



**aucon**  
austrian consulting group

real estate solutions

APPRAISAL - PLANNING - DEVELOPMENT - MARKETING - ADVERTISING - SALES



# real estate solutions

*Denken und Tun, Tun und Denken,  
das ist die Summe aller Weisheit,  
von jeher anerkannt, von jeher geübt,  
nicht eingesehen von einem jeden.*

*Beides muss wie Aus- und Einatmen  
sich im Leben ewig fort hin und wider bewegen;  
wie Frage und Antwort sollte eins  
ohne das andere nicht stattfinden.*

*Johann Wolfgang v. Goethe*



## AUCON – AUSTRIAN CONSULTING GROUP

The Aucon – Austrian Consulting Group is an advisory team made up of Austrian companies and liberal professionals (civil engineers, court-approved experts, architects, property trust companies and advertising agencies) which has been providing a comprehensive property consulting service for more than 10 years to domestic and foreign enterprises, companies, corporations, institutions, and investors.

The group's area of endeavor is to provide enterprises throughout the entire property business area with consulting and assistance and to make possible complex total solutions in all areas, while minimizing the number of contact people necessary. In this way, everything, starting with the assessment, continuing through the development, and finishing with the marketing concept and its realisation, is provided by one source.

## IMMOBILIEN MANAGEMENT

The Aucon – Austrian Consulting Group engages around 20 co-workers in the core segment of appraisal, advising, and planning. A further 20 people in partner firms dealing in marketing, advertising, and sales and distribution stand ready to take quick, solution-oriented action.

*Managing Directors (left to right)  
Friedrich Csörgits, real estate consultant  
Heinz Liebenritt, civil engineer  
Hubert Wech, architect*





Heinz LIEBENTRITT,  
civil engineer  
certified appraiser

*“ Business and technology – a worthwhile combination ”*

## APPRAISAL

The appraisal team is directed by the engineer Heinz Liebentritt. He is a civil engineer for building construction and has been registered as a court-approved, certified property appraiser since 1997. Mr. Liebentritt was one of the first registered property appraisers in Austria within the domain of property development.

The architect Hubert Wech is also a court-approved, certified property technical appraiser. Thus the Aucon – Austrian Consulting Group can introduce both the business and technically relevant components when supplying the required expert evaluations. This guarantees you an exact determination of property value according to international standards.

- Appraisal
- Determination of the market value / buying and selling prices
- Portfolio evaluation
- Feasibility studies
- Economic analyses and calculations
- Marketing research and analyses
- Strategic concepts for property ownership and investment
- Usability and orientation concepts
- Building and location analyses
- Due diligence (legal, economic, technical)



Hubert WECH  
Architect  
certified appraiser

*“From the plot of land, through the architect’s plan, to the finished building”*

## PLANNING, BUILDING OVERSIGHT & RENOVATION

The architectural and planning team of the Aucon – Austrian Consulting Group, under the leadership of the architect Hubert Wech, is the right contact for every area of detail involved in the realisation of a building project. Not only the individual components, such as planning, building oversight, or inviting bids from craftsmen, but also overall project realisation, from planned construction to turning over the keys to the finished building, have been successfully carried out during the last 15 years by this building-development and architectural office.

The Aucon-Group offers complete service for new buildings as well as for renovation or reconstruction of residential and commercial property.

- Project-oriented procurement of land
- Evaluation of land, examination of the legal and technical building possibilities
- Entire management of the transactions with the authorities
- The architectural planning (from the sketches to submitting the finished plans)
- Inviting bids from the craftsmen, contract negotiations with craftsmen and prime contractors
- Building oversight and controlling the building progress
- Property development – overall project realisation up to and including turning over the keys to the building
- Cost co-ordination and cost control
- Investigating renovation costs
- Carrying out and overseeing renovation work
- Accompanying controls and acting as an agent for the building’s owner
- Optimisation testing
- Mediation





Friedrich Csörgits  
Real Estate Consultant  
certified Communications Expert

*“One billboard is no longer enough”*

## MARKETING & ADVERTISING

Having familiarity with the local market and the right access to the pertinent target groups are essential building blocks to successfully marketing real estate. Friedrich Csörgits, real estate consultant and head of the Marketing and Advertising Department, relies on an optimally tuned marketing mixture and a broad-based communications solution.

Fifteen years of marketing experience play their part in seeing that each piece of real estate is suitably conceived and marketed. The advertising agency Aucon Kunstwerk, with its graphic artists and designers, creates just the right market look.

- Marketing conceptions and consulting
- Marketing research, consumer studies
- Conception and production of advertising materials
- Graphics, layout, and design of brochures, billboards, etc.
- Sales strategies, such as direct mailings and event marketing
- 3D animation, visualisation aids
- Multimedia presentations and films
- Internet platforms and databanks
- Web-page design and programming

marketing & advertising





Dr. Alexandra GABRIEL  
& team

*"What use is the the best advertising, if no one in the area is selling?"*

## SALES AND DISTRIBUTION

*"What use is the the best advertising, if no one in the area is selling?"*  
Right! Nothing.

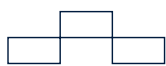
And that's why the Aucon – Austrian Consulting Group invests in a strong sales personnel. The real estate agency of Dr. Alexandra Gabriel takes charge of the professional administration of your real estate or land. Having a large number of well-trained real estate agents, Dr. Gabriel's agency can be counted among the leading real estate agencies. And a long-standing successful market presence brings that special „know-how“ with it.

In addition to all the other marketing and advertising options at its disposal, Dr. Gabriel's agency has the possibility, as a member of the Austrian Board of Realtors, of offering the real estate object in question in a common pool with other realtors, thus facilitating a quicker sale.

Outsourcing – also offering an interesting alternative in the real estate branch, from the economic as well as the organisational point of view!

## ADMINISTRATION

The Aucon – Austrian Consulting Group, with its property management branch, can offer long-term customer service to both owners and property users. The investment and assets management contributes toward upholding the property value and endeavors to act in the interests of each owner in order to achieve a maximally profitable real estate management and efficient administration.





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IMMOBILIEN - WOHNUNGEN - GRUNDSTÜCKE

