

# **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:

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## **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 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 million**

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## **Capital**

**Bern**

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## **Largest cities**

**Zurich, Geneva**

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## **Languages**

**French, Italian, Swiss German**

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## **GDB per head**

**USD 80'186**

(2015, Source: Banque Mondiale)

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## **Unemployment rate**

**3,3%**

(04.2015, source: SECO)

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## **Particularities**

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

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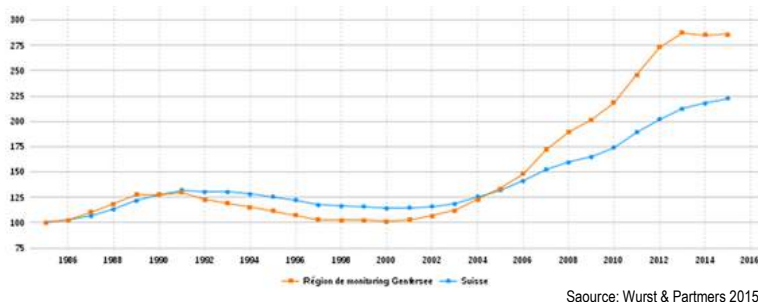
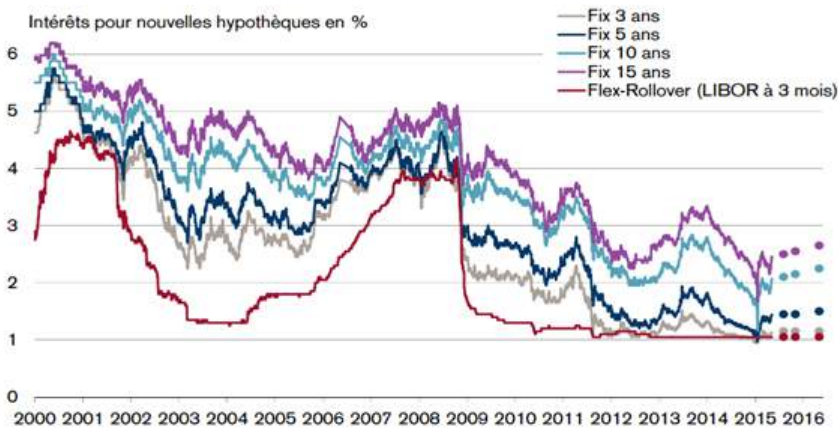
# Real Estate market on Lake Geneva

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 healthy 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 your 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, clinics, shopping centers...)



# Where and how to buy residential estate

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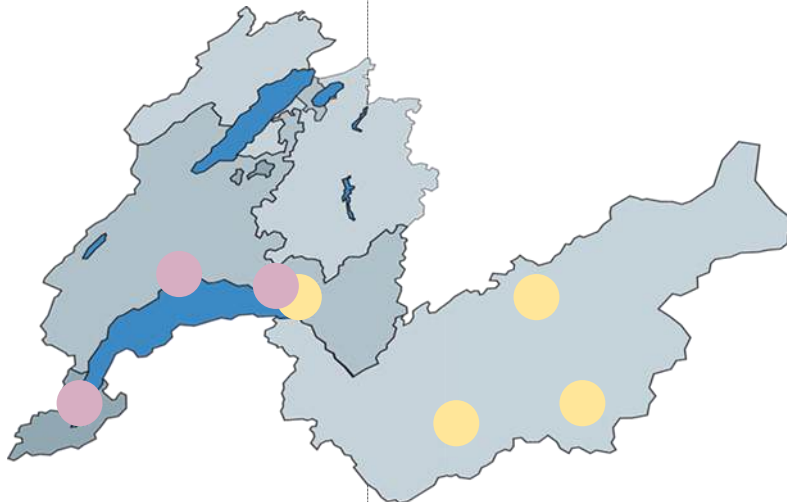
## Lake Geneva and the French speaking part of Switzerland:

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 are 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, Verbier, Crans-Montana, Zermatt...)

## Legal procedure to buy Real Estate:

Any acquisition must be made through 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.

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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. Buyers are only shown properties within 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 offer a large selection over 250 luxury properties in the region. Our clients receive a bespoke service so as to guarantee vendors and buyers maximum quality with minimum inconvenience.



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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 style, construction quality, finishing touches, interior aesthetics and layout, the nature of the location and neighborhood, with the aim of offering our clients a home that perfectly suits the quality of life offered by the region where we position ourselves



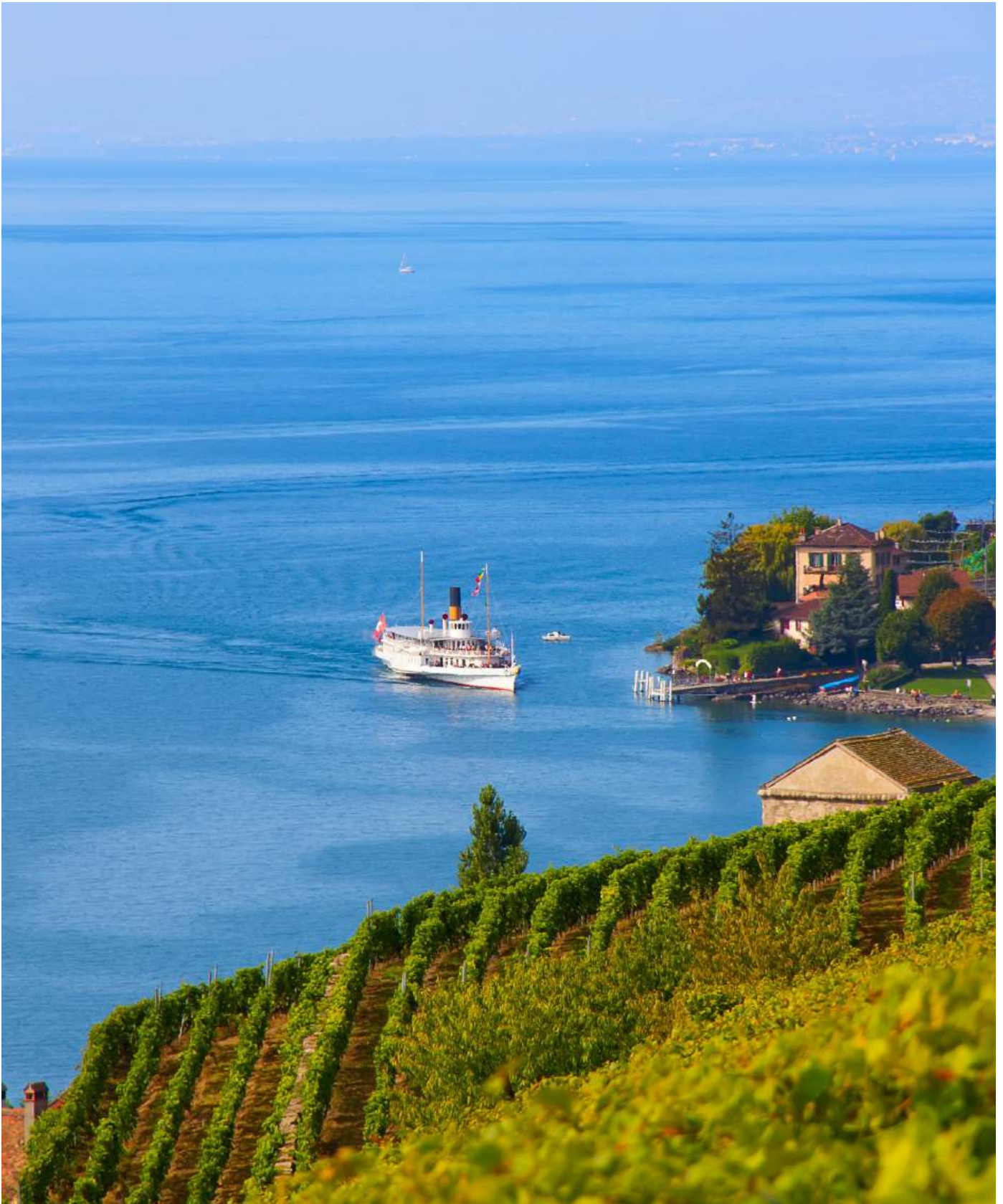
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*International Showcase* offers the best in terms of properties abroad. Acting as an International Associate of Savills, with 700 offices in the world, we assist you in all your projects worldwide



# Investment opportunities for non-resident foreigners

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# MONTREUX



## Luxury apartments with lakeview

CHF 6'800'000

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.

This place is strategic: Located a few minutes from the center of Montreux, close to all amenities, international schools and ski resort. 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 and two outdoor car places are available.



# MONTREUX



## Splendid lakefront apartment

CHF 2'700'000

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 offered 5 ½ rooms. It was turned by the present owners into 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

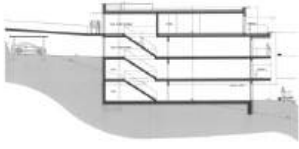


## 10 renovated apartments in a historical building

Form CHF 450'000

This magnificent building was recently renovated. It offers 10 apartments, starting from 50sqm. Most units have a view on the lake and the Alps, enjoying a perfect situation in the center of Montreux.

This building is a real opportunity for investor who can expect no renovation costs for the next decades. It is currently partially rented and can therefore suit your expectations whether you want a pied-a-terre or if you are more yield oriented



# MONTREUX



## New constructions

From CHF 1'250'000 to CHF 1'800'000

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 bathrooms
- Wooden floors in the the bedrooms
- Elevator



# MONTREUX



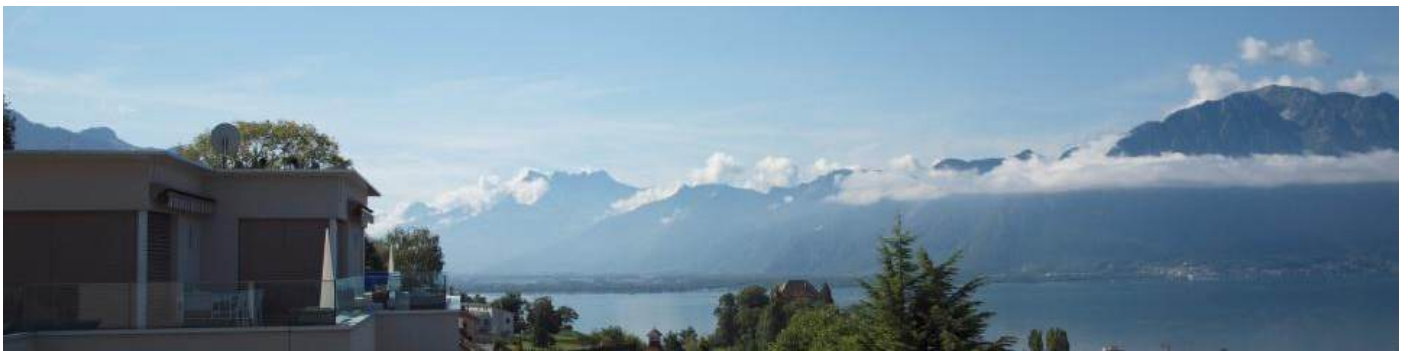
## Traditional style

CHF 1'350'000

Located on the immediate heights of Montreux, this property offers nothing less than a spectacular panoramic view in luxury surroundings and a peaceful yet vibrant part of Switzerland. A private funicular rising from close proximity to a public funicular linking the town of Montreux provides unrivalled four seasons access. Two double garages (one with a rising floor for additional vehicle storage) service the top of the funicular. A private elevator then provides access directly in to the comfort of the beautifully finished property.



# MONTREUX



## Recent flat

CHF 1'700'000

This magnificent residence built in 2010 is composed of three apartments made with beautiful finishes. Located above Montreux, close to all amenities and transport, this modern apartment has panoramic views of the lake and the Alps and is located on the ground floor. It consists of a large living room, a kitchen, a lounge and several access to the terrace and garden. A guest WC, two bedrooms, a bathroom and a master suite with dressing room, private bathroom and balcony are available. A laundry area is available. The property offers a sauna, a wine cellar in the basement accessible by elevator and two covered parking spaces.



# MONTREUX



## Luxury renovation in the heart of Montreux

From CHF 950'000 to CHF 1'800'000

Located in the heart of Montreux, in a building from the beginning of last century, renovated in 2016 with all modern comfort. This small co-property offers 5 apartments from 75sqm to 105 sqm , with good finishes has a balconies facing the lake. These apartments can easily be used as an office or pied a terre,

Possibility to connect to units to create a unique 200sqm duplex apartment on the main street of Montreux



# MONTREUX



## 2 flats

CHF 6'000'000.-

The property is currently divided into two apartments connected by an elevator. The first level offers a spacious living room with fireplace, a dining room, access to the terrace and garden, a fully equipped open kitchen. This level also features a guest toilet, two bedrooms, one with terrace and dressing room and two bathrooms. The second housing distributes a very large living room with fireplace and open kitchen, two bedrooms with dressing room and en suite bathrooms. The lower levels are equipped with a closet, a laundry room, a cellar and a garage for two cars. Outdoor swimming pool.



# PORT VALAIS



## Waterfront apartments with moorings

From CHF 850'000

Beautiful 4 bedroom apartment, the weighted surface 109 m<sup>2</sup> and the living area of 83 m<sup>2</sup>. This duplex with access to the pontoons of the dock from the balcony terrace. Hall with wardrobes and storage under stairs, living room 18 m<sup>2</sup> 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 m<sup>2</sup> with cupboards and a dressing table, bathroom and washing machine and dryer Miele brand. One bedroom 11 m<sup>2</sup> with cupboards, separate balcony. Appendices: A covered outdoor storage area, a place of mooring and parking outside for one car.



# VERBIER



## Residence Agate Duplex

CHF 18'100'000

Residence Agate is a truly unique property. It is the crown jewel of renowned “Les Trois Rocs” prestigious residences ensemble located in the heart of Verbier, one of Switzerland’s most trendy ski resorts. This residence is a harmonious symphony of comfort, luxury, convenience, location, tradition and well-being. Perched against the ski slopes from one side and Place Blanche from another, this property offers a true ski-in/ski-out experience at no expense to comfort. Steps away from Medran ski lift and right opposite the fabulous W Hotel, Residence Agate is Verbier’s No 1 Address.

The Duplex penthouse apartment occupies two floors. This stunning property feels like a large chalet, with full height ceilings and enormous exposed roof trusses, creating great internal volume and grandeur. The apartment features 5 en-suite bedrooms, the master bedroom benefitting from its own private sauna.



# VERBIER



## Rosalp Residences - Penthouse

POA

Understated, elegant and absolutely unique. The Penthouse at Rosalp Residences, designed by Todhunter Earle, effortlessly combines beautiful surroundings, fashionable living plus superb design and craftsmanship. The Penthouse is a 385 sq m (4,144 sq ft) family home with terraces which face south and east. The top floor has double height reception rooms, family kitchen with separate dining room, media/TV room and master bedroom with dressing room and ensuite bathroom. The floor below has 3 additional double bedrooms, all en-suite and a double bunkroom sleeping 4 with breathtaking views and terraces. Lower-ground floor spa with gym, hammam and treatment rooms. Underground car parking with heated boot room and cold storage. Passenger lift to all floors. State-of-the-art audio visual and security specifications to the highest standard.



# VERBIER



## La Truffe Blanche

POA

Located in Verbier atop the Swiss Alps is La Truffe Blanche – the resort’s premier, luxury chalet. Exquisitely designed for indulgence and relaxation, the magnificent chalet, with 9 bedrooms and Integral spa, occupies in excess of 2,600 sqm of opulence. With sleeping accommodation up to 20 people, this extraordinary chalet features 9 fireplaces, heated hard wood floors, Italian silk wall coverings, arc art deco French library, 12 seater cinema room, a private discothèque, marble baths, onyx infinity pool and a wine cellar with underwater windows to watch the swimmers as you sip French wine. The combined effect is to create an atmosphere suitable for royalty.

## Sales information

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