new-build projects: each business area requires different approaches, specific knowledge and experience. As your experienced partner, we will guide you on your journey through the marketing process, from A to Z, for any property type. Working together with you, we will determine our joint goal: a successful property transaction. With this clear focus we will fulfil our mission: bringing together people and properties.



*G. Walde*

Gerhard E. Walde

*C. Walde*

Claudio F. Walde

*M. Walde*

Marianne Walde

Walde is your dependable partner for all concerns and questions about property.



Residential property

Apartments  
Detached houses  
Premium property

Live there yourself or recently inherited it? Selling property is often an emotional process. We will guide you throughout the sales process with our professional expertise, a cool head and a warm heart.



Investment properties

Apartment buildings, business premises, plots of land

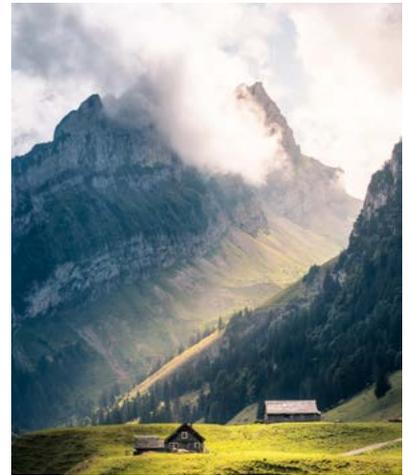
Renovate, develop, re-let, inherit and bequeath, retain or sell, as the owner of an investment property you are faced with big decisions. With Walde, you can rely on the independent advice of proven experts.



New-build projects

Consulting and planning, sales and initial letting

You lay the foundation for success with a new build in the concept phase. Sound assessment of the options, an optimal strategy, innovative marketing solutions with well-known partners: we will guide you throughout the whole journey, from the initial idea to final occupation of the property.



Holiday properties

Holiday properties in Switzerland and abroad

We work closely with our local partners, allowing you to benefit from their expertise and local knowledge – all while having a trusted Swiss contact by your side.

# Our services

70,000

interested parties actively searching

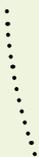
## Sound market valuation

- Reliable, market-oriented valuation using professional valuation systems
- Ambitious and realistic price recommendation based on in-depth experience and knowledge of the local market



## Marketing tailored to target groups

- Entry onto the market with the highest quality standards across all channels, sales brochures, print and internet advertisements, photos. If required, virtual tours, 3D floor plans and innovative digital marketing tools
- Option for discrete marketing through our contact network



Maximum  
transparency

## Large network

- Weekly newsletter to over 70,000 interested parties actively searching
- Large database of qualified contacts in Switzerland and abroad
- Intensive contact with partners from the legal and financial sector for over 4 decades



## Additional services

- Support in the search for a suitable replacement property
- Real estate capital gains tax: expert advice on preferential terms



## Stress-free all round

- We do the hard work for you: viewings, supporting interested parties, procurement of missing documents, credit check, preparation of the sales contract, notary appointment, monitoring of payments and much more
- Maximum transparency for you thanks to regular, detailed reports





# The individual steps up to the sale of your property

8



1

## Offer phase

### **Determination of market value, sales order**

Your property will be valued professionally in line with the market. Our colleagues will thoroughly assess the potential of your property. After completion of the offer phase, the signing of the sales order takes place.

2

## Mandate preparation

### **Marketing concept, sales documentation**

The preparation of the most important features and selling points that make your property unique, the definition of the target group for the successful positioning of the property and the creation of the sales documentation.

3

## Sales process

### **Marketing activities, viewings, reports**

Presentation of your property with marketing aimed towards the target groups. Our colleagues will accompany interested parties during the viewing, have the sales discussions and keep you up to date with regular reports.

4

## Conclusion stage

### **Sales contract, notarisation**

Once the right buyer has been found for your property and the reservation agreement has been signed, Walde will handle the entire sale for you - from A to Z.

We are only happy  
when you are.



10





**Combined expertise**

Expertise in-house and collaboration with chosen partners. For you, that means expertise from a single source.

**Great for people**

More than 8,000 properties sold, over 16,000 satisfied customers. People power: we are always here for you.

**The future needs knowledge**

Our innovative strength: a lot of experience, good size and a diversified team. Because the future needs knowledge.

**Local with a broad network**

Benefit from good connections locally. Thanks to our broad network, what belongs together comes together.

# Satisfied customers

Your satisfaction is our top priority.  
Your trust and the appreciation of previous customers inspire us to exceed your expectations.



12

Sale of a detached house, Lucerne  
Yvonne and Bernhard Zwiker

«We are very happy to give this reference because the work by Walde has impressed us the whole way through: very pleasant, courteous and extremely professional. The consultant, Karin Frappa, did a wonderful job and completed the sale within a short period of time. I can't think of the slightest criticism. We have just sold a large house situated in the most beautiful location in Weinbergli as we want to downsize now the children have left home. Now we can enjoy our newfound freedom in a beautiful three-and-a-half room apartment and dedicate ourselves to our new, large permaculture garden»



«Such a special house as my grandparents' home needed to be sold by professionals. Walde were the right professionals for the job. This was clear from the exceedingly pleasant relationship I had with them. This detached house with a sculptured atrium needed a serious renovation and conversion. Finding buyers with capital who were willing to do this was challenging. My husband Moritz, who has supported me a lot through the sales process, and I have been even more impressed by how carefully Walde has managed the job and dealt with prospective buyers. You can tell they have a lot of experience. Their reliability and respectful manner made us feel very comfortable from the beginning. The result was the successful sale to a new owner with whom we are very happy. Due to the professionalism and cordiality of the entire team, we ultimately also decided to buy with Walde.»

Sale of a detached house with atrium, Zurich  
Maya Leutert and Moritz Thommen



«The sale of your own home is often associated with the start of a new chapter in your life. At the same time, it is about investments and planning. It is even more important that you get good advice and support, and for me, in addition to professionalism, trust and transparency are the be-all and end-all. With Walde, I found the perfect partner in every respect. They understood in a friendly and forthcoming way the need to establish transparent cooperation. What I have experienced from initial contact to signing and notarisation, is a genuine corporate culture based on friendliness, expertise, clarity and commitment. The experience was overwhelmingly positive: my detached house was sold very quickly. I am satisfied and would recommend Walde. The chemistry was right from the very beginning.»

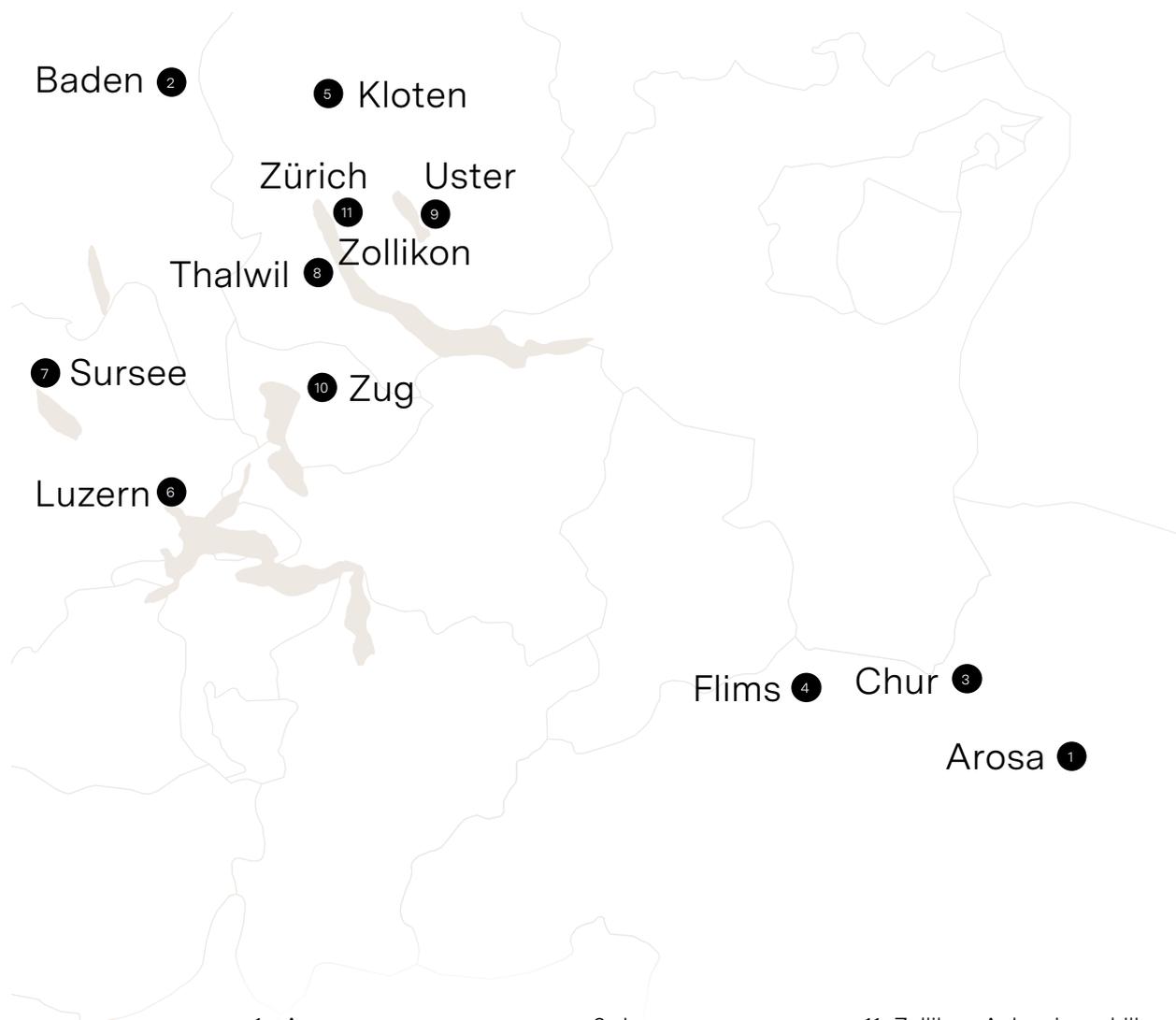
Sale of a detached house, Fisibach  
Dr. Beate Böckem

# Broad network

14



# Local



- |                                                     |                                                   |                                                                                |
|-----------------------------------------------------|---------------------------------------------------|--------------------------------------------------------------------------------|
| 1 Arosa<br>+41 81 544 81 71<br>graubuenden@walde.ch | 6 Luzern<br>+41 41 227 30 30<br>luzern@walde.ch   | 11 Zollikon, Anlageimmobilien<br>+41 44 396 60 80<br>anlageimmobilien@walde.ch |
| 2 Baden<br>+41 56 520 70 70<br>baden@walde.ch       | 7 Sursee<br>+41 41 929 59 59<br>sursee@walde.ch   | 11 Zollikon, Neubau<br>+41 44 396 60 10<br>neubau@walde.ch                     |
| 3 Chur<br>+41 81 544 81 71<br>graubuenden@walde.ch  | 8 Thalwil<br>+41 44 722 61 00<br>thalwil@walde.ch | 11 Zollikon, Hauptsitz<br>+41 44 396 60 60<br>zollikon@walde.ch                |
| 4 Flims<br>+41 81 544 81 71<br>graubuenden@walde.ch | 9 Uster<br>+41 44 905 40 90<br>uster@walde.ch     |                                                                                |
| 5 Kloten<br>+41 44 534 61 61<br>kloten@walde.ch     | 10 Zug<br>+41 41 727 82 82<br>zug@walde.ch        |                                                                                |

Head office  
Walde Immobilien AG  
Zollikerstrasse 65  
CH-8702 Zollikon  
+41 44 396 60 60  
info@walde.ch

**walde.ch**