

ramco

REAL ESTATE ADVISERS SINCE 1973

Over the years, RAMCO has developed into a full line real estate advisory company, offering a comprehensive range of professional agency, marketing & consultancy services.

Building on our reputation, extensive professional networks and long-standing knowledge of the Lebanese market, we offer our clients un-paralleled market insight and a service to match.

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LAND ACQUISITION & DISPOSAL

RAMCO has been involved in land brokerage since its inception, building long-term relationships with a number of clients on the basis of trust, integrity, and strict confidentiality. We currently have a land bank with a wide range of plots of varying sizes and characteristics across Lebanon.

RAMCO identifies and assesses specific opportunities, conducts due diligence, prepares a property brief, advises on acquisition or disposal and undertakes the negotiation process.

PROJECT MARKETING & PLACEMENT

RAMCO can undertake the exclusive marketing and sales of a project, be it residential, office, retail or mixed-use, playing either a basic exclusive sales role or a more holistic 'marketing and sales' function.

The earlier in the project RAMCO gets involved, the more added-value we can bring. We can advise clients from a project's inception on typologies and amenities, manage the production of marketing and sales materials, through to overseeing advertising and launching events.

3 SALES & LETTINGS Residential Retail Office

We cater for companies and individuals looking to buy, sell, rent or let their home, office or retail outlet.

RAMCO undertakes sales and lettings across the various property types. We offer our clients easy access to our broad range of available properties via our database-enabled website and our team of professional brokers.

RAMCO undertakes Sales & Lettings for properties and clients primarily on an exclusive basis by offering a number of additional initiatives to execute a successful completion.

RAMCO has a strong tradition in Retail Leasing dating back to the 90's with the location identification and leasing of the former BHV / Monoprix in Jnah and the Virgin Megastore in BCD. We have continued since then to grow our relationship with retailers and F&B operators.

4 CONSULTANCY & ADVISORY

RAMCO undertakes consultancy studies, offering professional advice on optimal land use and product mix for residential, office, retail or mixed-use developments.

RAMCO's work involves establishing the best development concept, suggesting optimal typology and pricing matrix for the various components, advising on the suitability of mixed-use elements, through the provision of up-to-date data on market trends, market absorption and pre-sale rates, and potential sources of demand.

Some of our recent consultancy and advisory clients include:

- Bank Med
- Audi Saradar
- M1 Group
- Horizon Development
- Solidere
- Ernst & Young
- ABC Group
- Municipality of Muscat, Oman

5 VALUATION

RAMCO is a leading valuer accredited by the Central Bank of Lebanon. We provide expert and comprehensive advice on the fair value, potential land use, legal framework, and risks and opportunities for land acquisitions or disposal.

Many financial institutions, including the Central Bank, feature amongst our clients. Local and international institutions as well as families and individuals with property portfolios have developed longstanding relationships and repeat business practices with our valuations team.



RESEARCH & PUBLICATION

In July 2003, RAMCO launched its first periodic market report, with unique insight into all segments of the real estate market in Lebanon, up-to-date monitoring of opportunities, risks and price trends.

RAMCO contributes a bi-weekly commentary on the real estate market to the L'Orient Le Jour and publishes an annual residential property review for Le Commerce du Levant. We also provide regular commentaries for the leading Arabic, French and English publications. RAMCO is regularly solicited by local and international news agencies for information on investment and real estate activity in Lebanon.