

Instone acquires site in the Hamburg metropolitan region – new residential development planned in Norderstedt

- *Acquisition of a development site in the Garstedter Dreieck area in Norderstedt*
- *Planned residential development comprising around 316 apartments, approx. 30 per cent of which will be publicly subsidised*
- *Designed to meet Energy Efficiency House 40 (EH40) standard*
- *Local development plan in preparation; further planning to be carried out in close coordination with the City of Norderstedt, with construction scheduled to start in 2027*

Essen/Hamburg, 8 June 2026: The nationwide residential developer Instone Real Estate (“Instone”) has acquired a site comprising three development plots on Richtweg in the Garstedter Dreieck area of Norderstedt. The sellers are Schilling Immobilien and Jürgen Sallier. The acquisition forms the basis for the development of a residential project with around 316 apartments, approximately 30 per cent of which are planned as publicly subsidised housing. The development is designed to meet the Energy Efficiency House 40 (EH40) standard. The local development plan procedure is currently being prepared, with construction scheduled to start in 2027. Further planning steps will be carried out progressively and in close coordination with the City of Norderstedt.

With this project, Instone is building on its existing activities in Norderstedt. The city is both a residential and business hub and is characterised by stable demand, good accessibility and a well-established infrastructure. The planned development is designed to offer a mix of privately financed and subsidised housing and is aimed at addressing the needs of a broad range of target groups.

“By acquiring the site in the Garstedter Dreieck, we are laying the foundation for a residential development in a very well-connected location and addressing housing demand in the northern Hamburg metropolitan region”, says Simon Querndt, Branch Manager of Instone Real Estate Development in Hamburg. “Norderstedt combines proximity to the metropolis with the independence of a growing mid-sized city. Our aim is to create additional housing here –



including a subsidised share – with offers that blend well into the existing urban fabric and appeal to people in a variety of life situations. “

“The sale of the plot on Richtweg will provide a well-structured, planning-ready framework for a site in an established part of Norderstedt, opening it up for further development. We welcome the fact that Instone, as an experienced residential developer, is taking responsibility for the project and advancing it in coordination with the City”, says Jürgen Sallier, Lüneburg-based property owner.

Instone is also active in the wider Hamburg region with further residential developments. Another project, “Nordlicht”, is currently under construction in Norderstedt. The acquisition on Richtweg complements this engagement and underlines Instone’s long-term development activities in the Hamburg metropolitan region and in Norderstedt. For the efficient and needs-based delivery of the project, expertise within the Instone Group will be pooled, with the subsidiary nyoo contributing its expertise in standardised planning and product approaches for residential developments.

Über Instone Real Estate

Instone Real Estate is a subsidiary of the listed Instone Group, making it one of Germany's leading residential property developers. Since 1991, we have been developing future-proof and sustainable urban residential quarters with apartments for sale or rent throughout Germany – to provide a long lasting good life in the country’s metropolitan regions. Through partnership-based cooperation and open communication, we implement forward-looking ideas that meet the diverse needs of our clients. To do justice to our passion and our commitment to quality, we focus in particular on the local communities that are created, the existing neighbourhoods and the added value that we can create together for everyone. This enables us to realise sustainable values and living spaces that set ecological and social standards and take responsibility for one of the most pressing social issues of our time. www.instone.de/en



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