

A Tour of GERMANY

If you have ever wondered what life & real estate is like in Germany, look no further than Sotheby's International Realty® affiliates, who every day are living in & serving the area's key markets. Here they will take you on a tour of the country they love, flight reservations not required:



OLIVIER & JENNIFER PETERS, OWNERS, PETERS & PETERS SOOTHEBY'S INTERNATIONAL REALTY IN WIESBADEN

FRANKFURT & WIESBADEN: PETERS & PETERS SOOTHEBY'S INTERNATIONAL REALTY

Peters & Peters Sotheby's International Realty in Wiesbaden serves Germany's Rhine main region, which includes the cities of Frankfurt and Wiesbaden. And if you ask owners Olivier and Jennifer Peters what life and business is like in the region, they will eagerly tell you about the area's economic vibrancy and unique culture.

"Frankfurt is one of the most international cities in Germany, thanks to the Rhine main area's economic strength. It is a true financial epicenter with powerful banks, investment funds and all the major players in this segment," said Olivier.

According to Olivier, Frankfurt is the only city in Germany with a very American skyline and

the feeling of being in a large city. Wiesbaden, however, can "feel like a different country," with a focus on the area's cultural attractions.

Within just two days of joining the brand last December, the firm started receiving referrals. "We are working so hard thanks to our affiliation! We are collaborating with the Sotheby's Auction House in Frankfurt and our brand colleagues in many far-reaching places including New York, Florida and London," said Olivier. **"We are proud to be affiliated with this brand and its rich history. It is helping us attract some very interesting properties. People know and trust this brand and are seeking us out."**

Prior to joining the brand, Olivier and Jennifer were

lawyers working with high-net worth individuals, and identified a need for a professional real estate company to serve the area's clients.

When people see the marketing and advertising we offer they are very impressed because many have never experienced such service before. This brand has opened doors for us," said Olivier.

HAMBURG & BERLIN: HAMBURG SOOTHEBY'S INTERNATIONAL REALTY

Hamburg Sotheby's International Realty joined the brand two years ago. Anita Gärtner, managing partner and co-owner of the licensed territory of Northern Germany, is a passionate cosmopolitan and has gained extensive international experience in real estate, specifically in Australia and New Zealand.

According to Anita, in times of crisis the Hamburg property market demonstrates its sustainability and stability.



FRANKFURT AM MAIN, HESSEN, GERMANY
\$20,410,940 USD

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with the Sotheby's International Realty® brand

"Different Institutes declared Hamburg to be the investment market with the second best prospects in Europe, just after Munich. The Hamburg residential property market is comparatively unaffected by the economic cycles. Hamburg is still a growing city," Anita said. "This year we are still seeing a strong demand for properties because real estate is considered a safe investment in Germany."

Berlin, however, is a much more international market area than Hamburg and nearly three times as big. "Berlin is a very growth-focused, up-and-coming multicultural city. With some of the lowest real estate prices in Europe, Berlin is an attractive option for foreign investors," she said. "Hamburg is a very old and historical area. In Hamburg real estate is very exclusive, with those who own homes in the area around the Alster Lake or the Elbe River often keeping them for generations. Hamburg is second only to Munich in terms of exclusivity and wealth."

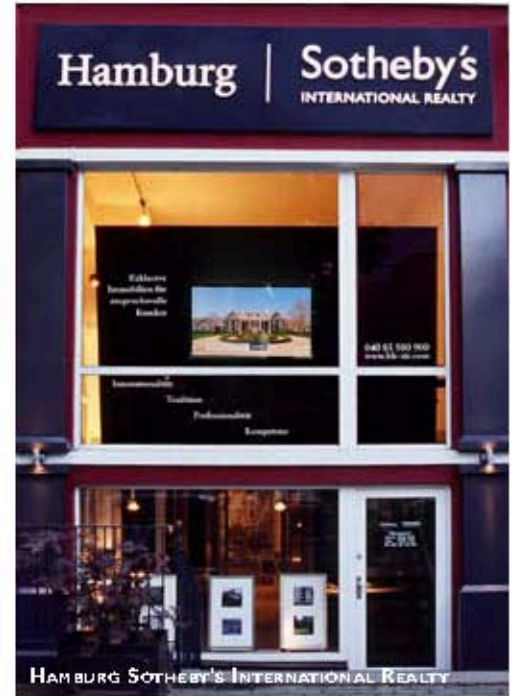
This month Anita opened a new office in

Berlin, and by the beginning of next year at the latest she plans to expand further on the island Sylt, the most exclusive holiday market in Germany.

ESSEN & DÜSSELDORF: NRW IMMOBILIEN SOTHEBY'S INTERNATIONAL REALTY

NRW Immobilien Sotheby's International Realty, with locations in Essen and Düsseldorf, is managed by Detlef Jubke and René Silva, respectively. The two cities, though only 30 kilometers, or approximately 18 miles, apart offer very different lifestyle choices.

"Essen is the seventh largest city in Germany and the European capital of culture. It also provides an attractive location for service providers and the steel industry, with strong-selling companies including Thyssenkrupp. Here we see people settle for long periods of time," said Detlef. "Düsseldorf is the second most important international and financial center of Germany, after Frankfurt. It has higher prices for real estate compared to Essen."



The south of Essen enjoys a constant high demand for luxury private and investment property and the prices are very stable, according to Detlef. Düsseldorf is among the ten most popular cities in Germany and is renowned for its fashion and trade fairs. There are approximately 170 national and international financial institutions and about 130 insurance agencies, and one of the biggest German stock exchanges.

"Since the 1960's there has been a strong relationship between Düsseldorf and Japan. Many Japanese banks and corporations have their European headquarters in Düsseldorf – so many that Düsseldorf has the third biggest Japanese community, after London and Paris," he said. "In both cities people are very aware of the Sotheby's name, and that does help us in our interactions. **We are showing people that just as the Auction House is expert in art, we are experts in real estate.**"

