

Land Advisory Services

Capability Statement



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 14 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 250,000 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 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.



Our team is well-informed, experienced and agile and will bring fresh energy to every new instruction. We will always keep you updated and secure for you the most successful land investment opportunities available on the market, supporting you in all stages of the development projects with the full spectrum of the consultancy services.



Catalin Gavrilă
*Associate Director
Land Development*

We put into work, for your best interest, our global knowledge of Savills and over 15 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.



Ionuț Stan
*Associate Director
Land Development*

Land Advisory Services

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.



An aerial night photograph of a city, likely San Francisco, showing a dense urban landscape with numerous buildings and streets. A prominent feature is a long, bright light trail from traffic on a major road, stretching diagonally across the frame. The sky is dark with some clouds, and the city lights are visible in the distance.

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

01. IMGB Industrial Platform

540,000 sqm plot for mixed use development

02. Jandarmeriei

17.110 sqm plot for residential development

03. Bel Rom

80,789 sqm plot for retail development

04. Novum Belvedere

12,000 sqm plot for residential development

05. Novum Timisoara

23,000 sqm plot for residential development

06. Ghencea

12.208 sqm plot for residential development

07. Vergului

30,000 sqm plot for retail development

08. Pantelimon

36.751 sqm plot for residential development

09. Victoriei Square

2,300 sqm plot for residential development

10. Timpuri Noi

3,400 sqm plot for residential development

11. Otopeni

35,000 sqm plot for mixed-use development

12. One Peninsula, Bucharest

25,000 sqm plot for residential development

13. Urban Address 12-14, Bucharest

1,400 sqm plot for residential development

14. Expozitiei, Bucharest

28,000 sqm plot for residential development

15. Arc, Bucharest

8,000 sqm plot for office development

16. Parcului 20, Bucharest

15,334 sqm plot for residential development

17. Kaufland Sisesti, Bucharest

20,000 sqm plot for retail development

18. Energeticienilor Retail Park, Bucharest

35,000 sqm plot for retail development

19. Bario, Bucharest

1,000 sqm plot for residential development

20. One Herastrau Plaza, Bucharest

5,000 sqm plot for mixed-use development

21. The Bridge, Bucharest

12,700 sqm plot for offices development

22. One Floreasca Lake, Bucharest

4,000 sqm plot for residential development



01. IMGB Industrial Platform



Size

540,000 sqm



Location

Bucharest



Type of development

Mixed-use





Date
2020

Vendor
Doosan IMGB

Buyer
SIF BANAT-CRIȘANA

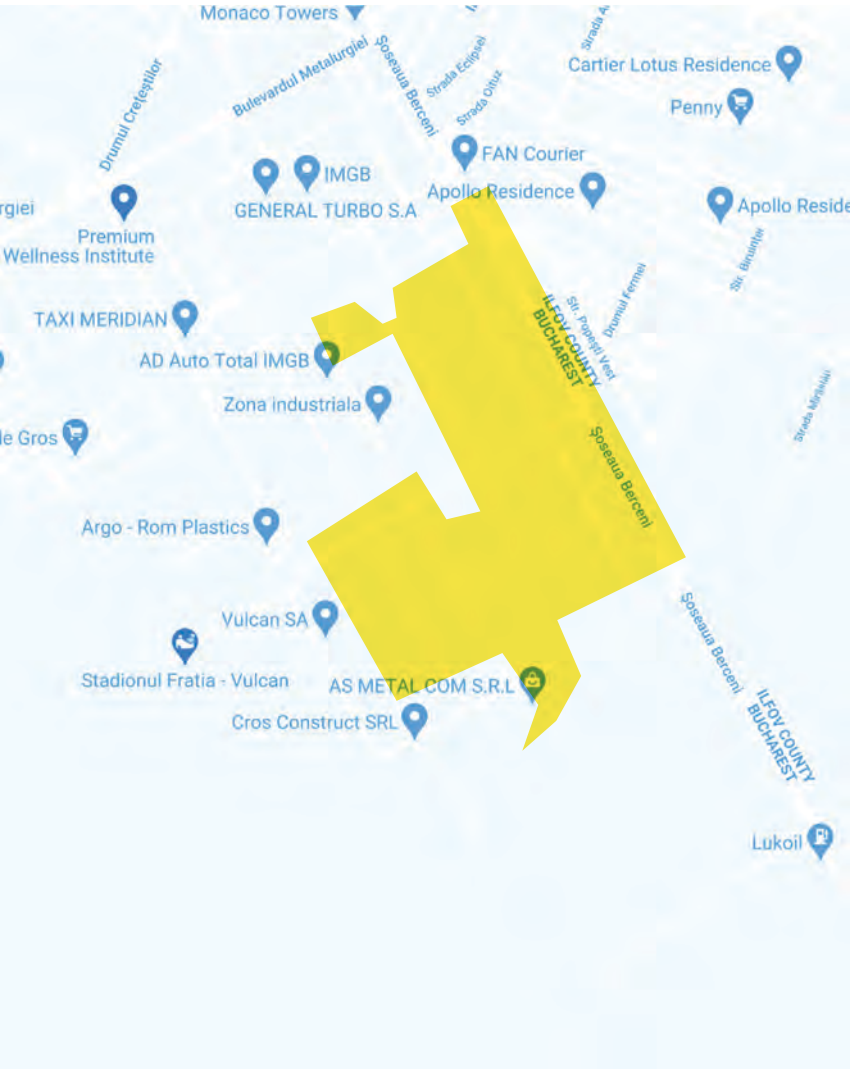
Representation
Sole advisor

Achievement

The project that is set to become the biggest urban regeneration in the country, with potential to develop up to 2 million square meters of retail, residential, in-city logistics and a mixed area for services such as hotel or even office.

Figuring out the best use for every bit and piece of this realty required an intensive workload in terms of demolition, planning, permitting, utilities management. A record setting deal both in terms of size and value. From sourcing to closing in under 2 months it was a premiere for us in our 15 years on the Romanian market. A very challenging deal given the complexity of such a large scale asset and of the company owning it, given that it was a share-deal.

We managed to identify all the opportunities to value the property and to flag all the blind-spots in a record time to close the deal for our buyer.



02. Jandarmeriei



Size

17.110 sqm



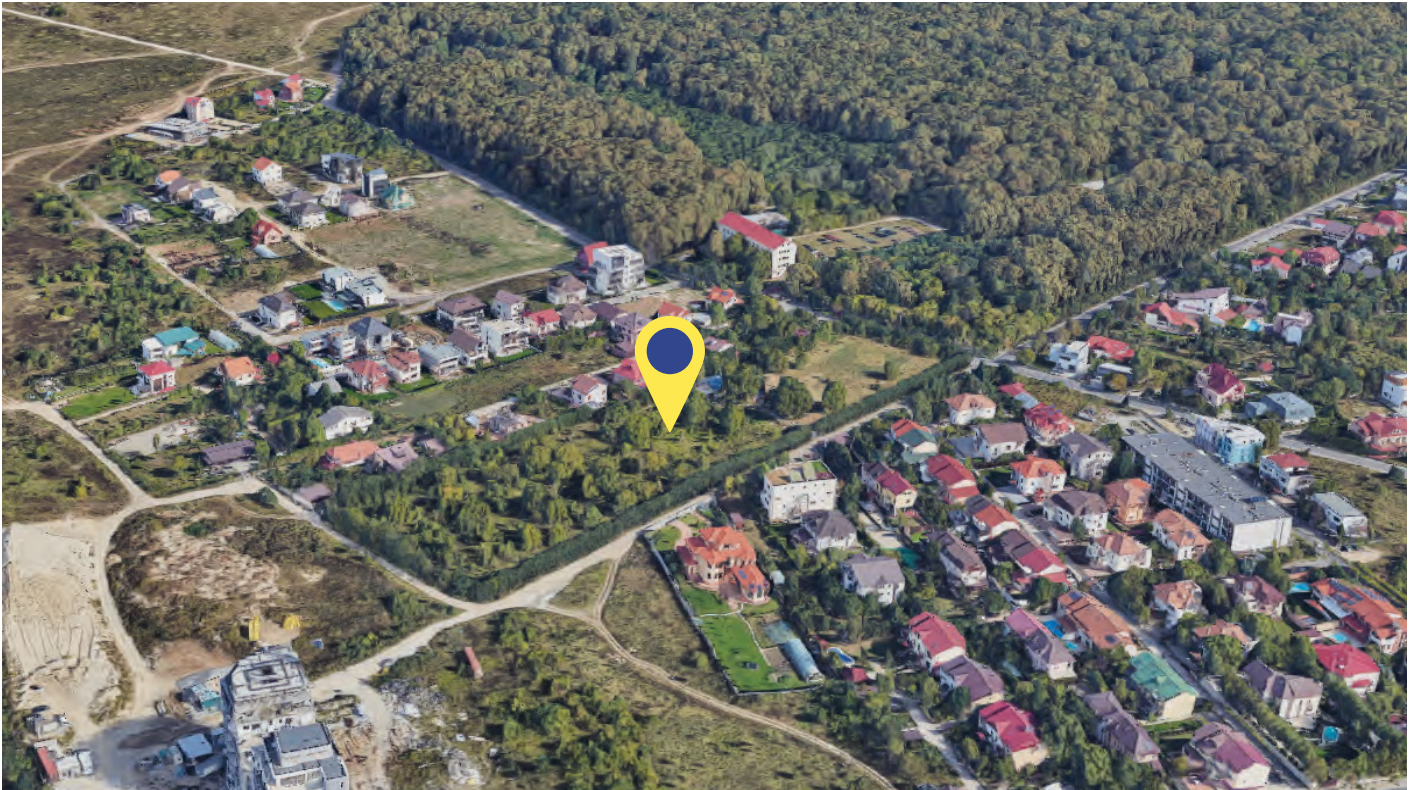
Location

Bucharest



Type of development

Residential





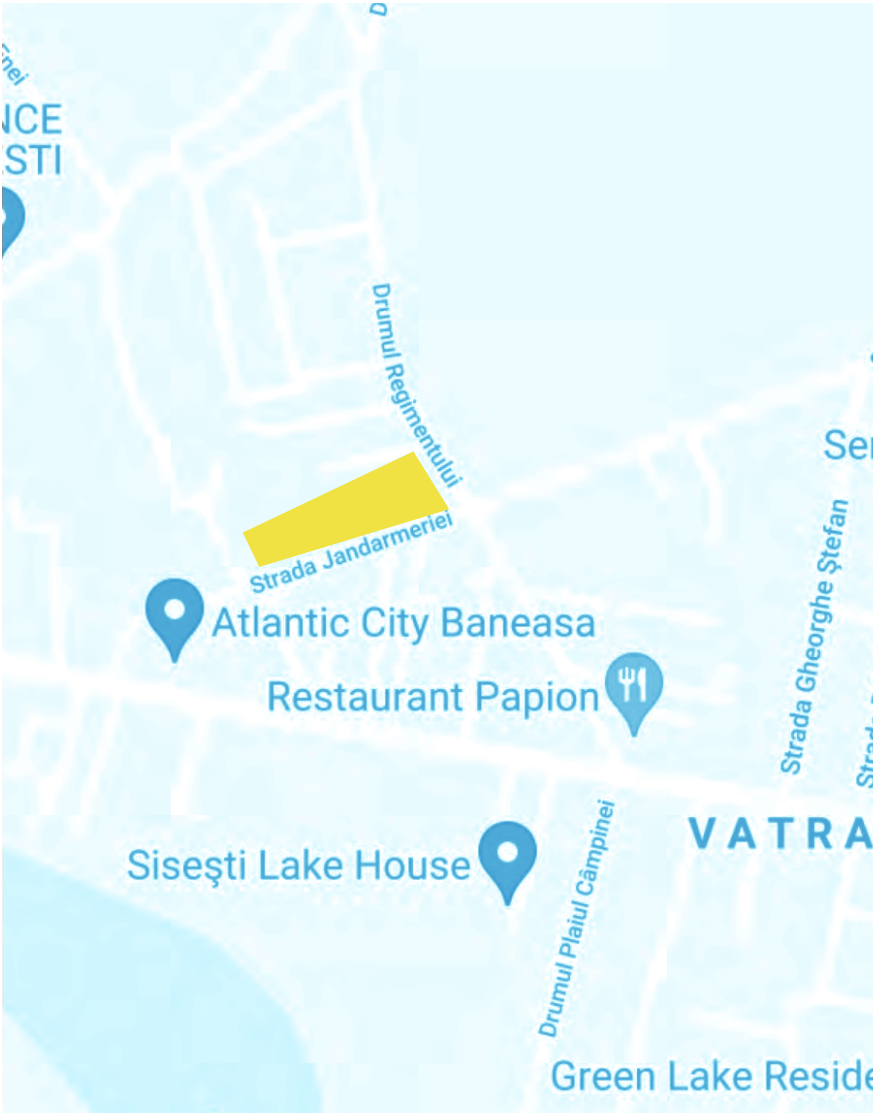
Date
2020

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.



03. Bel Rom



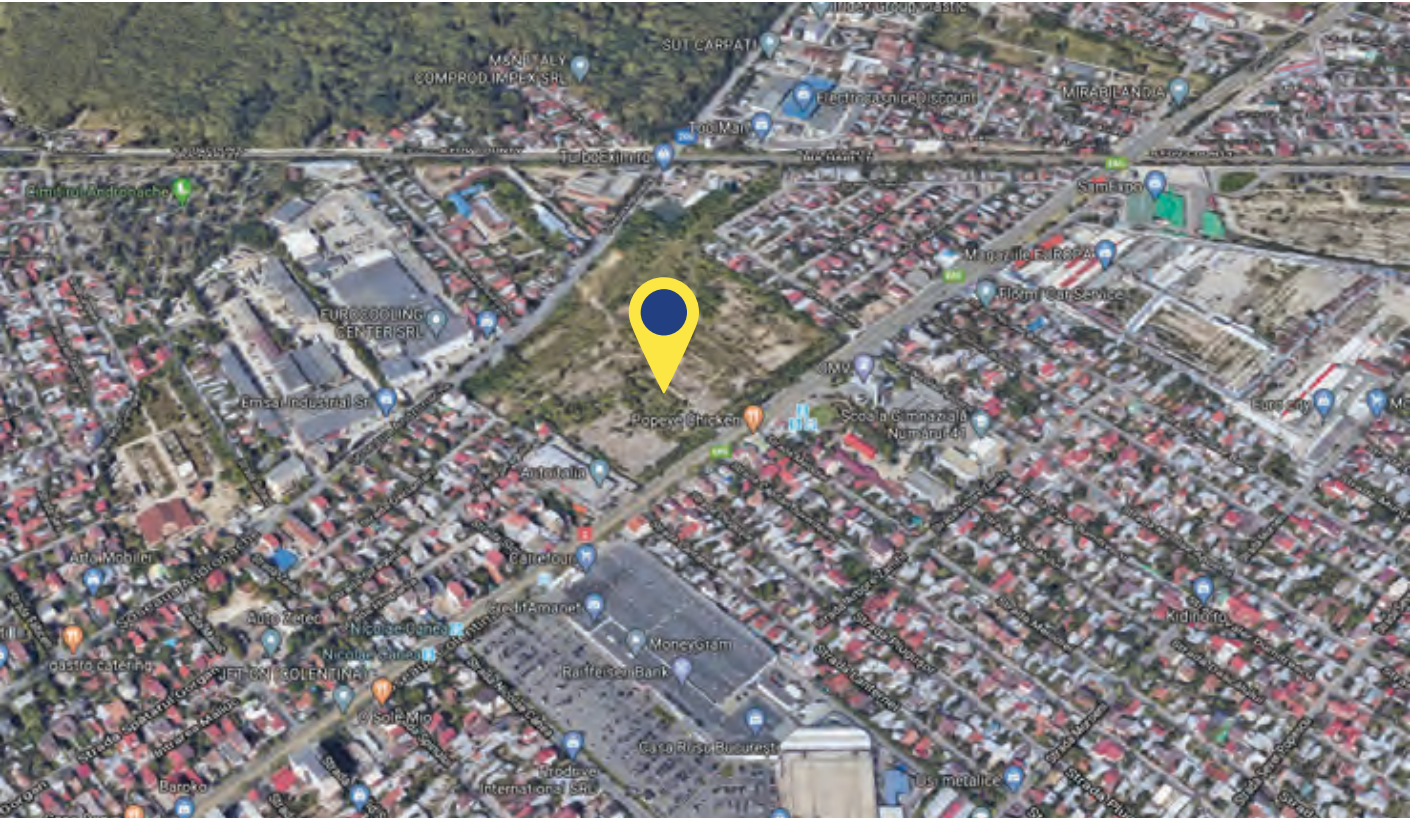
Size
80.789 sqm



Location
Bucharest



Type of development
Retail





Date
2020

Vendor
SIFI BH RETAIL SA

Buyer

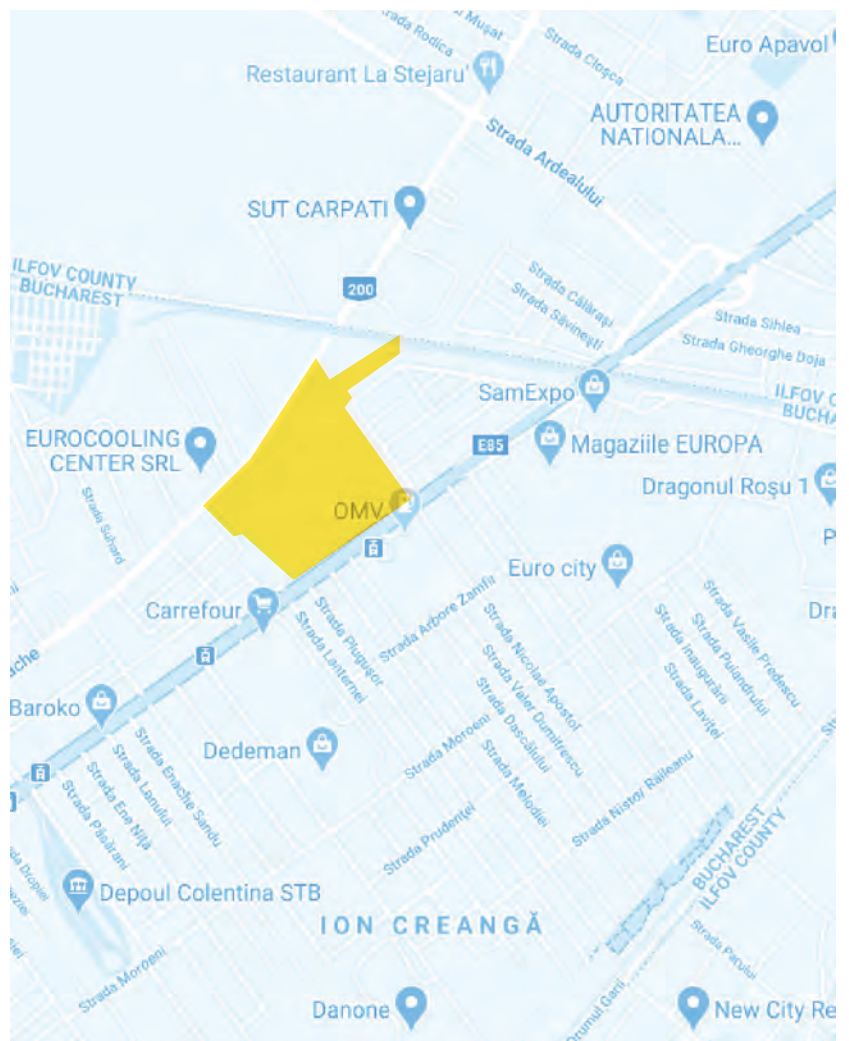
HORNBAACH

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 masterplanning 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.



04. Novum Belvedere



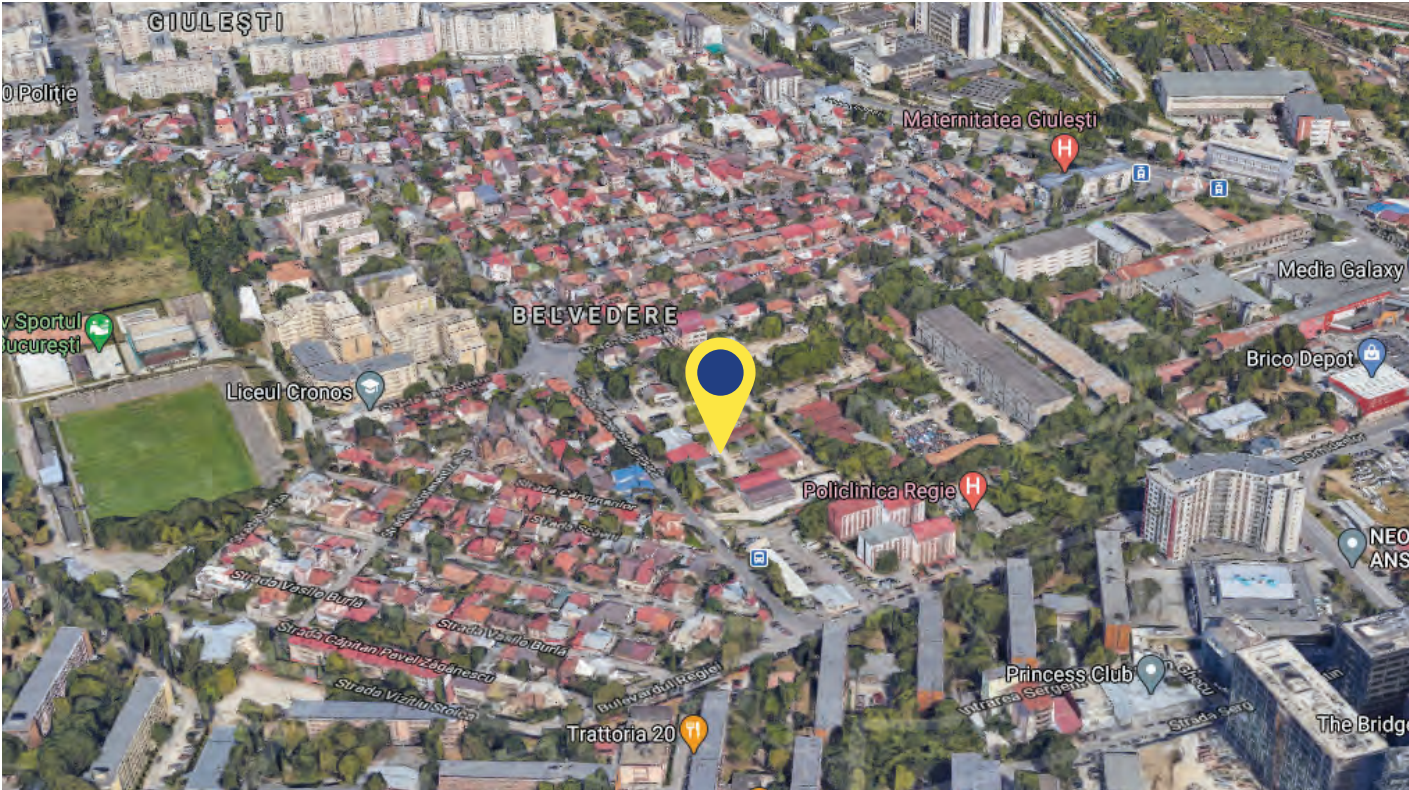
Size
12,000 sqm



Location
Bucharest



Type of development
Residential





Date

2020

Vendor

UHNW Investor

Buyer

Novum Invest

Representation

Sole advisor

Achievement

We believed in the potential and the fundamentals of the Grozavesti-Basarab Area since 2014 when we first began working on the deal that now houses The Bridge project.

This sub-market located in the Center-West of Bucharest saw a great boom in development beginning from the post 2008 market recovery all the way up to today. Here, both the vendor and the buyer were veterans in the market and very demanding. We managed to find a deal structure that was very convenient for both parties and managed to get the best out of both worlds, in terms of value and hedging the risks.

The site had some challenges, but also had amazing potential given the position and everything that was happening in that sub-market. We explored a series of deal structures, staying close both to the land owner and the developer, and analyzed the risk and returns of each scenario. The winning formula was a JV structure in which both the land owner and the developer felt very safe and happy with the expected returns.



05. Novum Timisoara



Size

23,000 sqm



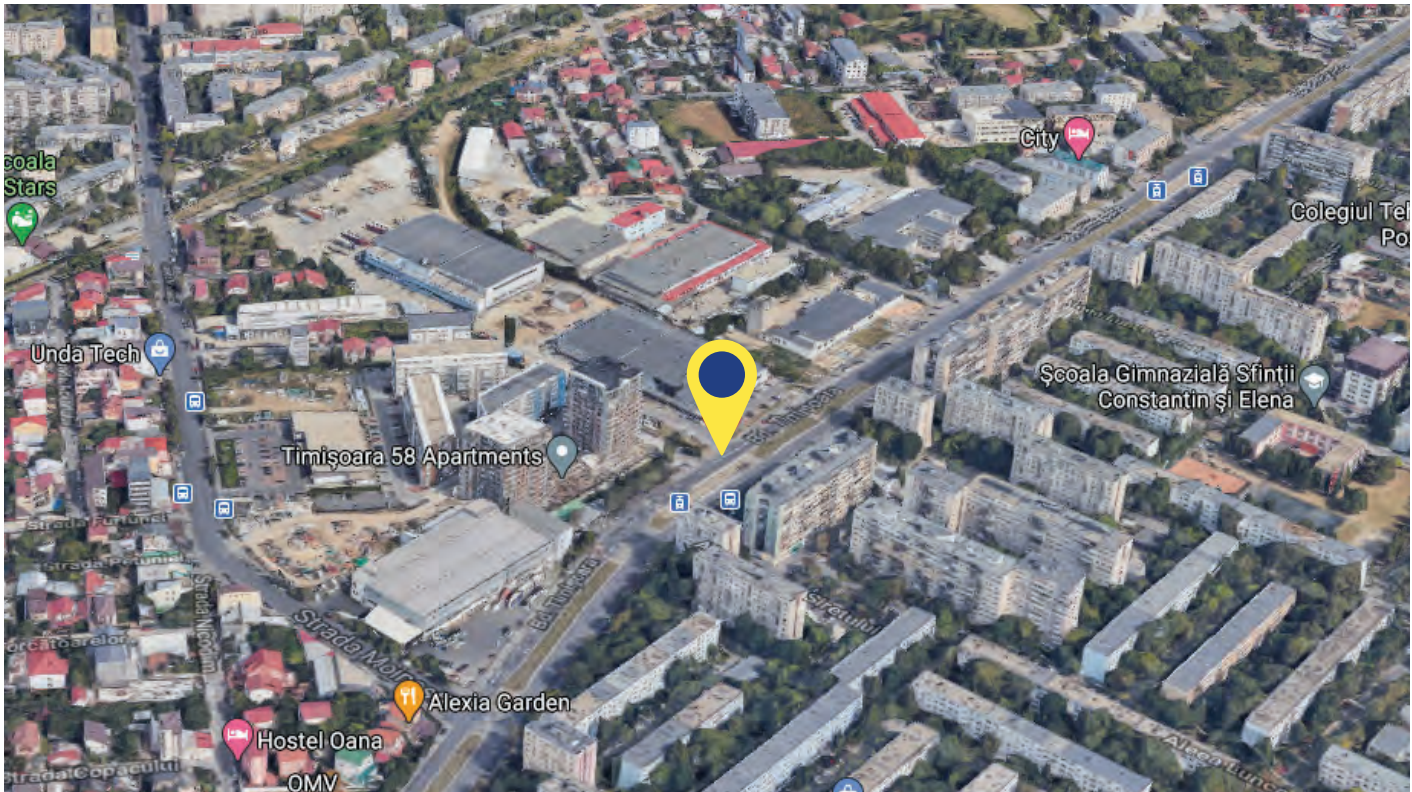
Location

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 managed to find a way in which both the land owner exposure was minimum and the developer will be comfortable. The resulted deal was a JV between the land owner and the real estate developer, 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 phases of the development.



06. 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 than 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.



07. Vergului



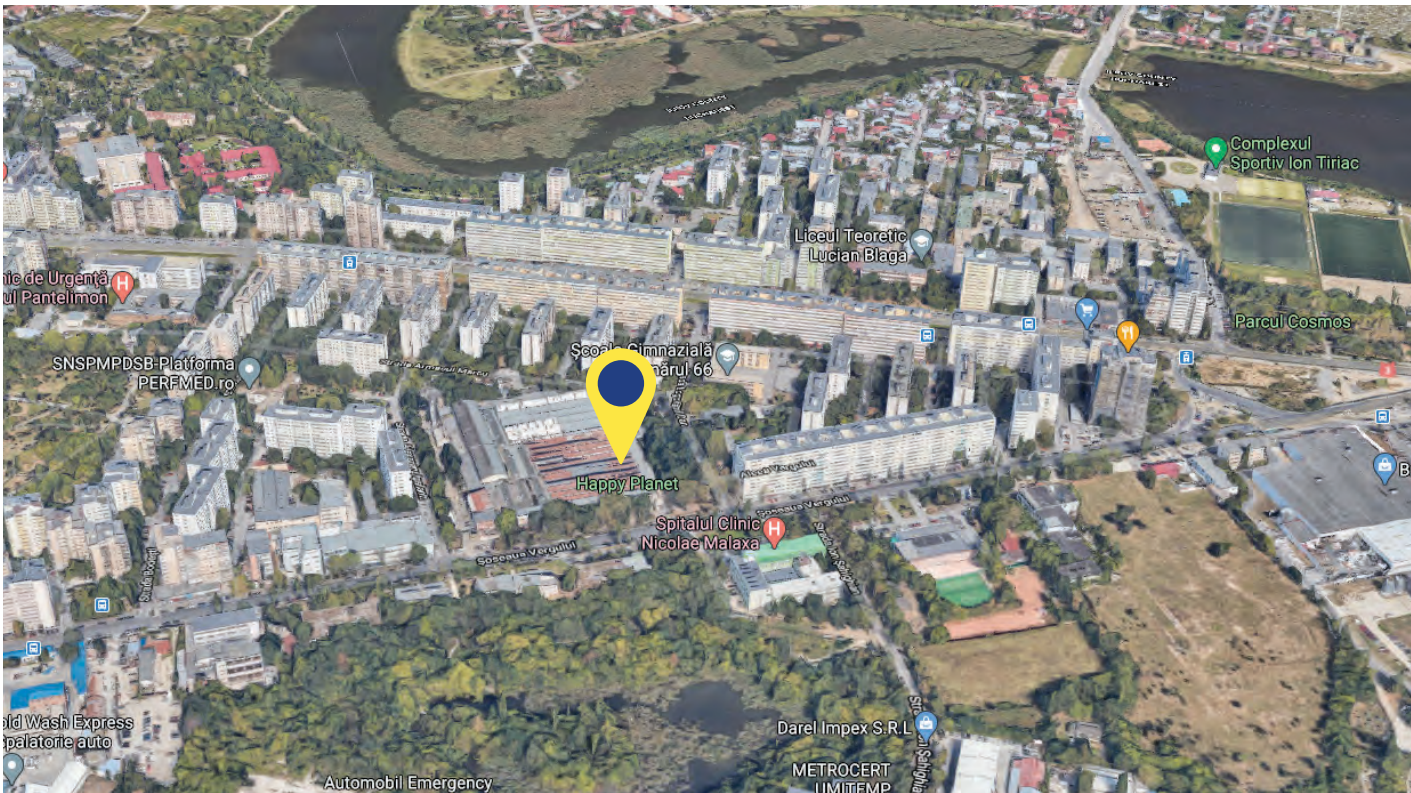
Size
30,000 sqm



Location
Bucharest



Type of development
Retail



08. Pantelimon



Size
36.751 sqm

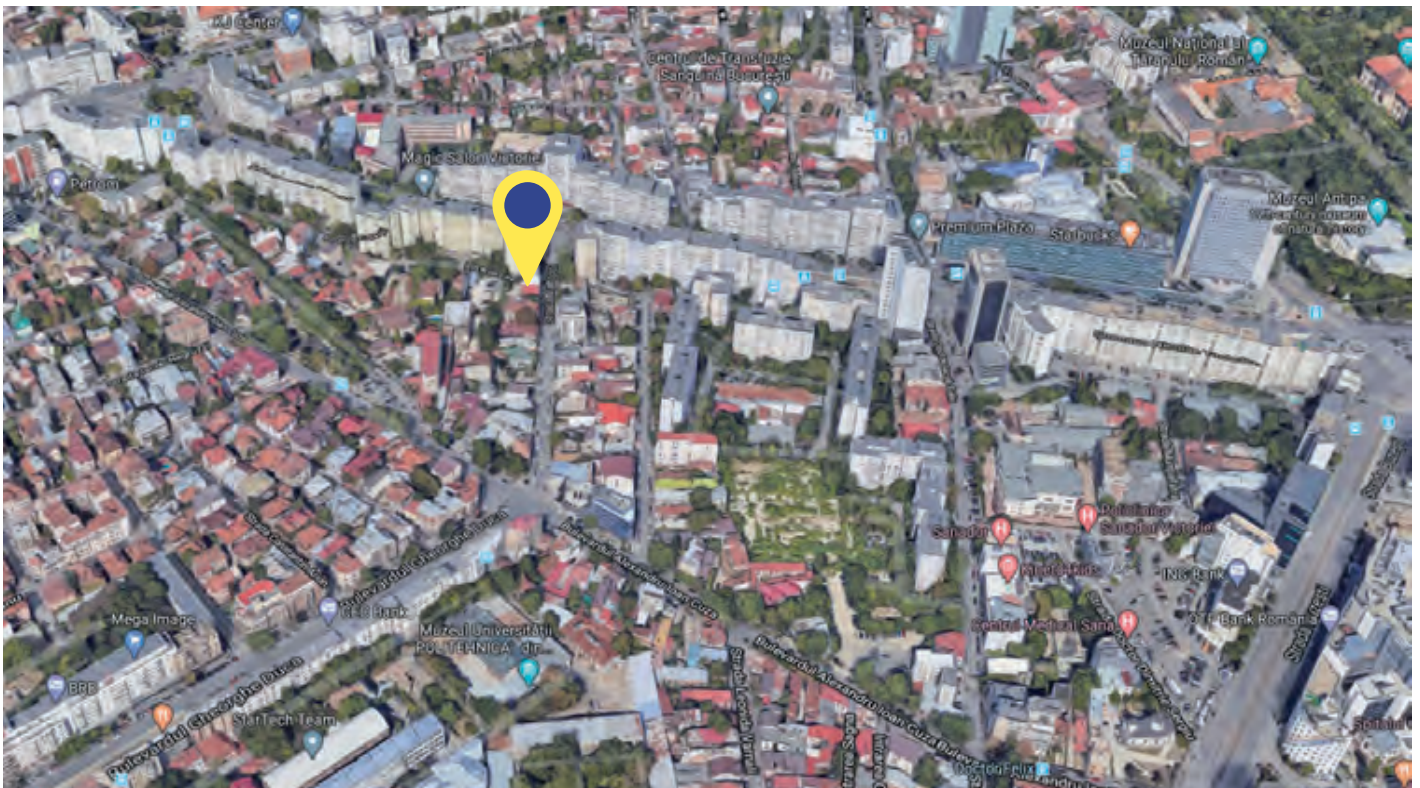


Location
Bucharest



Type of development
Residential







Date
2019

Vendor
CI-CO SA & Private Investor

Buyer
ICD Development

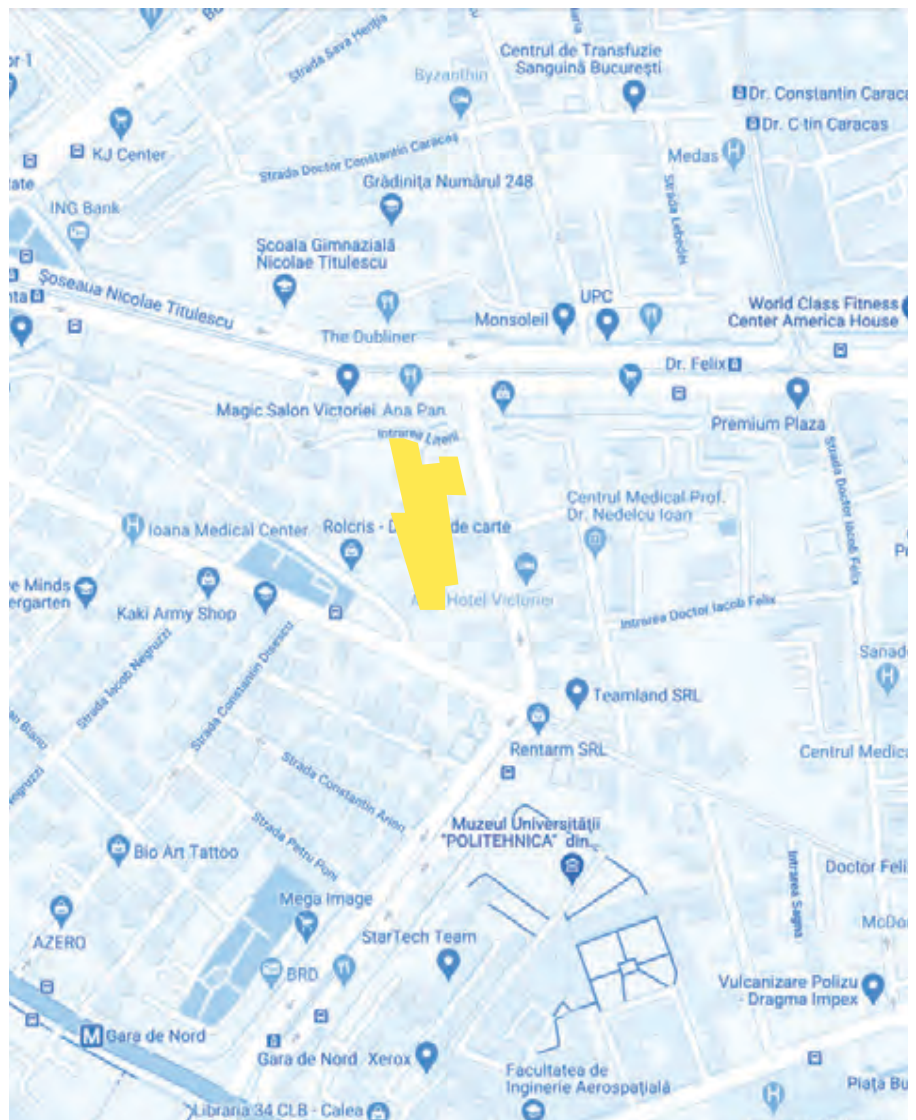
Representation
Sole advisor

Achievement

Structuring a multi-party transaction for adjacent land plots of two different vendors.

Since our instruction with the exclusive mandate and the introduction to ICD Development Group, a company with a relevant development track record in that area, we managed to create value for all the parties involved and unlock the potential of the land plots that couldn't previously be developed.

Victoriei Square is considered Bucharest's Central Business District (CBD) and one of the most sought-after business and residential areas.



10. Timpuri Noi



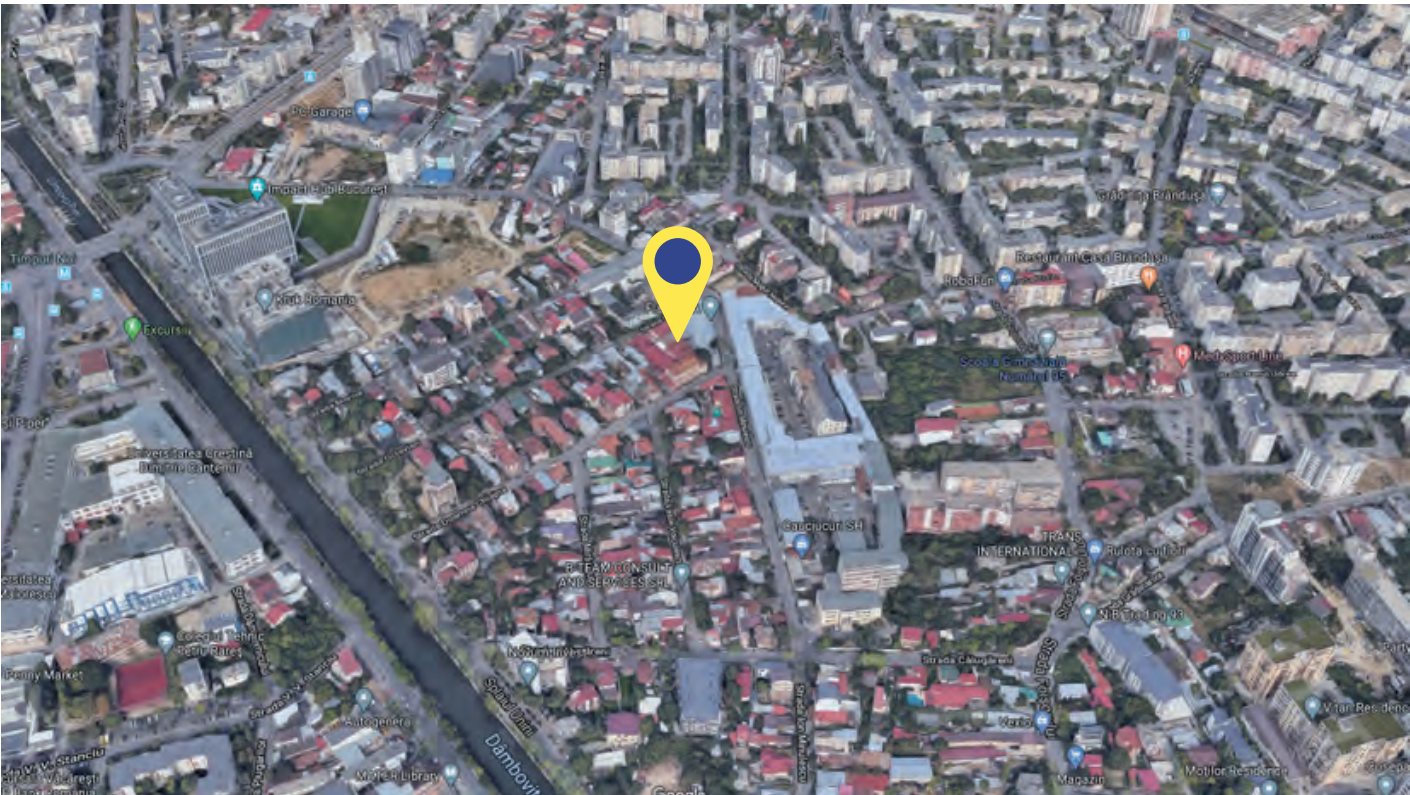
Size
3,407 sqm



Location
Bucharest



Type of development
Residential





Date
2019

Vendor



Buyer

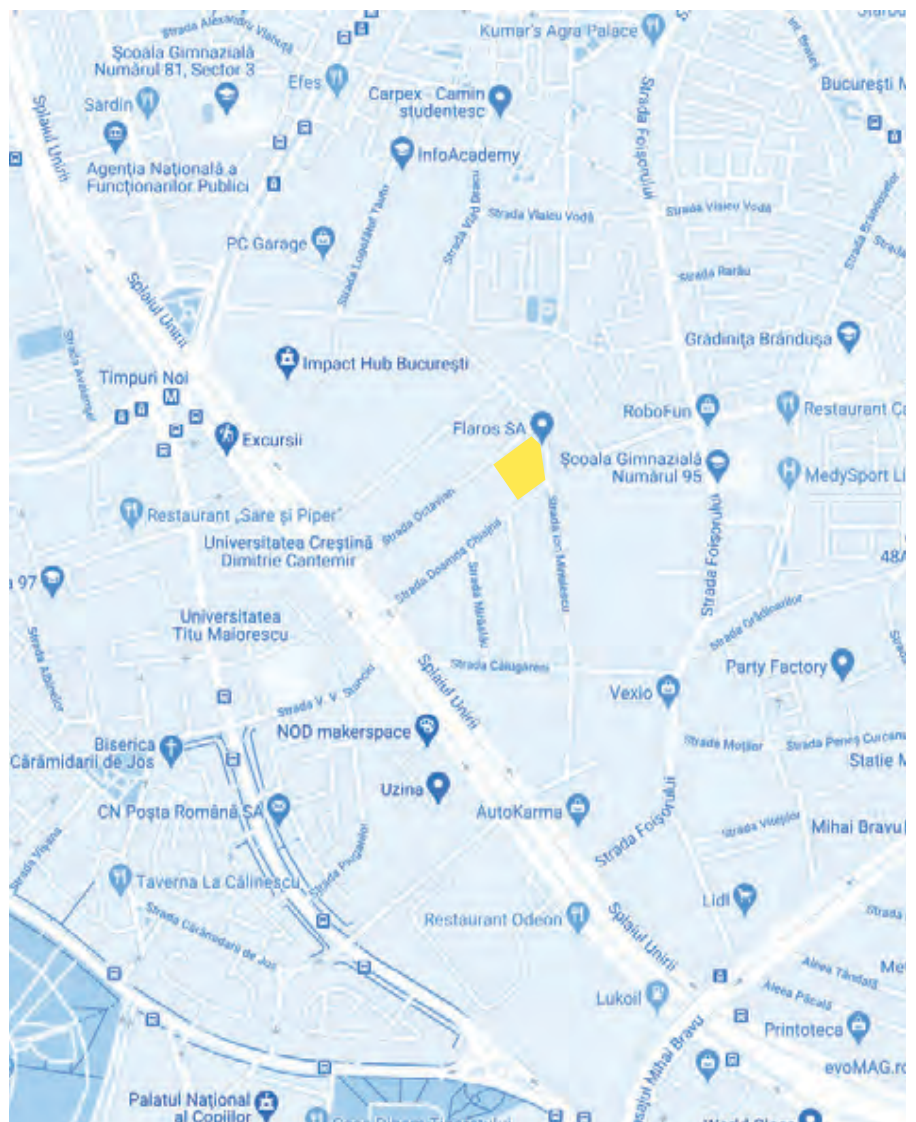
Local developers

Representation

Sell-side advisory

Achievement

Delivering on our sell-side mandate for a land plot on behalf of a major regional company from Hungary, Gedeon Richter Group, for their first disposal in Bucharest. We identified a series of interested buyers and organized an auction in order to maximize the value for our client. Crosspoint Real Estate has obtained the most competitive price in Timpuri Noi new development hub, from all the transactions that were recorded in the area.



11. Otopeni



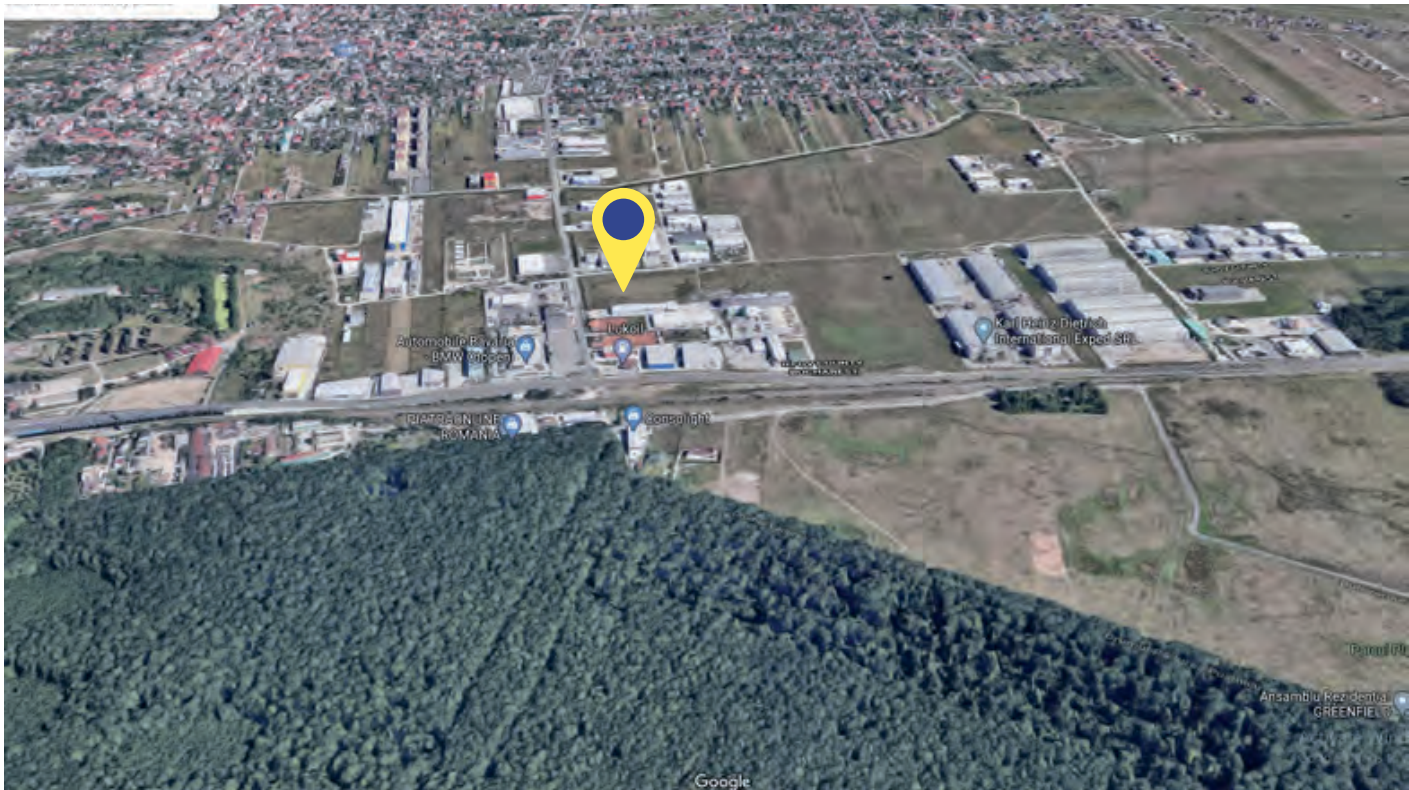
Size
35,000 sqm



Location
Otopeni, Ilfov



Type of development
Mixed-use





Date
2019

Vendor
UHNW family

Buyer
Local entrepreneurial family

Representation
Sole advisor

Achievement

Crosspoint Real Estate was the sole advisor in the disposal of a land plot, property of a high-net-worth family, and structuring a deal in which significant added value was generated for both the vendor and the buyer.



12. One Peninsula



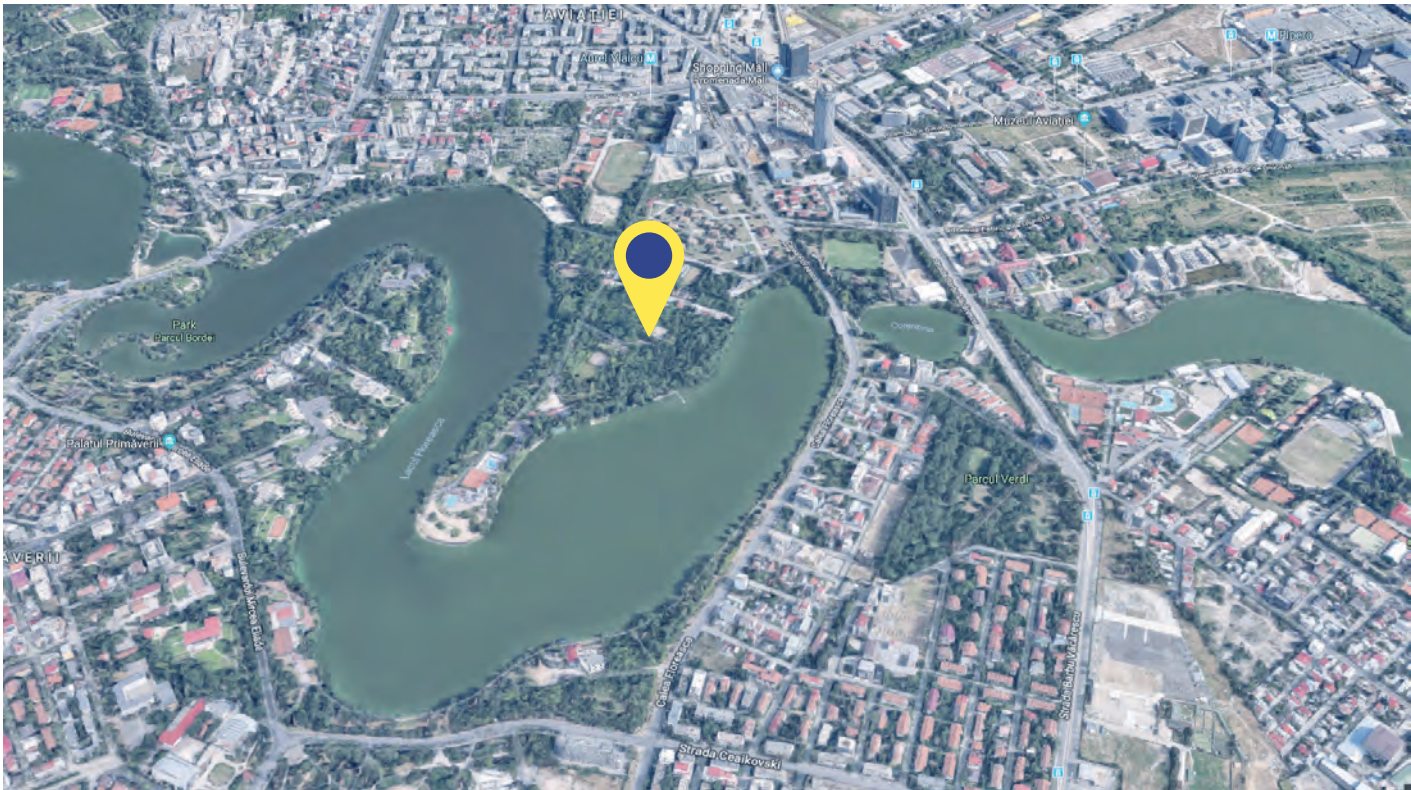
Size
25,000 sqm



Location
Bucharest



Location
Residential





Date
2018

Vendor



Buyer



Representation
Sell-side advisory

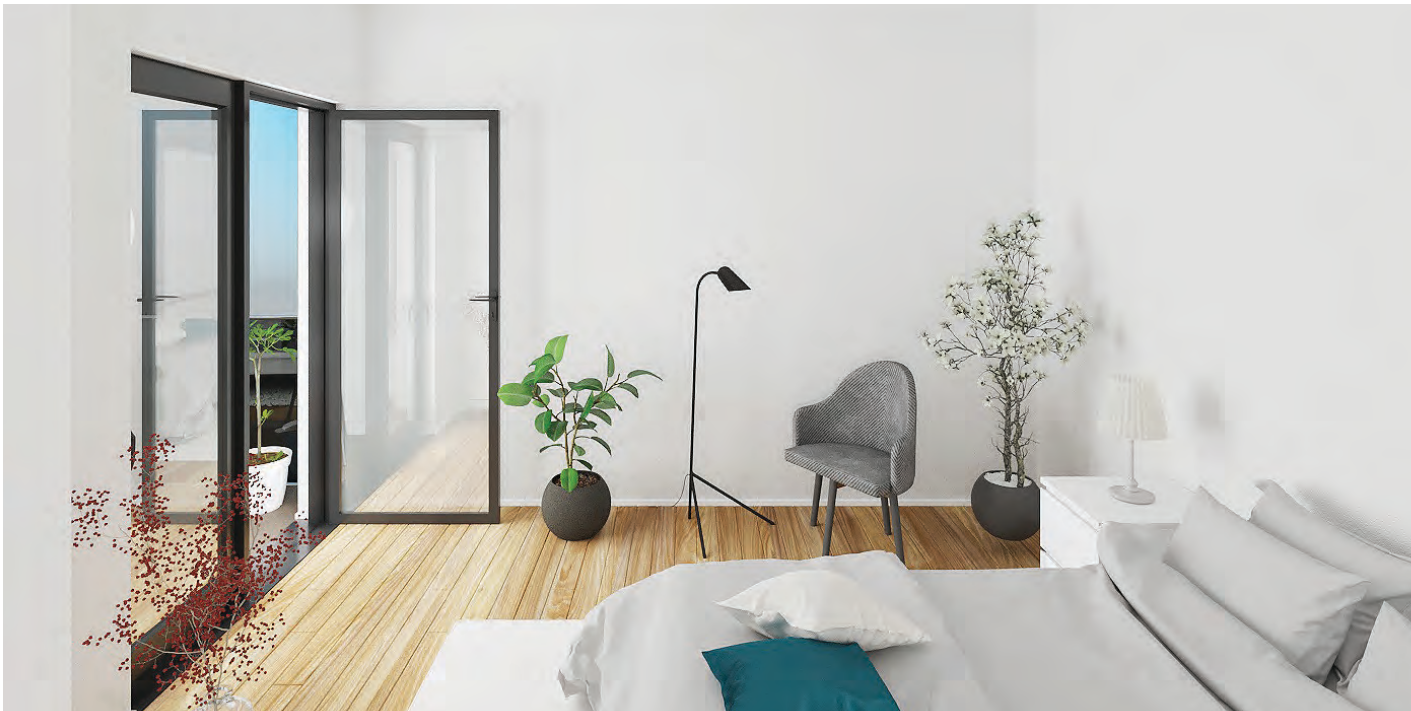
Achievement

Crosspoint represented Telekom in the sale of a large plot of land in Floreasca Area to one of the strongest residential developers on the market. The challenge with regard to this transaction consisted both in the size and high value of the land and in the sale structure, an auction whereby buyers could not demand suspensive conditions. The transaction lasted almost a year.

Crosspoint has identified the buyer who won the auction and which in our opinion can bring the greatest added value to the land. The plot is situated very close to Floreasca-Barbu Vacarescu office hub, with an opening to Floreasca Lake, one of the most sought-after residential areas in Romania. The transaction represents the largest land deal in 2018 to date and one of the biggest transactions recorded in Romania after the crisis.



13. Urban Address 12-14



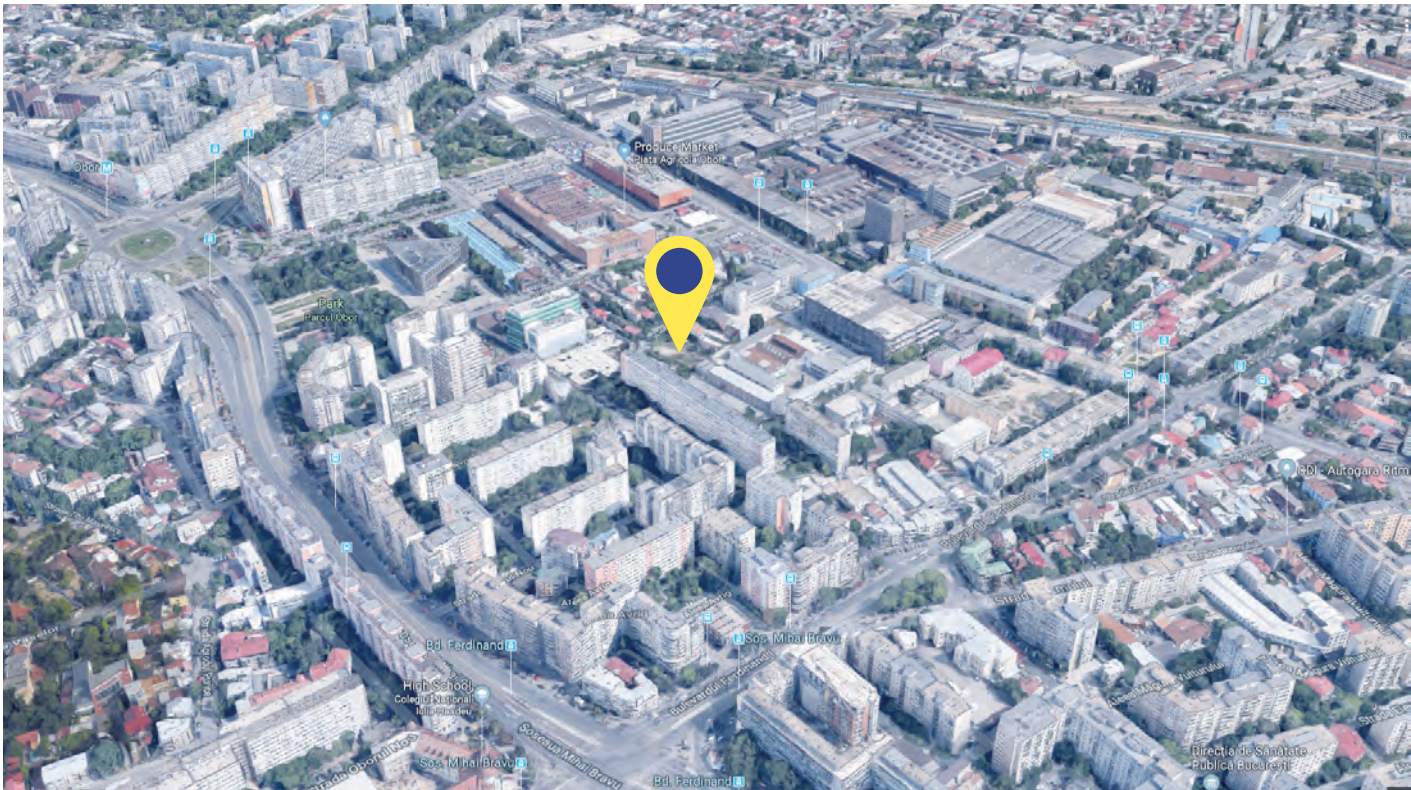
Size
1,400 sqm



Location
Bucharest



Type of development
Residential





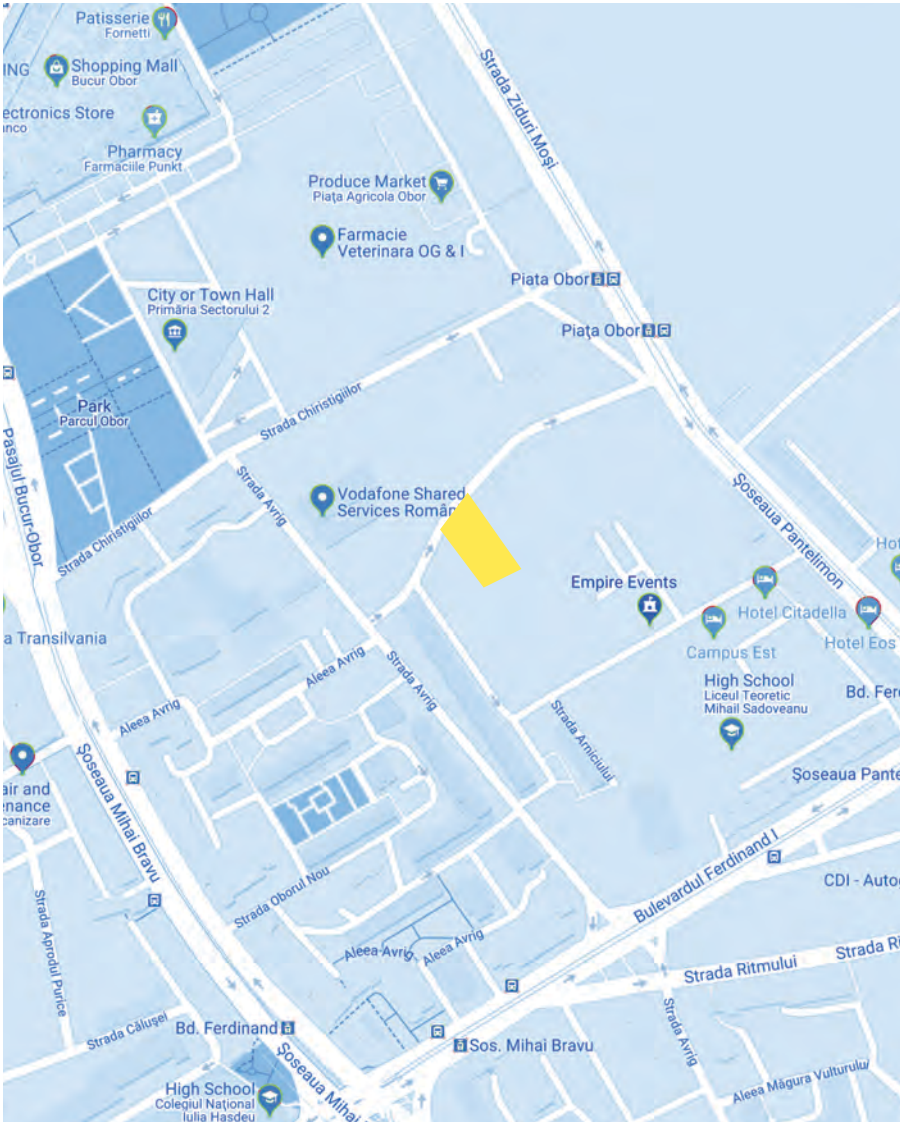
Date
2018

Vendor
High-net-worth individual

Buyer
Pandel Brothers

Representation
Sell-side advisory

Achievement
Crosspoint has been instructed to organize the sell process of the land plot available on the market for a couple of years. Once we got the mandate, within 5 months we have managed to select the right bidders, start the bidding process and successfully close the deal with no more conditions precedent for our client, the vendor.



14. Expozitiei



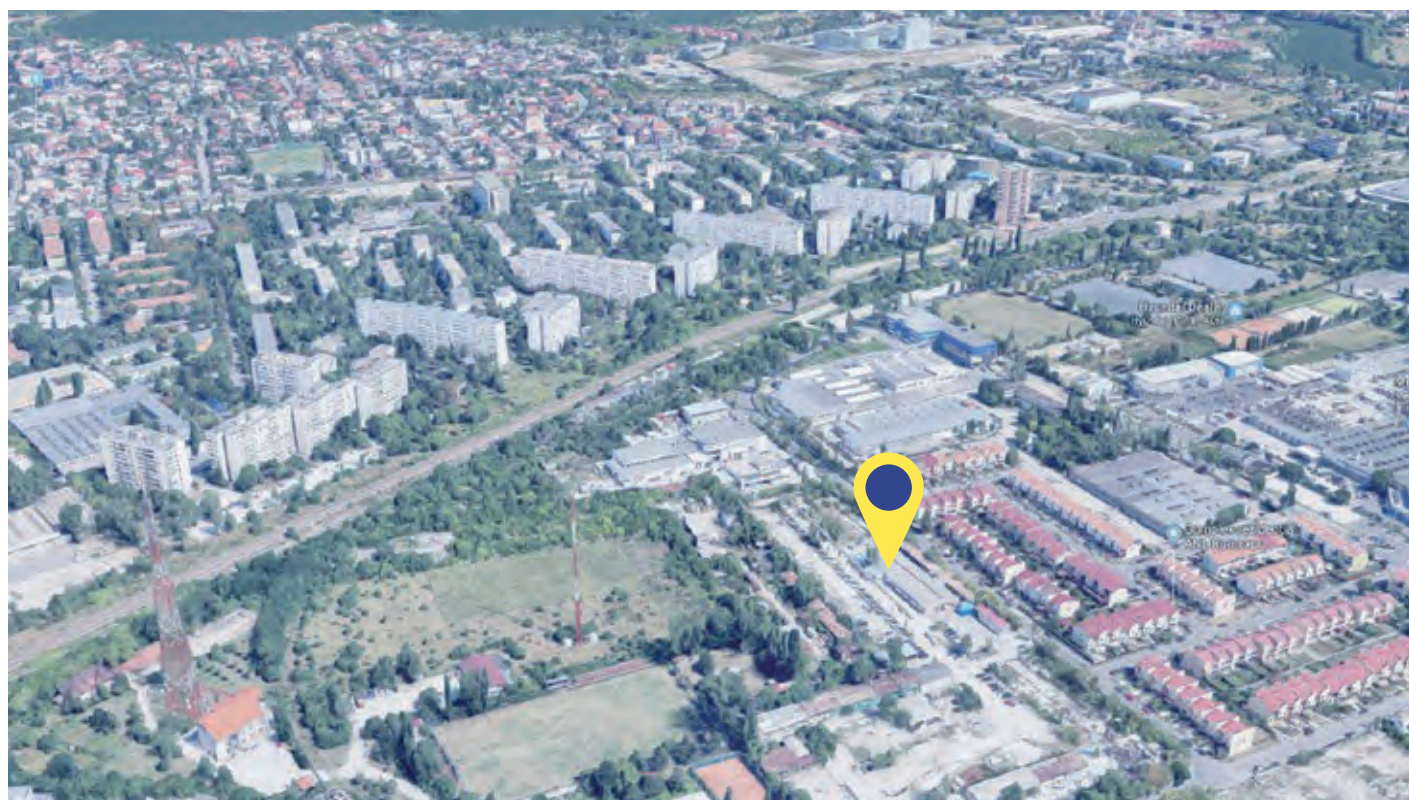
Size
28,700 sqm



Location
Bucharest



Type of development
Residential





Date
2018

Vendor
Local Company

Buyer



Representation
Buy-side advisory

Achievement

Crosspoint has advised the buyer, international developer London Partners, in the acquisition of a 28,700 sqm land plot for the development of a large residential project. A transaction of such size involved a complex structure, the negotiations lasted 8 months until the signing, the seller being a company with many shareholders, and the buyer an international group with numerous decision-makers, whose expectations and needs had to be aligned.

Crosspoint is the only company that advised two consecutive transactions of approximately 45,000 sqm of land that can be built over 125,000 sqm in Expozitiei area, the largest new development hub of Bucharest. The company has convinced through solid arguments and market research about the potential of the Expozitiei area, similar to The Bridge land transaction concluded by Crosspoint, a successful office project that has set grounds for a new office and residential development pole - Grozavesti.



15. Arc



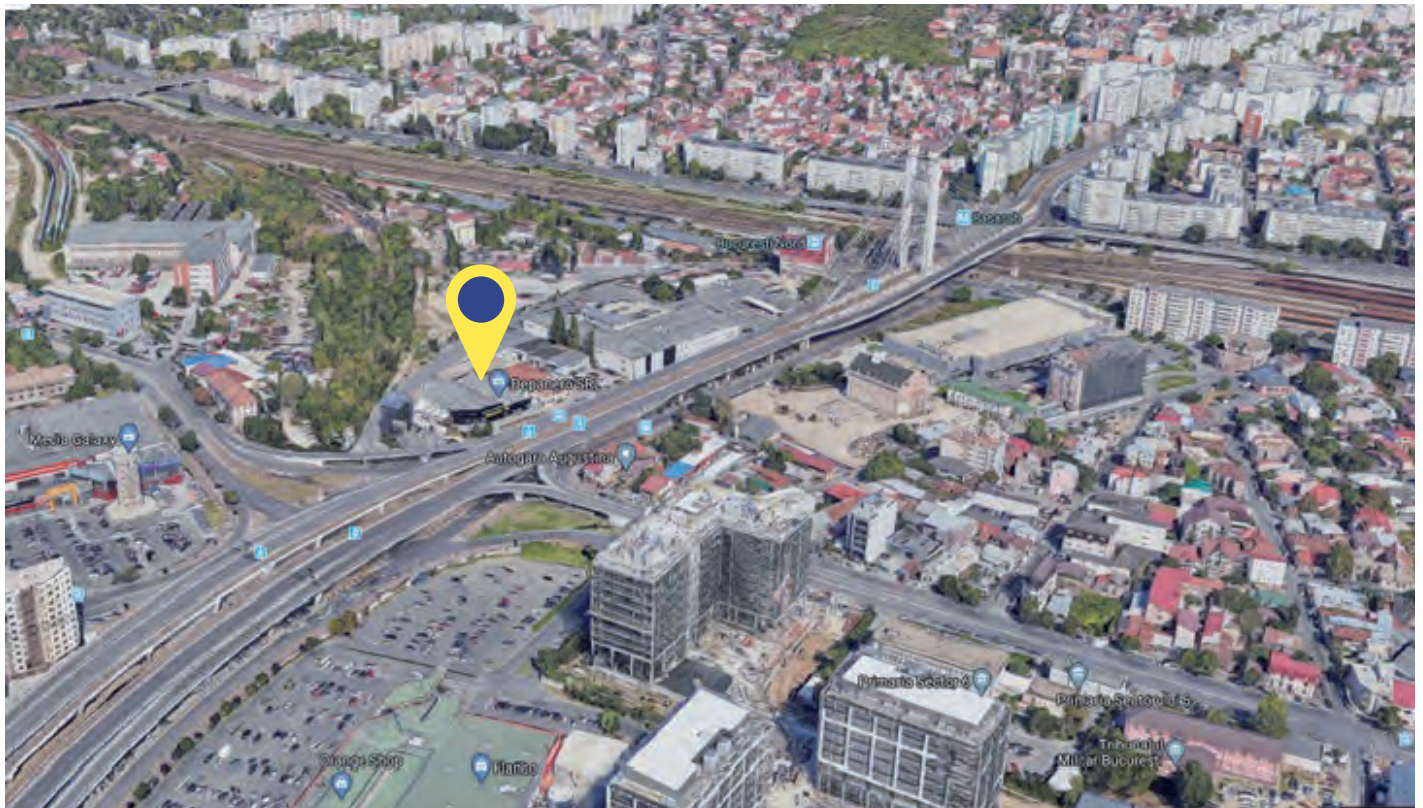
Size
8,000 sqm



Location
Bucharest



Type of development
Office





Buyer
RC Europe

Achievement

In all financial and legal structuring process, we worked close with both parties, in order to ensure a faster transaction and development process than in the case of a regular land sale/acquisition, thus complying with our clients' best interests.



16. Parcului 20



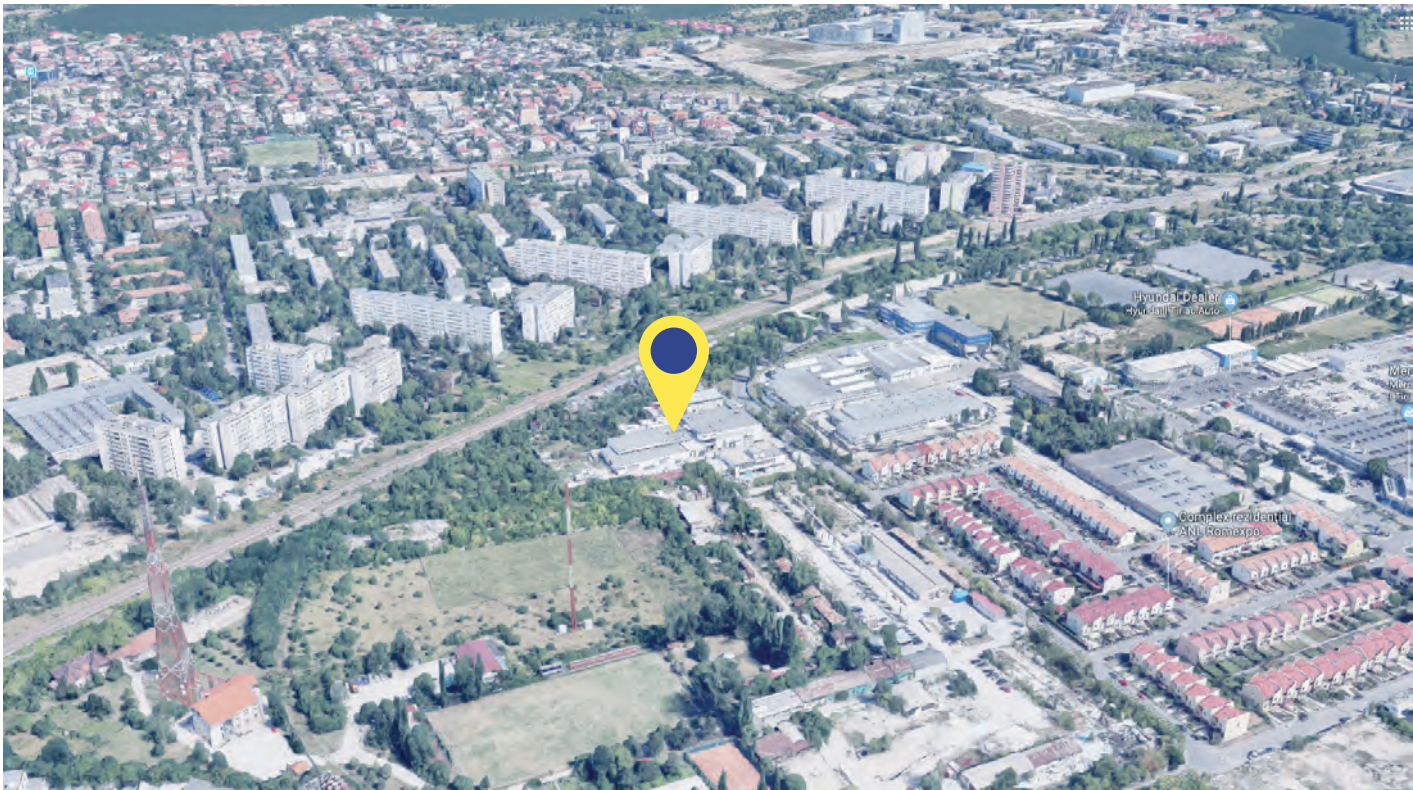
Size
15,334 sqm



Location
Bucharest



Type of development
Residential



17. Kaufland Sisesti



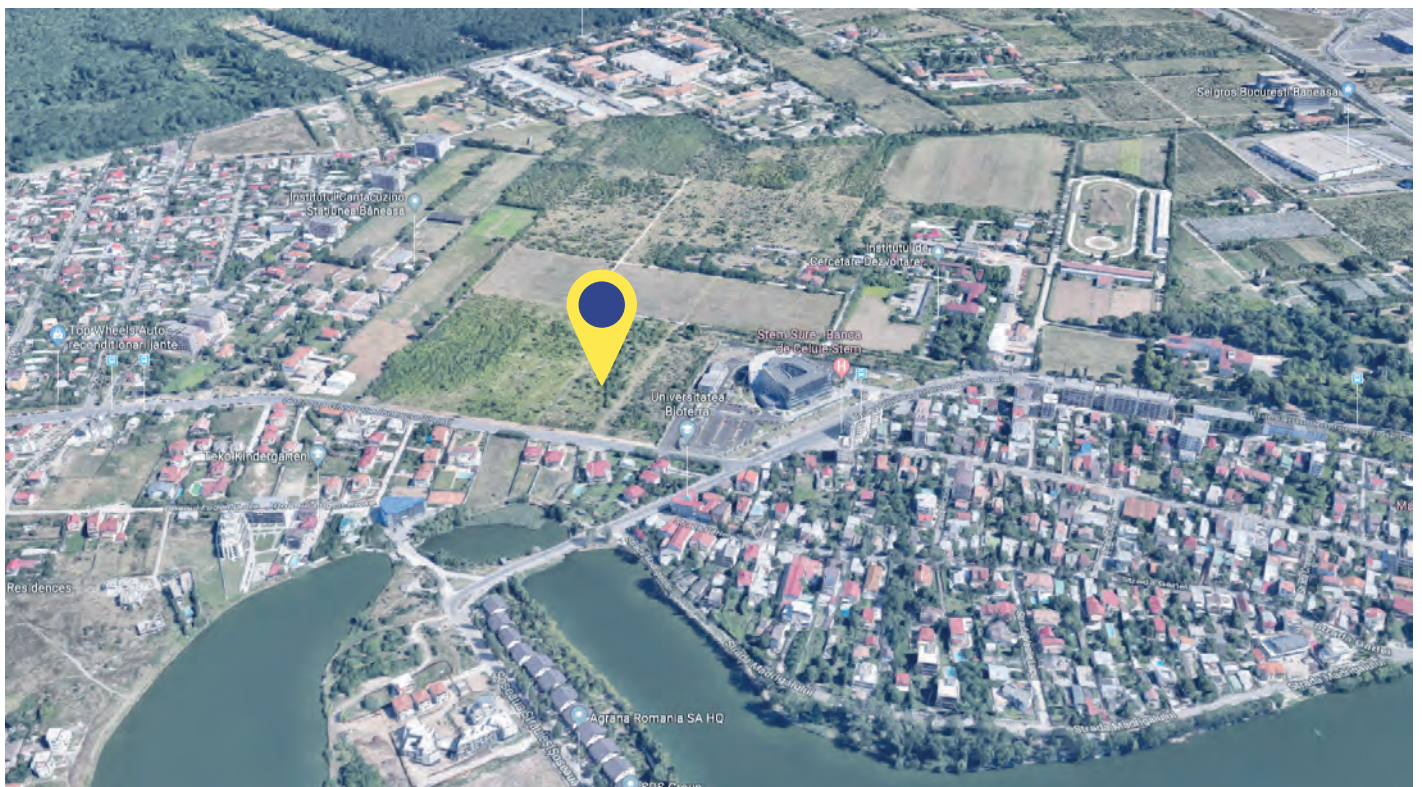
Size
20,000 sqm



Location
Bucharest



Type of development
Retail





Date
2018

Vendor



Buyer



Representation
Sell-side advisory

Achievement

Obtaining a sale-side mandate from the owner for a plot in the north side of Bucharest and organizing the entire sale process on behalf of the owner.

Crosspoint has conducted in-depth market research and brought solid arguments for a major player in the retail industry that the location will be perfectly suited to their concept and expansion strategy.



18. Energeticienilor Retail Park



Size
35,000 sqm



Location
Bucharest



Type of development
Retail





Date
2018

Vendor
Local industrial company

Buyer
Major international retailers

Representation
Sell-side advisory

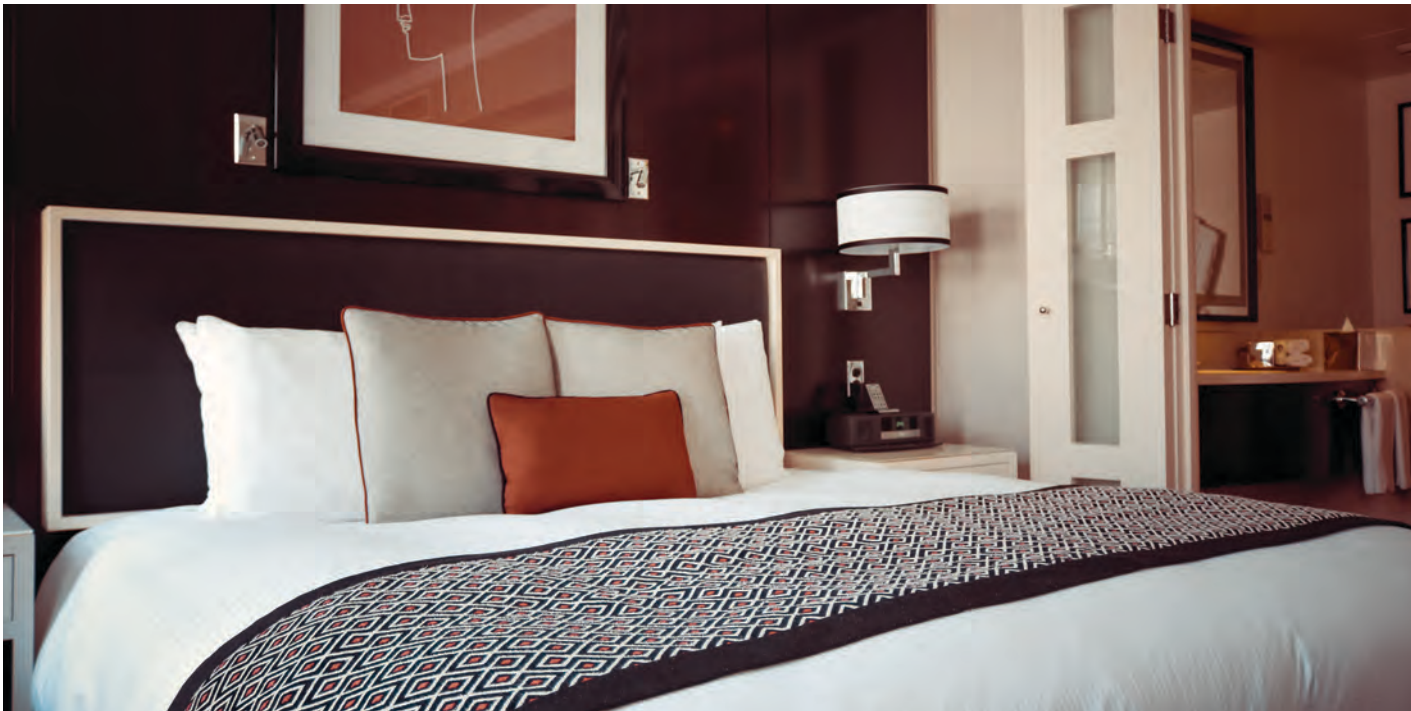
Achievement

Obtaining a sell-side mandate from the owners for an asset that was available on the market for a long period of time and known by almost all the players.

Crosspoint has structured the deal and properly marketed the plot, successfully creating interest for the development of a retail park, aligning 2 relatively competing retailers to function in the same location, convincing them of the potential of the area that suited their expansion strategy. Through this transaction, the former industrial area was revived.



19. Bario



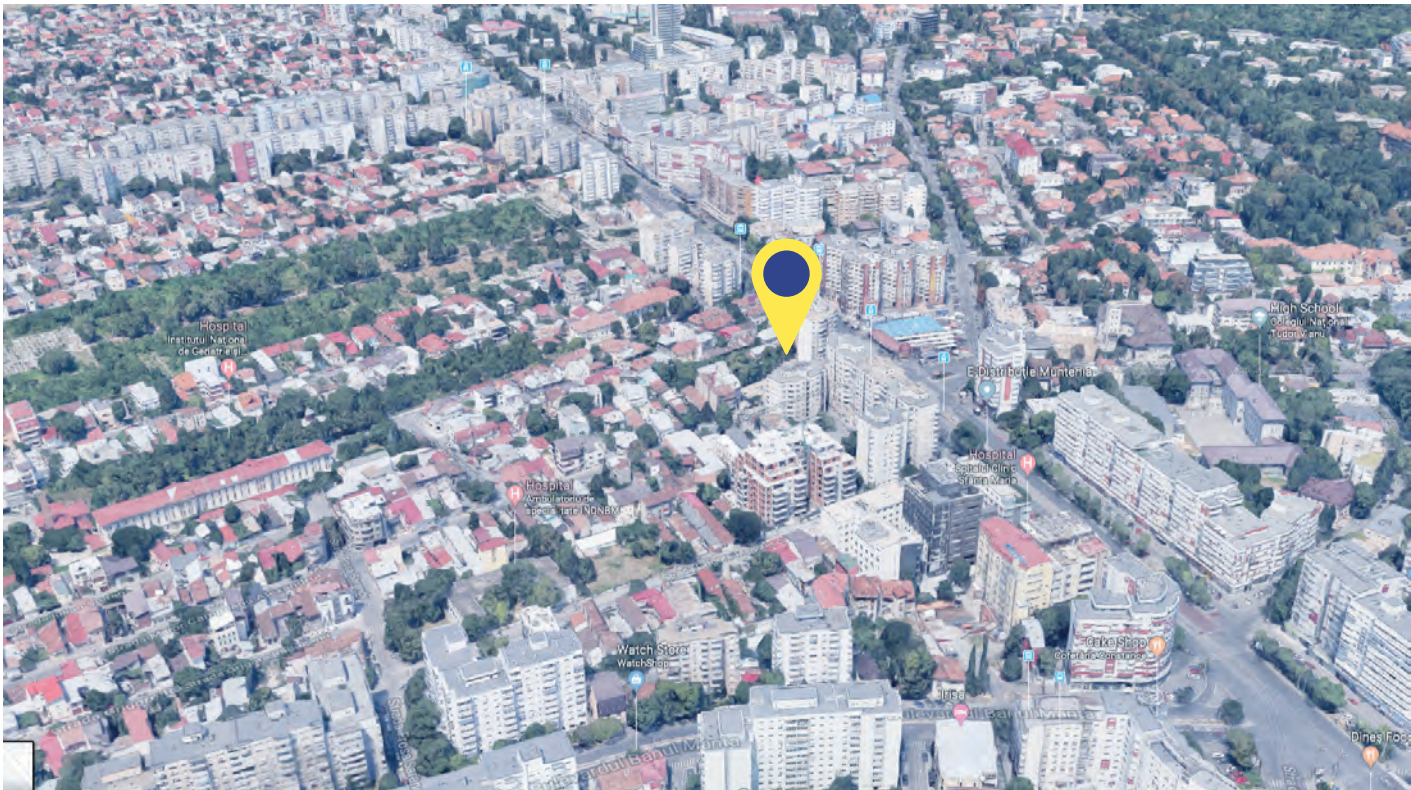
Size
1,000 sqm



Location
Bucharest



Type of development
Residential





Date
2016

Vendor
Three private individuals

Buyer
Local developer

Representation
Buy-side advisory

Achievement

Crosspoint has mediated the transaction between very demanding vendors with different expectations and an even more demanding buyer, for a future residential project of 50 units, UG + GF + 9 floors. The company has provided consultancy on the business case, advisory for debt structuring and for obtaining the building permit.



20.One Herastrau Plaza



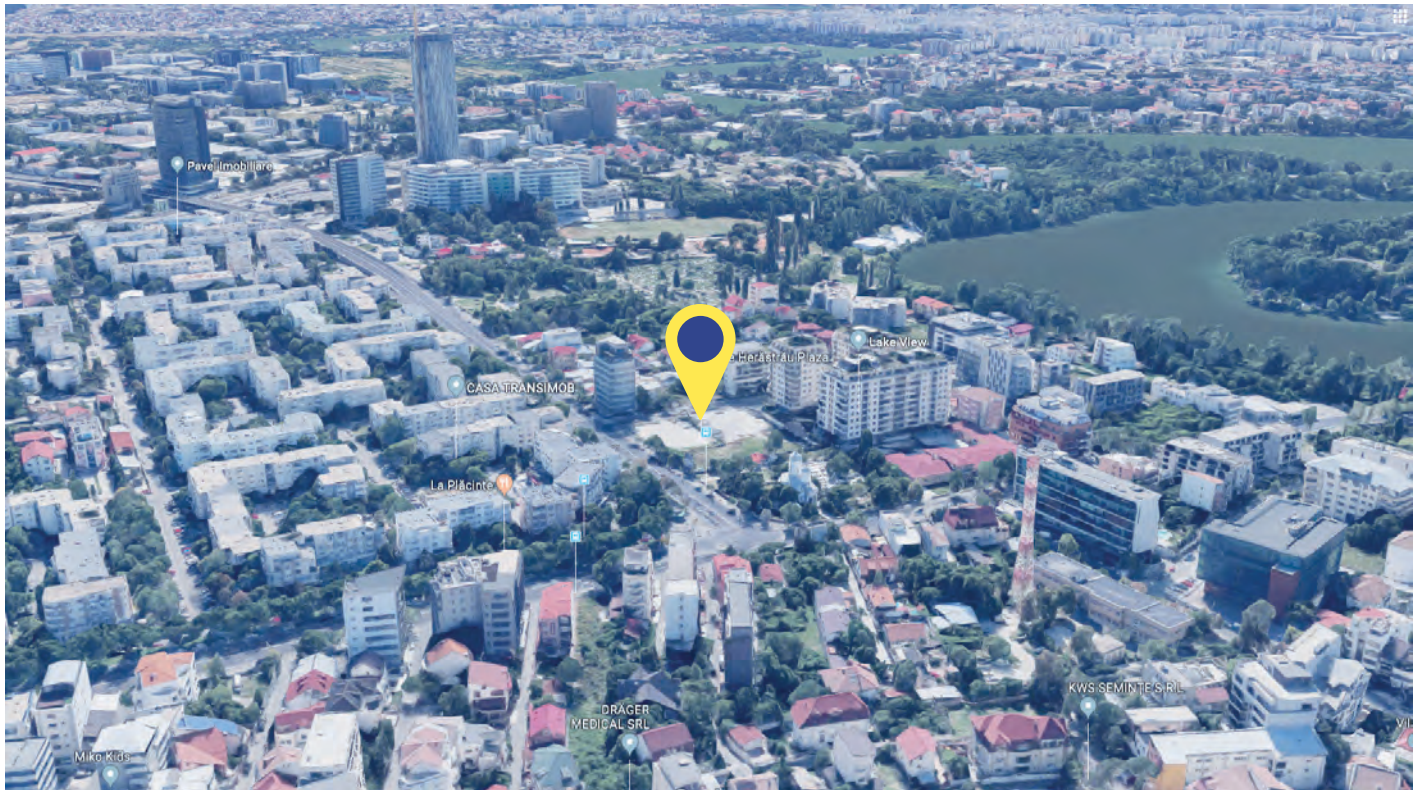
Size
5,000 sqm



Location
Bucharest



Type of development
Mixed-use





Date
2016

Vendor
Art Group
Buyer



Representation
Sole advisor

Achievement

Although the intention of Art Group was initially to liquidate the property as to benefit from the market recovery, our approach was to generate a JV for a mixed-use concept development that would increase all parties' benefits.

In the context of a narrow potential market suitable for fast direct sale of a 5,000 sqm land plot and reduced negotiation flexibility within the sale mandate, we envisioned a JV transaction for the development of a mixed-use project (premiere on the local market). Objective: imply minimum equity from target investors and capitalize from off-plan transaction of the future development, to maximize both our clients' and our company's returns.

Results: increased proceeds from JV compared to direct land sale; fast liquidation process (1 year) vs. a potentially longer term for land transaction.



21.The Bridge



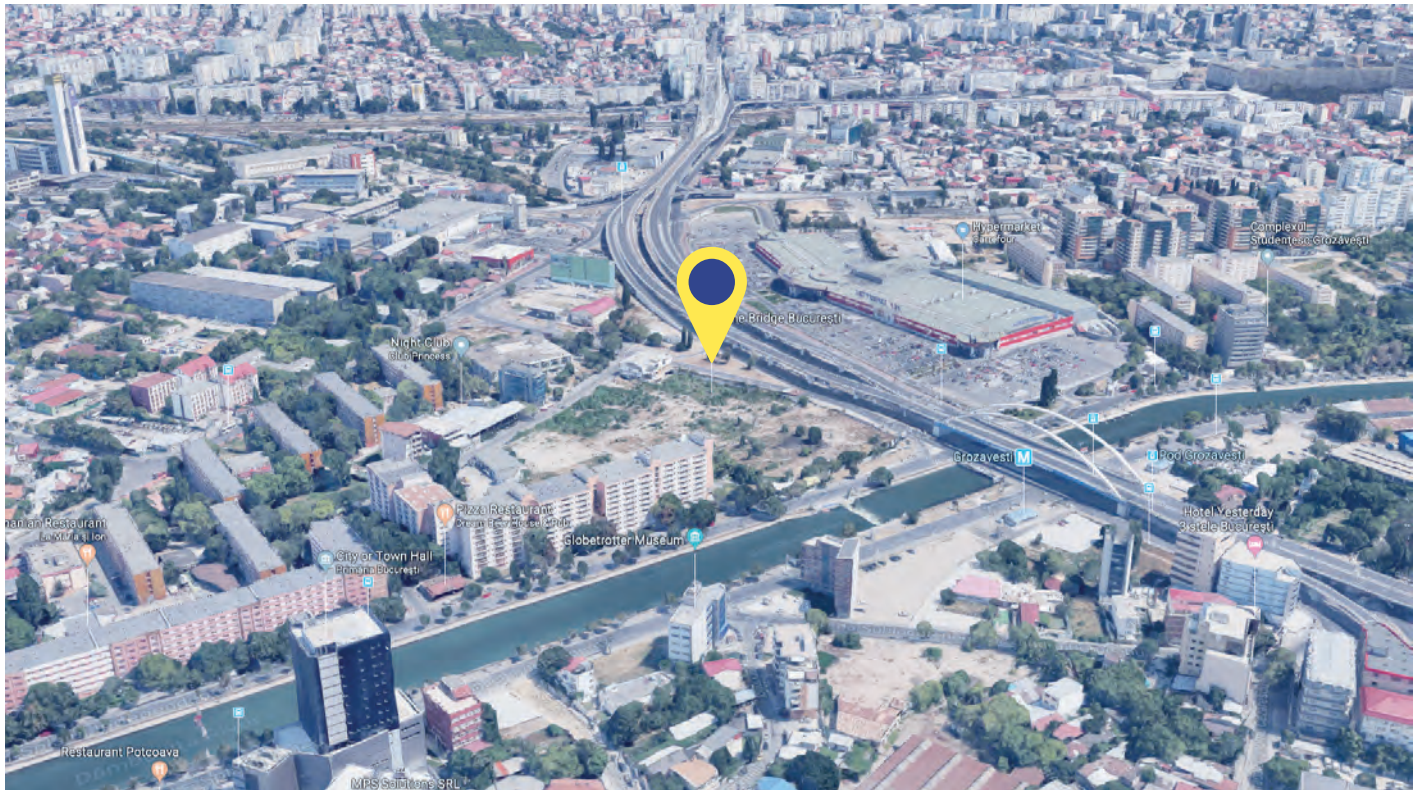
Size
12,700 sqm



Location
Bucharest



Type of development
Office





Date
2014

Vendor



Buyer



Representation

Buy-side advisory

Achievement

Crosspoint has delivered strategic office and land development advisory to Forte Partners, through all the processes in a challenging 6-months deal, from June to December: market analysis of the office market, market analysis of the land development sites, screening all opportunities that fit the investment criteria, short-listing the most competitive options, deploying the LOI and entering negotiations, structuring the favorable terms and conditions and closing the deal.

Crosspoint has helped building up confidence in an unexplored office area and sub-market which is now already a well-established office destination (Grozavesti, a former industrial zone). With all the right fundamentals such as very good metro access, proximity to city center and good infrastructure connections, both to the north and to west Bucharest, Grozavesti was bound to see much development activity.



Under our advisory, Forte Partners were one of the pioneers in the area and their development saw great success, being preleased 100%.

22. One Floreasca Lake



Size

4,000 sqm



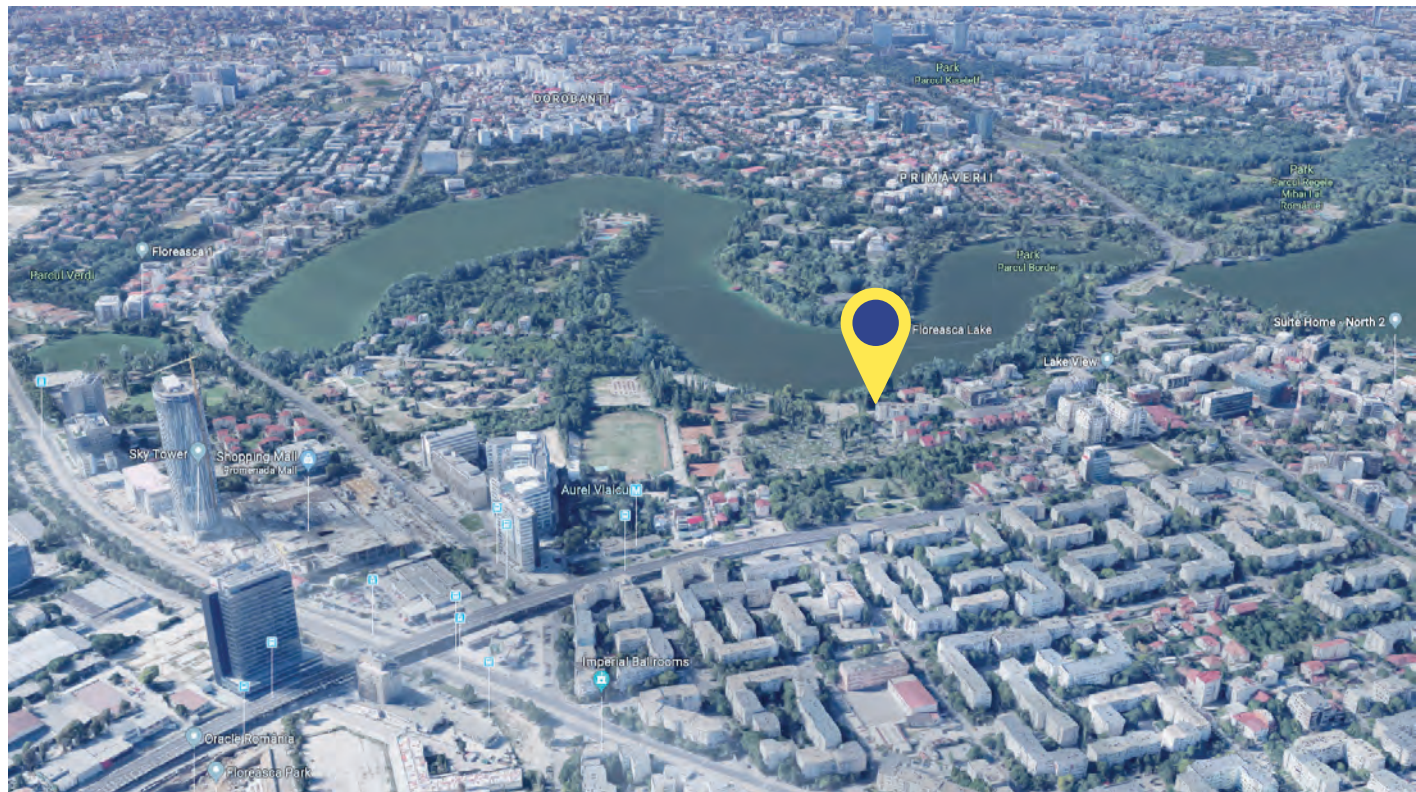
Location

Bucharest



Type of development

Residential





Date
2009

Vendor
High-net-worth individual

Buyer



Representation
Sell-side advisory

Achievement

The first land acquisition of today's leading residential real estate developer in Bucharest and one of the top high-end residential developers in Romania. Completed in 2009 in the midst of the economic downturn, we managed to convince the buyers of the underlying value of the plot and the capital uplift behind it.





About Savills

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.



UK, Ireland &
Channel Islands

38

Offices



Europe

38

Offices

Belgium
Brussels

Czech Republic
Prague

Denmark
Aarhus*
Copenhagen*

Finland
Helsinki*

France
Lyon
Paris

Germany
Berlin
Cologne
Dusseldorf
Frankfurt
Hamburg
Munich
Stuttgart

Greece
Athens*

Hungary
Budapest*

Ireland
Cork
Dublin

Italy
Milan

Luxembourg
Luxembourg

Netherlands
Amsterdam
Utrecht

Nothern Ireland
Belfast

Norway
Oslo*
Stavanger*
Drammen*

Poland
Warsaw

Portugal
Lisbon
Porto

Romania
Bucharest

Spain
Barcelona
Madrid
Malaga
Valencia

Sweden
Gothenburg
Stockholm

Switzerland
Geneva*
Zurich*

*Associate

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.





An International
Associate of Savills

About Crosspoint

One of the first property services firms established in Romania in early 2005, a privately-owned company, Crosspoint has been growing sustainably for more than a decade.

From an initial investment banking & high-end residential consultancy company, recent years' market development and the adjacent opportunities brought a transformational period for Crosspoint to be a full-service commercial real estate advisory firm.

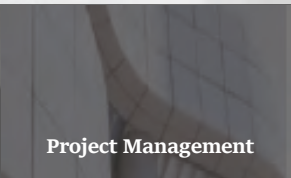
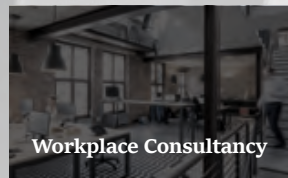
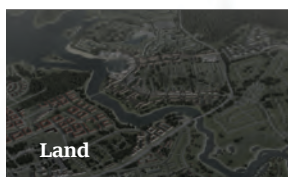
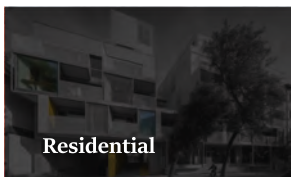
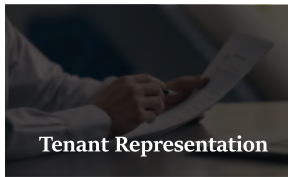
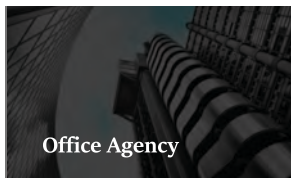
Commercial advisory firm Crosspoint Real Estate has formed an association with the international real estate advisor Savills in Romania, in order to support Savills' continued expansion across Central and Eastern Europe (CEE).

Crosspoint joins the Savills regional network in the CEE, following the recent opening of an office in the Czech Republic and the steady expansion of its business in Poland, which currently incorporates four 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.





Office
opening



Multi-lingual
team



Entrepreneurial
approach &
technology
oriented

Our vision is to sustainably grow our business into top real estate advisory firms in Romania, while maintaining our profile, long-term commitment to our clients, impeccable reputation and ethics, and result-oriented business conduct.

Codrin Matei Managing Partner
Head of Capital Markets

European Property Awards

London 2013



“

Highly
Commended
Real Estate
Agency
Award

Highly
Commended
Property
Consultancy
Award

”

Why Crosspoint?

**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:

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 14 years 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 record 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



Catalin Gavrila

Associate Director
Land Development

Catalin Gavrila graduated the Academy of Economic Studies, BSc in Marketing, holding an MBA in Finance. His area of expertise includes investments in real estate markets, financial modelling, sales management, as well as marketing.

Catalin joined the Crosspoint team in 2014, taking several roles within different departments in order to get a holistic perspective on the market. For a period he was in charge with the expansion strategies of the firm's major retail accounts, with direct involvement on land development sites, identifying desired locations, managing the acquisition process, coordinating the filling of urban plans and bringing together mixed teams of surveyors, agents, architects and urban planners. He worked both with new entrants from different industries as well as renowned retail brands, identifying good investment propositions for both local and international investors.

The promotion to Associate Director came naturally, given the extensive experience he gathered in land transactions, planning, permitting, corroborated with the knowledge he already had from residential and commercial real estate, thus delivering a complete perspective and edge for the company's clients.



Ionut Stan

Associate Director
Land Development

After graduating BSc in Finance & Banking at ASE and building on the past 6 years' experience in banking and insurance and after in real estate industry, Ionut Stan developed an edge on innovative vision and on investment.

With the main belief in his mind that everything is achievable with hard work and persistence, he has pursued his passion for real estate and gained experience in land development projects at Cushman & Wakefield. He continued the journey at Crosspoint as Associate Director to manage the department together with Catalin with the main objective of sharpening the level of unparalleled expertise and to transform the organization into the real estate company with the largest market share on land transactions.



Cristina Gicu

Property Consultant
Land Development & Investment

Cristina Gicu studied at Bucharest University of Economical Studies – graduating in International Business and Economics, and is currently a Property Consultant for Land Development & Investment departments. Her area of expertise includes customer experience, retail consultancy on real estate market as well as presentation & design skills for marketing materials.

Cristina recently joined the Crosspoint team in 2020, and she is in charge with transaction and marketing support, with complete research for both departments by collecting and analyzing property information, preparing property brochures or frequently discussing with clients, building owners and property managers. Joining the Land Development department came naturally for Cristina, given her previous experience working for the last 2 years in this field, and being involved in several transaction processes for available assets on the market.



Simona Macovei

Communication Manager

Simona has taken over the Communication Manager role at Crosspoint in 2020, having over 14 years of expertise in the industry: 4 years experience in business written press and 10 years' experience in PR & Communication. She is responsible for the communication and marketing strategies for all of Crosspoint's business lines as well as coordinating the marketing campaigns for exclusive residential projects.

During the years spent in the business written press, Simona conducted interviews with notorious people from the Romanian business environment who work in professional services and real estate market. In 2010 Simona refocused on the PR area and delivered communication services for companies, mostly in the real estate field.

Her greatest qualities are to connect the people she knows in such a way as to help them in terms of 'growing business', but also to immediately identify information that deserves to be delivered to the market.



Ilinca Timofte

Research Analyst

Ilinca joined Crosspoint in January 2017 and is currently Research Analyst, coming from a financial background, with a significant experience in the Mergers & Acquisitions market. Her current responsibilities include in-depth periodic or ad-hoc research studies on commercial as well as residential segments of the Romanian real estate market, support in elaborating Investment Memoranda for the Capital Markets department, feasibility studies. She is working closely with the European Research team at Savills in preparing the periodic European reports as well as analyzing global real estate trends and advising local investors and developers on future improvements of their business.



Land Advisory Services

Capability Statement



crosspoint.com.ro | crosspoint-imobiliare.ro

