



# ENGADIN REM

Immobilien | Real Estate

Your REAL ESTATE is our TOP PRIORITY.



## **CLOSE** to our **CLIENTS**. Since **2004**.

Real estate is our passion, and your expectations define our standards. From initial consultation to the successful completion of complex projects, Regula Cadalbert and Francesco Stazonelli work closely with you to achieve the optimal solution. More than property brokers, we provide confidence and trust throughout the entire process. Being close to our clients has been at the core of our philosophy since 2004 – and it will remain so in the years ahead.



*R. Cadalbert F. Stazonelli*

Regula Cadalbert & Francesco Stazonelli

Owners & Managing Directors

## Your **SPECIALIST** in the **UPPER ENGADIN.**

Is it the vast open spaces, the climate, the mountains, the lakes, or perhaps this very combination that captivates people and holds them under the spell of this high alpine valley? As both of us are originally from the canton of Graubünden, it was clear from the founding of our company that we would specialize in the Engadin, primarily the Upper Engadin and St. Moritz.



# Marketing

Your real estate needs are at the heart of everything we do. We provide tailored solutions for the sale and leasing of properties and support you personally with expertise, dedication, and a deep understanding of the local real estate market.

## SALES

Whether you wish to sell your house, apartment, or land, we support you at every step of the sales process. From market analysis and property valuation to marketing and contract execution, we ensure that your sale proceeds smoothly and successfully.

### OUR SERVICES INCLUDE:

- Assessment and valuation of the property
- Determination of a realistic asking price
- Preparation of a professional and detailed sales dossier for prospective buyers and their financing banks
- Organization and conduct of property viewings
- Negotiation with interested buyers
- Preparation and drafting of a purchase agreement
- Advice on property-specific matters, such as the tax implications of a sale
- Organization of notarization and transfer of ownership

## LEASING

If you are looking to lease your property, we are your reliable partner. We identify suitable tenants, handle property viewings, prepare legally compliant lease agreements, and support you in the administration of your rental income.

### OUR SERVICES INCLUDE:

- Leasing of apartments and houses for long-term rental
- Initial leasing of new properties
- Re-leasing of existing properties
- Leasing of office and commercial spaces
- Customized property management services



## We are a member of the Swiss Association of Real Estate Brokers, SMK.

Trust is important. Verified expertise is even better. The Swiss Association of Real Estate Brokers brings together Switzerland's certified real estate specialists. Admission as a member requires meeting strict criteria, including many years of professional experience, adherence to a code of ethics, and the continuous professional development of all staff members.







# Valuations

A precise valuation of your property forms the foundation for a successful sale or purchase. Accurate determination of market value is essential. We combine in-depth market knowledge with state-of-the-art valuation methods to provide you with a reliable and accurate assessment.

## LOCAL MARKET EXPERTISE FOR YOUR PROPERTY

With many years of experience and a deep connection to the Upper Engadin, we offer exceptional expertise in the local real estate market. We understand the unique characteristics of individual neighborhoods, development plans, and trends that can influence the value of your property.

This knowledge enables us to provide a valuation that is not based solely on numbers, but on a well-founded understanding of the local real estate market.

## UNDERSTANDING SUPPLY AND DEMAND

The value of a property is largely determined by supply and demand. We analyze not only comparable sales prices, but also current market trends and the needs of potential buyers. This allows us to present a valuation that reflects current market conditions and provides you with a realistic basis for informed decision-making.

Rely on our expertise to determine the true value of your property.

Contact us today for a professional valuation and experience our dedicated, personalized service firsthand.



### Get a first indicative property value in just a few clicks

Would you like to receive a quick and straightforward initial assessment of your property? Use our user-friendly online tool. With just a few details, you can generate a brief valuation and gain initial insights into the value of your property.



# Project Development

Actively managing a property throughout its entire life cycle means creating added value. Real estate investments are not static assets, but dynamic investments.

## PROJECT DEVELOPMENT

Our broad range of services extends beyond the sale and leasing of properties to include comprehensive advisory services and the realization of real estate projects. From initial concept through turnkey delivery, we provide customized solutions that meet the highest standards.

Discover the opportunities and potential of your real estate ideas with us. Contact us today for a personal consultation, and together we will find the optimal solution for your real estate project.

### OUR SERVICES INCLUDE:

- Advisory services, coordination, and guidance for real estate projects
- Project and market positioning
- Definition of target groups and product concepts
- Feasibility analyses and project cost calculations
- Central coordinating role and liaison between key stakeholders such as financial institutions, investors, and related parties
- Coordinating interface between authorities, public agencies, architects, construction managers, and other project participants
- Marketing and brokerage of new development projects
- Consulting and recommendations regarding the use of digital tools and technologies

## OWNER'S REPRESENTATION

An owner's representative plays a central role in construction project management. Acting on behalf of the property owner, they represent the owner's interests toward all parties involved in the construction process.

From planning through execution, a clear concept and a single point of contact are essential components of a successful project. The role of the owner's representative encompasses a range of duties and responsibilities designed to ensure that the project is completed on schedule, within budget, and in accordance with the defined quality standards.

### OUR SERVICES INCLUDE:

- Project coordination and oversight
- Planning of every phase of your project through to key handover
- Permits and approvals, including building applications and regulatory requirements
- Budget control and cost management
- Quality assurance
- Schedule management
- Communication and reporting
- Contract management
- Risk and issue management



## We are members of the Chamber of Independent Owner's Representatives, KUB.

The Chamber of Independent Owner's Representatives brings together professional providers of advisory services for property owners throughout Switzerland. Its name stands for technical expertise and serves as a recognized seal of quality in owner representation and advisory services. As a member organization of the Swiss Real Estate Association, the Chamber ensures strict compliance with the professional standards and codes of conduct of the industry association.



Chesa Paravicini

SILVAPLANA

CHAMPFER

CORVATSCH





## **Chesa Terrafina, Pontresina, 2027**

Development, management,  
marketing, and sale of exclusive  
condominium residences



chesa süsom 67



## Chesa Süsom, Silvapлана-Surlej, 2024

Development, management,  
marketing, and sale of exclusive  
residential condominiums





## Chesa Julier Palace, Silvaplana, 2018

Project development, investor  
sourcing, project management,  
marketing, and sales





## Chesa Paravicini, Silvaplane, 2014

Investor sourcing, project  
development, marketing,  
and sales of exclusive owner-  
occupied residences



# ENGADIN REM

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