

TIBOR GASSER

FOUNDER AND OWNER, GAMMA PROPERTIES



certification services, being one of the licensed BREEAM assessors in the Hungarian real estate market.

Gasser lives in Esztergom with his wife and two sons. He plays the French horn and performs regularly with his music band.

OF WHICH ACHIEVEMENTS ARE YOU MOST PROUD?

I've always been able to find satisfaction in small successes and celebrate them as they have been building up to the big ones. Successes that define my daily work, the way I do business are the things

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I am most proud of; from just being able to file my first balance sheet and yearly tax declaration with zero previous experience, through unexpected appreciations of my accomplishments, to negotiating substantial real estate deals.

Most of all, I'm very proud of building up my company: Gamma Properties in a very difficult market. Our team of highly motivated and valuable colleagues achieved successes in managing a challenging portfolio in challenging times.

WHAT DREW YOU TO THE REAL ESTATE FIELD AS A PROFESSION IN THE FIRST PLACE?

After working several years in the retail sector, I was looking for new challenges. The opportunity to work in the real estate field seemed an exciting possibility, and I wasn't disappointed. Once this sector sucks you in, it's doubtful you'll ever leave it. It is said that the real estate field is the primary indicator of the whole economy, with which I wholeheartedly agree. This fact, combined with the field's slow reaction capacity to market

Business Name	Gamma Properties Kft.
Top Executive	Tibor Gasser
In charge of position since	2014
Description of Business or Services	Asset and property management, sustainability certification services
Year founded in Hungary	2014
Total turnover in 2019 (HUF mln)	186
HQ in Hungary	1093 Budapest, Közraktár utca 30.

changes, means our business is always challenging, even when the environment is much less volatile than nowadays.

WHAT IMPACT DO YOU THINK YOUR BUSINESS HAS HAD ON HUNGARY?

I would say Gamma Properties interpret asset management in a new way. We represent only owners and real-estate representatives in the letting process and never tenants. In addition to that, we do not initiate moving tenants among our clients' assets. We believe that ethical and transparent work methods are our trademark and credo.

WHAT WOULD YOU CHANGE TO IMPROVE THE REAL ESTATE ENVIRONMENT IN THE COUNTRY?

In the last three decades, the Hungarian real estate market has grown and matured considerably. However, the market is still "Budapest-heavy," and the rest of the country has been light-years behind. I would like to see much more real estate developments in the countryside with more state incentives. Secondly, a little more transparency would also change the market for the better. This could be achieved by voluntary self-regulation or even issuing licenses for certain activities.

