

# Your trust is our legacy.



**crosspoint**  
real estate



An International  
Associate of Savills

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# INTRODUCTION

Founded in 2005, Crosspoint Real Estate offers both real estate trading and consulting services, as well as financial solutions needed by large investors, for all types of properties: offices, retail, industrial, land, hotels and residential. Crosspoint Real Estate is the international associate of Savills in Romania, one of the largest real estate companies worldwide, founded in 1855 - with revenues of over GBP 2.24 billion generated in 2023.

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.



**Codrin Matei**

Principal Partner

“With almost two decades of experience, we are the experts that our clients reliably called upon to advise on some of the largest and most prestigious real estate transactions, and we were always committed to their side of business, with every signed transaction. We grew together all these years, because we had the same objective - more well-developed, modern, and happy communities, no matter the nature of the real estate project that we contributed to. We aim to carry on our local work, to further invest in our expansion and legacy, constantly exceeding our own limits.”

## Recognitions & awards



**Winner of the Best Local Commercial Real Estate Agency**

CROSSPOINT REAL ESTATE

2022



**Winner of the Best Land Transaction of the Year**

CROSSPOINT REAL ESTATE  
PRIMA GROUP, BARBU VACARESCU - 12,289 SQM

2022

# KEY HIGHLIGHTS

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## **An International Associate of Savills in Romania**

Innovative Marketing & Sales instruments aimed at better addressing customer needs

**Solid & healthy development of business lines, according to market challenges & maturation**

Experienced senior team, covering all types of property

**Quality & value oriented, as reflected in the quality of our clientele and long-term business relations**

Strong financial acumen across team members

**Entrepreneurial approach & dynamism, enabling fast decision-making and action**



## OUR SERVICES

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With a strong financial background, we provide dedicated account teams to drive value via strategic sourcing, reduced operating expenses, reduced capital costs and portfolio optimization actions for our clients.

These services are backed up by global and local market research platforms to maximize the value of real estate assets. Our final goal is to bring added value to the business of our client, and this is what keeps us different in a tough Romanian real estate market.

We use key strengths, values and resources to deliver highest quality services for business across all commercial real estate sectors:

- **Capital Markets**
- **Office Agency**
- **Tenant Representation**
- **Industrial & Logistics**
- **Project Management**
- **Residential & PRS**
- **Land**
- **Investment**
- **Valuation**
- **Research**

Crosspoint Real Estate represents clients and closes deals in all regions of the world, as well as assists international clients in purchasing or renting residential, retail, offices or land plots in Romania.

Through our international exposure and background, we are able to provide our clients with sophisticated financial advisory through the entire process of representation.

# INTERNATIONAL NETWORK

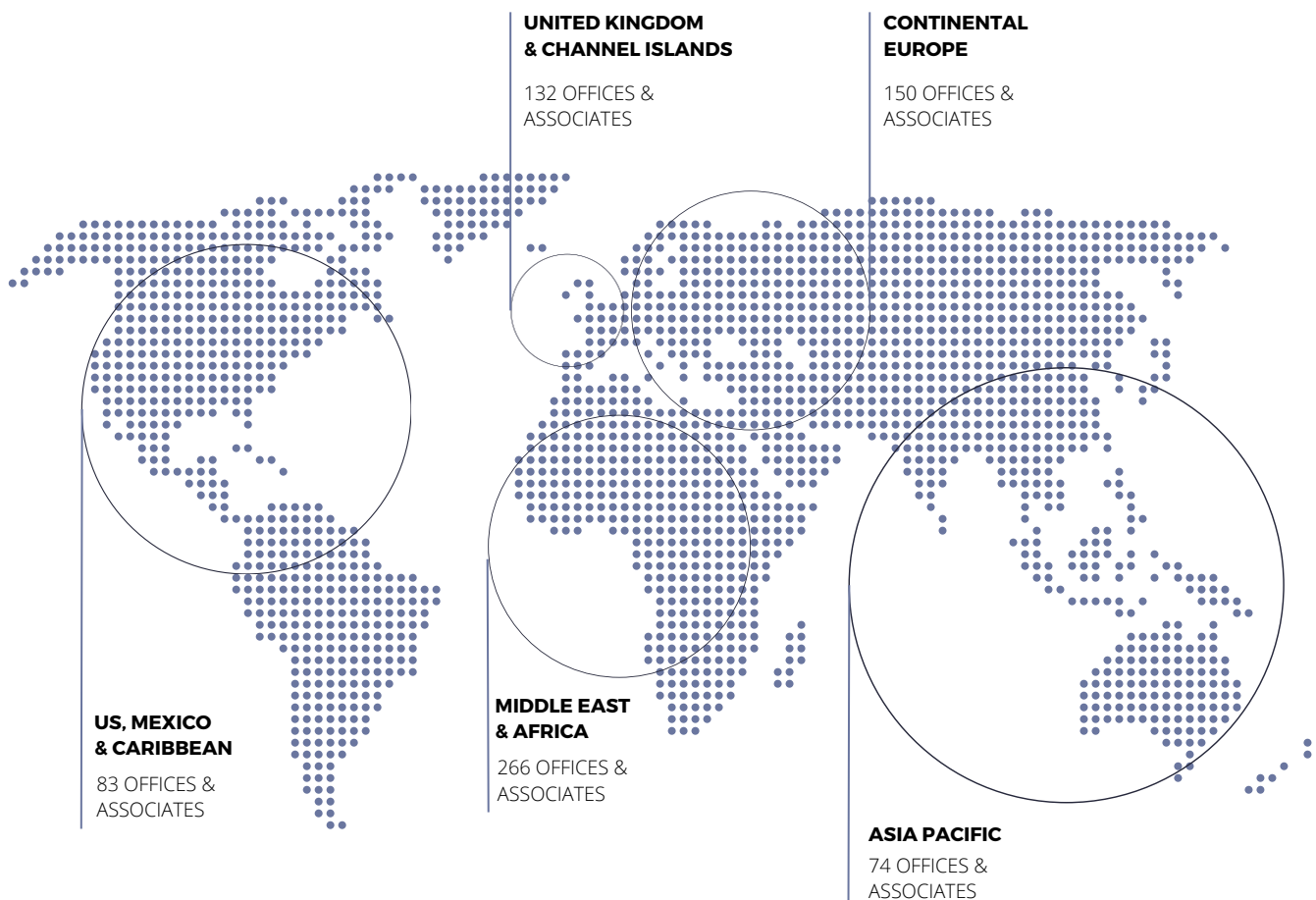
## AN INTERNATIONAL ASSOCIATE OF SAVILLS

Savills plc is a global real estate services provider listed on the London Stock Exchange. The company provides consulting services and advice (such as valuation, building consultancy, project management, environmental consultancy, landlord and tenant, planning, strategic projects and research) in connection with commercial, residential and agricultural properties, property-related financial services and investment management, which includes investment management for institutional or professional investors.

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).

Savills operates from over 700 owned and associate offices, employing more than 30,000 people in over 60 countries throughout the Americas, Europe, Asia Pacific, Africa and the Middle East.

Crosspoint Real Estate joins 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 four offices and more than 120 employees.



# CAPITAL MARKETS

## OUR SERVICE RANGE

Crosspoint specialists work with local and international institutions and property investors to identify the best solutions to accelerate the success of their financial portfolio.

### DISPOSALS AND ACQUISITIONS



### UNDERWRITING ADVISORY



### DEAL STRUCTURING





We have created an efficient and broad real estate platform, with a focus on high-quality assets across office, industrial, retail and multi-unit residential asset classes.

We are able to connect private investors with larger, institutional quality assets, creating access to the broadest selection of qualified buyers in the market place.

## RECAPITALIZATION

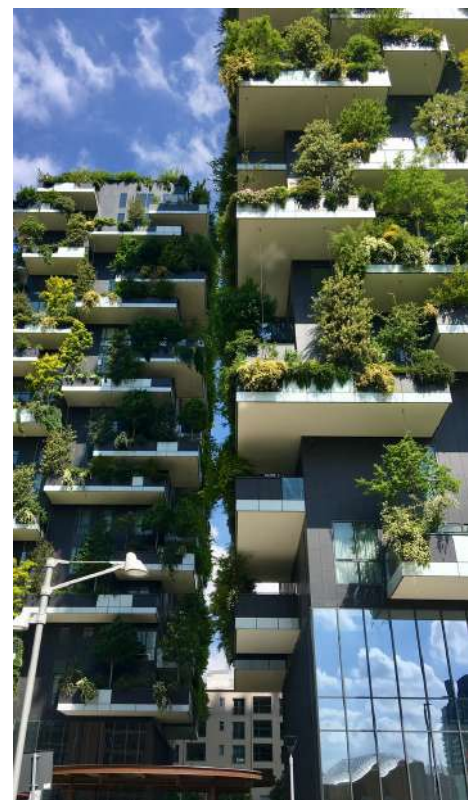


## DEBT AND EQUITY ORIGINATION

## BROKER OPINION



## SCOUTING MANDATE



# OFFICE AGENCY

## OUR SERVICE RANGE

Our Office Agency has an excellent client record in providing premium advisory services for both international companies as well as mid-size and large local players.

### LANDLORD REPRESENTATION



### MARKET RESEARCH OVERVIEW



### PROPERTY MARKETING CAMPAIGNS



Either you are an investor, developer, landlord or an occupier of office space, our teams provide a comprehensive range of services and professional advice in order for you to get better value from the property.

Our leasing experts provide market-leading services and advisory around the leasing, disposal and acquisition of vacant leasehold and speculatively built properties.

**PROPERTY  
SEARCH AND  
ACQUISITION**

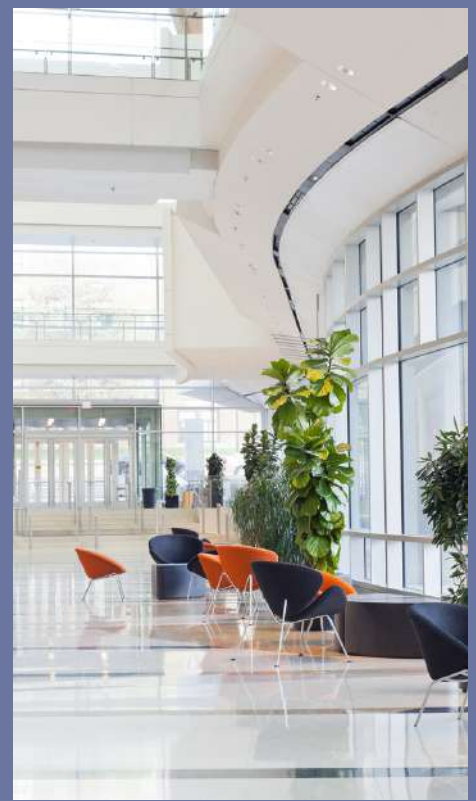


**IDENTIFICATION  
OF TARGET  
OCCUPIERS**

**LEASE NEGOTIATION  
/ EXPANSION  
/ REVISIONS**



**CONCEPT &  
DESIGN  
CONSULTANCY**



# TENANT REPRESENTATION

## OUR SERVICE RANGE

With a solid experience on the market, our team represents Tenants through the entire real estate process, providing strategic office market advisory, customized research, options analysis, costs optimization through workspace consultancy, full coordination of the real estate process, be it pre-lease, contract renegotiation, lease extension, relocation or built-to-suit solutions.

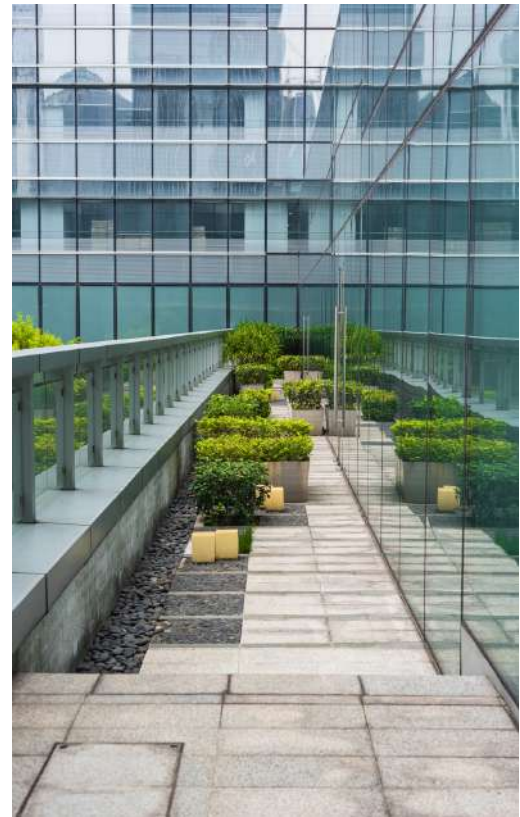
### FINANCIAL FORECASTING



### NEGOTIATIONS

### SITE VIEWINGS & PROPOSALS

### PROJECT MANAGEMENT



Our team evaluates market conditions (rental rates, levels of occupancy of an area, Tenant relocations, proposed development and other real estate trends) and develops a leasing strategy and program specific.

We position ourselves as your strategic advisor, minimizing the real estate costs of your property and occupancy risks while maximizing productivity and workplace flexibility.

We'll analyse your business drivers and occupancy needs, identify and evaluate appropriate options, and manage lease negotiations.

**STRATEGY  
DEVELOPMENT**



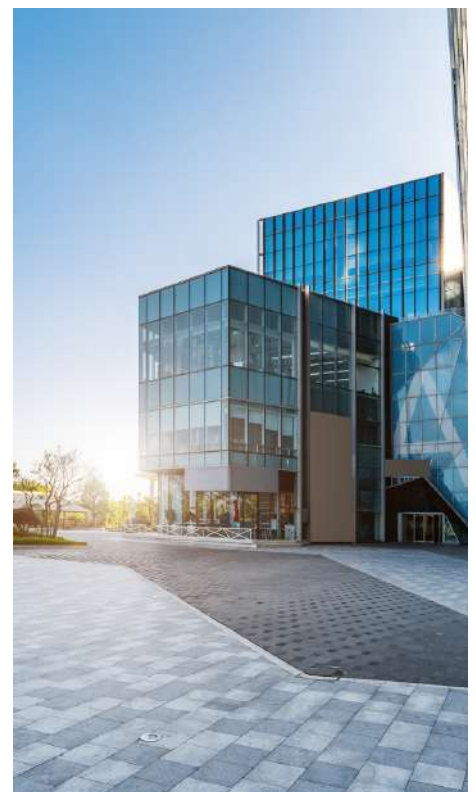
**RESEARCH**



**SPACE  
PLANNING**



**WORKSPACE  
CONSULTANCY**



# INVESTMENT

## OUR SERVICE RANGE

In a highly competitive and maturing market, our Investment and Appraisal team can source products and undertake risk analysis, market and feasibility studies across all property sectors.

**ANALYSIS AND  
ADVISORY ON  
PROPERTY  
CHARACTERISTICS  
AND TENANT  
PROFILE**



**INVESTMENT  
STRATEGY & EXIT  
ADVISORY**

**MARKET ANALYSIS  
AND DISPOSAL  
STRATEGY**



Our area of expertise includes acquisition of existing income producing buildings, ready to occupy buildings or already planned development projects, specialized by client type, geographic coverage and property sector.

In conjunction with our international partners, we are also able to provide advice to funds on structuring and setting up an investment vehicle dedicated to acquiring properties in Romania and CEE.

**EQUITY  
RESTRUCTURING**



**ACQUISITION  
ADVISORY**

**PROPERTY  
FINANCING  
ADVISORY**



# INDUSTRIAL & LOGISTICS

## OUR SERVICE RANGE

We have a wide range of available units for sale or lease and an experienced team ready to assist with all the commercial property matters.

### LAND ACQUISITION AND DISPOSAL



### WAREHOUSE & INDUSTRIAL PROPERTY LEASE



### BUILT-TO-SUIT PROJECT CONSULTANCY





We advise a wide range of clients on property acquisition, occupation and ownership strategies, asset management, regeneration, planning, development and building consultancy, stock condition, disposal and management.

Our professionals have the experience and knowledge to meet your industrial business needs for warehousing, distribution, manufacturing and other functionally specialized uses of industrial space across Romania, given the continuous growth of e-commerce globally and demand for same day delivery.

All phases of negotiation are conducted using real-time local, regional, and national data supplied through our database. Our ability to incorporate key elements such as government incentives, workforce analysis, location potential and effective exit strategies allows you to achieve full potential for your real estate assets.

**SALE &  
LEASEBACK**



**OCCUPIER  
SERVICES**



**LANDLORD  
REPRESENTATION**



**PROPERTY  
ACQUISITION  
& SALE**

# RESIDENTIAL & PRS

## OUR SERVICE RANGE

Whether buying, selling or renting residential property, both local and international clients approach us for trusted advice, be it for diplomatic penthouses in Bucharest or for exquisite villas.

**ONE-STOP SHOP  
MARKETING &  
SALES OF  
RESIDENTIAL  
HOUSING**



**ADVISORY  
DURING THE  
DEVELOPMENT  
PHASE**

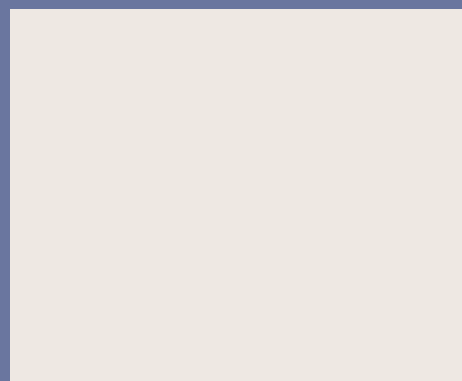
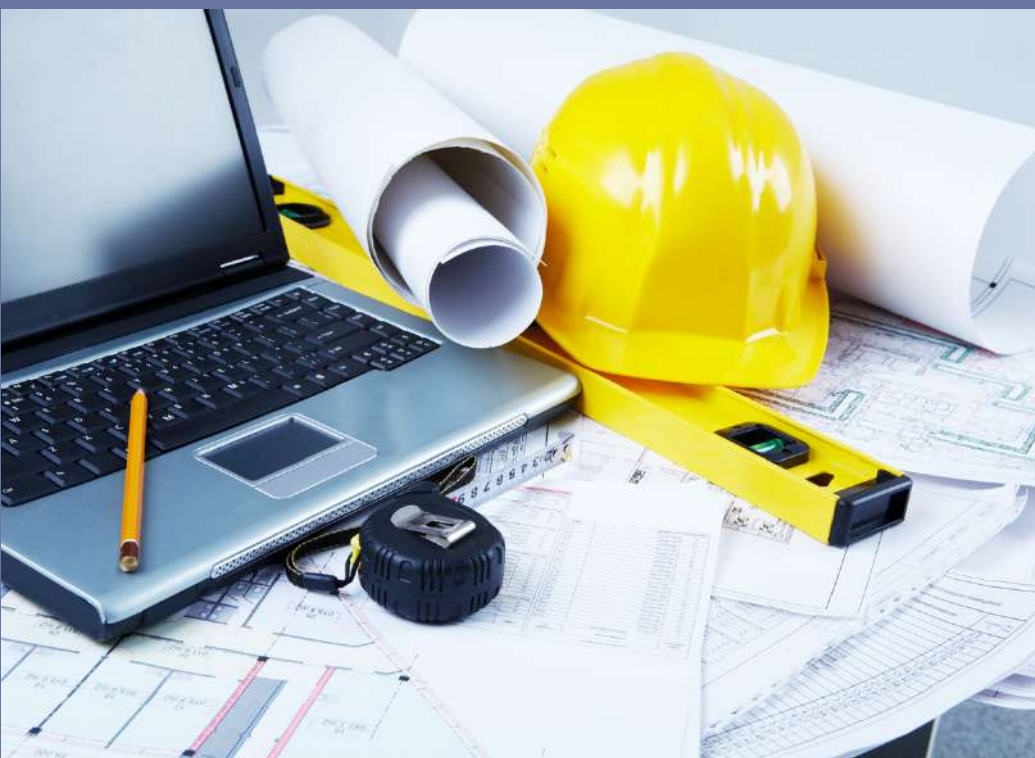
**PRIVATED RENTED  
SECTOR**

Either you are an investor, developer, landlord or an occupier of office space, our teams provide a comprehensive range of services and professional advice in order for you to get better value from the property.

Our leasing experts provide market-leading services and advisory around the leasing, disposal and acquisition of vacant leasehold and speculatively built properties.

**PROPERTY  
SEARCH AND  
ACQUISITION**

**SOURCING FUNDING  
SOLUTIONS FOR  
RESIDENTIAL  
PROJECTS**



**IN-DEPTH  
MARKET  
ANALYSIS**

# LAND DEVELOPMENT

## OUR SERVICE RANGE

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.

### MAPPING/LAND SCOUTING



### SITE SELECTION



### MARKET ANALYSIS

### BEST USE ANALYSIS

First, we identify the right site for you, through a meticulous search, after 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.

We keep a close relationship with vendors and active investors and we're 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.

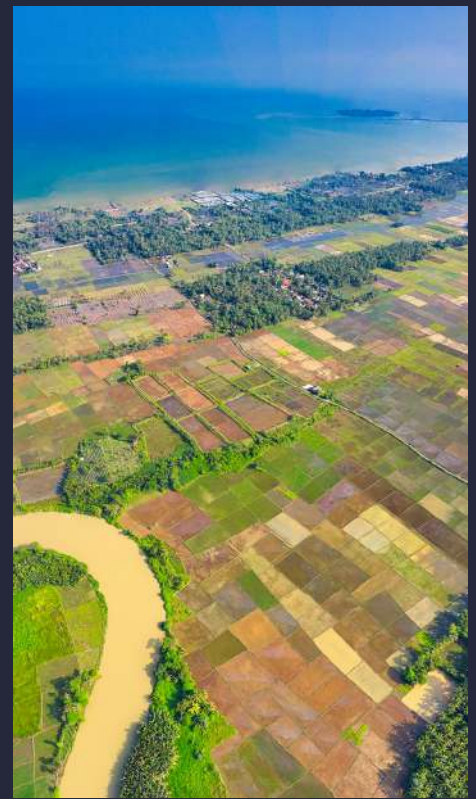
## FINANCING OPTIONS



## FEASIBILITY STUDIES



## SITE PLANNING



## PERMITTING



# PROJECT MANAGEMENT

## OUR SERVICE RANGE

The passion and determination of taking part in the process of turning a vision into a tangible building is the very reason why we have created the company in 2005. When facing a complex real estate project, you need to envision the multitude of variables details along the path, from concept to execution, while avoiding risk.

### DEVELOPMENT & DESIGN OF NEW PROJECTS



### HEALTH & SAFETY MANAGEMENT

### SUPERVISING & SITE MANAGEMENT

### TECHNICAL DUE DILIGENCE



Our specialists are well versed in the fields of architecture, construction, development, engineering, technology, accounting and property management. As Project Managers, Crosspoint Real Estate specializes in acting as the Client's representative, in defining the brief for developments, and coordinating all the necessary professionals in order to deliver the projects.

By using systematic techniques, our people ensure your projects are implemented flawlessly, while keeping budgets, quality, risk and above all - client satisfaction, can be realized in measurable business terms. We also make sure contractors live up to their commitments, and that everything promised is done right and on schedule.

At any time, we can supply the input of specialists in specific areas, such as engineers, environmental consultants or specialist surveyors engaged in investigating the use of deleterious materials in buildings, to offer the best solution for any investment, development and occupational requirements.

**TECHNICAL  
ASSISTANCE  
THROUGHOUT THE  
EXECUTION OF  
CONSTRUCTION  
WORKS**



**TECHNICAL  
ASSISTANCE AT  
THE RECEPTION  
OF THE WORKS**

**TECHNICAL  
REVIEWS OF  
BUILDING  
SPECIFICATIONS**



**FEASIBILITY  
STUDIES &  
LEED GREEN  
CERTIFICATIONS**

**MANAGE THE  
TECHNICAL  
MANUAL OF  
CONSTRUCTION**



# VALUATION

## OUR SERVICE RANGE

Following the successful integration of an existing property valuation platform, Crosspoint Valuation division provides real estate appraisals for a wide range of properties (land, residential, industrial, office, retail, hotel/leisure).

**PORTFOLIO VALUATIONS**

**SPECIAL PURPOSE VALUATIONS**

**PROPERTY VALUATIONS:  
LAND, OFFICE, RETAIL,  
INDUSTRIAL, HOTEL AND  
RESIDENTIAL**

**FEASIBILITY & HIGHEST AND  
BEST USE STUDIES ON  
PROPERTIES, MARKETS AND  
LOCATIONS**

**VALUATION OF COLLATERAL  
FOR DEBT FINANCES  
PURPOSES (INCLUDING IPO'S &  
STOCK EXCHANGE LISTINGS)**



All valuation work undertaken by Crosspoint is carried out in accordance with the Code of Practice as laid down by the Royal Institution of Chartered Surveyors (RICS) and locally acknowledged standards (ANEVAR) for a wide range of purposes, ensuring that our work is internationally accepted by investors, financiers and institutions.

**INTEGRATED NETWORK DATABASE, AVAILABLE IN REAL TIME (CRM)**

**2 CHARTERED SURVEYORS (RICS)**

**ANEVAR CORPORATE MEMBER**

**TEAM OF 6 MEMBERS WITH OVER 15 YEARS' EXPERIENCE IN VALUATION**

Clients turn to us for impartial accurate real estate appraisals on properties ranging from office buildings and retail centers to industrial assets. We carry out valuations of property portfolios for a variety of purposes, including: loan-security, due diligence, debenture, tax, acquisition and disposal, Stock Exchange listing and accounting, for the benefit of property companies, developers, investors (private and institutional) and banks/financial institutions.



# RESEARCH

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## OUR SERVICE RANGE

Crosspoint Research provides in-depth analysis to local and multinational/institutional clients, linking financial advisory to sheer real estate data and sales advisory, as well as the consumption/absorption patterns on the selected sectors of interest.

**REAL ESTATE INVESTMENT RESEARCH**

**COMMERCIAL REAL ESTATE MARKET RESEARCH**

**RESIDENTIAL SECTOR PROPERTY ANALYSIS**

**SUPPLY AND DEMAND ANALYSIS**

**DEVELOPER RATING ANALYSIS**

**REAL ESTATE MARKET REPORTS**

**ECONOMIC IMPACT ANALYSIS**

**DEMOGRAPHIC ANALYSIS**

**MARKET FORECASTING**

**CUSTOMIZED RESEARCH AND CONSULTING**



Our team corroborates statistical data with market intelligence gathered from our field divisions, to provide valuable insights into the real estate trends, for the use of investors, developers, occupiers and other players interested in real estate.

We elaborate custom research on particular sectors and geographic areas, as well as broader market studies on topics impacting the real estate business.

The company gathers critical data and works closely with other research teams in Europe through the association with international property consultant Savills, providing the clients with vital cross-border information about investment and occupational supply and demand. Through the publication of in-depth research reports and provision of information and data, Crosspoint enables clients to have a significant comprehension of key forces influencing their target markets.

# MARKETING & SELLING INSTRUMENTS

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Properties are exquisitely put into value through a modern & dynamic web platform, built to offer a reliable browsing and eye-catching experience to the ever-refined modern consumer.

Crosspoint Real Estate's property website (crosspoint-imobiliare.ro) offers buyers and owners the option of customizing their searches, arranging property visits with just a mouse click, including features such as:

**PANORAMIC PHOTOS**

**CLIENT PERSONALIZED ACCOUNT**

**AERIAL PHOTOS & VIDEOS**

**PROFESSIONAL HD VIDEOS & PHOTOS OF PROPERTIES**

**AI GENERATED CAMPAIGNS**

**CUSTOMIZED SELECTIONS (BY PRICE, TYPE OF PROPERTY, ETC)**

**INSTANT UPDATE OF THE BEST DEALS**

**3D ANIMATIONS & VIRTUAL TOURS**



# OUR PARTNERS

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We are proud to have worked with some of the most important players in the real estate market over the years.



# Codrin Matei

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Principal Partner

Codrin Matei is co-founder and principal partner of Crosspoint Real Estate. For more than 13 years he has been actively involved in the local and foreign stock markets system, having also acquired an extensive experience in the banking industry, while holding positions within BRD – Groupe Société Générale (corporate clients and high-end individuals).

He has graduated the Academy of Economic Studies, Bucharest, with a major in Business Management followed by a master in Investment Management at the same university.

He is a certified Investment Consultant and holds a certification from London Business School on Corporate Finance.

Between 2015-2017, he was part of the Global Advisory Board for Leading Real Estate Companies of the World (by-invitation-only network, present in over 65 countries, with 565 firms and 130,000 sales associates that transact annually ~ \$368 billion).

“

*Everyone needs recommendations because we aren't omniscient. Therefore, I believe in the future of the consultancy market, whichever will be the rules of «the game». In consultancy, as much as in other sectors, the quality is the key, so only the most experienced and professional ones will successfully perform.*

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# Mihai Dumitrescu

Managing Partner

Mihai Dumitrescu has been together with Crosspoint Real Estate since 2006, as co-founder and managing partner.

His major contribution to the development of his department brought Crosspoint among the top real estate companies on the market.

Personally, he brokered transactions of more than €150 million, consolidating his position as one of the most valuable individual real estate advisors.

He has graduated the Romanian-American University of Bucharest with a major in International Economic Relations.

“

*The engine of any company is the team. We, the management, are just the mechanics that oversee that the engine is fully calibrated, in order to hit its highest performance. My colleagues are part of my family, with whom I share daily joys and challenges. I am proud to be part of this team, to whom I dedicated a lot, but had so much to learn and win from.*

”



## Cosmin Grecu MRICS

Managing Partner,  
Business Development Manager

Cosmin Grecu is a Managing Partner at Crosspoint Real Estate and has been in charge of the valuation and research departments from 2016 until his appointment as Business Development Manager in 2020.

His previous work experience includes development management for Raiffeisen Evolution and business development for Advanced Development.

From 2009 to 2016 he was the managing partner for CENTURY 21 Research and Valuation Romania.

His academic background includes a degree on e-commerce from The Faculty of Cybernetics, Statistics and Economic Informatics at the Academy of Economic Studies, master degree in Electronic Business and E-Commerce, as well as a marketing postgraduate course at the same university.

He is fluent in German and English. He is a member of ANEVAR (The National Association of Authorized Romanian Valuers) and also a member of The Royal Institution of Chartered Surveyors (RICS).

“

*Knowledge is indeed power. The name of the game is now Big Data. I strongly believe that the future will belong to those who embrace technology and innovation. The ones that identify smart solutions for optimizing their work will be ahead of their peers.*

”



**Disclaimer**

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