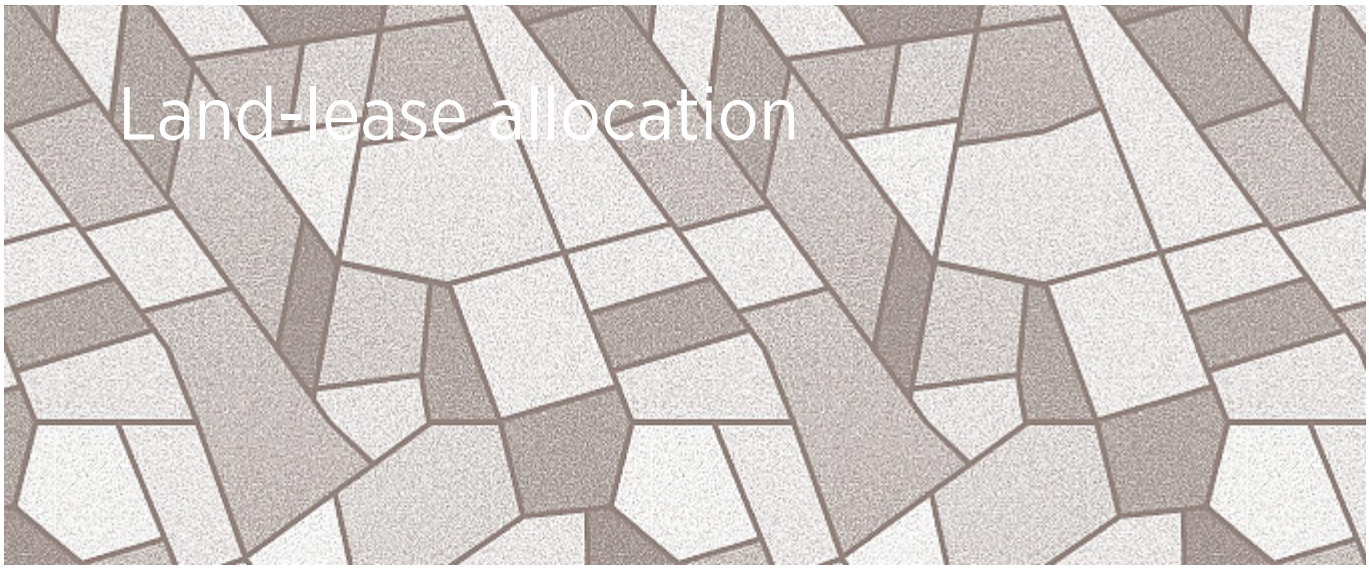


Land-lease allocation

The decisions that private and public-sector owners make when allocating property development rights are often subject to intense public scrutiny. While the decisions may or may not be made in accordance with rigorous criteria and transparent procedures, it is essential that the selection of prospective lessees reflects a sound rationale. We help our clients to identify and evaluate suitable lessees and support them throughout the entire allocation process.

We work for private and public-sector property owners who wish to lease their land to enable real-estate development. The circumstances may involve individual plots or entire development tracts; residential housing or commercial buildings; private, public, institutional, or cooperative initiatives; politically delicate or broadly popular projects. We plan and implement lease-allocation strategies that lead to the right lessees, ensure a high degree of public acceptance, and enable high quality and long-term land-lease relationships. From the outset, we adapt our approach to the exact needs of our individual clients.

Comprehensive land-lease solutions

Our services include:

Process design and process organization

- Conception, organization, and support throughout the entire evaluation process
- Scheduling, project administration, meeting coordination

Land-lease strategy

- Specification of goals and criteria
- Drafting of calls to tender and other submission documents
- Arrangement of expert juries for developer selection

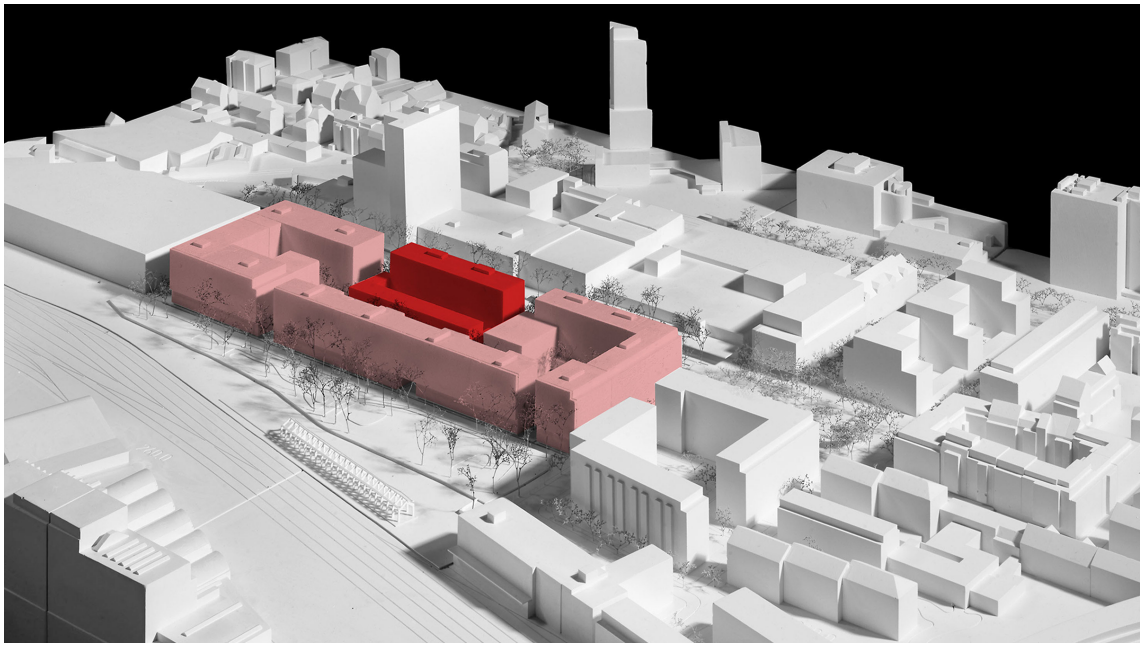
Call to tender for land-lease allocation

- Organization and execution of informational events
- Publication of calls to tender, handling of applicant questions, and general applicant management

Evaluation and allocation of land leases

- Specification of evaluation criteria

— Preliminary review of submissions, drafting of preliminary reports
— Provision of expert consulting and support services throughout the evaluation process
— Organization of applicant presentations and applicant examinations by expert committees
— Specification of decision criteria
— Documentation of allocation process
— Provision of support in the context of drafting legal documents (contracts, agreements)



Volta Basel: evaluation of land-lease developers for housing and commercial building project on behalf of SBB Real Estate (Source: Canton of Basel-Stadt Building and Transportation Department, editing by EBP)

Evaluation of land-lease developers for 13 plots in the municipality of Birsfelden (visualization: central plaza, new Birsfelden town center, October 2021 © Harry Gugger Studio, Basel | Westpol Landscape Architecture, Basel | Visualization: Nightnurse Images, Zurich)

Evaluation of land-lease developers for four plots at the “Hardstrasse” site in Birsfelden (Design Concept, © 2019 Salewski & Kretz Architects, Zurich)

Koch development site: coordination of developer

competition on behalf of the city of Zurich (Source: as per above)