

SWITZERLAND

Investing in residential real estate for a non-resident foreigner



LUXURY PLACES SA
FINE HOMES OF SWITZERLAND

An International
Associate of Savills



5 good reasons to buy Real Estate in Switzerland:

Economical and Political stability of the country and most specifically Lake Geneva

Geneva is an international finance and trading hub, most international organizations have their headquarters in Geneva (UN, WTO, UNHCR...), while the IOC, UEFA and most of the international sport federations are based in the Canton of Vaud. Many companies as Nestlé, Logitech, BAT, Philip Morris, Adecco, Honeywell, Nissan, Caterpillar, SGS, Total, Procter & Gamble, Kempinski and many more have their world or regional headquarters in the region.

Security

While growing fast, Lake Geneva is still a safe "island". Criminality and delinquency in Switzerland fell to reach their lower level for 30 years in many areas in 2014 (Source: Confederation Suisse 2015). Switzerland is still a place where people can rely on each other.

Education

Education is also a strong asset of Switzerland to attract companies. Excellent universities, Polytechnic schools of Lausanne and Zurich, numerous international schools throughout the region, famous education names as IMD, EHL...

Quality of life

Switzerland ranks n°6 (out of 141 countries) in The Travel & Tourism Competitiveness Report 2015 of the World Economic Forum. Lake Geneva region offers over 100 museums, tens of well-know festivals and events such as Montreux Jazz Festival, Paleo Festival, Ballet Béjard... Part of the region (Lavaux) is listed World Heritage Site by UNESCO...

Tax

Tax is probably no longer the first reason why people come to Switzerland and one could probably add some more «good reasons to come» to the 4 previous ones before mentioning tax. It is nevertheless still very attractive for both individuals and companies compared to many countries.

Population

8 millions

Capital

Bern

Largest cities

Zurich, Geneva

Languages

French, Italian, Swis German

GDB per head

USD 84'815

(2013, Source: Banque Mondiale)

Unemployment rate

3'3%

(04.2015, source: SECO)

Particularities

Central location within continental Europe, Independant country, member of EFTA, Schengen but not a member of EC



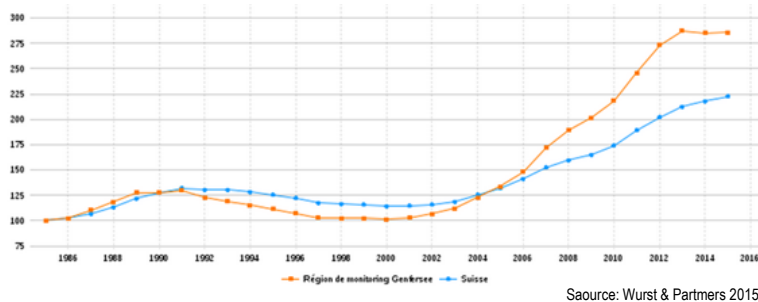
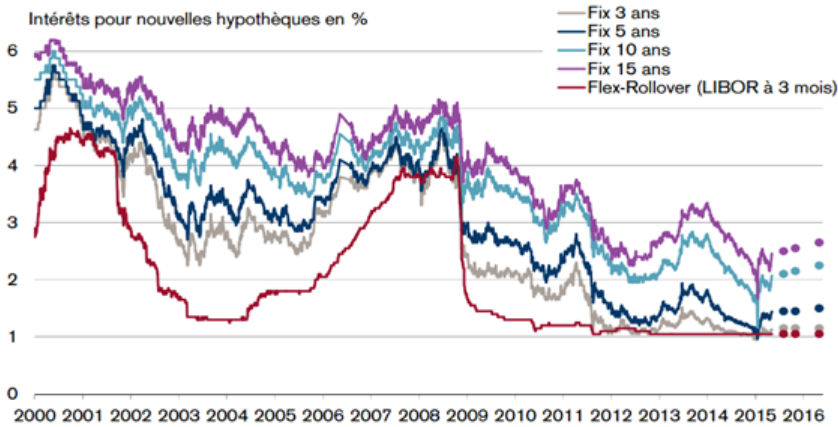
Real Estate market on Lake Geneva

After 10 to 15 years of growth, the market has reached stability and one can expect lower growth rates in the future.

No speculation mainly due to the limitation of transactions with foreigners, Most transactions are made with local capacities or resident foreigners.

Stable and saint market for residential. Limited access to financing (mortgage) keeps a fair level of prices,

Lowest interest rates ever, making investments very profitable.



Buying Real Estate in Switzerland

Only Swiss nationals or Residents can buy residential real estate in Switzerland,

“Resident” means having his primary (main) residency in Switzerland and paying taxes in Switzerland,

Taxes can be based on effective declared revenue or negotiated with the local tax authorities as a lumpsum. We call it a « forfait fiscal»,

This lumpsum is mainly based on the value of the house/apartment bought by the resident,

One exception: Touristic areas

Non-resident foreigners can buy residential real estate in some communes of some Cantons. They are limited to 1'000sqm of land and 200sqm of living space,

Only a few communes allow this kind of acquisition. It is for example the case of Montreux (Lake Geneva) and Crans-Montana (Alps),

Foreigners can buy non residential real estate with no restriction (hotels, offices, clinic, shopping centers...)



Invest in Swiss real estate_www.luxury-places.ch

Where and how to buy residential estate

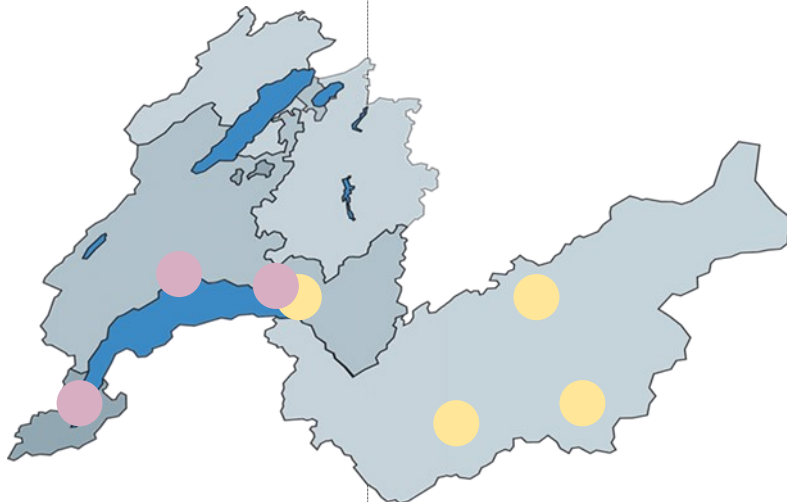
Lake Geneva and the French speaking part of Switzerland:

Made of 5 cantons: Geneva, Vaud, Valais, Neuchatel, Fribourg,

The Federal law applies, but each Canton has its own rules and application of the law, in terms of real estate,

Probably the most dynamic region of Switzerland with Zurich,

Geneva airport: most European capitals at less than 2 hours



Some of the best places where a resident will buy his main house (Geneva, Nyon, Lausanne, Montreux,...)

Some of the best places where a non resident can buy a holiday home (Monteux, Ver-

Legal procedure to buy Real Estate:

Any acquisition must be made thru a notary,

Buyer and owner usually sign a forward sale where each party commits itself,

The forward sale can have conditions (such as getting a residency permit) or no condition,

It can be executed immediately if there is no condition (we call it a direct sale). There is no minimum legal delay in real estate transactions.

In the case where the sale has a condition, the buyer will generally leave a 10% deposit on the notary's account (escrow account),

The deposit will automatically be returned to the buyer if the condition is not fulfilled but it will be transferred to the buyer as soon as the condition is fulfilled,

Notary fees and taxes for the transfer of property are charged to the buyer. Rates are different depending on the canton, but will be around 5%,

No other fees should be charged to the buyer.

Luxury Places SA is a Swiss company, with offices in Geneva and in Lausanne, specializing in charming and luxury real estate in Switzerland and abroad. We are organized in three business lines:

- Luxury Places, prestige properties on Lake Geneva and in the Alps
- Cotélaç, charming properties in Lake Geneva region
- International Showcase, residential or investment realties abroad

Luxury Places specializes in buying, selling and promoting exceptional properties and does not deal with anything outside this very specific segment. We can thus guarantee vendors a perfect positioning for their property, while buyers are only shown properties in keeping with their search criteria. Luxury Places works exclusively with local and international clients, High Net Worth Individuals

(HNWI), looking to acquire a main residence or a holiday home. We propose a large selection over 200 luxury properties in the region. Our clients are highly exceptional and so are the properties we sell, each treated individually so as to guarantee vendors and buyers maximum service with minimum inconvenience.



At *Cotélaç*, the properties sold are meticulously selected in order to meet aesthetic and demanding buyers' expectations. As a result, the quality of our portfolio and our range of services takes precedence over the quantity of listed properties. We give priority to architectural ambition, construction quality, finishing touches, interior aesthetics and layout, the nature of the location and neighborhood, all from the point of view of offering our clients a home that perfectly suits the quality of life offered by the region where we position ourselves



International Showcase offers the best in terms of properties abroad. Acting as an International Associate of Savills, with 600 offices in the world, we assist you in all your projects worldwide



Investment opportunities for non-resident foreigners





MONTREUX



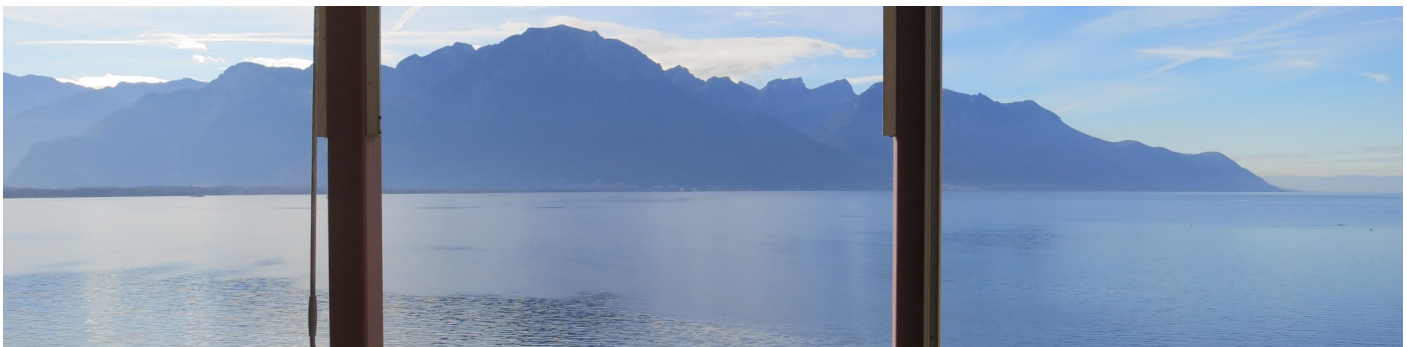
Luxury apartments with lakeview

These luxurious flats recently built have an amazing view on the lake and the mountains. Their modern architecture offers generous spaces, brightness and an absolute comfort. Located a few minutes from the center of Montreux, close to all amenities, international schools and the ski resort, the place is strategic. Each flat is made of four bedrooms with en-suite bathrooms, a large living area, a dining room with an open and fitted kitchen, a guest toilet, a laundry, a cellar. The building has an indoor pool.

Two covered car places and two outdoor are available.



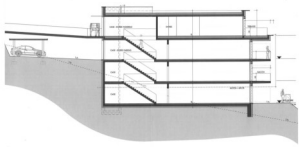
MONTREUX



Splendid lakefront apartment

This magnificent building was built in 1903 by the architect Louis Villard who created there the hotel "Les Tourrelles" on the foundations of an older house, probably built in the late nineteenth century. The building is located on the banks of Montreux and its only vis-à-vis is the lake and the Alps. Located on the 1st floor of the building, the apartment initially proposed 5 ½ rooms. It turned by the present owners in a 4room apartment, giving priority to reception rooms. It now offers two good sized bedrooms, a bathroom, a kitchen and a large living-dining room. The apartment also has a beautiful terrace, south facing, of about 35m2 and a small balcony, also facing the lake.

One garage and two outdoor places are available.



MONTREUX



New constructions

These modern style apartments offer a living surface starting from 100 sqm and are composed of 2 or 3 bedrooms. Each unit has a separate cellar

The residence des Jardins du Lac offer the following services:

- Gas heating : floor heating
- Solar sensors for hot water
- Tiles in the living room, the kitchen and the humid rooms such as the bathrooms
- Wooden floors in the the bedrooms
- Elevator



MONTREUX

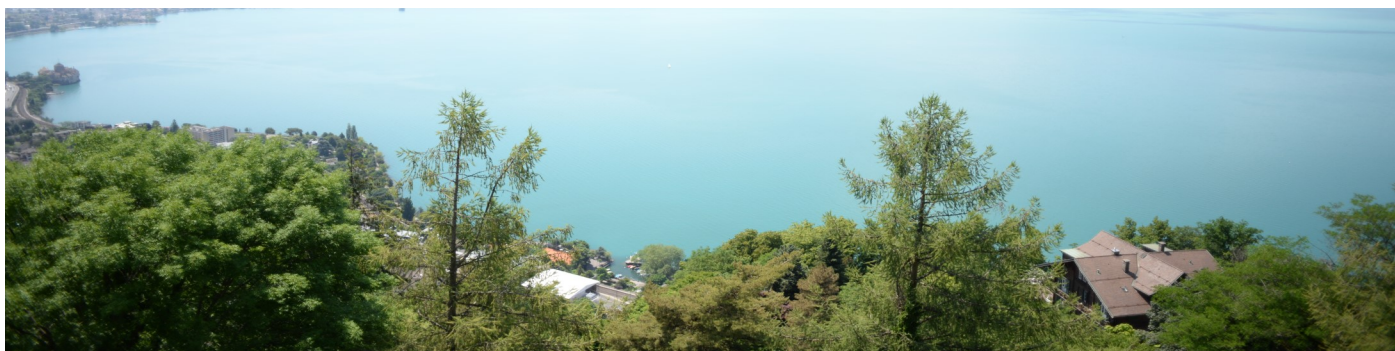


Waterfront apartment with garden

Very nice bungalow apartment situated on the waterfront
In a splendid secured residence, only 10 minutes from Montreux and 30 minutes from the ski resorts, this apartment has all the advantages of an exceptional pied-a-terre in the Lake Geneva region. It is distinguished by very large living spaces with large windows giving access to the private garden and giving it a special holiday atmosphere. It also offers a nice fully equipped kitchen, two bedrooms and three bathrooms. Note that a third bedroom, initially planned, was sacrificed to the dining room which is now seen with an adjoining living room and a fireplace. It is easily possible to re create this room, the apartment is provided with a second living room. The garden is completely enclosed and protected from observation to see outside through a hedge. It remains a beautiful view of the lake which is a few meters.



MONTREUX



Traditional style

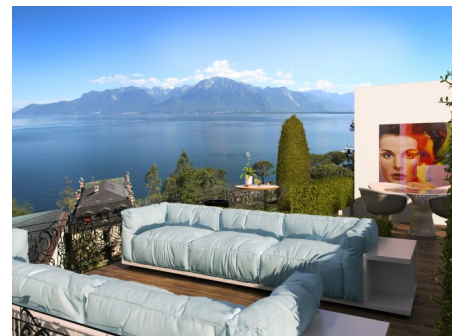
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MONTREUX



Luxury renovation in the heart of Montreux

Information to be advised



MONTREUX



1/2room apartment

Pure investment, 1 or 2room apartments located in the center of Montreux, close to all amenities, shops, lake...
Most of the apartments have been renovated and enjoy a lake view.
Easy to use as a small pied-a-terre or as a student apartment

Prices starting from CHF 290'000



PORT VALAIS



Waterfront apartments with moorings

Beautiful 4 bedroom apartment, the weighted surface 109 m² and the living area of 83 m². This duplex with access to the pontoons of the dock from the balcony terrace. Hall with wardrobes and storage under stairs, living room 18 m² with access balcony terrace overlooking one of the quays, which gives a view down to the Rhone Valley towards Les Dents du Midi. A fully equipped kitchen, dining room, WC. The 1st floor a master bedroom of 18 m² with cupboards and a dressing table, bathroom and washing machine and dryer Miele brand. One bedroom 11 m² with cupboards, separate balcony. Appendices: A covered outdoor storage area, a place of mooring and parking outside for one car.

Sales information

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