



CUSHMAN &
WAKEFIELD

CBS
INTERNATIONAL

RESIDENTIAL LEASING SERVICES 2019

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CBS International has in its offer
more than 2,500 high-quality
houses and apartments.



Main Residential Areas

- Vračar area offers contemporary apartments and penthouses as well as elegant traditional villas
- Dedinje/Senjak area offers residential houses with spacious gardens along with large apartments
- City Center offers one to four-bedroom salon type apartments and penthouses
- New Belgrade offers a range from one-bedroom apartments to four-bedroom penthouses

WE COVER IT

- **Tenant Representation**
- **Landlord Representation**

Residential Leasing

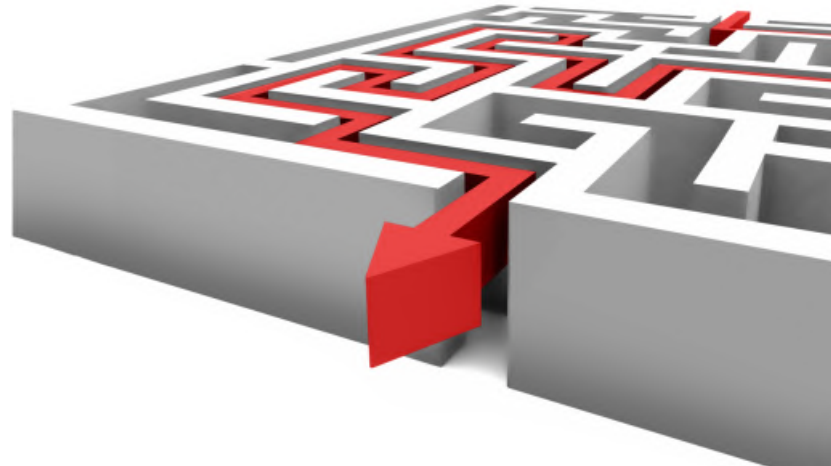
We provide our clients with a thorough insight into Belgrade Residential Market, thus enabling them to find the right property that would meet their residential needs. As our client, you will enjoy full support during and after negotiation process with the prospective landlord.

Efficient analysis of client's needs

- Market survey
- Sourcing out the properties that match the requirements
- Offers evaluation and short-listing

Full support throughout the leasing process

- Approaching the landlords and negotiations
- Evaluation of the achieved agreement terms for selected offers
- Reaching the final decision
- Final negotiation and signing the contract
- 24/7 support



A man and a woman are sitting on a white sofa in a modern living room. The man is holding a smartphone, and the woman is looking at a laptop. They are both smiling and looking towards the left. The room has a stone wall, a large window, and a glass coffee table in the foreground.

**We will help you find
a perfect home!**

Understanding the true needs of the client

Understanding the true needs of client

Preparation of the project strategy

Assessment of the Specifications and client's space requirements

Selection of the possible options - sourcing out the properties that comply with the requirements

Market analysis in order to select developers / partners for the inquiry

Selecting the most suitable offers

Collection of the offers and weighing each offer against the defined criteria

Organizing visits to selected properties at any time that suits client's availability

Evaluation of the offers in compliance with previously designed scheme

Short-listing 3-4 best offers

Consultations in order to reach an agreement

Preparing the strategy to approach the landlords with the objective of achieving the best possible term for the client

Negotiations with the landlord/landlords

Evaluation of the achieved agreement terms for all selected offers/specific offer

Reaching the final decision

Singing the contract

Final negotiation of commercial terms of the agreement

CBS International will act as a mediator during finalization of the contract

Signing the contract

Continued support

Providing follow up service in order to help tenants regarding property maintenance, supplementary agreements with landlord, registration of residence and etc.

CBS International real estate team is here to help.

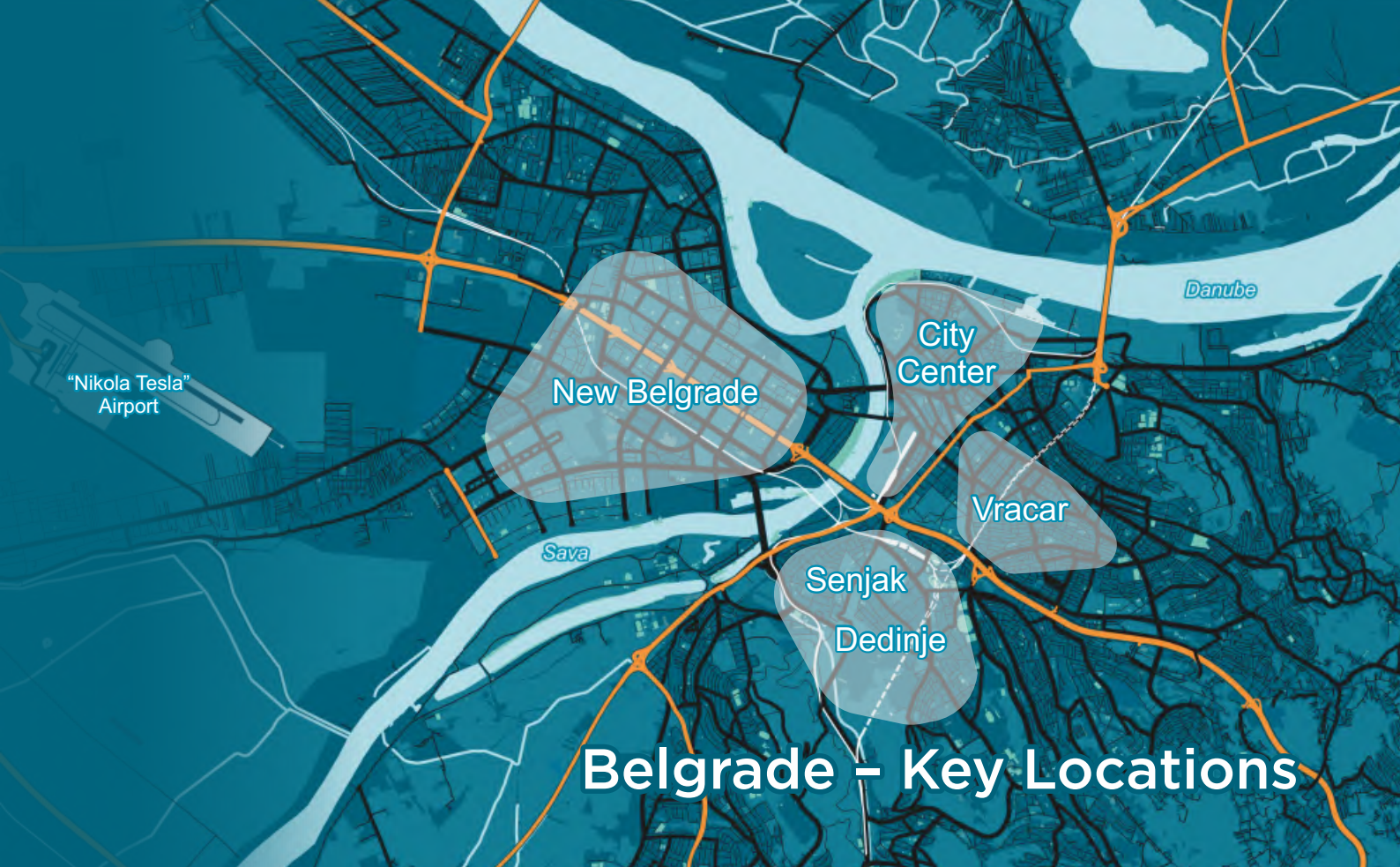
What We May do For a Client?

full commitment to client
throughout and after
the lease term 24/7

- Belgrade is capital of Serbia with population of 1.7 million
- It is also the capital of Serbian culture, education, science and economy.
- It is in the Central European Time (CET) zone (GMT + 1)
- Area code for domestic calls is 011 for international calls + 381-11
- Belgrade, is known as “the city that never sleeps”. Floating clubs on its rivers have become synonyms for great parties and never-ending fun, and Skadarlija, the bohemian street, for a place where music and singing can be heard until dawn.

Belgrade – Key facts





"Nikola Tesla"
Airport

New Belgrade

City
Center

Vracar

Senjak
Dedinje

Belgrade – Key Locations

Dedinje/Senjak Area

The most elite Belgrade neighborhoods, home to a court complex of the Karadjordjevic dynasty, together with numerous luxurious villas, embassies, diplomatic residences, established international schools, as well as famous restaurants. The area offers utter tranquility, lots of greenery, ample parking space, therefore being extremely popular for expatriate families and diplomats.

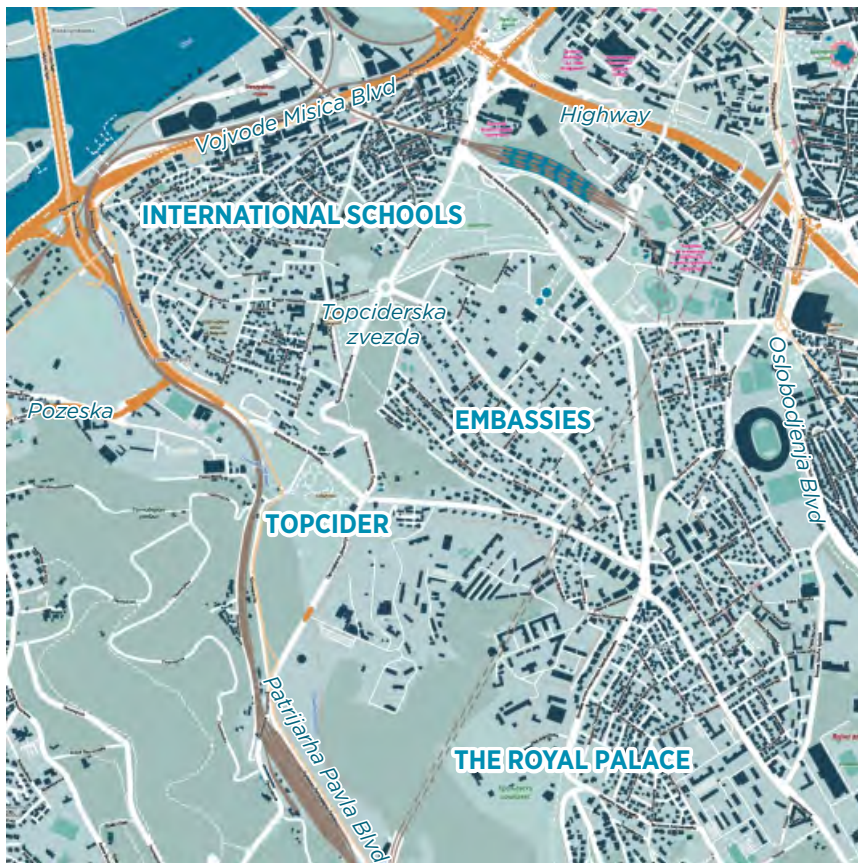
Residential offer

- Dedinje/Senjak area offers residential houses from 150 – 800 sq m with large gardens, as well as large apartments from 130 - 220 sq m with spacious terraces
- Amenities: garage, parking places, garden, swimming pool, security and video surveillance, separate laundry area, cable TV and Internet, sauna and Jacuzzi tubs, storages.

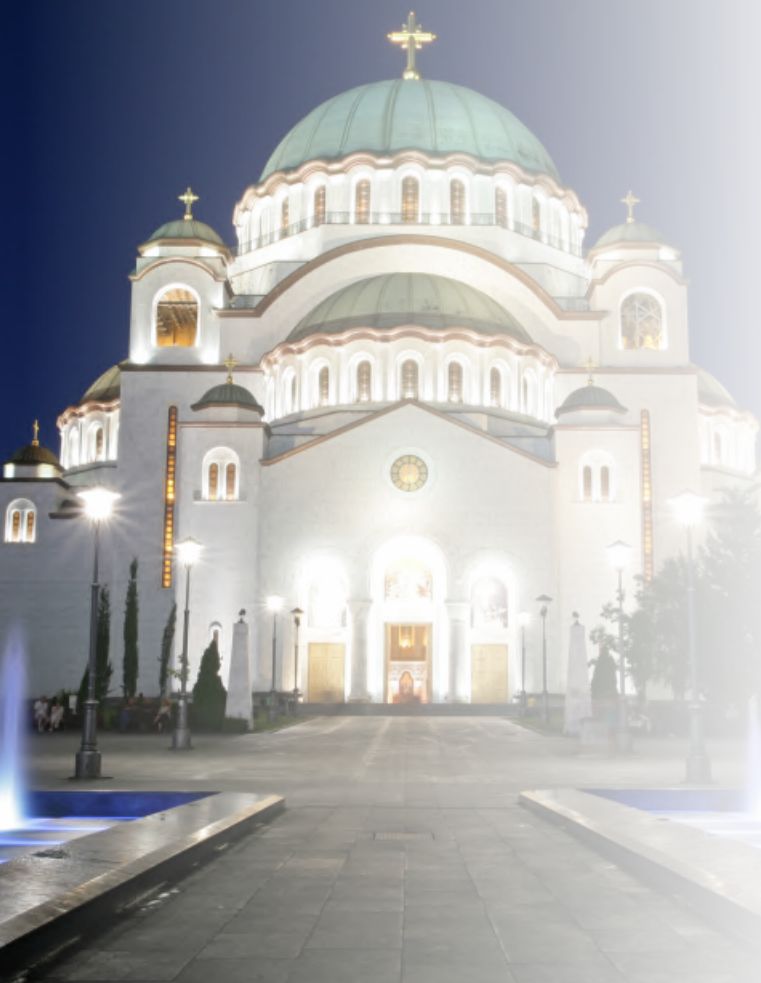
Key advantages

- Peaceful and pleasant city area.
- Numerous international schools in the vicinity.
- The most attractive location for embassies and expats.





Examples of typical Dedenje/Senjak properties.



Vracar

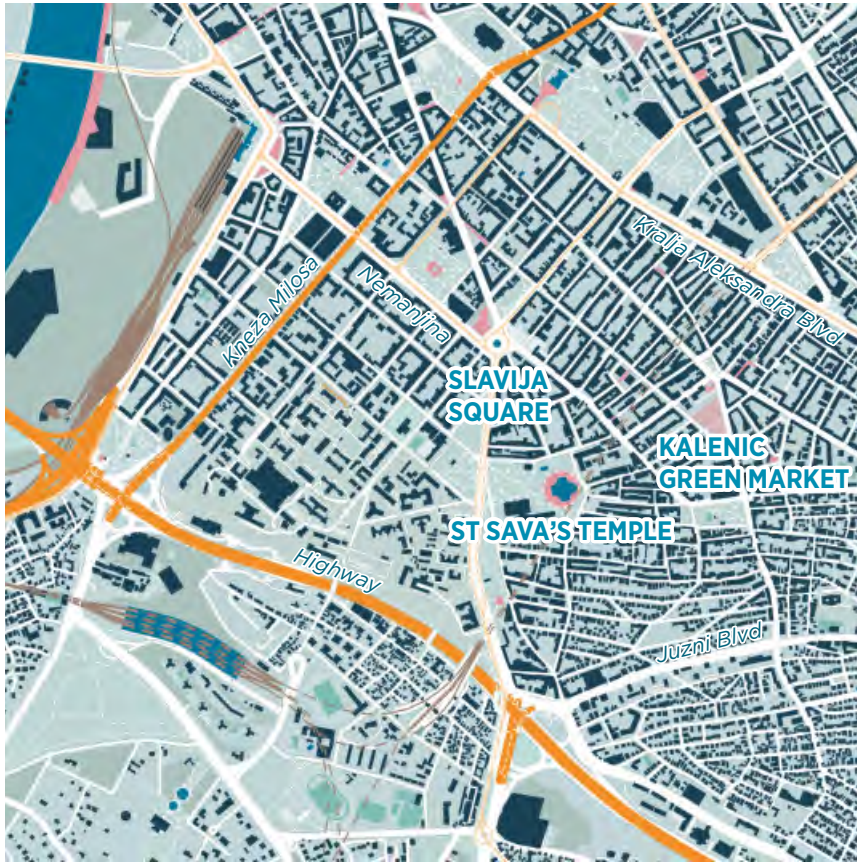
Vracar Residential Area is one of the oldest Belgrade Municipalities, situated in the heart of Old Belgrade. Proximity of green zones, one of the most popular green markets Kalenic, a number of renowned primary, secondary schools and language schools, state and private kindergartens, sports center Vracar, Primary Health Care Center, and many other resident-friendly services have turned this into one of the most desirable residential areas.

Residential offer

- Vračar area offers contemporary apartments/penthouses from one to four-bedrooms, between 130 – 170 sq m, it also offers traditional villas with elegant interiors but smaller yards
- Amenities: cable TV and Internet, sauna and Jacuzzi tubs, storages, garage/parking places, security guard and video surveillance.

Key advantages

- Vracar has excellent connection to the other parts of the city, while the city center is at walking distance.
- The most lively Belgrade area.



Examples of typical Vracar properties.



City Center

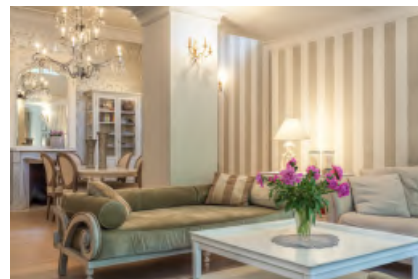
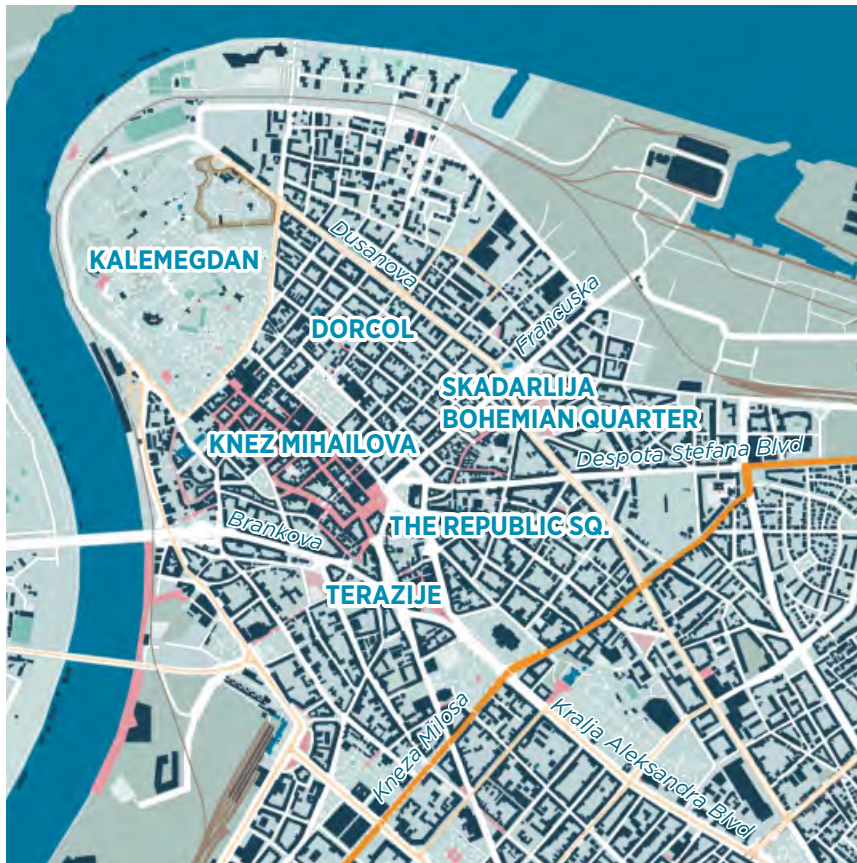
Central Belgrade municipality and the only one that has preserved true spirit of Old Belgrade. What makes this residential area special for its residents is a mixture of old and new architectural solutions, the fact that everything is at a walking distance

Residential offer

- City Center offers mainly spacious salon type apartments and penthouses, from one to four bedrooms up to 170 sq m
- Amenities: garage, cable TV and internet, jacuzzi tubs, storages.

Key advantages

- Belgrade downtown
- The city's night life is concentrated in this area, as well as numerous educational institutions, governmental bodies, leisure and retail services
- Kalemegdan Park and Belgrade Zoo.



Examples of typical City Center properties.



New Belgrade

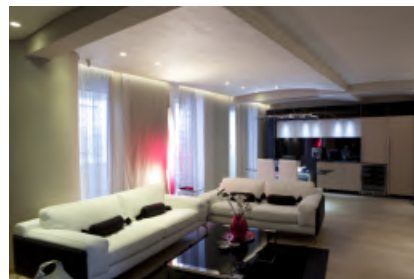
New Belgrade Municipality is one of the youngest Belgrade municipalities which has rapidly become not only the Central Business District of Belgrade as a whole, but also highly superior residential area thanks to its advanced infrastructure, availability of all family-friendly services, shopping malls, river wharf, the 4th biggest sports hall in Europe, ample parking space, green markets and other retail and leisure facilities

Residential offer

- New Belgrade offers from one-bedroom apartments to four-bedroom penthouses up to 150 sq m, on average same structure apartments in New Belgrade are smaller than in Vracar
- Amenities: Cable TV and Internet, sauna and Jacuzzi tubs, security and video surveillance, garage, parking places.

Key advantages

- Infrastructurally most developed Belgrade municipality
- Central Business District, two western-style shopping centers, the closeness of Sava and Danube rivers makes this area very attractive.



Examples of New Belgrade's properties.

Complete Service from a Single Source



Approach

Reliable Partner

CBS International adds international credibility and full local commitment.

Single Point of Contact

CBS International provides a dedicated Account Manager to oversee service delivery and provide results.

Full-service Platform

Delivery model with a complete range of in-house services to ensure fulfilling the objectives.



Team

Extensive Market Knowledge

Fully committed team of 75 professionals. More than 15 years of experience in local property market.

Regional Coverage

Four markets: Serbian, Macedonian, Montenegrin and Croatian.



Results

Market Leader

Extensive Market Knowledge
We believe that through our comprehensive approach and quality of our team, we will deliver outstanding results.

The largest real estate consultancy in Serbia in terms of the revenue.
The largest team in Serbia.
The largest number of licensed agents.
The largest number of exclusive projects in all property segments.

Our Clients

BOSCH 

L'ORÉAL



Kingdom of the Netherlands



IKEA



CALZEDONIA



FIAT



vip



- CBS International is a member of Cushman & Wakefield Alliance, a leading global real estate services firm, operating with 45,000 employees in more than 70 countries worldwide.
- The largest commercial real estate services firm in Serbia in terms of revenue for eight years (Source: APR)
- 75 employees /46 licensed real estate agents
- 4 RICS registered valuers
- 2018 Euromoney Awards for Serbia / Top Valuation Consultant and Top Research Consultant
- 2018 CIJ Award Winner for The Best Country Power Broker Team and The Best Local/Residential Power Broker Team
- 2017 Euromoney Awards for Serbia / Top Real Estate Advisor overall, Top Letting/Agency, Top Valuation Consultant, Top Research Consultant

www.cw-cbs.rs





What we do

BROKERAGE SERVICES

Office Agency
Retail Agency
Residential Sales and Leasing
Industrial Agency
Land Agency

CONSULTANCY SERVICES

Valuation and Development Advisory
Market Research
Capital Markets
Project Management
Facility and Property Management
Marketing



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