



# THE PINNACLE OF HIGH LIVING

*ALPINE HOMES IDENTIFIES EXCLUSIVE MOUNTAIN PROPERTIES IN SWITZERLAND, FRANCE AND AUSTRIA, AND PROVIDES THE SERVICE THAT PREMIUM BUYERS EXPECT*

Alpine Homes was founded just six years ago, but it has already achieved recognition as one of the leading estate agents in Switzerland and the Alps. Originally created to provide specialist sales and marketing services to Swiss developers in the Alps, it now acts exclusively for the international property consultancy Savills and covers an increasing number of resorts in Austria and France.

## *‘Les Trois Couronnes isn’t just a chalet – it’s an objet d’art’*

Being based in Switzerland, Alpine Homes has a wealth of local expertise, including working with top-quality local notaries and banks to arrange mortgage finance for buyers. And working closely with the Savills office in London, the company can offer a comprehensive range of services to clients, such as research and consultancy, valuation, and sales and marketing.

### EXCEPTIONAL STANDARDS

Alpine Homes boasts an impressive portfolio. But even by its exceptional standards, two particular chalets that came on the market towards the end of 2012 offer an unprecedented level of luxury.

The first, a double chalet in the top-class Austrian ski resort of Kitzbühel, offers residents

utmost privacy and luxury. Built with ancient materials and to the highest technical standards, it comes complete with a hotel-standard spa, cinema, vaulted wine cellar and many other amenities for its 13 individually styled bedroom suites (pictured opposite, bottom).

Jeremy Rollason, Managing Director of Alpine Homes, anticipates that the property will be bought by ‘a multimillionaire, or even a billionaire’. He explains that Kitzbühel has, in recent years, once again become the big draw for the international jet set that it was in its 1960s heyday, when the likes of Kirk Douglas and Coco Chanel spent time there.

This owes much to the resort’s convenient location close to Munich and Salzburg, and also to the fantastic shopping Kitzbühel offers. And the town’s stylish bars and fine dining also attracts an eclectic mix of cultures and nationalities.

### SOUND INVESTMENT

Alpine Home’s other outstanding chalet is Les Trois Couronnes (pictured inset and opposite, top), which sits above Verbier, in French-speaking Switzerland, and enjoys outstanding views across the valley. Jeremy believes it is the resort’s first triple chalet. ‘We think the buyer is going to be an international billionaire who wants something out of the ordinary,’ he says. ‘Because this isn’t just a chalet – it’s an *objet d’art*.’

Only the finest materials – sourced from around Europe and beyond – have been used, and this meticulous attention to detail really makes this property stand out. As does its location – Verbier is

something of a Mecca for ski enthusiasts and is almost as popular for its nightlife as for its sporting facilities. And its easy access to Geneva also adds to the town’s appeal as a hub for international travel.



The chalets in Kitzbühel and Verbier are exceptional properties, with price tags to match. The former is on the market for €35 million, while Les Trois Couronnes is price on application, although the owners are considering offering it for rental in the 2012/13 ski season.

In general, prices for Alpine Homes’ new-build four or five-bedroom chalets of around 200 sq m start at about £1.3 million. They are therefore not only desirable lifestyle purchases, but also sound investments given that the value of ski properties has been rising over the past two years. And Alpine Homes, with its local expertise and global reach through Savills, is in a prime position to ensure that all of its clients find their perfect home in the Alps.

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