

## **David Borck Immobiliengesellschaft**

### **Caren Rothmann and David Borck transformed their Company from a Brokerage into a Real Estate Service Provider / The Result: Over 1.100 Properties in 5 Years**

David Borck Immobiliengesellschaft was founded in 2010 by Caren Rothmann and David Borck. Their goal: “We want to operate just as individually, innovative and design-oriented like an upscale boutique hotel – and, at the same time, offer the standard of international houses.” In accordance with this credo, the company provides professional full-service operations related to the sale and marketing of properties. The consultation includes even fundamental aspects such as pricing and the drafting of ground plans, which will be adapted by the experts and reviewed for a sustainable positive performance. Moreover, the establishment of a professional marketing plan, target group analysis as well as the creation and designing of logos, names, brochures, and sales documents are part of the company’s portfolio. And the service of David Borck Immobiliengesellschaft includes even more: financing at particularly favorable terms can be inquired via the large network which also provides specialist lawyers, notaries, and architects, so that clients can profit by the full service from a single source. “Thanks to our great network and our long-term market experience we were able to group the best experts around our company. This also benefits our clients, because they can make use of our expert network,” explains managing director and owner David Borck the company’s philosophy. Moreover, 25 staff members attend to the projects and are ready to provide assistance to stakeholders, sellers, and buyers.

“No matter if it is a single apartment that needs to be put on the market or the exclusive distribution of a major project with 200 units – we always work with full-hearted commitment,” says managing director and owner Caren Rothmann. Their customer data base contains over 20.000 people including their personal wishes of a property object. “Usually, it is enough to address a handful of stakeholders because we know exactly what our clients are looking for,” says David Borck. Apart from institutional investors from Germany, the regular clients of David Borck Immobiliengesellschaft are private investors from Berlin. “The aim is to continue our dynamic growth and we are planning to approach reliable investors from China and Russia directly,” explains David Borck the strategy for the coming years. “Because the real estate prices in Berlin are favourable by international comparison and have growth potential.” In order to keep offering good products at reasonable prices to their clients, Caren Rothmann and her team regularly scan the neighbourhoods of Berlin. Due to these trend analyses David Borck Immobiliengesellschaft early predicted the upturn of the so-called “Kreuzkölln”. “Currently, we are observing a very rapid development of the Scandinavian Quarter in Prenzlauer Berg. The areas around the airport BER also promise attractive returns,” Caren Rothmann sums up.

Aside from the real estate business, Caren Rothmann and David Borck are committed to social work. In doing so, they try to maintain the diversity and charm of Berlin in spite of its rapid development. For example, David Borck Immobiliengesellschaft is a sponsor of the sports club TuS Makkabi and of WIZO and even participated in their charity soccer tournament. And the company is also leading sponsor for the annually Chanukka ball.

**About Caren Rothmann:**

Caren Rothmann founded her first own company already at the age 25. Since then, she has begun an impressive career as a successful businesswoman within the property sector, during which she – among other things – has accompanied the purchase of over 200 apartment buildings for a Danish investor. Since 2010, Rothmann manages as a central figure the development of David Borck Immobiliengesellschaft within the property market of Berlin and contributes her commercial and strategic know-how as well as her love for design and aesthetics.

**About David Borck:**

David Borck is regarded as one of the experts of Berlin's property market. Starting his career at 18 years as a broker and after more than 35 years in this business, David Borck knows the field like no other. His network contains well-known stakeholders and Borck uses their know-how for the benefit of the customers. With his negotiating talent he pushes the internationalization of the David Borck Immobiliengesellschaft and targeted appeals of institutional investors.

## **Excellent: David Borck Immobiliengesellschaft wins the European Property Award 2018/19 for the project marketing of new construction project “NeuHouse”**

**The Berlin real estate agency wins the award in the category “Development Marketing” for best project marketing of the new building project “NeuHouse” in Kreuzberg.**

Not only the top ratings in the Capital Broker Compass 2018 distinguish the David Borck Immobiliengesellschaft as one of the leading real estate agencies in Germany, also the recently won European **Property Award 2018/2019** confirms the company’s extraordinary and international competence. The Berlin-based real estate company won in the category **Marketing and Communication** with its NeuHouse project in Berlin-Kreuzberg, and was awarded the prestigious prize. The jury of the prize awarded in London, consists of 80 international, independent experts who evaluated the submitted marketing and communication documents regarding criteria such as **design, quality, service, innovation and sustainability**. The chair is held by members of the House of Lords in the British Parliament. There are up to three winners per category for each country. David Borck Immobiliengesellschaft is **one of the three winners of the award** for the category "Development Marketing" from Germany. The European Property Award is regarded by many as the world's largest and most prestigious competition in the real estate industry, and it testifies to the winners’ excellence and professionalism. The team and the managing partners Caren Rothmann and David Borck personally accepted the award in the category “Development Marketing” at the official gala event in London at the end of October. NeuHouse is an ensemble of new modern and renovated old buildings from 1874, and it is being built directly in the new art and creative quarter on the former flower wholesale site in Berlin-Kreuzberg. The architectural monument with its 14 residential units will be renovated true to the original, while the new building with 61 apartments and its eye-catching, offset facade grid will have a clear, timeless appearance. Both buildings are connected by a two-sided glass-walled penthouse. Both the old and the new buildings are state-of-the-art in terms of comfort and functionality, have elevators and an underground car park. The ground floor of the new building will also house six commercial units. Currently, more than 80% of the apartments have already been sold.

### **About the David Borck Immobiliengesellschaft:**

When founding the David Borck Immobiliengesellschaft mbH back in 2010, the managing directors Caren Rothmann and David Borck already had substantial knowledge in the real estate industry. Their vision was to market real estate on an individual and innovative basis, while offering a one-stop solution for all provided services. Whether it’s a pre-WWII or new construction building, global or individual sales – the company takes care of the entire project marketing, while developing customized marketing strategies. Also, the sale of a new project was launched at Schönhauser Allee in the beginning of 2018. The David Borck Immobiliengesellschaft has been distinguished as TOP real estate agent by FOCUS in April of 2018, and in September 2018 the company received top ratings by the “Capital” broker compass for the fourth time in a row.

<https://david-borck.de/>

## **David Borck Immobiliengesellschaft distinguished by Focus**

**The Berlin-based real-estate service provider distinguished as top realtor by the news magazine's real estate report "Immobilienatlas"**

End of March, the David Borck Immobiliengesellschaft has been distinguished as one of the best realtors in Germany by the renowned business journal „Focus“. The coveted certification of quality is awarded to the best 1,000 real estate agents and top 200 commercial property agents in all of Germany every year by Focus in cooperation with Statista GmbH. The nominations are solely based on recommendations made by colleagues in the industry. About 13,000 realtors are asked to participate in an online survey for this purpose. Further criteria are, among others, a previous year's mention, a membership at the German Realtors Association IVD, as well as the services offered by the real estate agency. For the David Borck Immobiliengesellschaft, this is the second certification by Focus.

“This distinction by Focus is a validation of our successful work throughout the last couple of years, and at the same time, a motivation to keep going down our current path”, says managing director Caren Rothmann. Together with her business partner David Borck, as well owner and managing director, she has founded the company in 2010, and successfully sold more than 1,600 units since. “Our real estate agency offers all services relating to the marketing of real estate, from price determination to creating a marketing plan to the development of the project name, brochures and websites”, says David Borck, and adds: “Whether it is a single condo, or a major project featuring 200 units: We will always find an individual strategy that is perfectly suited to our clients' projects and needs.”

### **About the Focus „Immobilienatlas“:**

The *Focus-Spezial* “Immobilienatlas 2018“ evaluates and compares the market conditions in different regions of Germany, and provides predictions for future developments. Furthermore, Focus publishes a list of the best real estate agencies in Germany. The study has been conducted by the independent market-research company Statista, and is based mainly on recommendations made by colleagues. For this purpose, about 13,000 realtors of the cooperating partner ImmobilienScout24, and all regional associations of the German Realtors Association IVD have been reached out to. 1,000 real estate brokers and 200 commercial property agents with the most recommendations make the list, being distinguished as “Top real estate agent 2018” and “Top commercial property agent 2018”.

### **About the David Borck Immobiliengesellschaft:**

When founding the David Borck Immobiliengesellschaft mbH back in 2010, the managing directors Caren Rothmann and David Borck already had substantial knowledge in the real estate industry. Their vision was to market real estate on an individual and innovative basis, while offering a one-stop solution for all provided services. For this purpose, they drew on an extensive network of agencies, financing experts, appraisers, lawyers, and banks. Whether it's a pre-WWII or new construction building, a villa or condominium, global or individual sales – the company takes care of the entire project marketing, while developing customized marketing strategies. Since its founding, the David Borck Immobiliengesellschaft has been able to successfully sell more than 1,600 units this way. In April of 2017, the David Borck Immobiliengesellschaft has already been distinguished as top real estate agent by Focus.

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## **"NeuHouse" celebrates topping-out ceremony: Urban living with historic reference in the centre of Berlin**

**Topping-out ceremony for the NeuHouse project: The shell of the residential ensemble in southern Friedrichstadt is completed. In the neighbourhood of the newly emerging creative quarter on the former flower wholesale market site, UBM Development Deutschland GmbH and NeuHouse are developing a symbiosis of old and new – also in terms of architecture.**

The NeuHouse residential ensemble in Berlin's district of Kreuzberg is celebrating a milestone: the striking ensemble of a listed historic building and a complementary new building in a cutting-edge architecture celebrated its topping-out ceremony today. A total of 75 condominiums and six commercial units will be built in the two parts of the ensemble. Completion is scheduled for 2019. The client is UBM Development Deutschland GmbH. They are developing the project using their project company Stadtgrund Bauträger GmbH. The location in the southern Friedrichstadt opposite the Jewish Museum will be one of the city's most attractive urban quarters. The former junction between East and West is awakening to new life after a long slumber and, surrounded by upscale gastronomy, shopping and cultural opportunities, offers an excellent quality of life and living in the center of Berlin.

"Quality and sustainability are central elements of our corporate brand, which are reflected in our construction projects, whether in large-scale projects, offices, hotels or, of course, in the residential segment. With NeuHouse, it was essential on the one hand to achieve a successful balance between old and new, and on the other to create an oasis of sophisticated living culture in the heart of the city," explained Christian Berger, Managing Director of UBM Development Deutschland GmbH during the topping-out festivities.

"NeuHouse is a unique symbiosis of a new building and a listed building in one of the city's most exciting neighborhoods. Apartments between Friedrichstraße and Checkpoint Charlie are in absolute short supply and therefore highly sought after. The buyers are as exciting and international as Berlin's central district Mitte: More than two-thirds of the apartments have already been sold to owner-occupiers and investors, including many Berlin newbies, primarily from Austria, Switzerland and Italy," says managing partner David Borck, whose real estate company David Borck Immobiliengesellschaft exclusively manages the distribution of the apartments in NeuHouse.

New and historic buildings in Enckestraße will form a closed ensemble with a green inner courtyard of high quality in the spirit of Berlin's classic perimeter development. The apartment types range from one to five rooms to terrace and maisonette apartments with park views, and penthouses with views over the city. The sizes of the units range from 25-149 square meters.

The historic building dating back to 1847/48 was renovated according to monument conservation criteria and will accommodate 14 apartments including a maisonette apartment after completion. The building, decorated with ornaments and stucco, features room heights of up to three meters and fine parquet floors. The majority of the apartments will be equipped with rear balconies.

The new construction of the residential ensemble was designed by the architects GEWERS PUDEWILL. The building with its bright clinker brick façade, rounded corners and perforated balcony balustrades is decidedly modern, but at the same time it establishes a connection to the neighboring historic building. As a linking element between the old and new building, a two-sided glass penthouse is being designed, which can be accessed via the new building and extends over the roof of the old building.

Henry Pudewill, Partner at GEWERS PUDEWILL said: “Projects like NeuHouse, combining old and new, legacy and future, always have a special appeal for us. Working out a balance between strong new ideas and respectful handling of valuable substance, requires high attention and creates a constructive thrill for us”.

“The architecture captivates with its contrasting language of forms and materials of old and new, and elegantly combines the 19th with the 21st century. For Berlin’s historic center, which lost much of its urban and architectural identity in the decades that followed due to the damage caused by war, the construction of the Wall and extensive demolition measures, this new residential ensemble contributes to a gratifying, substantial revival,” enthused Andreas R. Becher, Chairman of the BDA National Association Berlin.

The new building will comprise 61 apartments including five maisonettes as well as six commercial units. On the fifth and sixth floors, penthouses offer a wide view over the city. The remaining apartments feature balconies, loggias and terraces.

Just west of the new ensemble is the Besselpark, which is currently being redesigned and will be equipped with a new playground. Shops and cafés have already settled all around Enckestraße, and the area around the Mehringplatz situated to the south is also a center of local supply.

### **About the companies**

**UBM Development** is the leading hotel developer in Europe. Its strategic focus is on the three clearly defined asset classes: hotel, office and residential, as well as on the three core markets: Germany, Austria and Poland. With 145 years of experience, UBM focuses on its core competence, the development of real estate. From the planning stage all the way to marketing, all services are offered from a single source. UBM's shares are listed in the Prime Market Segment of the Vienna Stock Exchange.

The **David Borck Immobiliengesellschaft** was founded in 2010 by the real estate experts Caren Rothmann and David Borck who had the vision of marketing real estate with an individual touch and innovative flair. Whether historic or new, single-family or apartment building, general distribution or individual sale – the company takes over the entire project marketing and develops tailor-made marketing strategies. Since its founding, the company has been able to find suitable buyers for over 1,600 units, including the NeuHouse apartments. The David Borck Immobiliengesellschaft is regularly awarded top marks in the Capital Maklerkompass.

## **New construction project: Urban villa featuring four maisonettes in Dahlem**

### **Sales launch for an urban villa featuring four maisonettes located at Podbielskiallee 38a in Berlin-Dahlem / Separate entrances create a feeling of having your very own house**

In this urban villa with four maisonette apartments for rent, you'll enjoy the living comfort of a house thanks to separate entrances! The villa is currently being built in Podbielskiallee 38a in Berlin-Dahlem, with construction starting at the beginning of 2018. The David Borck Immobiliengesellschaft was exclusively commissioned with the distribution, which was launched in November of 2017. "Architecturally, the urban villa takes up the proportions and outlines of the upper-class mansions of the neighborhood, and uses classical style elements of outstanding architects such as Palladio, Persius and Schinkel," says Caren Rothmann, managing partner of David Borck Immobiliengesellschaft. The symmetrical building has two floors and a basement, as well as an additional attic floor, and is surrounded by terraces overlooking the private garden and the neighboring villas. What makes the building special, is that it does not just comply with the mansions in the neighborhood in terms of architecture, but also in terms of living comfort. All four maisonette apartments feature separate entrances and don't have a shared staircase. Also, the inside will make the future residents feel like they're in their very own house, since the apartments are each stretched over two floors and aligned into different directions. "Thanks to its intelligent floor plans, the building fulfills highest demands on design, while establishing a connection to the surrounding nature," explains David Borck, also managing partner of David Borck Immobiliengesellschaft.

The new construction building is divided into two types of apartments with mirroring floor plans. Two garden apartments with approximately 137 square meters of living space spread across the ground floor up to the bright basement floor that features its own small terrace. Located in front of the apartments, is the spacious private garden which can be reached via the terrace with a size of about 20 sqm. The garden's highlight are the beautiful old trees, including an impressive copper beech that has called the villa district of Dahlem home since the Wilhelminian era. The two upper maisonettes that are also mirror-inverted, are spread over the top and attic floor. They can be reached by stairs or the private elevator via a separate entrance on the ground floor. On the top floor of these maisonettes with a size of approximately 146 sqm each, you will find the open-plan living area for eating, cooking and spending quality time. The living space seamlessly merges into the two terraces of about 9 and 25 sqm, with views of the building's private garden.

All four apartments speak the same modern and clear architectural language, and share the same high-quality materials: Belgian bluestone, large-format herringbone oak parquet flooring with underfloor heating, and Kirchheim Muschelkalk make for a smooth triad of design. State-of-the art technology includes video intercom, elevators with direct access to the apartments on the upper floors, floor-to-ceiling wooden windows, and integrated electric sunscreens. Parking spaces are also available on request, while the subway is just 150 meters away, and takes you from Dahlem to the KaDeWe department store in just 13 minutes, not mentioning the nearby shopping opportunities located at Breitenbachplatz, Roseneck and Schlosstrasse. The quiet and sophisticated neighborhood of Dahlem

offers plenty of museums, parks and leafy forest that entice you to relax, while the property is also characterized by old, beautiful trees.

**About the new construction project Podbielskiallee 38a in 14195 Berlin-Dahlem**

- New building ensemble stretching across three floors
- Approx. 566 sqm of living space across four maisonettes
- two car-parking spaces and a car lift
- Total amount 4,909.000 €
- Purchase prices from 7,292 Euro / sqm
- Underfloor heating, herringbone oak parquet floors, floor-to-ceiling windows, video intercom, private balconies or terraces, and private garden on the ground floor
- High-quality interior with Belgian bluestone and Kirchheim Muschelkalk, natural stone bathrooms, wall paint by the luxury color manufacturer Farrow & Ball, private elevator

**Time schedule:**

End of November 2017: sales launch; beginning of 2018: start of construction; spring of 2019: completion of shell construction/topping-out ceremony, end of 2019: first occupancy.

<http://podbielski38a.de/>

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## **All 194 apartments in the urban quarter nio sold**

**Within two years, the David Borck Immobiliengesellschaft has sold all 194 units of the project nio / shell construction completed on January 24<sup>th</sup>, 2018 – first occupancy in summer of 2018**

Shortly after the completion of the shell construction in mid-December of this year, the David Borck Immobiliengesellschaft that was entrusted with the distribution of the 190 apartments and four townhouses of the nio project, has sold all units. Many new owners from Germany have opted for an apartment in the ensemble with beautiful condos in the trendy district Prenzlauer Berg, but also international buyers have invested in nio. "We are pleased that the project is very popular both nationally and internationally", explains Caren Rothmann, managing partner of David Borck Immobiliengesellschaft. "In addition to the many international buyers, especially residents of Berlin, Hamburg and Munich were impressed by the unique architecture of the new building ensemble", says the real estate expert. Many of the buyers also come directly from the neighborhood of Prenzlauer Berg and Mitte, they appreciate their beloved neighborhood too much to leave it, but very much look forward to enjoying the comfort of a new apartment with floor-to-ceiling windows, underfloor heating, garages, elevators and high quality parquet flooring. "We have purposefully also addressed families with children created for them an urban infrastructure with **a large, leafy courtyard, numerous playgrounds and spacious storage rooms for bicycles and strollers**. Another plus is, of course, the already very family-friendly environment with shops, schools and kindergartens, with everything being in walking distance", adds managing director David Borck from the David Borck Immobiliengesellschaft.

This new construction project is particularly multifaceted, not only in terms of its amenities and floor plans that range from one to five rooms, but also in terms of its design. The architectural design in the living quarter toward Bornholmer Strasse was created by Dominik Krohm from the architecture office **Klaus Theo Brenner – Stadtarchitektur**, and is rather classic and timeless, resembling the style of the Wilhelminian era. Toward Finnländische Strasse, however, the ensemble presents itself in a rather modern and varied look, featuring bold breaks and contrasts according to the plans of **Ester Bruzкус und Patrick Batek**. Building contractor of the urban quarter with its 194 units located on the former Berlin Wall strip, is the **PREMIUM Immobilien Deutschland GmbH**, a specialist in the field of residential real estate with nearly 20 years of experience in the Austrian and German residential real estate market.

This project at the interface of the western and the eastern part of the city is very special to the David Borck Immobiliengesellschaft as well: It has been the largest new construction project in the exclusive distribution of the company to date. In the meantime, the real estate company has further expanded this business focus: The team of Caren Rothman and David Borck now markets the NeuHouse project, an ensemble of new construction and architectural monument in the trendy neighborhood of Berlin Kreuzberg. In addition, at the beginning of 2018 the sales for a new project at Schönhauser Allee as well as for the new project Nano with 68 compact apartments in Treptow-Köpenick was launched. The sale of an urban villa featuring four maisonette apartments in Podbielskiallee in Berlin-Dahlem, has already started at the end of 2017

**About the David Borck Immobiliengesellschaft:**

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**About the building contractor PREMIUM Immobilien Deutschland GmbH:**

The PREMIUM group with 76 employees, is represented at locations in Berlin and Vienna. As a project developer and project builder in the area of residential property, PREMIUM has been realizing projects in new construction and the renovation of multi-storey residential buildings since 1995. PREMIUM's range of services essentially covers the acquisition of land and property, the acquisition of the project development, including the approval procedures and the structural implementation, up to the turnkey handover. Upon request, the renting of apartments and administration, as well as ongoing servicing throughout the entire investment period is also managed for investors and apartment buyers.

**Facts about nio**

- Exclusive distribution by David Borck Immobiliengesellschaft mbH
- Bornholmer Strasse 67-70, 10439 Berlin
- Site area approx. 5033 m<sup>2</sup>
- 190 condos (incl. penthouses) with 1 to 5 rooms and 34 to 148 sqm each
- 4 more townhouses with 124 to 143 sqm
- Project developer is the Premium Immobilien Deutschland GmbH
- Architecture & planning: Klaus Theo Brenner – Stadtarchitektur & Bruzкус Batek Architekten
- Purchase prices starting at 3,400 Euro / sqm, with an average of 4,100 Euro / sqm
- Spacious and leafy inner courtyard with playgrounds and green areas
- Storage rooms for strollers and bicycles
- All residential units featuring balconies, loggias or terraces
- Underground parking garage with chargers for e-cars
- Great connection to public transportation via S-Bahn station Bornholmer Strasse
- Project website: <https://nio-wohnen.de/en/>

**Time schedule:**

September 2015: Sales launch for houses 1-6, Mid-January 2016: Sales launch for houses 7-9, start of construction in spring of 2016, sales of the last unit in February 2018, completion of shell construction: 24<sup>th</sup> of January 2018, first occupancy in summer of 2018