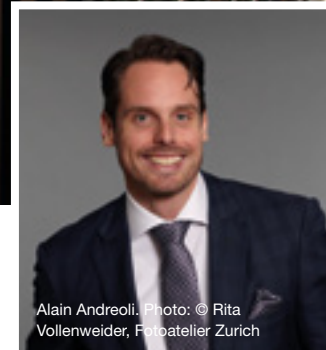




Villa Stil 'Tendenza', Panoramic 180° Lago Maggiore



Emanuel Sulser.



Alain Andreoli. Photo: © Rita Vollenweider, Fotopatelier Zurich

# The Swiss city fox and the golden eagle of real estate

**What happens if two personalities who could not be more different decide to work together instead of competing? Meet Alain Andreoli, the classic city boy who loves the lavish lifestyle, and Emanuel Sulser, the sporty villager who hikes across the lush mountains instead of mingling at parties. United by their great passion for real estate, the unusual duo merged businesses. Today they complement each other and offer clients the same diversity that makes Switzerland's landscape so magical.**

TEXT: MARILENA STRACKE | PHOTOS: SULSER ARCHITEKTURFOTOGRAFIE

Understanding the various individual needs of each client is the goal of every real estate agent. A huge benefit in this regard is the diverse background of the two partners. Before an fina and sulser merged, they could hardly be any more different, but today real estate partners Alain Andreoli and Emanuel Sulser complement each other's areas of expertise perfectly. Between them they cover stunning locations in the beautiful Swiss countryside as well as fancy apartments in buzzing cities such as Zurich.

Alain Andreoli previously worked as a field manager in the world of finance and suppliers while Emanuel Sulser comes from a structural engineering background. The synergy of this benefits the two educated real estate specialists as well as their clients.

"The clients and their emotions are at the core of our service and efforts," says Andreoli. "You can simply see it in a client's eyes when we successfully secured the right property." His partner Sulser adds: "The best part of our work is when we accompa-

ny a client over generations and enjoy the privilege of their on-going trust in us."

Being a young and dynamic team, an fina & sulser immo think outside the box and break old habits. Their innovative approach is reflected in both areas; when it comes to selling and buying. "Our clients who are selling real estates enjoy object and market specific evaluations with an estimation of the market value," Andreoli explains. "We offer a very individual, personal and innovative market development concept with professional videos and top-quality photo galleries. Fair pricing following the win-win-win strategy results in a precisely predicted selling success."

Thanks to an extremely high degree of discretion and through mutual trust, the real estate agents have built an impressive network, not only with private clients but

also within the business-to-business sector. This means they have offers for investors as well as commercial property.

"With a little bit of pride, or rather a little humility, we can say that our client base includes sellers and buyers from the established top-of-the-end audiences. But we also frequently have clients who are successful entrepreneurs who are often looking for a more rustic country-style property or we are approached by the modern businesswoman, who may be searching for a prestigious location in the South of Switzerland," explains Andreoli.

"We want to do things differently than the others. This is also reflected in the various ways we individualise properties. We are very creative in that sense, but of course also question our own ideas critically. We recently were able to sell a flat incredibly quickly after a complete and very stylish re-design including fully furnishing it, in partnership with superiorhomestaging.ch."

Andreoli and Sulser employ a professional video team, which brings not only images but also the history of a building to life in front of the client's eyes. The digital world enables clients to get a first audio-visual look before deciding if they want to visit the property itself. This saves time and money for everyone.

Dedication, passion for their work and great deal of expertise set Andreoli and Sulser apart from their competition and puts their company firmly on the map of top-end real estate agencies in Switzerland.

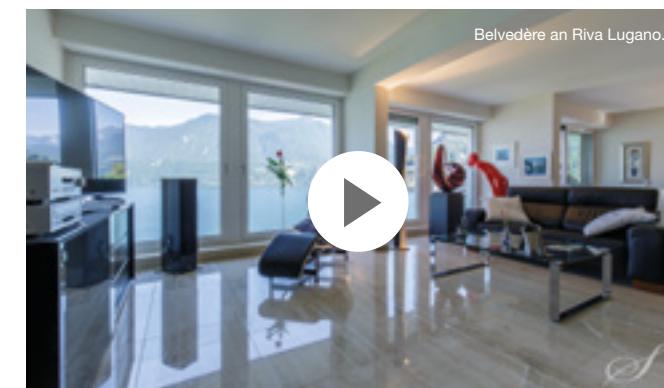
[www.sulser-immobilien.ch](http://www.sulser-immobilien.ch)  
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