

CASE STUDY

Value Creation Through Asset Transformation

银舍案例 – 巴黎7区 Super-Prime 住宅资产价值重塑

€40M



ASSET TRANSFORMATION



€57M

Approx. 1,000 sqm | Paris 7th | 2021–2024 | Strictly Off-Market

From fragmented ownership to a coherent Super-Prime asset

从分散住宅单元，到一项完整的 Super-Prime 资产

Located in Paris's 7th arrondissement, the property comprised approximately 1,000 sqm distributed across several independent residential units.

我们的判断并不止于各住宅单元本身的价值，而是通过整体收购、产权重组及建筑重构，将其重新定位为一栋真正意义上的巴黎 Hôtel Particulier。

2021

€40M

ACQUISITION

The thesis was based on active transformation - not simply market appreciation.

投资逻辑从一开始就是主动的资产重塑，而非被动等待市场上涨。

Four workstreams. One objective: unlock embedded value.

四条工作主线，一个目标：释放尚未被市场充分定价的价值

01

LEGAL & OWNERSHIP

法律及产权重组

Copropriété → Monopropriété
Stakeholder & shared-service
coordination

02

ADMINISTRATIVE DE- RISKING

行政风险解除

Urbanisme · ABF
Permis de construire · PC purgé

03

ARCHITECTURAL TRANSFORMATION

建筑整体重构

Architect + AMO · Curage
Coherent townhouse circulation &
proportions

04

SURFACE OPTIMISATION

空间价值优化

Approx. +10%
floor-surface optimisation

The value of certainty

把“不确定性”转化为可执行的确定性



- ✓ Fully developed architectural project
- ✓ Approved building permit
- ✓ **Third-party challenge period cleared**
- ✓ Heritage-authority coordination
- ✓ Comprehensive strip-out completed

A future purchaser no longer had to underwrite the same level of planning and execution uncertainty.

未来买家购买的不再是“一个需要解决的问题”，而是一项已有明确实施路径的资产。

Certainty + Optionality

确定性 + 选择权

ACQUIRE & CUSTOMISE

Acquire the de-risked asset and complete the interiors according to the purchaser's own requirements.

在既有项目及许可基础上，根据自身生活方式完成个性化设计。

TURNKEY DELIVERY

Retain the professional team and project framework to pursue the development through to turnkey delivery.

沿既定专业方案继续推进，由项目团队完成后续实施及交钥匙交付。

The principal upstream risks had been addressed - without removing the purchaser's ability to personalise the final residence.

最复杂的前期风险已经解除，但最私人化的部分仍然保留选择。

Maximum relevance, not maximum exposure

不是最大化曝光，而是最大化匹配度

STRICTLY OFF-MARKET

For an asset of this scale, the objective was not to generate the largest possible number of viewings. It was to identify the right purchaser.

对于约1,000m²的巴黎私人府邸，真正重要的不是100个买家，而是 The Right Buyer。

≈ 9

MONTHS

≈ 20

QUALIFIED VIEWINGS

2024

EXIT

€57M

€40M → ASSET TRANSFORMATION → €57M ≈ +€17M

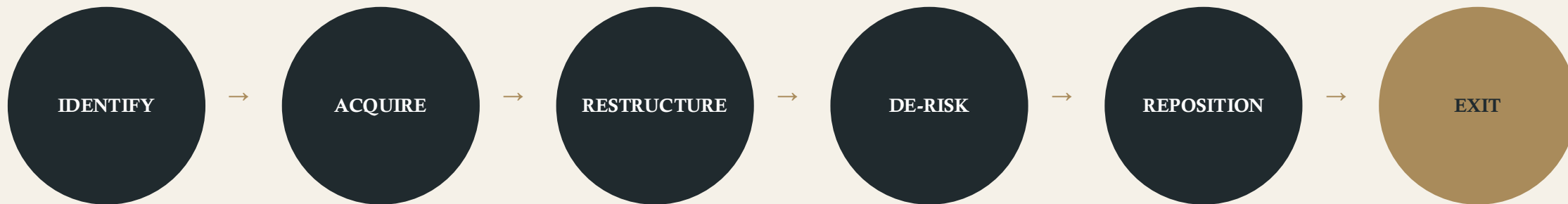
Asset profile	Multiple residential units	Hôtel particulier
Ownership	Fragmented structure	Coherent single asset
Planning	Execution uncertainty	Defined execution path
Architecture	Fragmented configuration	Fully developed project
Surface	Existing configuration	Approx. +10% optimisation
Exit	—	Strictly Off-Market

Additional project expenditure: approx. €500K strip-out & preliminary works + approx. €150K design/planning work, plus carrying costs, charges and taxes.

* Certain case-study information has been adjusted to preserve client confidentiality. Gross value increase, not net investment return.

From Real Estate Transaction to Real Estate Asset Advisory

从房地产交易，到资产价值管理



We identify embedded value and coordinate the legal, administrative, architectural and commercial expertise required to unlock it.

识别尚未被充分定价的潜力，并组织法律、行政、建筑与市场资源，将复杂性转化为确定性，将潜在价值转化为真实价值。