

# Land Advisory Services

Capability Statement



YEARS  
OF REAL ESTATE  
EXCELLENCE

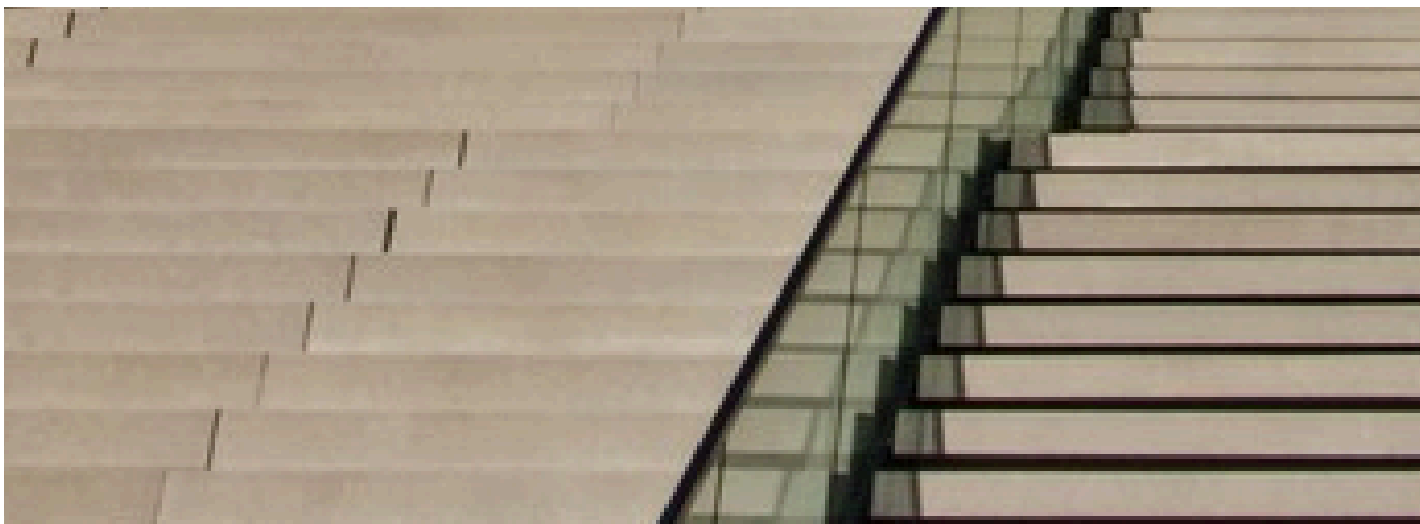


# FOREWORD

The passion and determination of turning an idea into a tangible building is the very reason why we have created the dedicated Land Development department since our opening of the company in 2005. Crosspoint Real Estate's capability in land development excellency has been reliably called upon to advise on some of the largest and most prestigious real estate transactions over the past **20 years**. We have successfully demonstrated our ability to provide a best in class service to our clients, and have done so across a wide variety of sectors and geographies, with a **market share** of over **350,000 sqm of transacted land**. Despite heavy competition and headwinds from Europe, trading was resilient and Crosspoint maintained a leadership position in the land market.

The company has advised both international and local investors, developers, contractors in all stages of the development process, from land scouting to permitting, from inception to completion of the projects. Crosspoint has undertaken meticulous market research and together with pioneer developers, was involved in all the major transactions in unexplored areas of Bucharest, such as **IMGB, Preciziei, Orhideelor, Expozitiei, Obor and Timpuri Noi**. Following the distinguishing ability to unlock new capital, doubled by strong belief in the potential of such areas, we have witnessed the birth of the newest and most developed residential and office poles in Bucharest. Some of the most significant developments that came to life are **The Bridge** and **One Herastrau Plaza**.

In the following reading, we invite you to discover our range of services, capabilities and selected track record of our most relevant land development transactions during the last financial crisis and the following period. We would like to thank all those who have worked with us over the last years and we look forward to a dynamic period ahead.



We put into work, for your best interest, our global knowledge of Savills and almost 20 years of local expertise that helped us be among the market leaders in Romania for the land development transactions. We have a solid understanding of the economic, financial, strategic and legal aspects of any real estate development, ingredients that can turn a simple idea into a multi-million project that can shape the face of our city.



**Ionut Stan**

Partner,

Head of Land Development

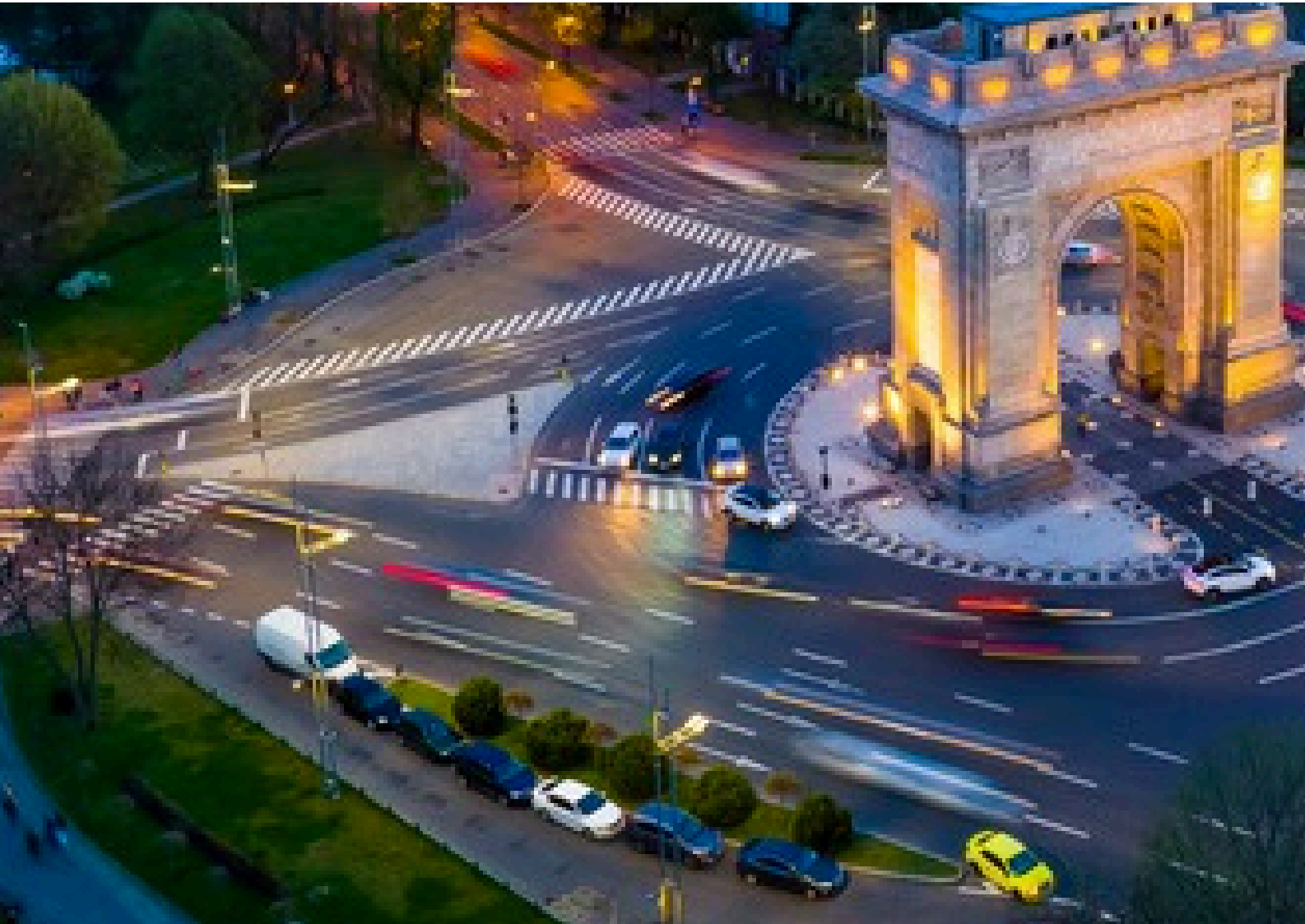
# Land Advisory Services

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**If you are an individual investor, a vendor, corporate or developer and you are looking to buy, develop or simply invest in properties, platforms or portfolios, you can partner with our experienced Land Advisory Team, to determine the potential of certain projects and discover innovative ways to diversify your portfolio.**

First, we identify the right site for you, through a meticulous search, afterwards we perform the analysis of land use scenarios, negotiations, acquisition, disposal and leasing to buyers and sellers of office, retail, industrial, residential and mixed-use properties.

Additionally, you will have access to a full range of related property services and capabilities, with a proven ability to extract performance and create value: investment advisory, agency leasing as well as marketing guidance.





## Service Range

Mapping/Land Scouting

Market Analysis

Site Selection

Best Use Analysis

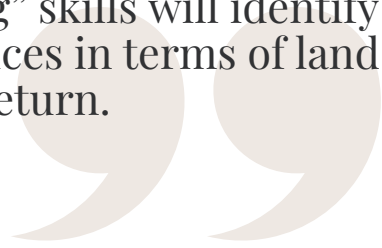
Financing Options

Feasibility Studies

Site Planning

Permitting

We keep a close relationship with vendors and active investors and we are here to provide you with a wider understanding of the market, including pricing, trends, regulations, and development activity. The blend of experience, research and local “hunting” skills will identify for you one of the best choices in terms of land investment return.



# Track Record

## *Notable Land Deals*

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**01. Vitan, Bucharest**

8,176 sqm plot for residential development

**02. Preciziei - Former Cesarom Factory**

118,000 sqm plot for mixed use development

**03. Euromall Sisesti**

62,000 sqm plot for residential development

**04. Aurel Vlaicu, Constanta**

53,000 sqm plot for commercial development

**05. Iancu de Hunedoara, Bucharest**

2,176 sqm plot for residential development

**06. IMGB Industrial Platform**

540,000 sqm plot for mixed use development

**07. Fabrica de Glucoza**

12,200 sqm plot for residential development

**08. Bel Rom**

80,789 sqm plot for retail development

**09. Ghencea, Bucharest**

12,208 sqm plot for residential development

**10. Caderea Bastiliei 33**

1,275 sqm plot for office development

**11. Jandarmeriei**

17,110 sqm plot for residential development

**12. Novum Timisoara**

23,000 sqm plot for residential development

**13. Vergului, Bucharest**

30,000 sqm plot for retail development

**14. Pantelimon, Bucharest**

36,751 sqm plot for residential development

**15. Expozitiei, Bucharest**

28,000 sqm plot for residential development

**16. Arc, Bucharest**

8,000 sqm plot for office development

**17. Parcului 20**

15,334 sqm plot for residential development

**18. ONE Herastrau Plaza**

5,000 sqm plot for mixed-use development

**19. The Bridge**

12,700 sqm plot for office development



# 01. Vitan, Bucharest



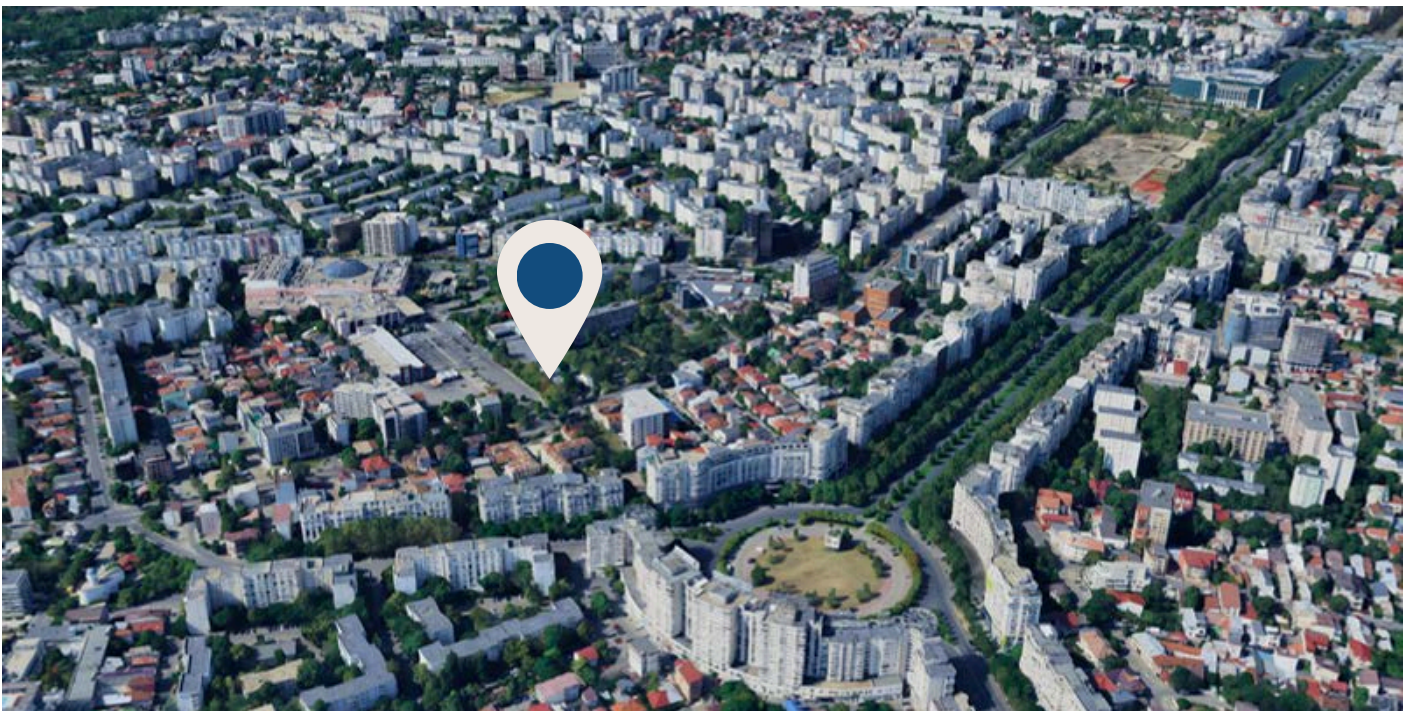
Size  
**8,176 sqm**



Location  
**Bucharest**



Type of development  
**Residential**





### Date

2025

### Vendor

**BOQ'ART**

### Buyer

**CORDIA**  
Member of Futureal Group

### Representation

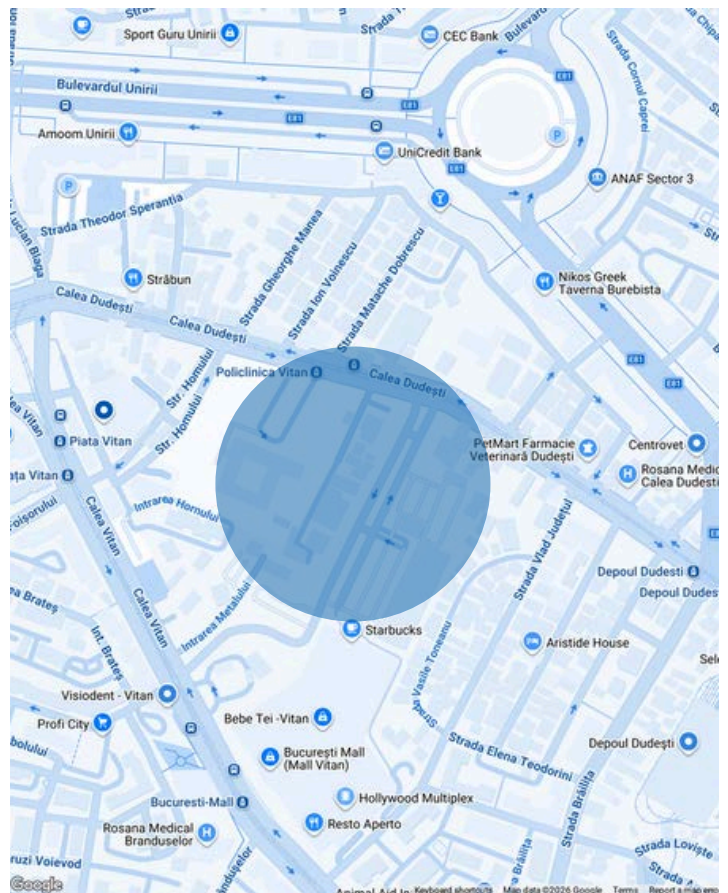
Buy side

### Achievement

In a market where land plots with approved urban planning documentation and valid building permits have become increasingly scarce, Crosspoint identified a rare opportunity – an 8,179 sqm site in the Alba Iulia – Bucharest Mall area, one of Bucharest's most consolidated residential and commercial nodes.

Crosspoint advised Cordia Romania throughout the acquisition process, from early-stage site identification and due diligence coordination to transaction structuring and completion. The plot's key differentiator – a building permit already in place – allowed the buyer to bypass one of the most time-consuming and unpredictable stages of the development cycle, moving directly from acquisition to construction.

The transaction enabled Cordia to launch Centropolitan, a premium development comprising 274 apartments and 3,345 sqm of integrated retail space.



## 02. Preciziei - Former Cesarom Factory



Size

**118,000 sqm**



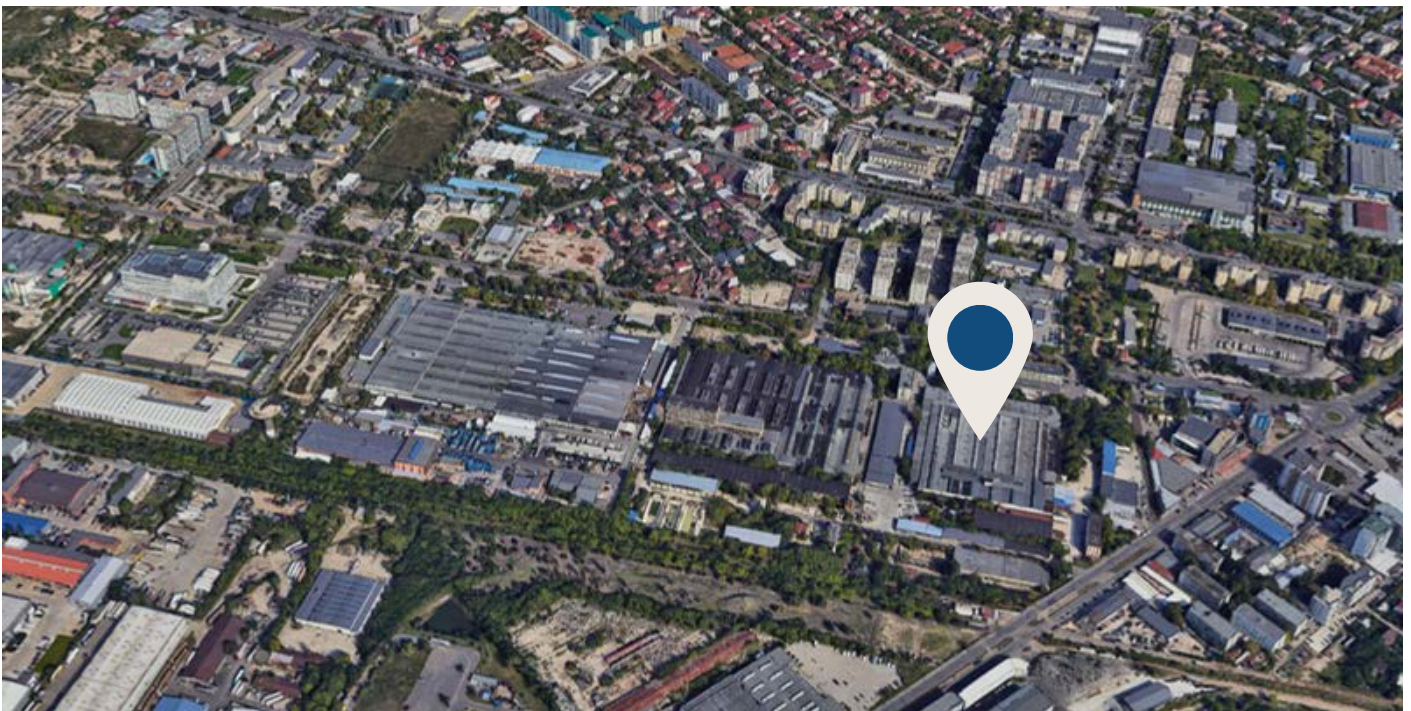
Location

**Bucharest**



Type of development

**Mixed-use**





**Date**

2024

**Vendor**



**Buyer**



**Representation**

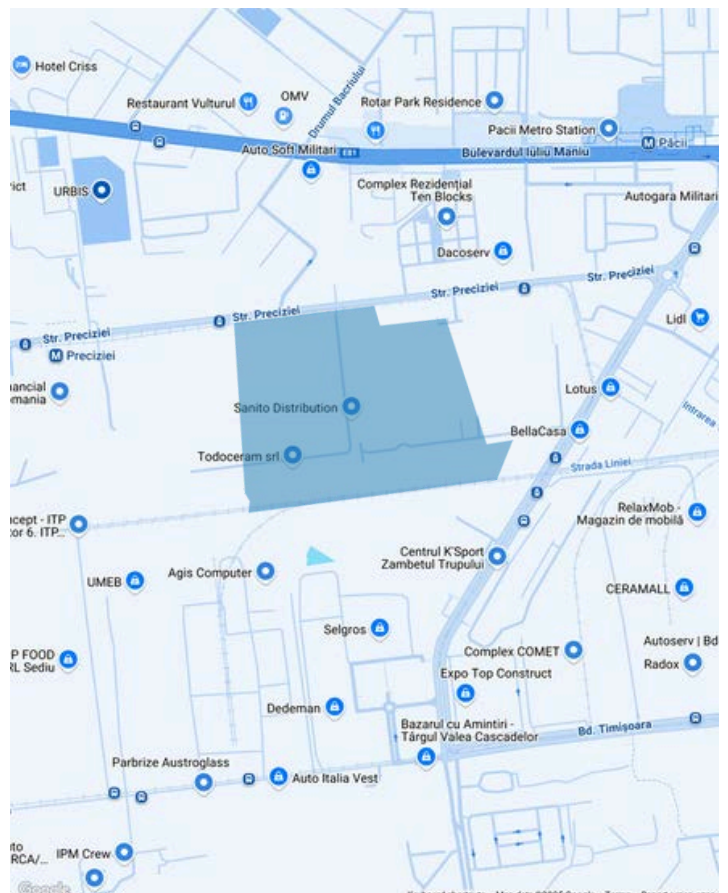
Sole advisor

**Achievement**

Crosspoint acted as exclusive advisor in this key transaction of a strategic land asset in Bucharest’s Preciziei area — one of the most substantial recent deals in the western part of the city.

The 11.8-hectare site of the former Cesarom factory, previously owned by Roca – the world’s largest manufacturer of sanitary ware – was acquired by HILS, one of the leading real estate developers in Romania. The acquisition enables the development of a large-scale mixed-use project, comprising over 3,500 residential units, an office building, and a private school.

This transaction contributes to the ongoing transformation of the Preciziei area into a new urban hub, responding to the city’s growing demand for integrated living, working, and educational spaces. Crosspoint’s role in this project highlights our expertise in managing large-scale transactions and supporting developments that shape the future of the city.



# 03. Euromall Sisesti



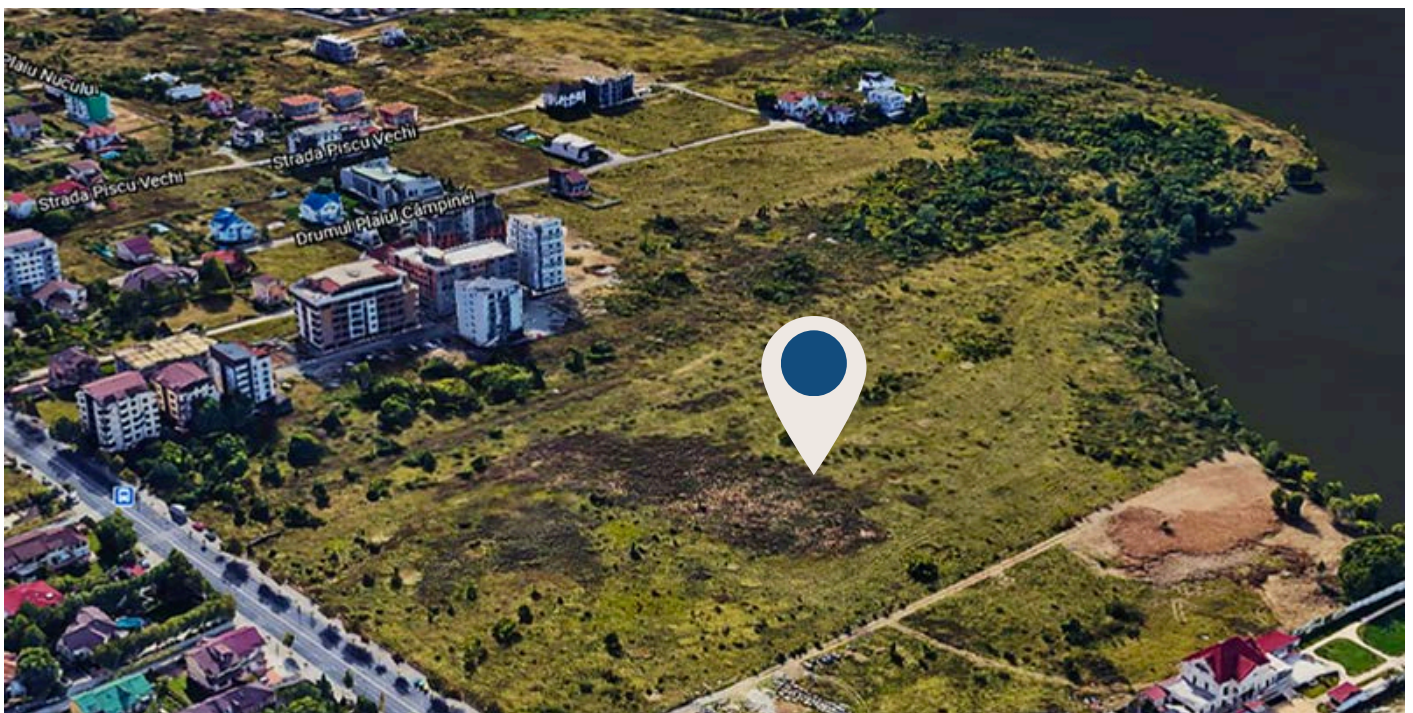
Size  
**62,000 sqm**



Location  
**Bucharest**



Type of development  
**Residential**





**Date**

2024

**Vendor**



**Buyer**



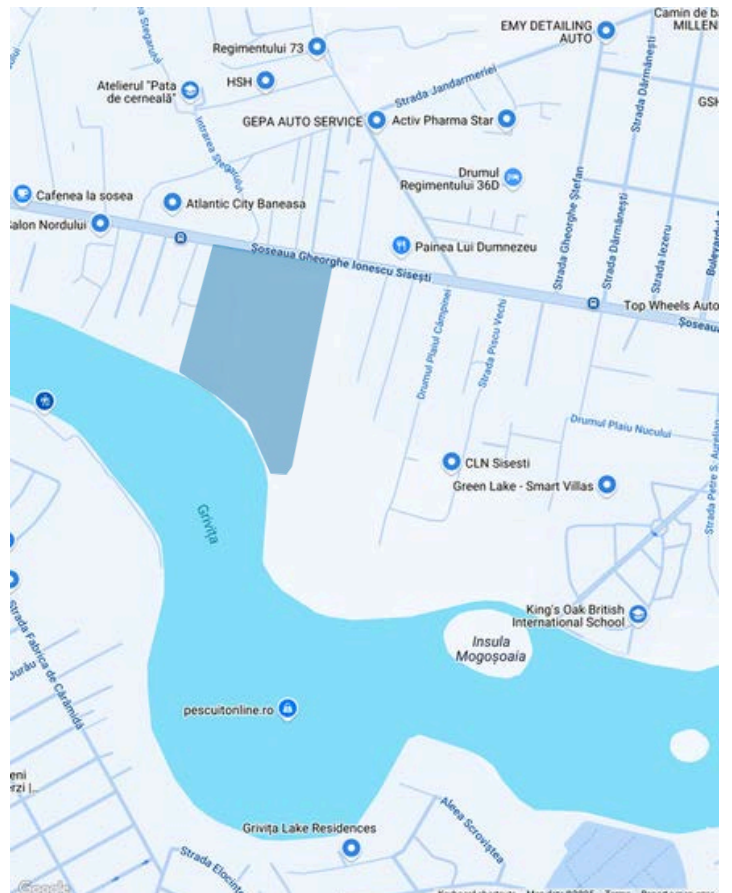
**Representation**

Sell-side

**Achievement**

Listed on the market since 2018, this 62,000 sqm land plot located on Gh. Ionescu Sisești Road was successfully transacted in 2024, with Crosspoint advising the seller, Immofinanz (CPI Property Group).

The site had previously been marketed in co-exclusive agreements by two of the world's largest real estate consultancies, but remained unsold. The transaction was ultimately concluded with Prima Development Group, a key Romanian residential developer and long-standing client of Crosspoint. This deal marks the third successful collaboration between the two parties in the last three years.



## 04. Aurel Vlaicu, Constanta



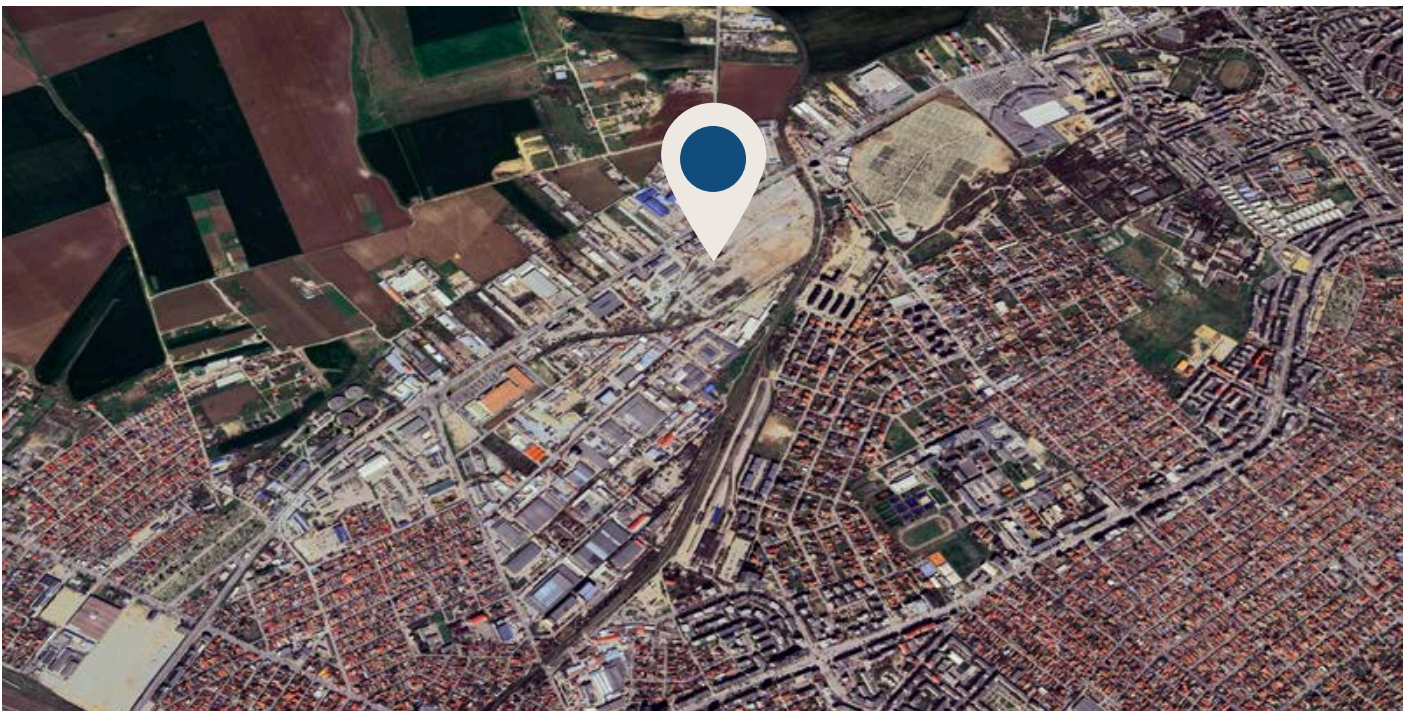
Size  
53,000 sqm



Location  
Constanta



Type of development  
Retail





**Date**

2024

**Vendor**



**Buyer**



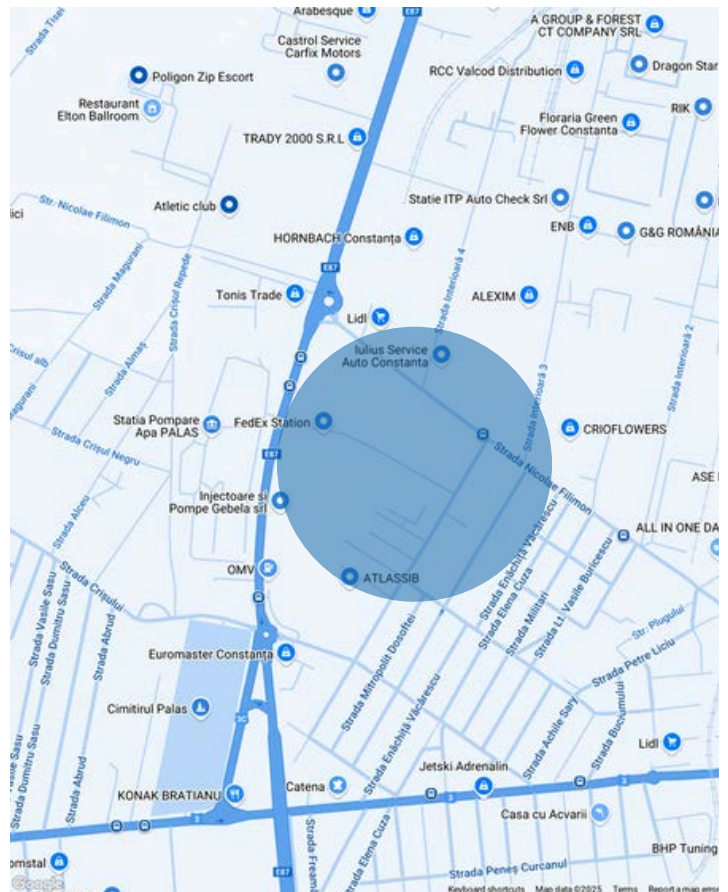
**Representation**

Sole advisor

**Achievement**

Crosspoint acted as sole advisor in the sale of this 53,000 sqm land plot on Aurel Vlaicu Bd. in Constanta, acquired by XXXLutz for the development of a future retail project.

The transaction marks the retailer’s entry into one of the city’s most active commercial corridors, a well-established retail hub that continues to attract major national and international brands. It also reflects Crosspoint’s growing expertise in retail land transactions and its ability to secure strategic sites for large-scale developments across multiple regions in Romania.



## 05. Iancu de Hunedoara



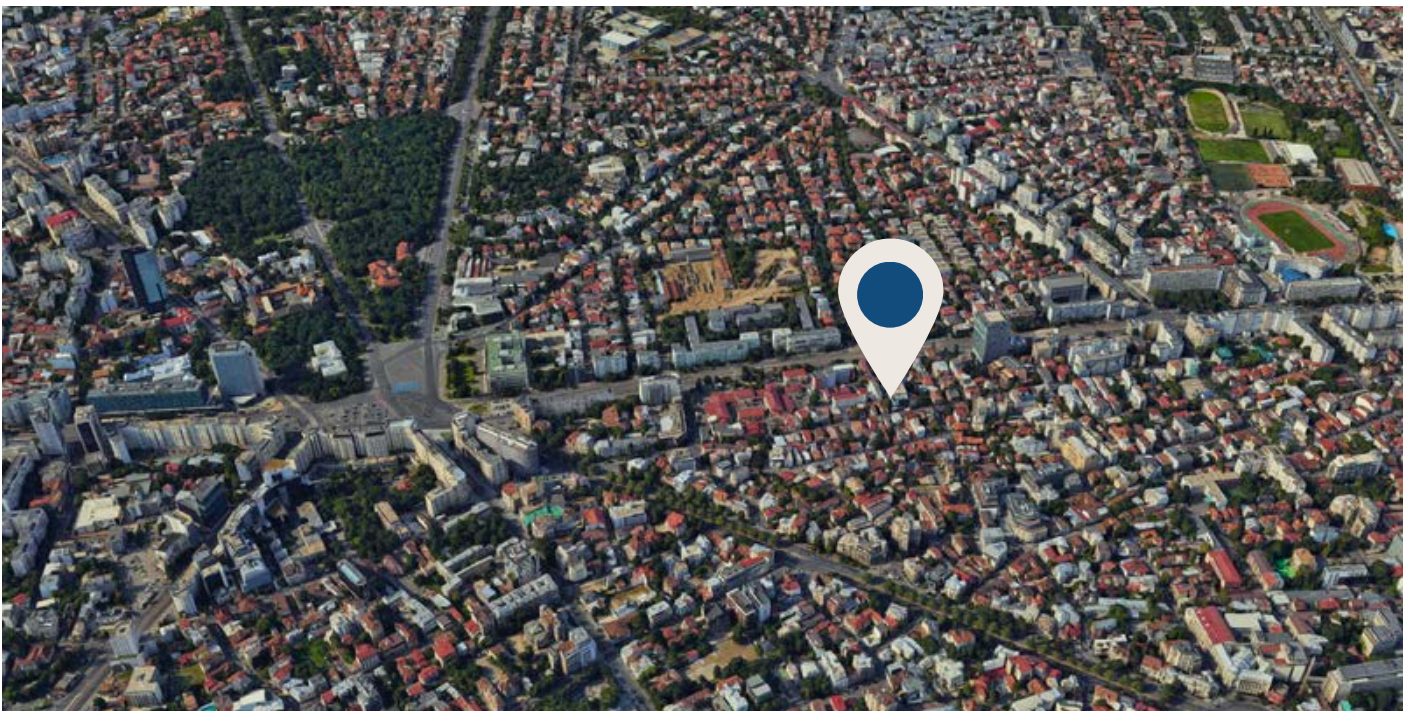
Size  
2,176 sqm



Location  
Bucharest



Type of development  
Residential





**Date**

2024

**Vendor**



**Buyer**



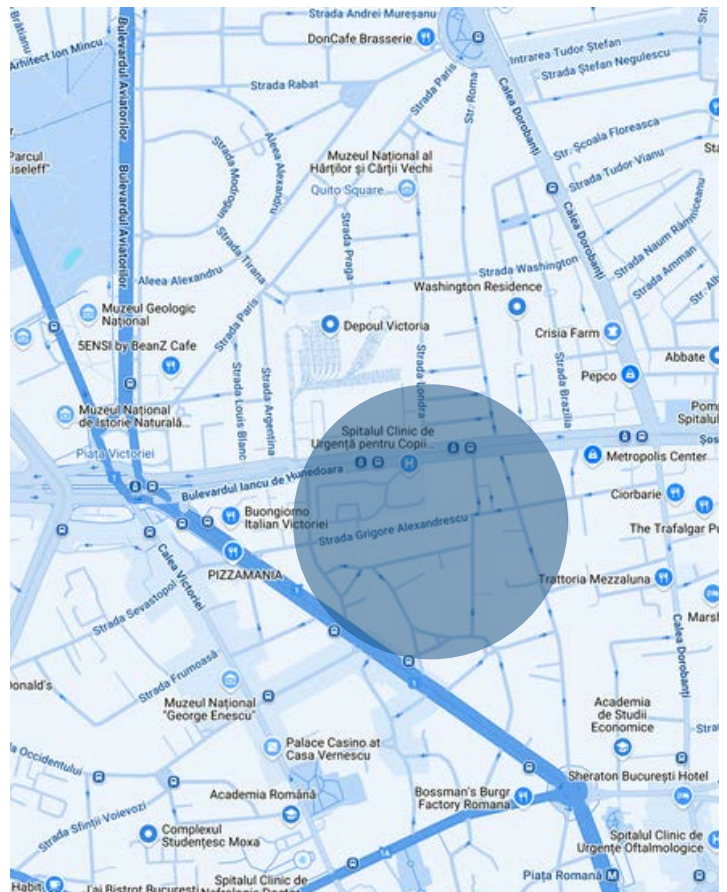
**Representation**

Sole advisor

**Achievement**

Crosspoint acted as sole advisor in the transaction between APX Immo and Biofarm for a 2,176 sqm land plot located at 40-42 Ianca de Hunedoara Boulevard in Bucharest.

Situated in a highly sought-after central area, the site offers strong potential for future boutique residential development. This marks the fifth transaction between Crosspoint and APX Immo, who plans to develop a premium residential project on the site.



# o6. IMGB Industrial Platform



Size  
**540,000 sqm**



Location  
**Bucharest**



Type of development  
**Mixed-use**





# 07. Fabrica de Glucoza



Size

**12,200 sqm**



Location

**Bucharest**



Type of development

**Residential**





**Date**

2022

**Vendor**

London Partners

**Buyer**

Prima Development Group

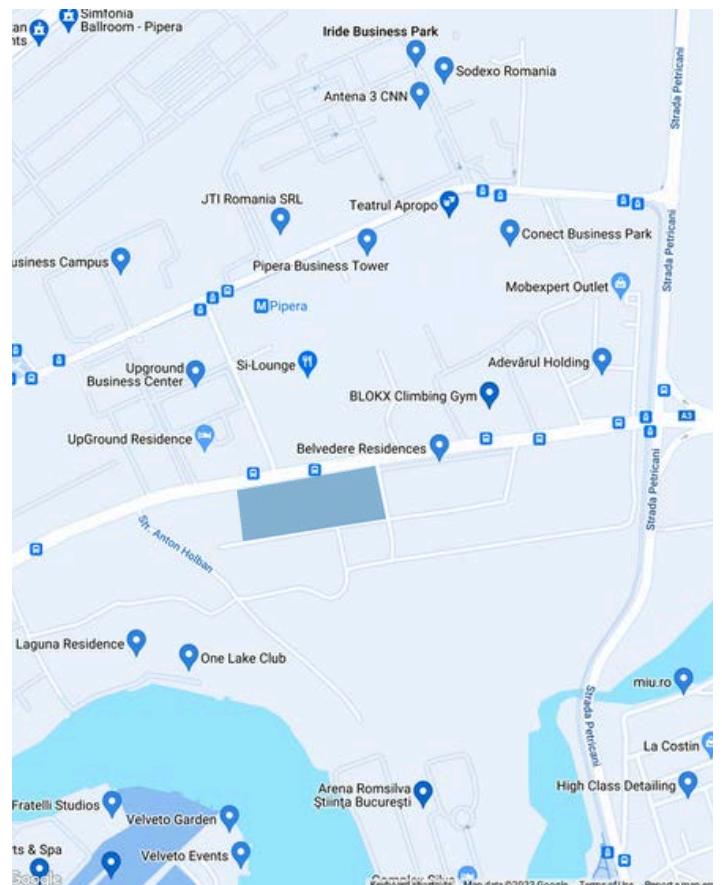
**Representation**

Sole advisor

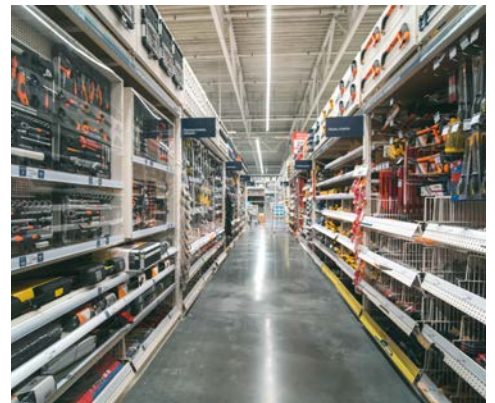
**Achievement**

The first major residential land deal in which a Romanian developer with 100% local capital bought out a very large foreign investor that had already developed and delivered earlier phases. The high level of competition in the residential sector, the tightening of margins and the lack of maturity of general contractors on the housing sector prompted London Partners to exit their position in Fabrica de Glucoza, creating an opportunity for Prima Development Group to enter the market and take over the established Belvedere project.

We were able to identify a very determined buyer and close a deal at the highest price for the sub-market at the time, breaking the price ceiling, leading to a series of deals in the area and sparking appetite for other upmarket projects as well – such as Quartier Du Nord, for which we also won an exclusive sales mandate at the time.



# o8. Bel Rom



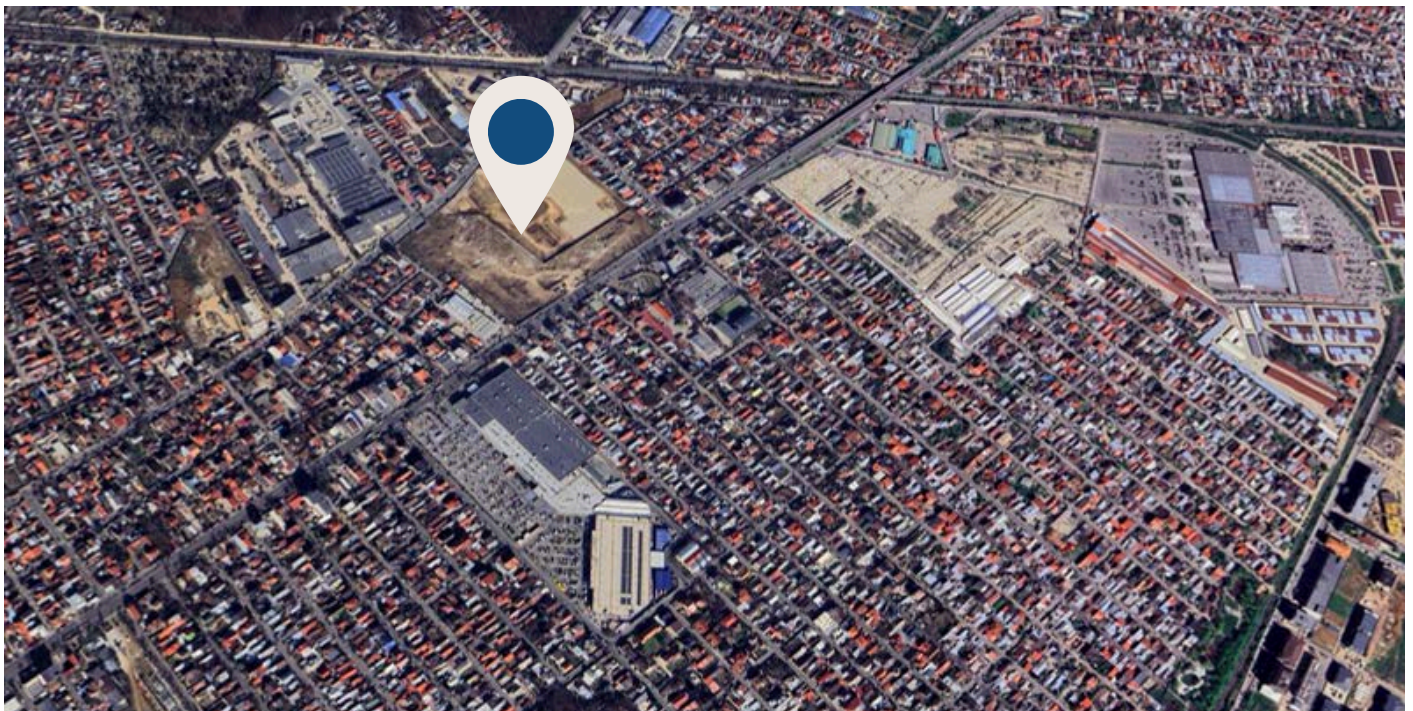
Size  
**80.789 sqm**



Location  
**Bucharest**



Type of development  
**Retail**





**Date**

2020

**Vendor**

SIFI BH RETAIL SA

**Buyer**

HORNBACH, LIDL, Kaufland

**Representation**

Sole advisor

**Achievement**

The plot was on the market almost all the way back to the '08 crisis - after the bankruptcy of the big scheme mall development that was supposed to happen there. Given the complexity of the bankruptcy process and the size of the asset, the attempts to dispose of the plot or to generate a turnaround were unsuccessful. Crosspoint managed to identify a buyer that saw the potential and had the expertise in bankruptcies and for the first time in 10 years gave a direction to the entire property. After that, Crosspoint provided input in the master planning process, identifying 3 occupiers that wanted this location the most and managed to find a layout in which all of them could fit in. As a premiere, this is the first location inside Bucharest city borders that Hornbach steps in and the first time Hornbach pays for an in-city land price.



# 09. Ghencea



Size

12.208 sqm



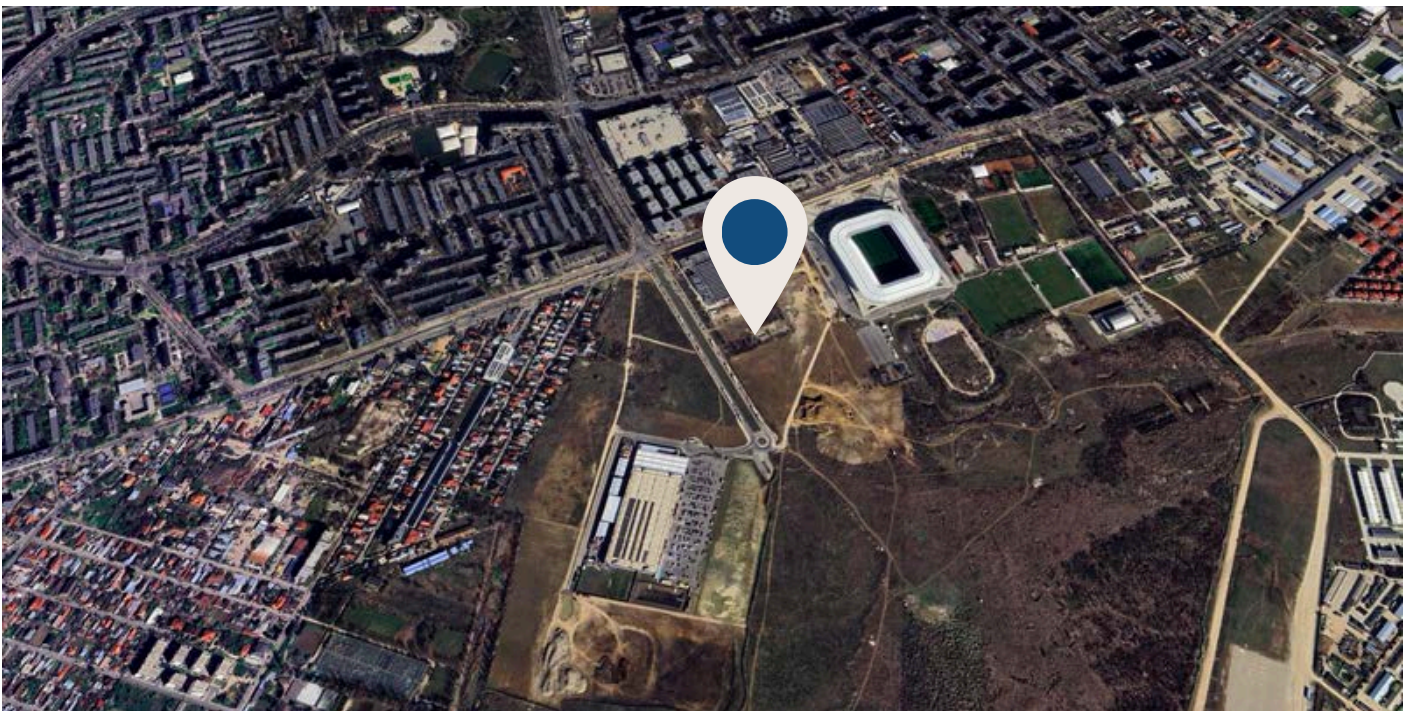
Location

Bucharest



Type of development

Residential





### Date

2021

### Vendor

Local company

### Buyer

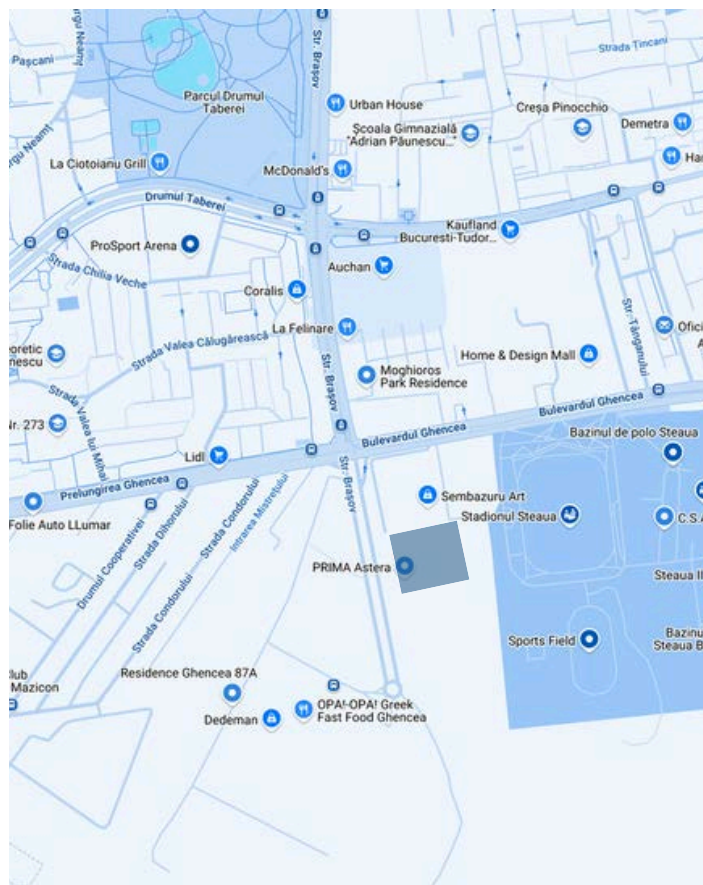


### Representation

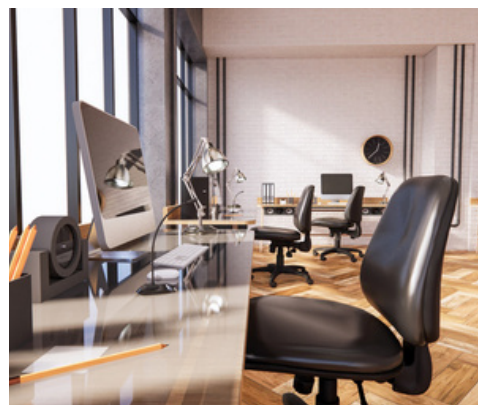
Sole advisor

### Achievement

The plot had hit the market on a couple of previous attempts through other agents but failed to find a buyer. We managed to run a smooth process and make a list with selected few qualified buyers that we knew that could successfully close the deal. Doing so, we managed to strike the deal at a higher price than initially demanded by the seller but with significantly better terms and conditions that the Buyers would have first imagined. Both parts were very happy with the outcome and with the structure that we designed and implemented for this deal.



# 10. Caderea Bastiliei 33



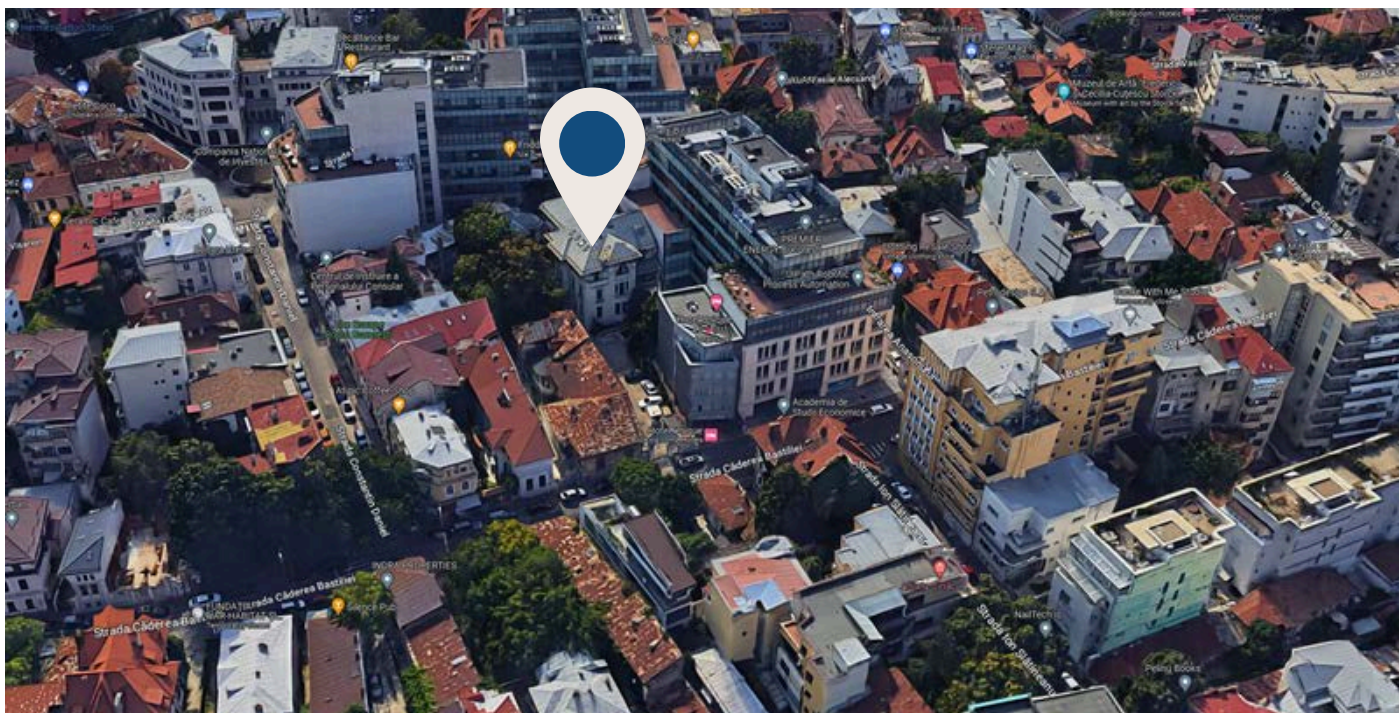
Size  
1,275 sqm



Location  
Bucharest



Type of development  
Office





# 11. Jandarmeriei



Size

**17,110 sqm**



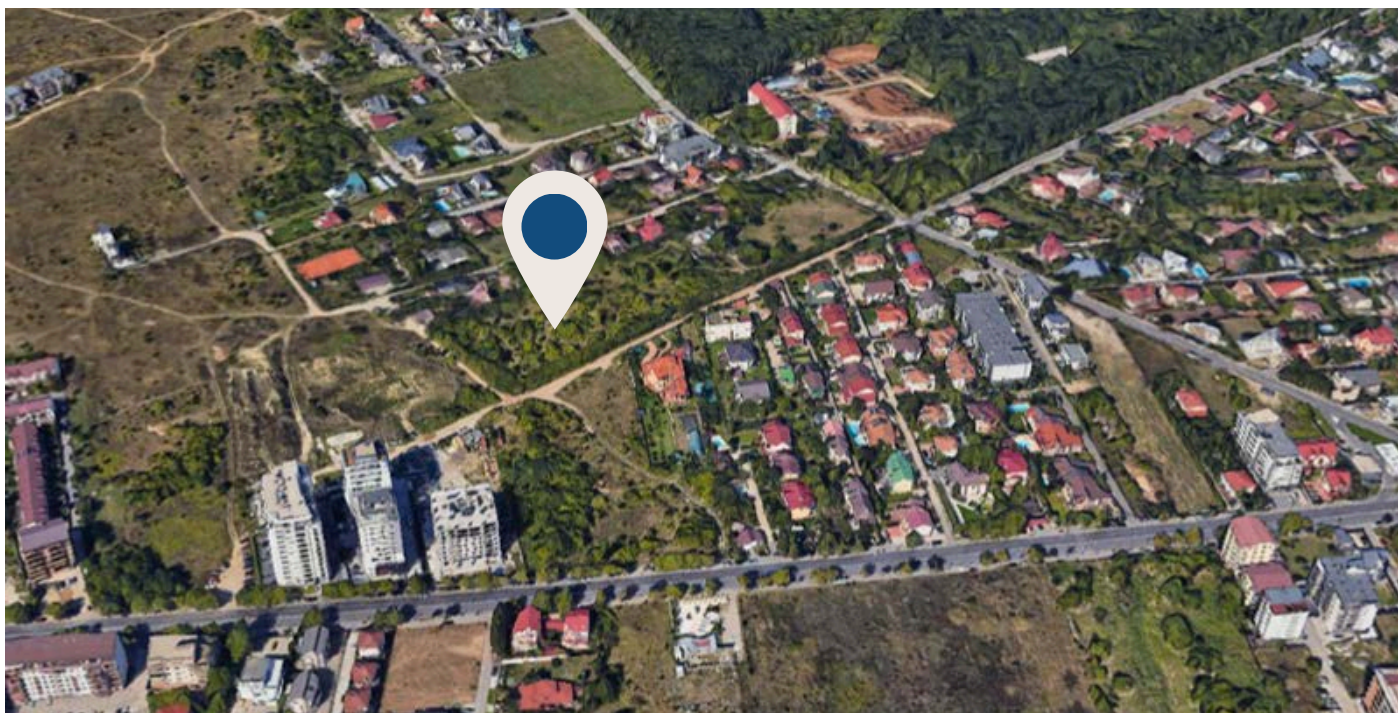
Location

**Bucharest**



Type of development

**Residential**





**Date**

2020

**Vendor**

Private individual

**Buyer**



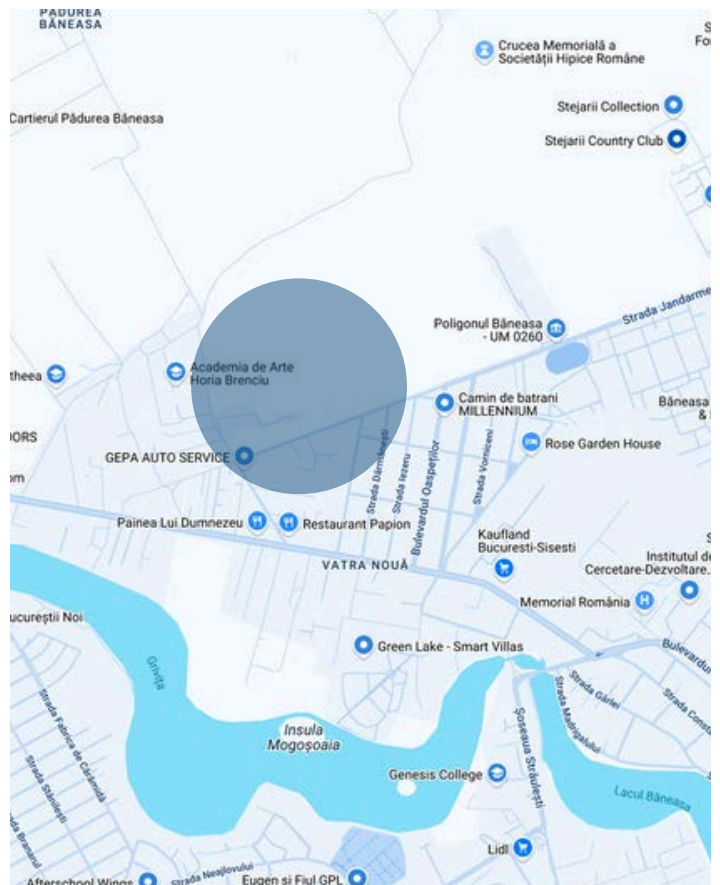
**weisenburger**

**Representation**

Sole advisor

**Achievement**

This deal demanded a lot of patience and adaptability, being a very long and difficult negotiation in which we managed to drop the asking price with around 40% and to convince the vendors of the very narrow window of opportunity for selling the asset while also arranging a very good timing for the buyer. The buyer is the market leader in the construction of terraced houses in southern and western Germany but a newcomer on the Romanian market and we successfully secured their first acquisition on the market.



## 12. Novum Timisoara



Size

**23,000 sqm**



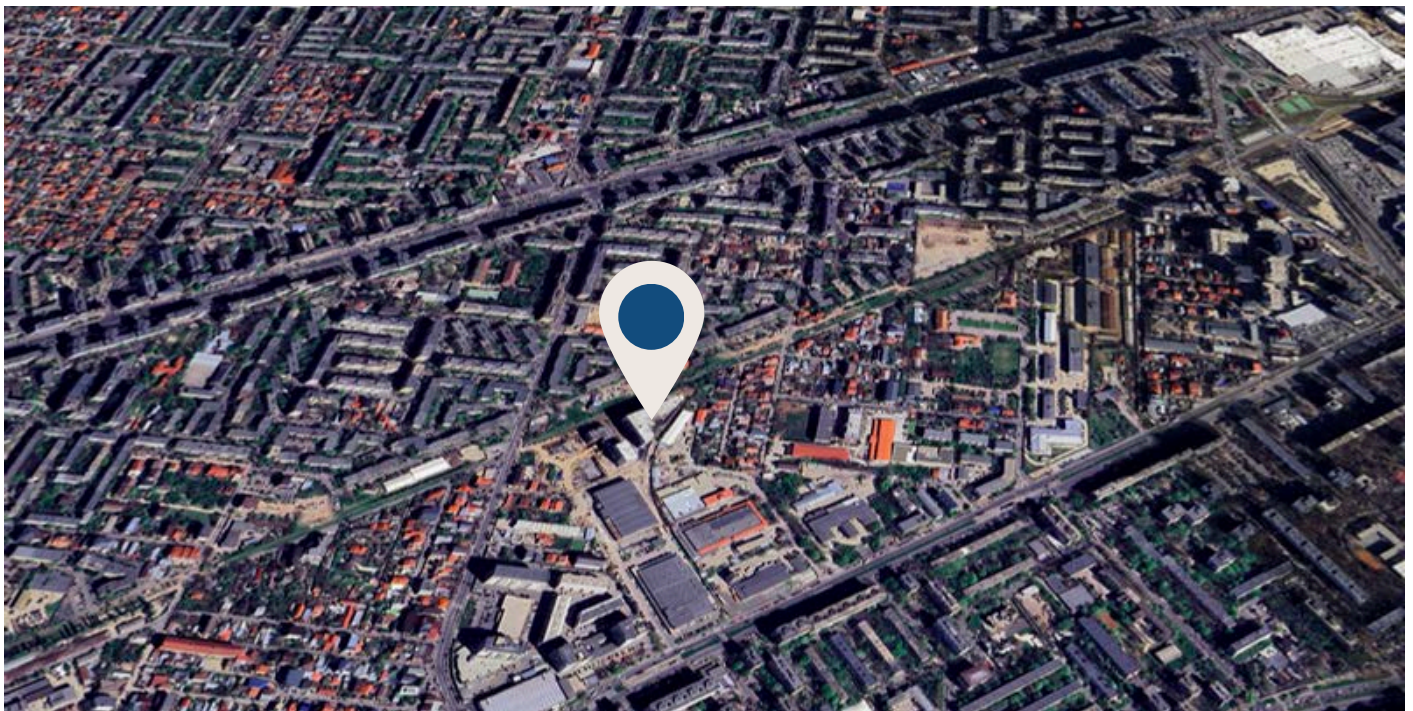
Location

**Bucharest**



Type of development

**Residential**





**Date**

2020

**Vendor**

Bucur SA

**Buyer**

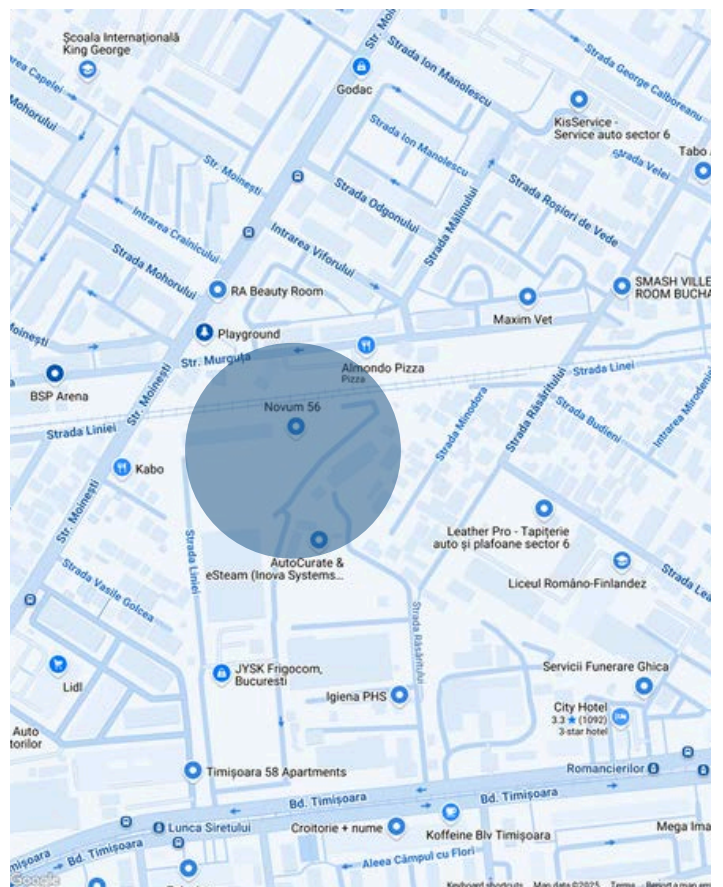
Novum Invest

**Representation**

Sole advisor

**Achievement**

This deal was unique - being a premiere on the local market - in terms of the agreement between a land owner and a residential developer. The vendor was very specific and strict on how the deal should be concluded in terms of safety and guarantees and we found a solution in which both the land owner exposure was minimum and the developer was comfortable. The resulted deal was a JV between both parties, and after analysing different kind of structures, we advised on a formula in which the land owner got all their units resulted from the JV in a single building, helping the future property and facility management processes in exchange for the rest of the plot for the future development phases.



# 13. Vergului



Size

30,000 sqm



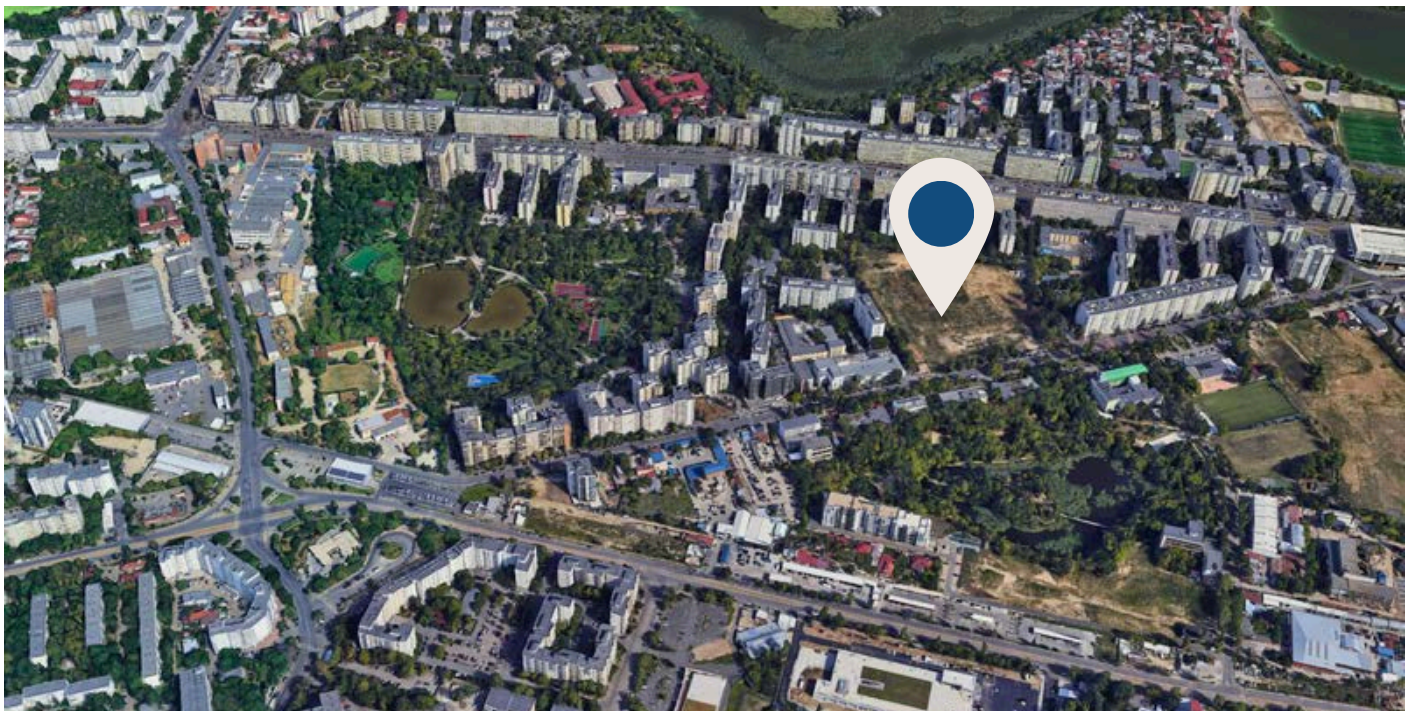
Location

Bucharest



Type of development

Retail





**Date**

2020

**Vendor**

SIF Retail

**Buyer**



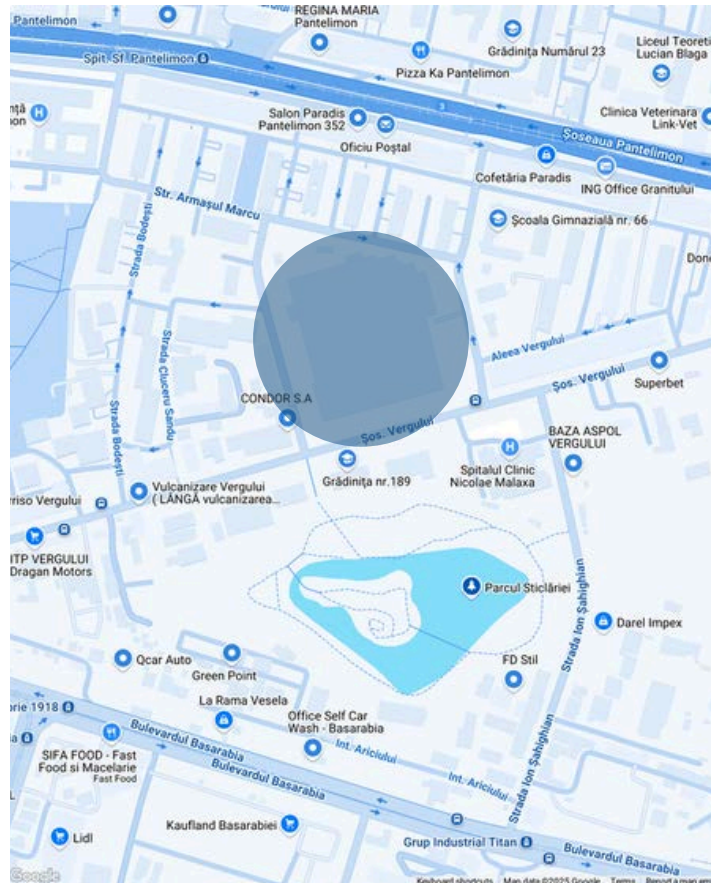
**Representation**

Sole advisor

**Achievement**

Yet another bankruptcy with roots all the way back to the '08 crisis. The plot was bought by Adama for a big scheme residential development, but the company holding the asset filed for insolvency, and later for bankruptcy.

In a very successful urban reversion project in Pantelimon area, the former FILAN factory will turn into a retail scheme, very needed in the high density area of Pantelimon, with Kaufland and Lidl as occupiers.



# 14. Pantelimon, Bucharest



Size

36,751 sqm



Location

Bucharest



Type of development

Residential





**Date**

2021

**Vendor**

Multinational company

**Buyer**

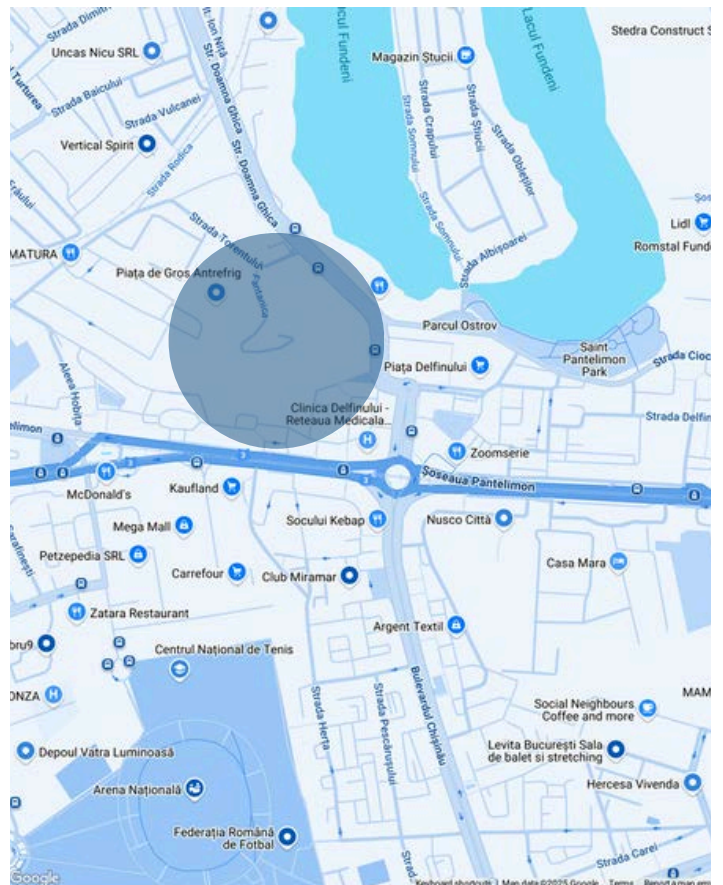


**Representation**

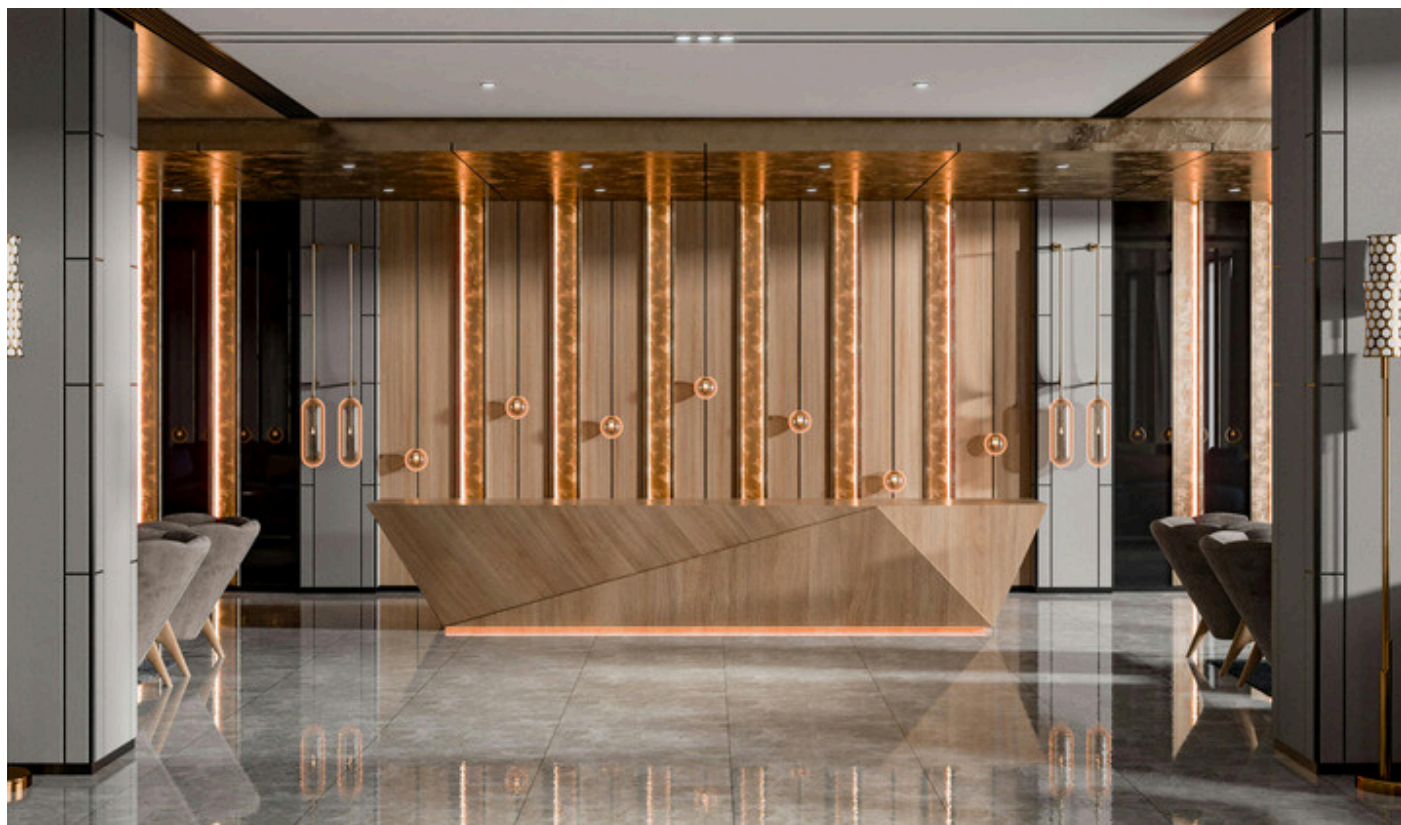
Buy side

**Achievement**

One of the biggest achievements for this deal was the fact that Crosspoint managed to persuade the vendors to sell at a lower price than the one they previously obtained 2 years earlier for another part of this estate. We were able to negotiate the best price and conditions possible for the buyer and also arrange the most suitable deal structure on the market, given the potential of this land plot. All these aspects have turned the transaction into one of the hottest deals we have ever closed.



# 15. Expozitiei



Size

28,700 sqm



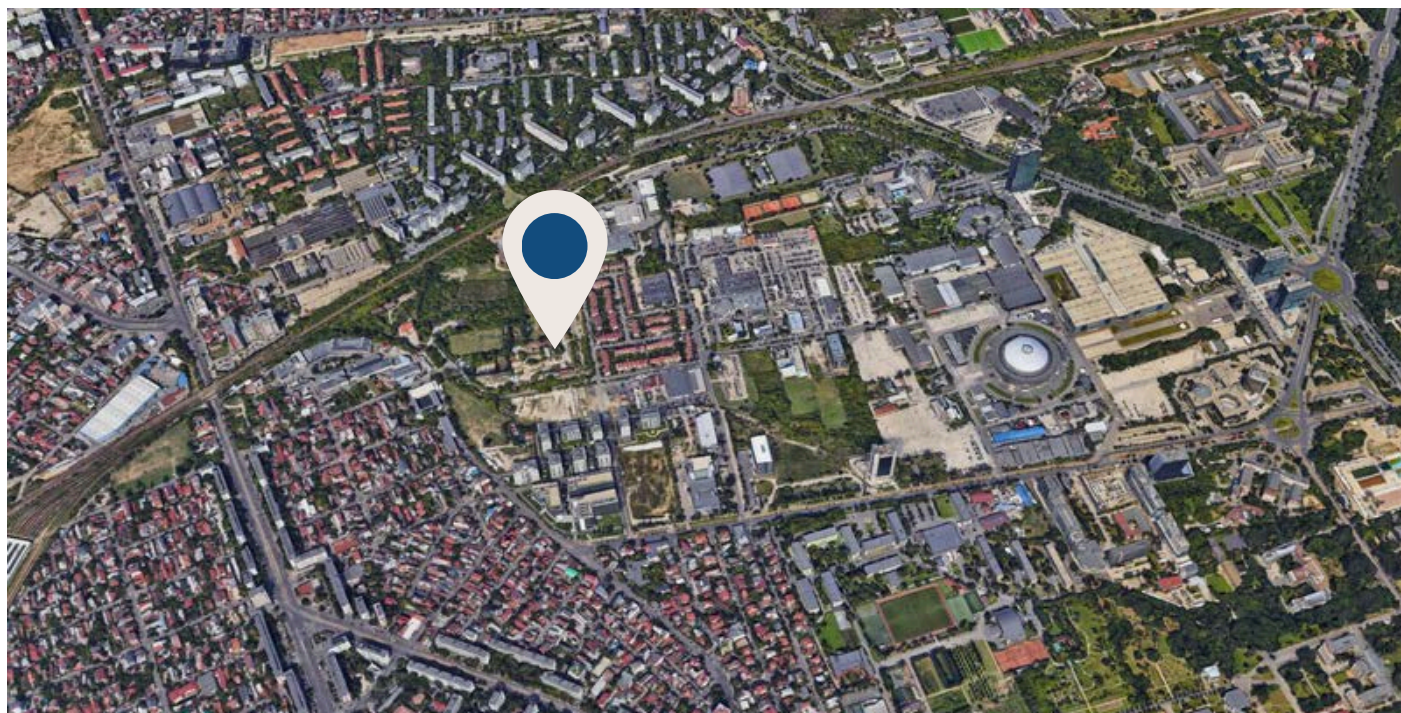
Location

Bucharest



Type of development

Residential





**Date**

2018

**Vendor**

Local company

**Buyer**



**Representation**

Buy side

**Achievement**

Crosspoint advised international developer London Partners in acquiring a land plot for a major residential project. The 8-month negotiation involved a complex structure, with a multi-shareholder seller and a buyer with numerous decision-makers.

Crosspoint is the only company to have advised two consecutive transactions totaling approx. 45,000 sqm in the Expozitiei area—Bucharest’s largest emerging development hub. Our track record includes the successful Bridge land deal, which helped shape Grozavesti as a key office and residential destination.



# 16. Arc



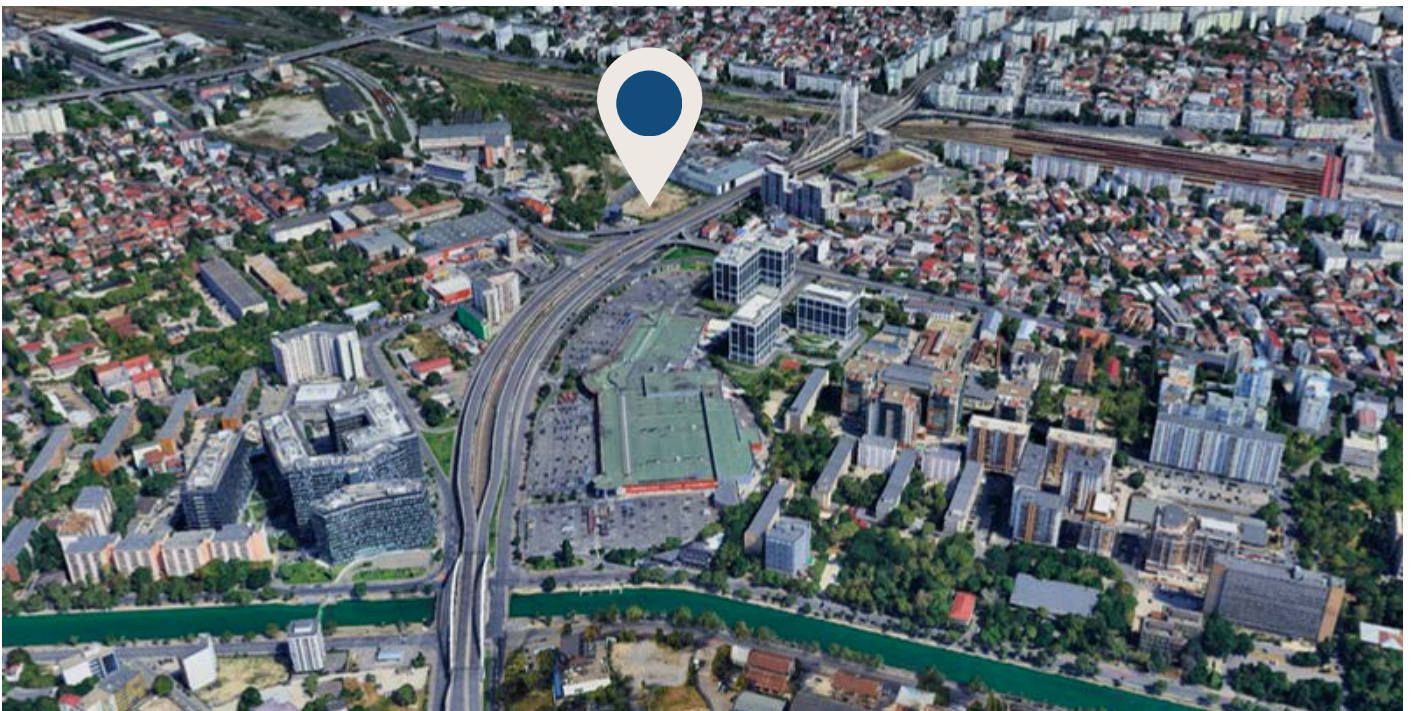
Size  
**8,000 sqm**



Location  
**Bucharest**



Type of development  
**Office**





**Date**

2018

**Vendor**

Broadhurst Investments

**Buyer**

RC Europe

**Representation**

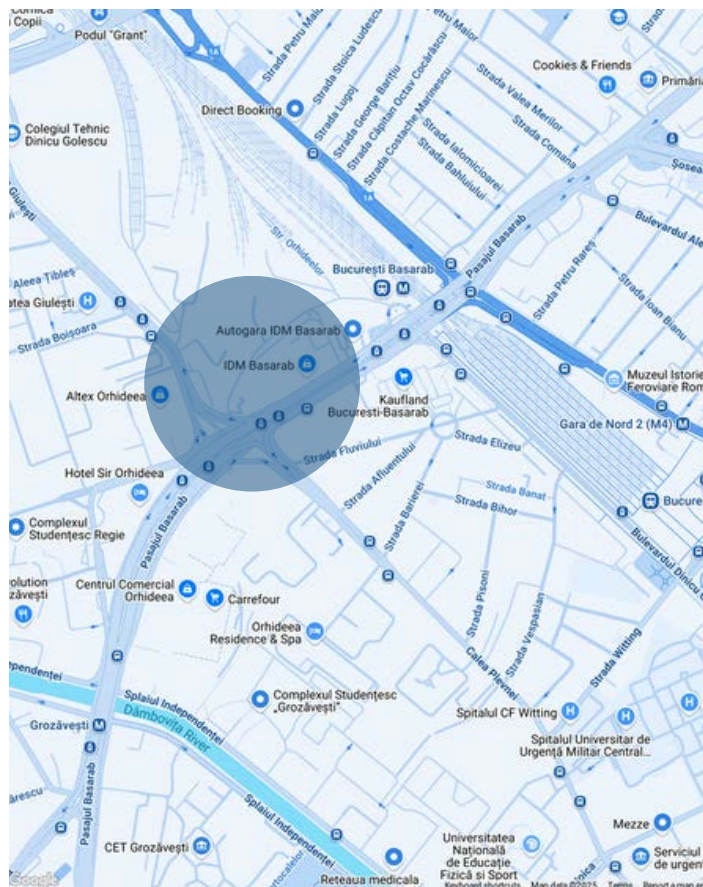
Buy side

**Achievement**

Crosspoint was mandated by the investor as advisor for the acquisition of a land plot for a built-to-suit development in the Orhideelor area, West Bucharest, based on a pre-lease agreement.

Faced with strict financial terms (no advance instalments, payment conditional on building permit) and a large land requirement, we structured a tailored transaction to align both the investor's and landowner's interests.

Following detailed market research, a custom office study, financial structuring scenarios, and several negotiation rounds, we concluded the acquisition with an international investment fund. Throughout the process, we worked closely with both parties to ensure a faster-than-usual transaction and development timeline.



## 17. Parcului 20



Size

**15,334 sqm**



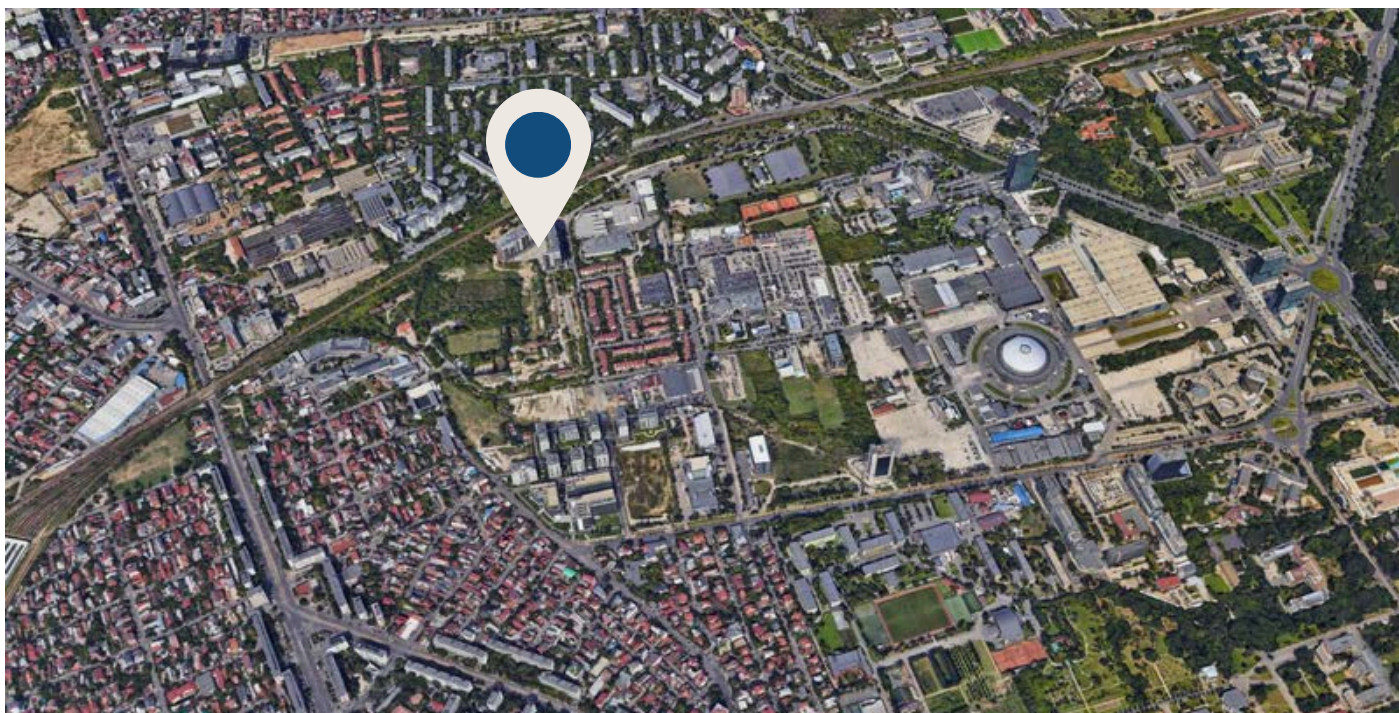
Location

**Bucharest**



Type of development

**Residential**





**Date**

2017

**Vendor**

Alpha Bank

**Buyer**

**FUTUREAL**

**CORDIA**

Member of Futureal Group

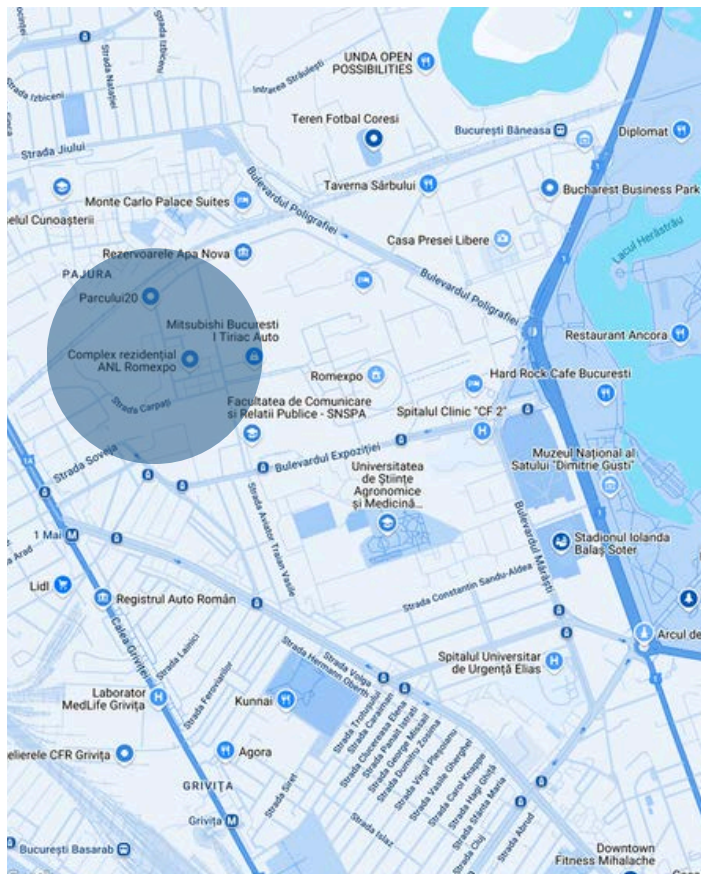
**Representation**

Buy side

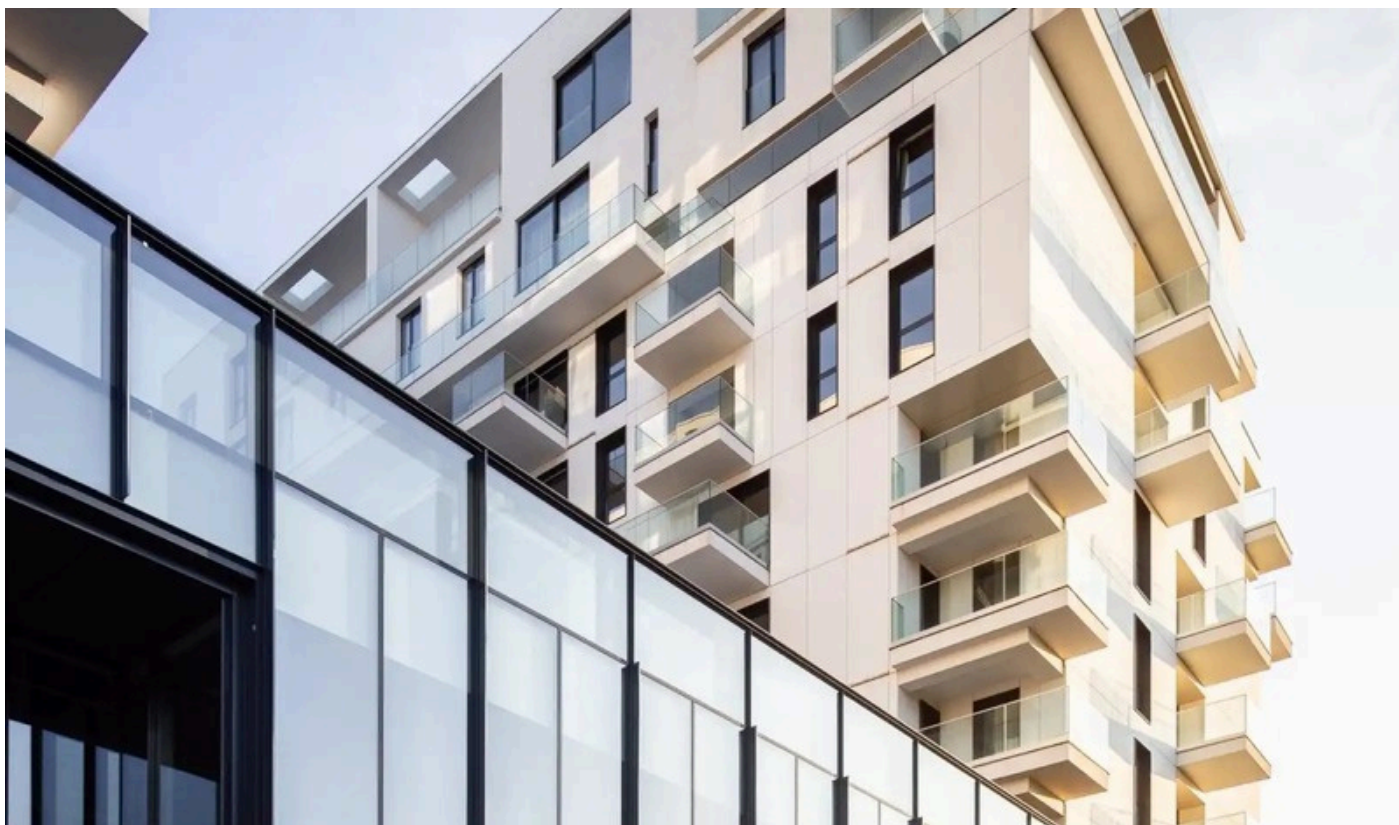
**Achievement**

Crosspoint was entrusted with the buy-side mandate by FUTUREAL Group, a major regional developer from Hungary, for their first project in Romania.

We identified a 1.5 ha land plot in Bucharest's emerging development hub, Expozitiei, suited for an innovative residential project. The transaction was concluded at the most competitive price recorded in the area, setting a strong foundation for FUTUREAL's entry into the local market.



## 18. ONE Herastrau Plaza



Size

5,000 sqm



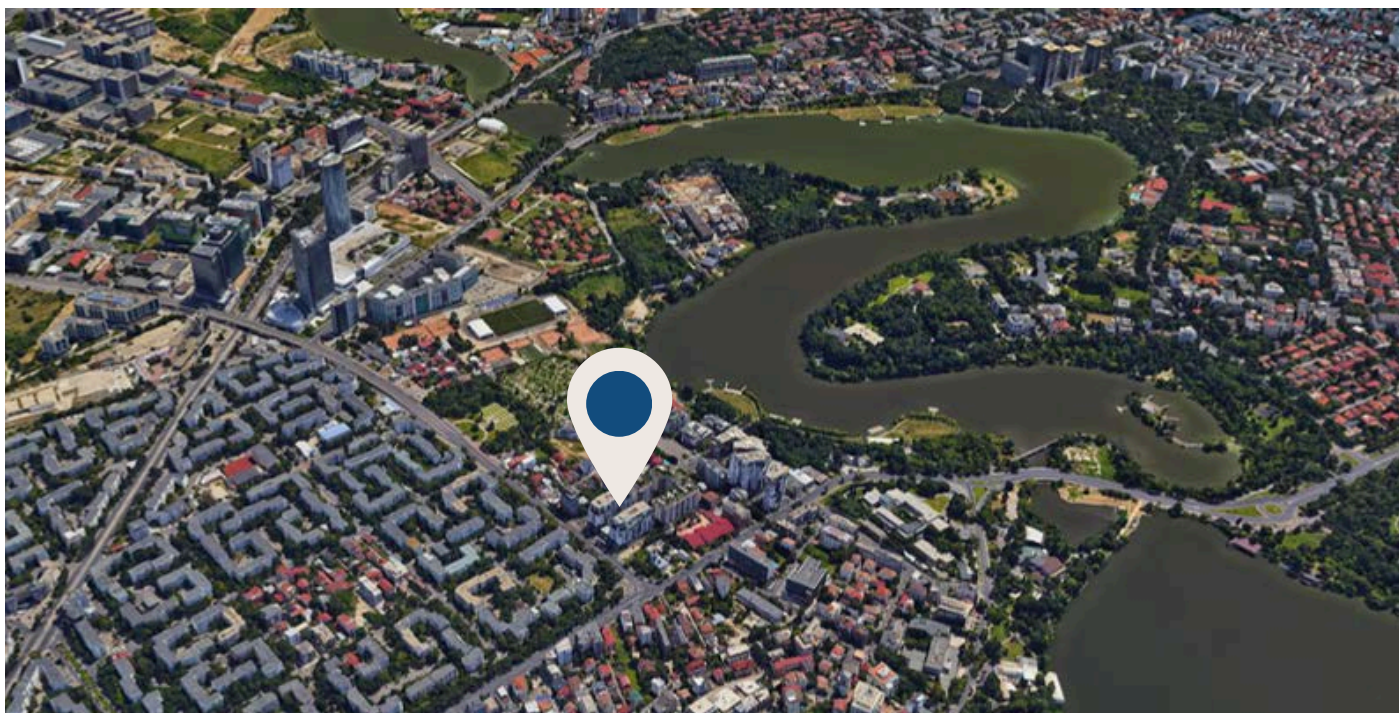
Location

Bucharest



Type of development

Mixed-use





**Date**

2016

**Vendor**

Art Group

**Buyer**



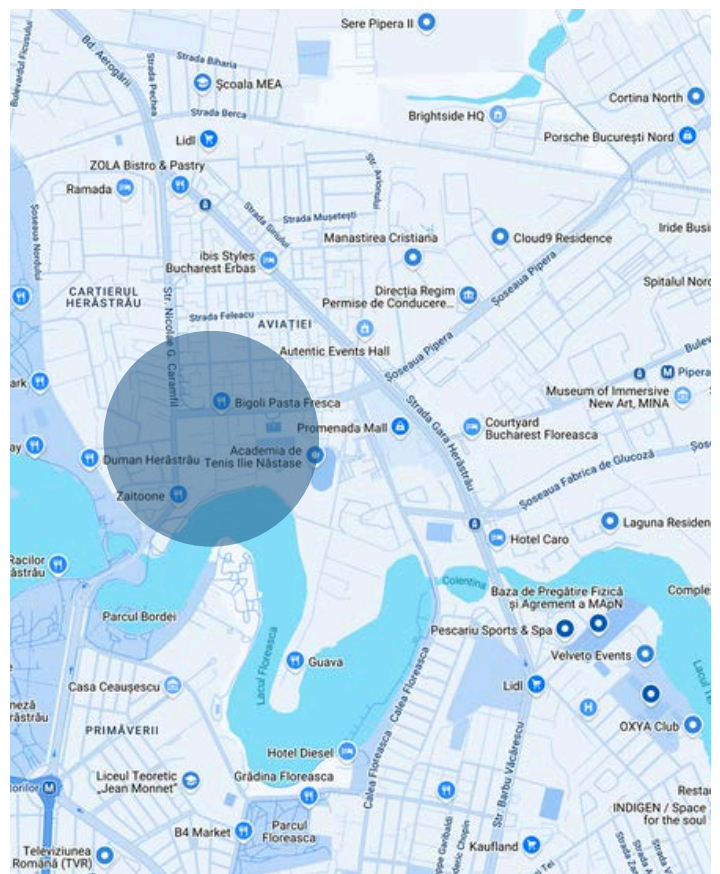
**Representation**

Sole advisor

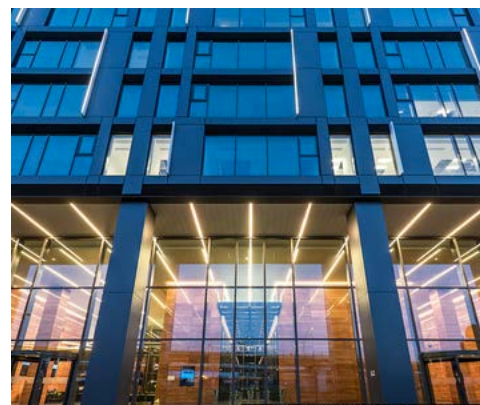
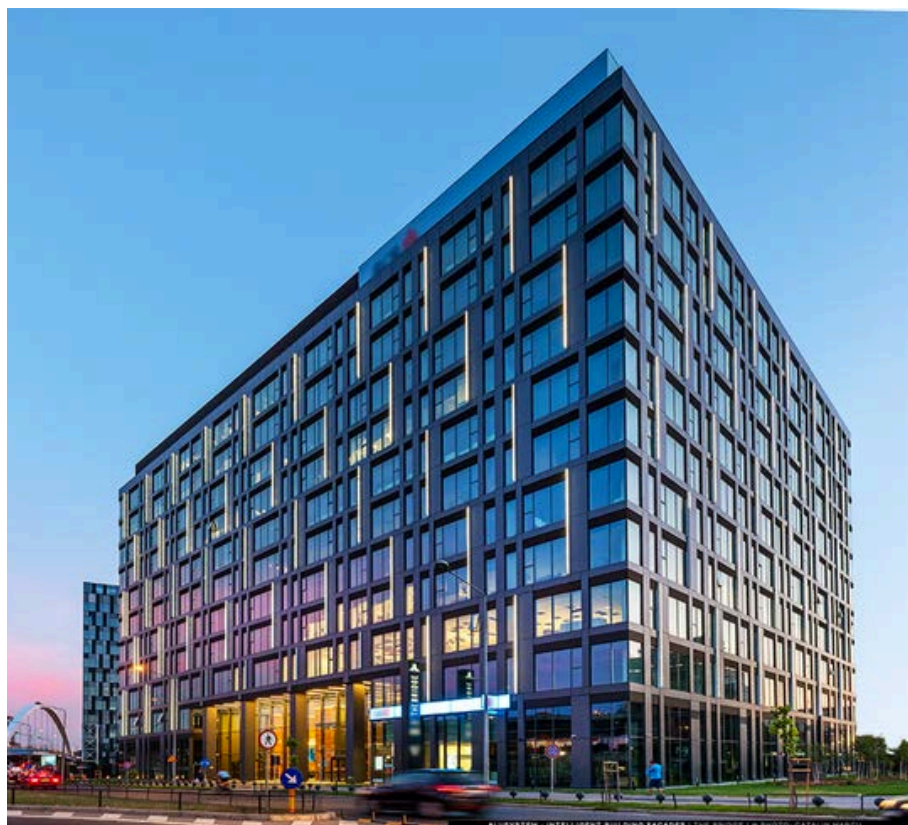
**Achievement**

Although Art Group initially aimed to liquidate the property to benefit from market recovery, our strategy focused on structuring a joint venture for a mixed-use development to enhance returns for all parties.

Given the limited market for a direct sale of the 5,000 sqm plot and reduced negotiation flexibility, we proposed a JV model—unprecedented locally—requiring minimal investor equity and relying on off-plan sales to maximize value. **Result:** higher returns than a direct sale and completion of the transaction within one year.



# 19. The Bridge



Size

**12,700 sqm**



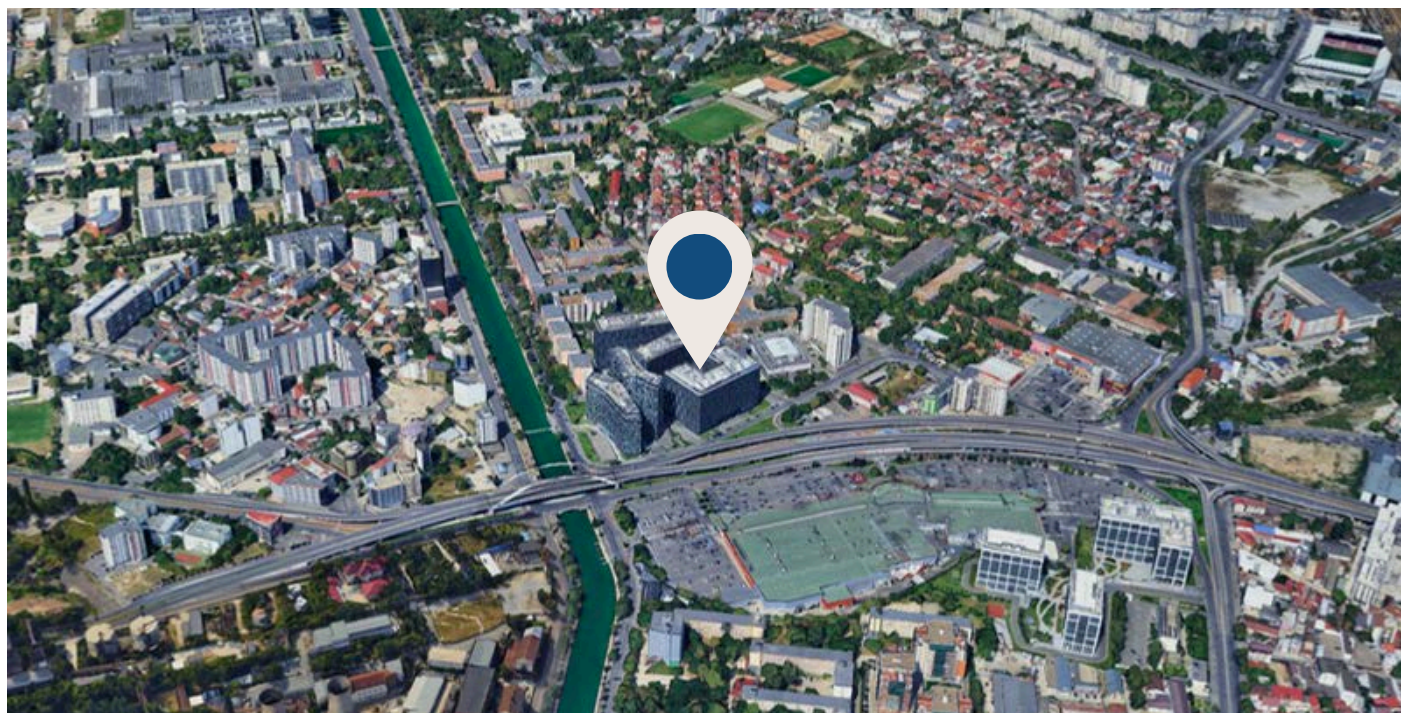
Location

**Bucharest**



Type of development

**Office**





**Date**

2014

**Vendor**



**Buyer**



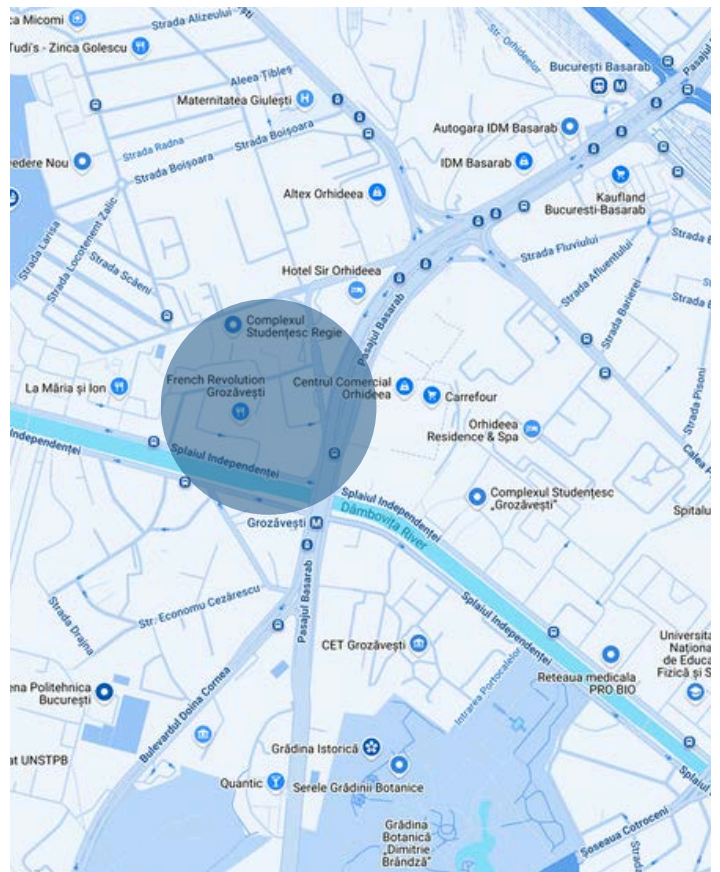
**Representation**

Buy side

**Achievement**

Crosspoint provided strategic office and land advisory to Forte Partners throughout a complex 6-month process—from market analysis and opportunity screening to negotiations and deal closure.

We helped build confidence in Grozavesti, then an untapped sub-market, highlighting its strong fundamentals: metro access, central location, and solid infrastructure. Under our guidance, Forte Partners became one of the area's pioneers, with their project reaching 100% pre-lease success.



The Savills logo consists of the word "savills" in a lowercase, red, sans-serif font, centered within a solid yellow rectangular background.

savills

## About Savills

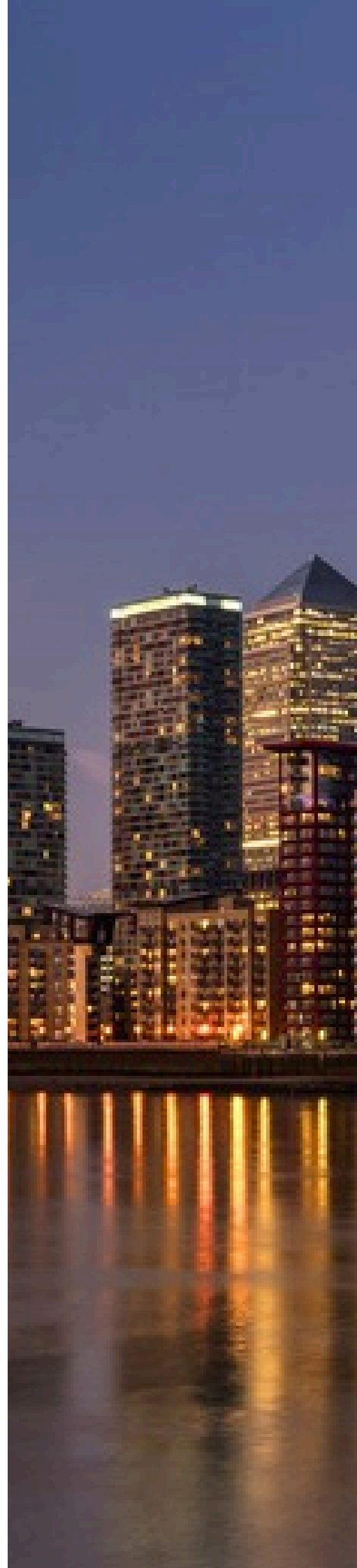
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Savills plc is one of the world's largest full service real estate firms, with more than 39,000 employees and a network of over 600 owned and associate offices throughout Europe, the Americas, Asia Pacific, Africa and the Middle East.

We are passionate about property and offer a broad range of specialist advisory, management and transactional services to clients all over the world.

Our vision is to advise private, institutional and corporate clients seeking to acquire, manage, lease, develop or realize the value of prime residential and commercial property in the world's key locations. Our status as a leading global real estate services provider is based on our track record of client excellence.

We understand that our most valuable resource is our people. Our success has been built on providing an environment which attracts the best people in our industry.



We value and reward innovation, entrepreneurialism and are proud of our culture which encourages advisors to continually seek out new markets, opportunities and solutions for our clients.



EUROPE

51

OFFICES

UK, IRELAND &  
CHANNEL ISLANDS

34

OFFICES



**Austria**  
Vienna\*

**Belgium**  
Brussels

**Bulgaria**  
Sofia\*

**Czech Republic**  
Prague

**Denmark**  
Copenhagen

**Estonia**  
Tallinn\*

**Finland**  
Helsinki\*

**France**  
Bordeaux  
Lille  
Lyon  
Nice\*  
Paris

**Germany**  
Berlin  
Cologne (2)  
Dusseldorf  
Frankfurt  
Hamburg  
Munich

**Greece**  
Athens\*

**Hungary**  
Budapest\*

**Italy**  
Milan

**Latvia**  
Riga\*

**Lithuania**  
Vilnius\*

**Luxembourg**  
Luxembourg

**Netherlands**  
Amsterdam

**Norway**  
Drammen\*  
Oslo\*  
Stavanger\*

**Poland**  
Gdańsk  
Katowice  
Kraków  
Poznań  
Warsaw  
Wrocław

**Portugal**  
Lisbon  
Porto

**Romania**  
Bucharest\*

**Serbia**  
Belgrade\*

**Slovakia**  
Bratislava\*

**Spain**  
Barcelona  
Madrid  
Malaga  
Seville  
Valencia

**Sweden**  
Gothenburg  
Stockholm (3)

**Switzerland**  
Zurich\*

\* Associate Office



## About Crosspoint

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Founded in 2005, Crosspoint Real Estate is one of the top 3 real estate consultancy services companies with 100% Romanian capital, positioned at the forefront of the evolution of this sector, providing specialist insight and advisory, continuously pushing the limits through their achievements, ranking on the business market map as a high-performance player.

Commercial advisory firm Crosspoint Real Estate has formed in 2018 an association with the international real estate advisor Savills in Romania, in order to support Savills' continued expansion across Central and Eastern Europe (CEE).

Crosspoint joined the Savills regional network in the CEE, following the opening of an office in the Czech Republic and the steady expansion of its business in Poland, which currently incorporates six offices and more than 120 employees.

As a top player in the market, we pride ourselves with an excellent reputation and business conduct, forward thinking and trend-setting vision.

Our sharp market acumen gives us high client retention rate and unrivaled access to off-market deals, backed up by an excellently trained team, discipline and passion for everything we do.

### Our expertise

- Capital Markets
- Tenant Representation
- Land development
- Privated Rented Sector
- Industrial & Logistics
- Residential Agency
- Office Agency
- Investment
- Valuation & Research
- Workplace Consultancy
- Retail
- Project Management

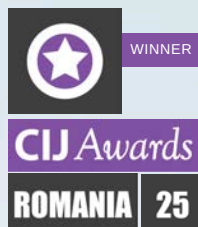
## Romanian Property Awards

*Romania 2023 & 2024*



## CIJ World Awards

*Romania 2025,  
'Best Local Commercial Real Estate Agency'*



Our vision goes beyond deals—we're building  
the talent, tools, and opportunities to  
redefine real estate success.

**Codrin Matei**  
Principal Partner

# Why Crosspoint?

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**We are local. We are global.  
Both in residential & commercial property**

As of today, Crosspoint is the sole company on the Romanian market with extensive experience in both the residential and the commercial real estate asset classes, offering a unique and complete perspective over the consultancy services spectrum.



# Crosspoint is committed to:

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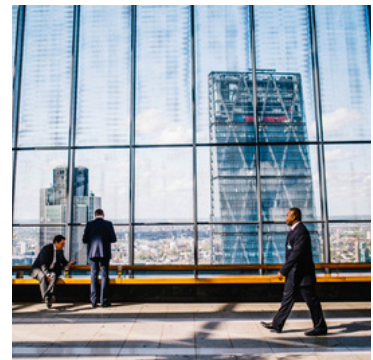
## Fresh & Integrated View Over the Portfolio

The Crosspoint Land Development team is working closely with the Investment, Residential, Office Agency and Research departments, as well as with our colleagues in the worldwide Savills network, to fully understand your portfolio and requirements, approaching the assets from multi-side perspective and properly market the portfolio to the right segment of buyers, while protecting the individual value of each property.

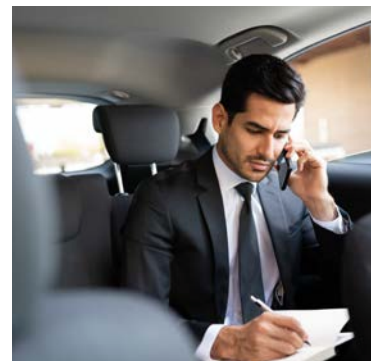


## Investment Banking DNA

Land consultancy is our core business and the real estate segment that we are probably the most competitive in. It is the only branch of real estate services that generated strong results in our company from the moment of establishment in 2005, successfully finalizing transactions in all segments in the property cycle, in the boom years of 2005 to 2008, in the bust years of 2009 to 2013 and of course in the recovery years of 2014 to this day.



Having a strong investment banking track record, we have the competences and a full understanding about the entire sale process, with precise knowledge how to schedule and organize all the procedures within the deal process, from sourcing to closing.



## Flexibility and Action

Crosspoint is an entrepreneurial profile agency, with 20 of experience on the market, with a higher flexibility, fast decision management and action.



## Enthusiasm

The high calibre staff of Crosspoint, with a proven track in land development transactions, is eager to undertake every new mandate and prove the experience and capabilities in successfully managing the process of selling your assets.

# Dedicated Team

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## Ionuț Stan

Partner, Head of Land Development

Ionuț Stan is Partner and Head of Land Development at Crosspoint Real Estate, a position he has held since his promotion in 2024 following five years of consistently delivering results in one of the firm's most strategically important departments. He joined Crosspoint in December 2018 as Associate Director, bringing with him a background in finance, insurance, and land advisory experience at Cushman & Wakefield — a combination that gave him an early, cross-functional understanding of how capital, risk, and land value interact.

As a core member and later as Head of the Land Development department, Ionuț has been directly involved in transactions totalling nearly €200 million, including the acquisition of the former Cesarom factory site in Bucharest — 12 hectares, one of the largest land deals recorded in Romania in 2024

The department operates across residential development land, urban regeneration sites, and mixed-use assets, with an active footprint in Bucharest and key regional markets including Cluj-Napoca, Constanța, Iași, and Brașov. He holds a degree in Finance and Banking from the Bucharest Academy of Economic Studies.



## Mihai Dumitrescu

Partner

Mihai Dumitrescu is a co-founder and Partner of Crosspoint Real Estate, where he has shaped the firm's strategic direction since its establishment in 2005. As the architect of Crosspoint's land advisory practice, he has been instrumental in building one of Romania's most active platforms in this segment — with the firm closing land transactions totalling over €250 million in the last decade, including the largest single land transaction recorded in Romania in recent years, covering 540.000 sqm.

His direct involvement spans the full transaction lifecycle — from land identification and feasibility assessment through deal structuring and closing — across development land and investment-grade assets alike.

Combined with long-standing relationships across Romania's developer, institutional, and public sector landscape, Mihai brings both the market access and transactional depth that complex land mandates demand.



## Adrian Sandu

Associate Director

Adrian is a member of the Land Development team since 2021, bringing over 20 years of economic and financial experience to his advisory practice. With approximately 15 years dedicated to financial and private banking services, his background shaped his understanding of investment structures, capital allocation, and advisory relationships with sophisticated investors.

Since 2016, he has been exclusively focused on real estate, with a particular emphasis on land transactions, land development, and retail site selection — working closely with investors and developers to identify and secure strategic locations for commercial projects.

At Crosspoint, he contributes across the full deal cycle, from opportunity sourcing and site identification through transaction structuring and closing, with a disciplined approach rooted in financial analysis and a comprehensive understanding of the real estate investment process.

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