

naef
Prestige



ALPINE PROPERTY

Annabelle Common,
Alps Sales Director

1. What's
changed?

2. Market
update

3. Future
trends



WHAT'S CHANGED?



Disruptors

CHF

VS



**Currency, Finance
& Regulations**



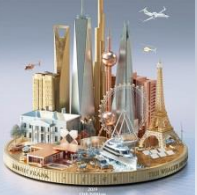
Dual season



Buyer mix



Research



REASONS FOR BUYING



**Best Summer
season rental
demand**

**Villars,
Chamonix
& Verbier**



**Shortest
drive from
the airport**

**Villars
Chamonix
& Megève**



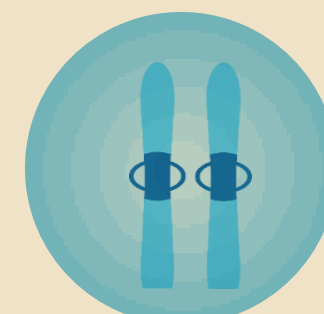
**Cheapest
ski school**

**Combloux
& Megève**



**Highest
resort**

**Val d'Isère &
Courchevel
1850**



**Access to
largest
ski domain**

**Champéry,
Courchevel
& Méribel**



**Longest
season
length**

**Grimentz
& Verbier**



THE SKI INDEX 2018

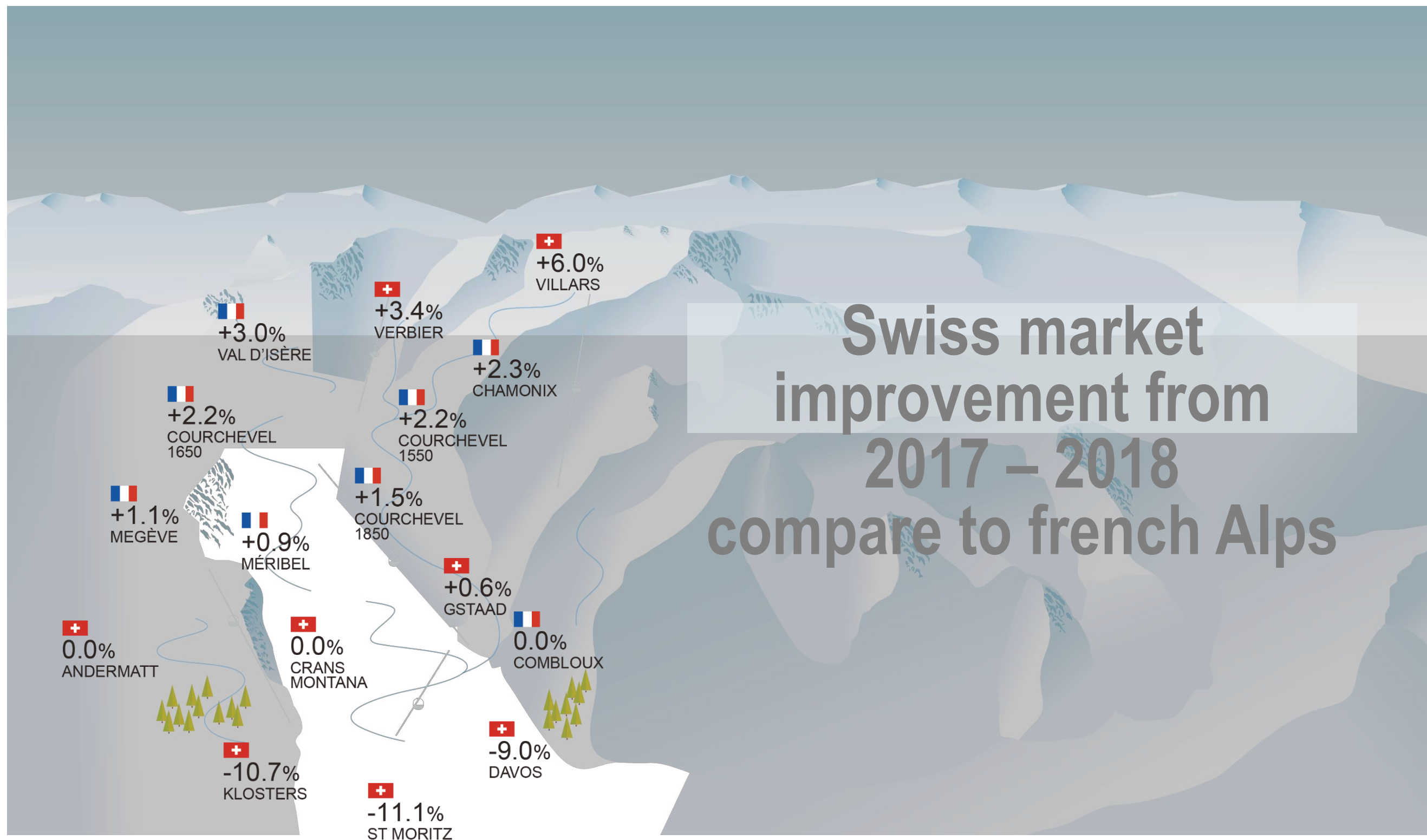
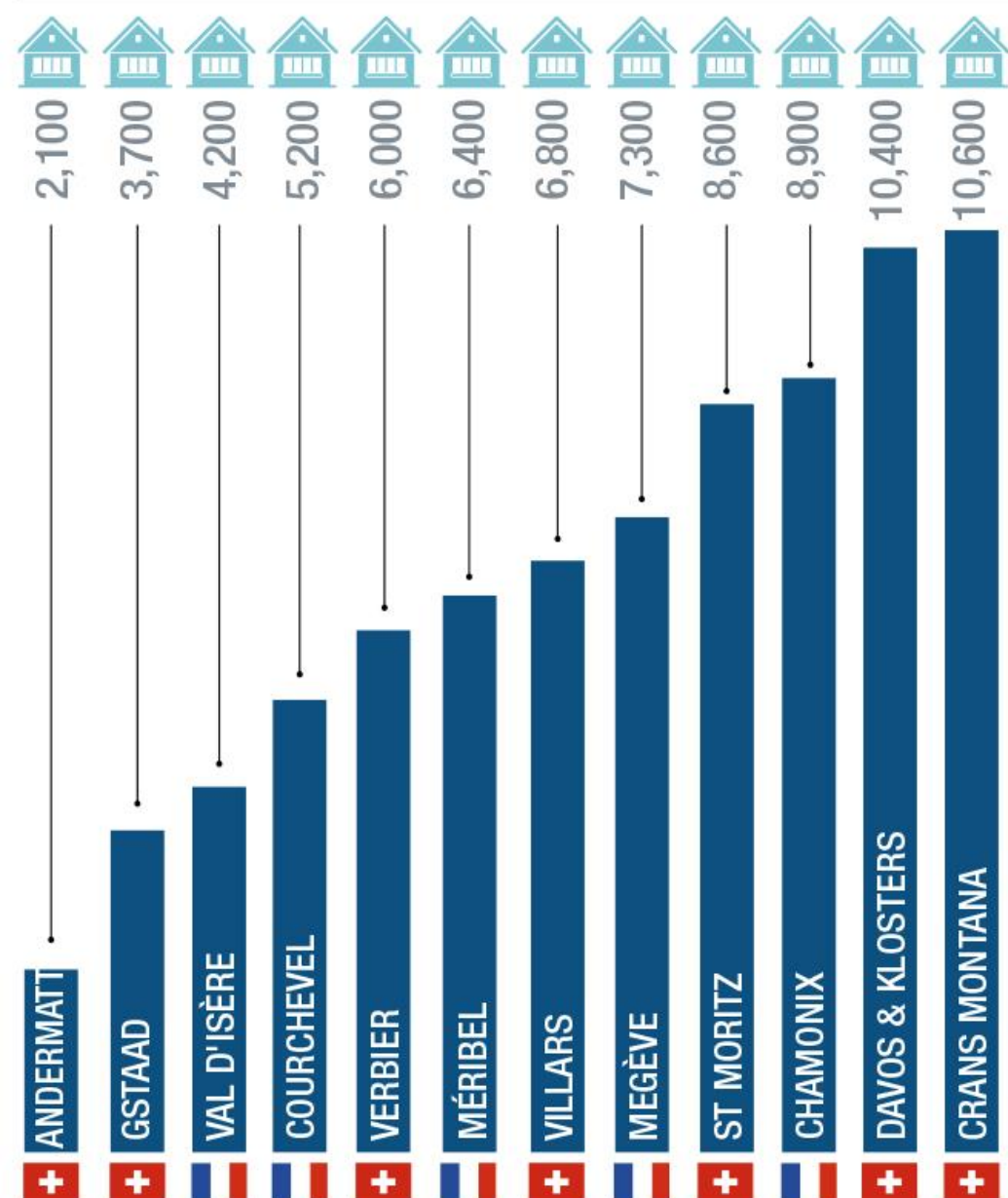




FIGURE 5

How many second homes are there per resort*

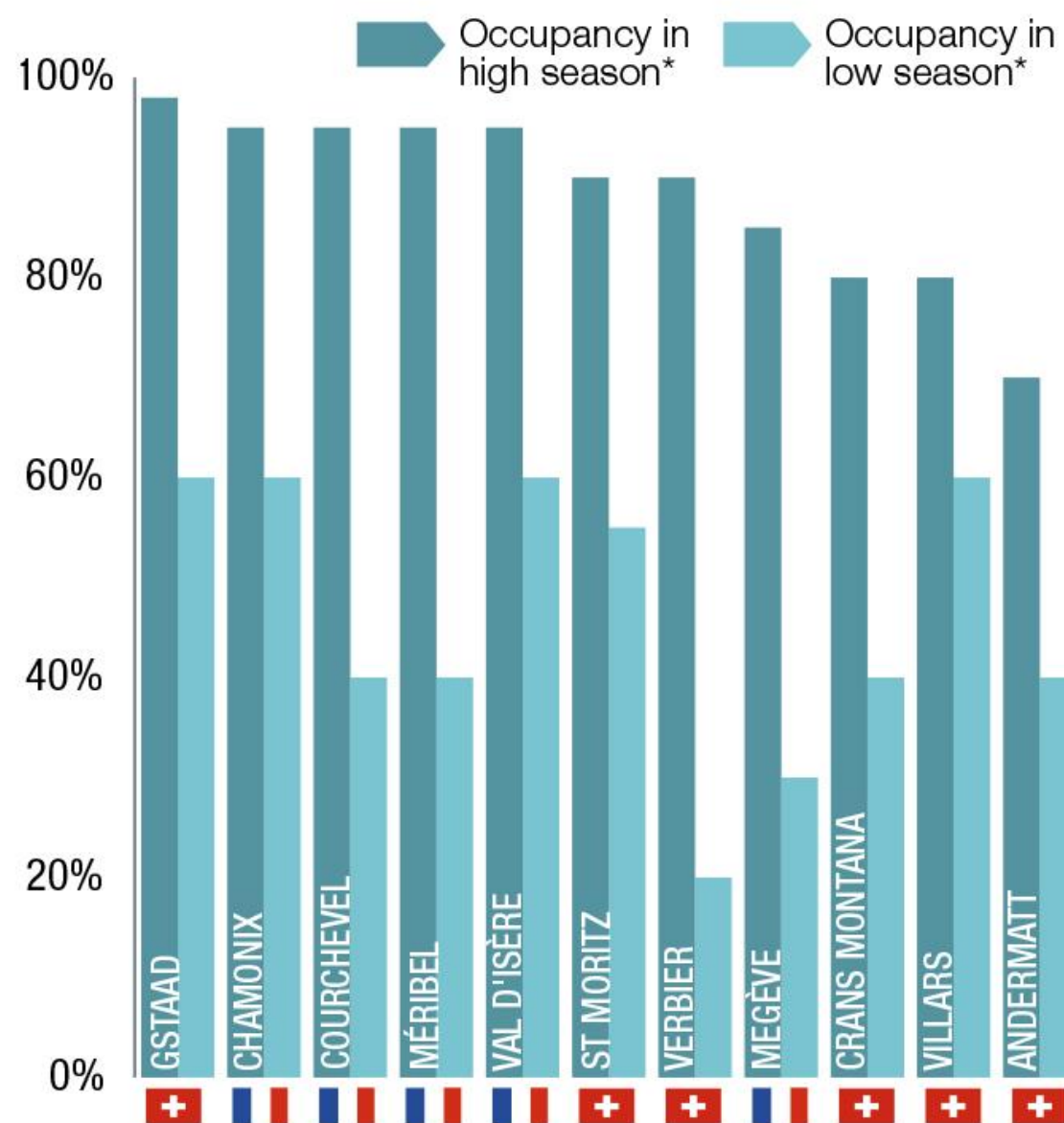


Source: UBS, Swiss Federal Office for Spatial Development, INSEE

*Note: Some destinations consist of multiple municipalities

FIGURE 6

What is the rental potential of my ski home?

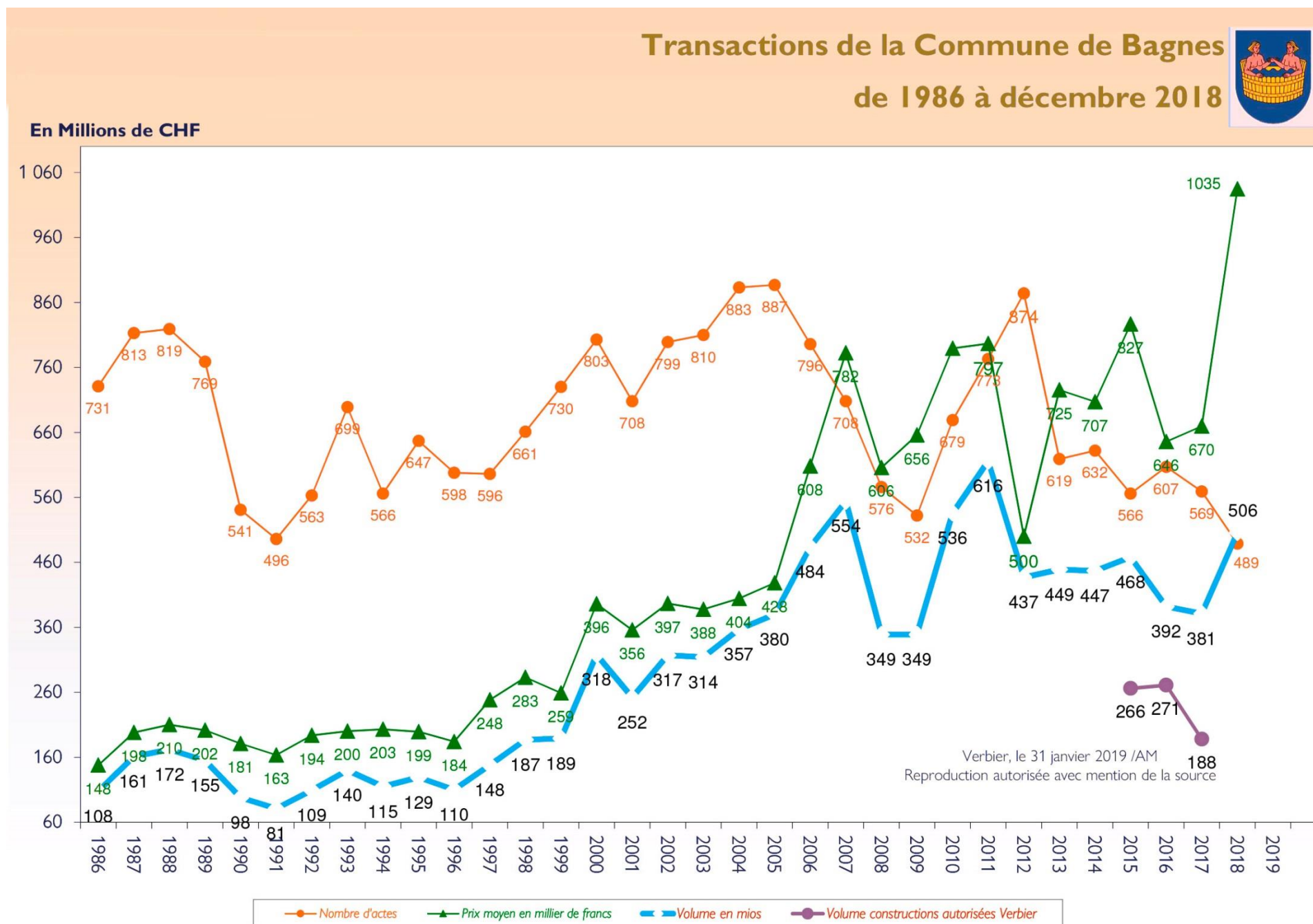


Source: Knight Frank Research, Tourist Offices

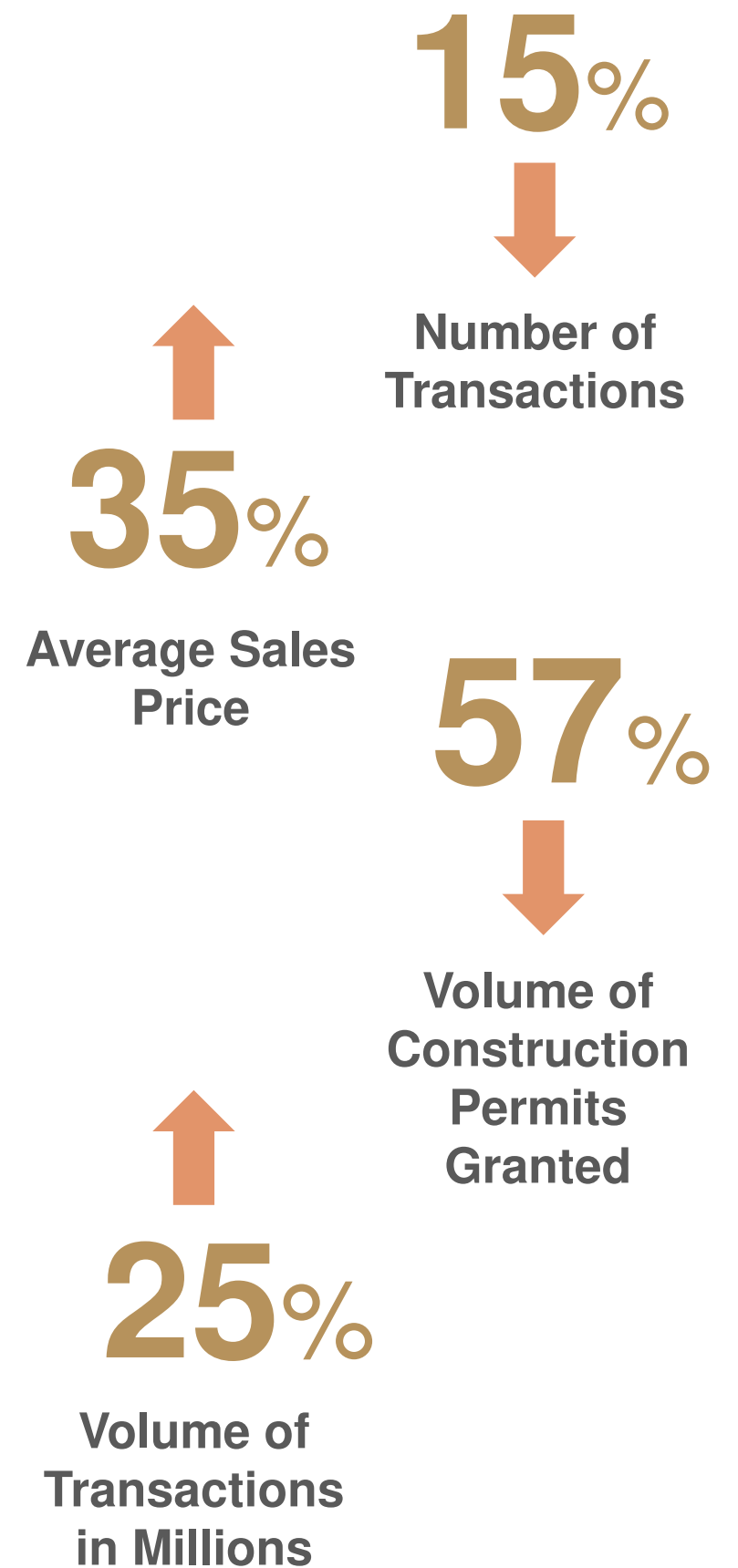
*High season = February half term / Low season = Last week of April



VERBIER, BAGNES TRANSACTIONS 2018-2019

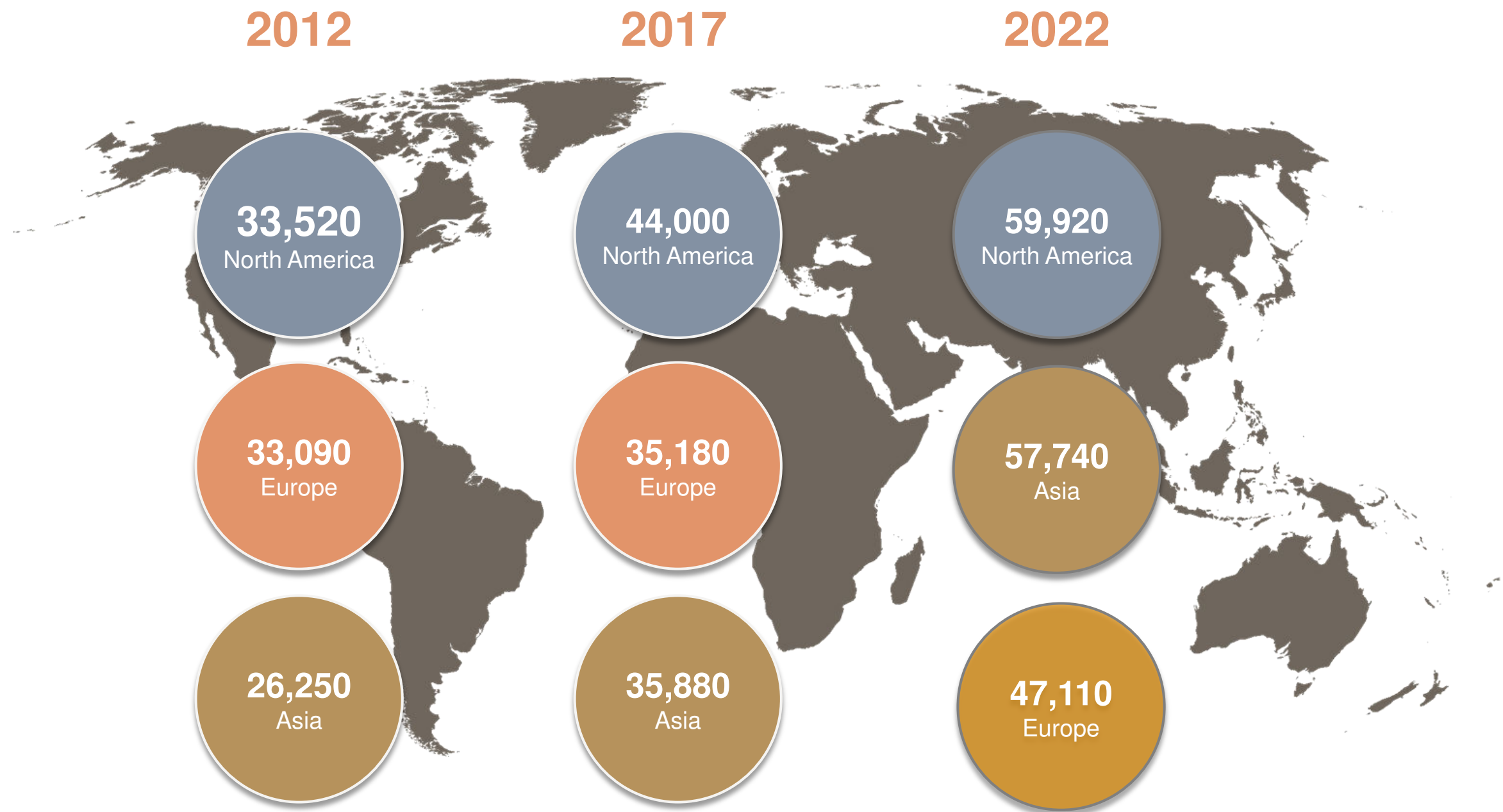


Source: Guinnard Immobilier & Tourisme SA





FUTURE TRENDS



**Property market
regulations**

**Climate
change**

**Rising cost
of finance**

**New sources
of demand**



NEW DEVELOPMENT – RESIDENCE 03, VILLARS

- 23 Luxury Apartments
- Ski in - ski out
- Prices: CHF2'550'000.- to CHF 3'050'000.-



- ✓ Available to foreigners
- ✓ Available as secondary residence





NEW DEVELOPMENT – LES CHALET DES CRETS & LES RAHAS II GRIMENTZ

- 43 Apartments
 - 17 Chalets
 - Price from : CHF 849'000.-
-
- ✓ **Available to foreigners**
 - ✓ **Available as secondary residence**



- 12 Apartments
- Price range: CHF 750'000.- to CHF 2'490'000.-
- Spa, wellness & Fitness
- 3-4% annual yield
- Fully managed by:





VERBIER, CHALET PATIER

Sales price: CHF 15'500'000.-





THANK YOU