

ALPINE VIEW

CONTENTS

| |
|-----------------------------|
| 02 |
| EXTREMELY ALPINE |
| WARREN SMITH |
| 04 |
| MAKING FRESH |
| TRACKS ON THE SLOPES |
| SUPERDRY |
| 06 |
| MEGEVE |
| 10 |
| COURCHEVEL |
| 15 |
| MERIBEL |
| 19 |
| VAL D'ISERE |
| 22 |
| CHAMONIX |
| 26 |
| ST MORITZ |
| 29 |
| SAMEDAN |
| 30 |
| VERBIER |
| 32 |
| VILLARS |
| 34 |
| GSTAAD |
| 36 |
| CRANS- MONTANA |
| 38 |
| ANDERMATT |
| 40 |
| GRAUBUNDEN |
| 41 |
| ASPEN |
| 46 |
| Q&A |
| 47 |
| OUR EXPERTISE |
| 48 |
| CONTACTS |

WELCOME

We are delighted to introduce to you the 2018 edition of Alpine View; Knight Frank's flagship publication focusing on the very finest alpine homes for sale across the French and Swiss Alps as well as some incredible properties in the US resort of Aspen.

This year we have dedicated our editorial section to two of the biggest names in the Alps today. The first article is with legendary freeride skier Warren Smith. Today Smith has moved on from being one of the best professional freeride skiers Britain has produced, to head the ever expanding Warren Smith Ski academy in Verbier. Smith's ambition is to teach skiers of all abilities how to progress from piste skiing to knee-deep in powder off-piste skiing through his use of biomechanics.

Our second interview is with the CEO of the fashion label Superdry, Mr James Holder. Superdry seemingly progressed overnight from being a little known but much sought-after brand to today having shop fronts in the most iconic Alpine resorts in the world: Megève, Chamonix and Courchevel to name but a few.

This year we have opted to give our research page a personal touch with a Q & A. We are fortunate to call the pistes and télécabines of the likes of Verbier and Val d'Isère as our work places, and as such have an unrivalled insight into not only what makes a ski resort successful, but also what the intricacies are of the local real estate market in each of the resorts Knight Frank operates in.

There has been a textbook start to the 2017-2018 ski season. All resorts are opening on time, all lifts are operating at 100%, snow cover is complete and temperatures are well into minus figures. We hope that the conditions this year will tempt you out to the world's highest playground and explore our selection of the finest chalets, apartments and new build opportunities currently available.

Knight Frank's Alpine team in London as well as our network of 13 offices across the Alps, remain on hand to welcome you back to the mountains this year and advising you on the sale, purchase, let or management of your alpine home.



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Extremely Alpine

When in the Alps and looking for adventure, there is one man you might want to call on, and that's Warren Smith.

By Zoe Dare Hall

The professional freeskiier, who swapped his hometown of Hemel Hempstead 25 years ago for a life in the Swiss resort of Verbier where he runs his eponymous ski academy, has honed a teaching technique based on biomechanics that can turn even the most hesitant skier into an Alpine adrenalin junkie.

"Once you get beyond the stigma that anyone who wants to take part in extreme sports is crazy, there is a method to it. You just break it down and tackle it gradually", says Smith, who says he can "create miracles" in all sorts of skiers. He's the man who taught Claudia Schiffer and Bradley Wiggins all they know on snow, and whose boot camp method so suited Lawrence Dallaglio that the former English rugby captain took just three weeks – where a few months is the norm – to descend the perilous back side of Verbier's Mont Fort (3,228m). "We safely fuel the need for adrenalin. It's the buzz we all got as kids – that sense of freedom and of not being confined. Once people get a taste for it, they keep coming back", says Smith.

The ways to experience the Alps

at high speed become ever more inventive by the year. Verbier is at the forefront of much of it as home to the world's hardest freeride competition, Verbier Xtreme, which sees the top freeskiers and snowboarders tackle the unforgivingly north face of the Bec des Rosses mountain. "We're used to seeing extreme athletes pushing their boundaries here, but no one just gets on top of a 60 degree rock face and skis down. They put in an unbelievable amount of practice and take it to a technical level way beyond what you imagine. They're calculated professionals who love the adrenalin rush", says Smith.



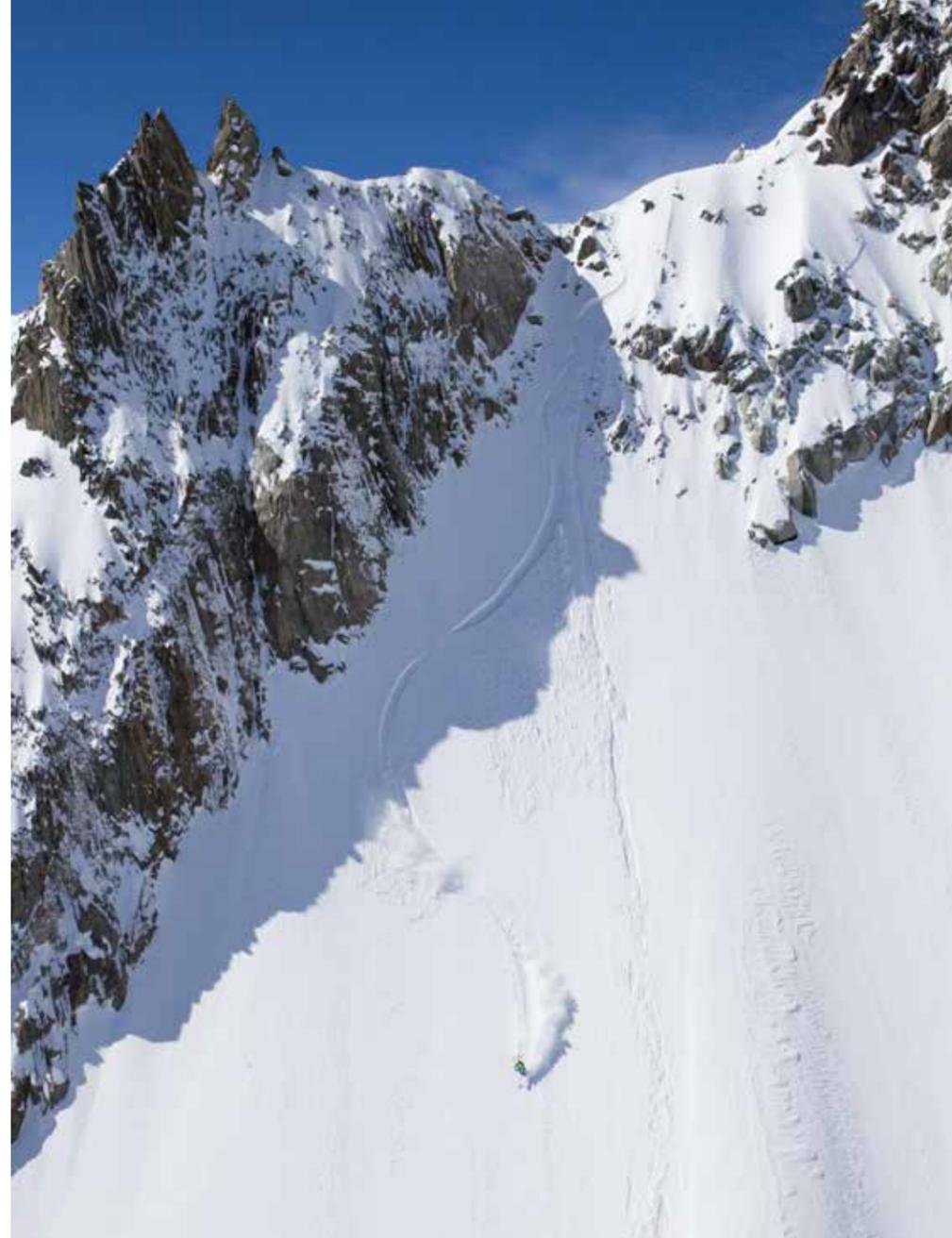
Heli-skiing is big in Verbier, too, with a constant swarm of helicopters at weekends depositing skiers on remote mountaintops with untouched snow. "People come to us with a map of a rock face of a couloir they want to tackle. The ski equipment revolution has given them added confidence and so has social media", Smith comments. "They see extreme

ski video clips of international athletes jumping off a cliff and they want to get close to it. We bridge the gap between recreational skiing and what you see on YouTube."

When skiing isn't enough, speedriding (or speedflying) could be the next step: a combination of paragliding and skiing that enables you to fly down slopes at incredible speed, then jump off cliff edges and remain airborne until you touch

ground in a vast, empty expanse of virgin snow. Chamonix's raw, rugged mountains are the perfect place to do it. "The views are incredible, over Mont Blanc and the Aiguille du Midi", says Smith. So, too, is Les Arcs, where the sport was invented in 2003, and Morzine-Avoriaz, where the most professional practitioners, who are like free-runners on snow, have filmed themselves speed-riding among the chalets before they hurl themselves off a mountain.

The truly fearless can extend this desire to take flight by acquiring a wingsuit – which is variously likened to Batman, Birdman or a flying



All images supplied by Warren Smith.

awards the fallen at this spot a special tie.

Interlaken in Switzerland is another mecca for extreme sports enthusiasts. Paragliders routinely descend into the town centre and those who like to do their sight-seeing while zooming vertically towards the ground can bungee jump off the Stockhorn cable car. Taking the bungee theme one step further in the French Alps is Bun J Ride, who blend the heart-pumping activities of ramp jumping, bungee and zip-wiring in one terrifying experience – either off a ramp over a ravine in the Savoyard village of St Jean de Sixt near Annecy, or from the world's first bungee jump trampoline dedicated exclusively to ski jumping in Tignes. You can even bungee jump on a bike.

In case this all sounds like sheer frivolity for restless millennials, Warren Smith assures there is no age limit to enjoying a spot of extreme sport. "The classic age band is 30-50, but if you are relatively fit in your 60s and can work on your technique beforehand, to ensure your body is tuned in and moving on the right axles, you can do all sorts of things never dreamed of", he says.

There's no excuse. The sky's the limit – and one you will be seeing quite a bit of, from various angles – when it comes to the latest ways to enjoy the Alps.

squirrel – and soaring over the Alps at great altitude before touching ground with the help of a parachute. This is arguably the most extreme sport of all, and is banned in Chamonix after a series of fatalities last year, but YouTube is testament to the number of wingsuit fliers who are still seeking the ultimate thrill all over the Swiss and French Alps – including one who successfully flew at high speed through a rock crevice just two metres wide. Summertime throws up an equal number of dazzling ways to get the heart racing in the Alps. "You may not think it, but downhill mountain biking is extreme. The riders hardly touch the ground", says Smith. "The average person couldn't do anything like the experts do, but they can access a similar course, with Verbier, Chamonix and Méribel home to some of the best routes", he says.

Once proficient at tackling the descents at speed, riders might want to attempt the Megavalanche in Alpe d'Huez, a July event that sees thousands of bikers start their 2,600m descent on a glacier, at speeds of up to 100km.

More accessible to the whole family is summer luge. "If you want to dip your toe into an adrenalin experience, summer sledging on specially-built tracks allows your body to feel similar forces to mountain biking", says Smith. Courchevel Moriond 1650 adds an extra dimension with its floodlit 3km track for night time sledging, or seek out The Snooc in Le Grand Bornand, a device that transforms within minutes from touring skis to a slightly elevated toboggan.

Once you get a taste for it, St Moritz might be your next stop and the historic Cresta Run, whose notorious hazard is Shuttlecock Corner. So numerous are the casualties that the Shuttlecock Club

Making Fresh Tracks on the Slopes

How cult leisurewear brand Superdry is giving haute couture names a run for their money in the mountains

By Zoe Dare Hall

Scan the boutiques in almost any premium Alpine ski resort and, alongside the *Chanel* stores and the familiar upmarket skiwear names such as *Moncler* and *Canada Goose*, you will see a relative newcomer on the scene that is taking the slopes by storm.

Superdry – the global digital brand based in Britain famed for its clothing, which is a mix of British tailoring with a Japanese influence – founded in 2003 and got its big break when David Beckham wore one of their t-shirts two years later. But it was just three years ago that its founders, James Holder and Julian Dunkerton, decided to branch out into the Alps.

For a brand that has found a devoted following that defies age bands, it was crucial that Superdry struck upon the right locations when making its entrée into the Alps. Alpine resorts inspire a deep loyalty – and a certain tribalism – in people. Generations of the same families return to the same ski slopes year after year and, for many, a particular resort becomes the winter meeting place for the same crowd they know back home.

But for a brand to be a success, it needs to transcend all of that and find a common denominator in every location, while also staking its claim in a market that is dominated by a handful of high-end names.

After a huge amount of research, assisted by people on the ground with great insider knowledge of each resort, Superdry chose Chamonix for its inaugural Alpine store. Megève and Courchevel followed soon after and now Superdry has



16 shops in the Alps, with the most recent openings including Val d'Isère, a pop-up shop in Serre Chevalier, and new city franchises in Grenoble, Lyon and Chalon-sur-Saône. They also have their first Swiss presence in Montreux.

Holder loves the mountains regardless of the season. He is a keen, "but not very good" snowboarder, he says. "I can snowboard down a black run, but without much style. My wife, Charlotte, is excellent at it, so for her, the Alps are all about winter." He, on the other hand, is in his element when hill-running in summer. "I just love being up high, breathing in the clean air."

Besides his personal love of the Alpine environment, Holder – who honed his entrepreneurial flair as a student selling t-shirts from his mother's car, before setting up the skatewear brand Bench and, then, the Superdry Group – knew the Alps presented a huge business opportunity for a brand that has quickly become a cult name in leisurewear.

"They have always had a battle with high-end brands in Europe", he says. But relying on the old mantra that if you can't beat them, join them, Superdry

has focused its strategy purely on prime locations – and then capitalised on a growing cross-fertilisation between expensive and more affordable brands. "You could have Moncler with jackets costing €1,000 up, and then us next door, whose jackets can be a tenth of that price. People like the technical detail, they love the product and they migrate to Superdry", he says.

Often, Superdry will choose an "off pitch" spot in these salubrious resorts, just around the corner from the haute couture names. "We have built up a big upper-end demographic in these locations. Courchevel and Val d'Isère work particularly well for us", says Holder. "Our shops have become a destination in their own right because of the sheer density of product. Other brands may have just one logo on their sleeves whereas we have 100. We have a very large and constantly evolving collection, so you can wear Superdry without looking like everyone else."

People were quick to latch on to Superdry as a natural fit in the Alps. "We launched in Chamonix in winter 2014 with a small collection, but people got

it immediately", says Holder. "We had been adopted by the slopes anyway because skiwear is such a hybrid thing. Not only were people wearing our jackets on the slopes they found us fashionable enough to wear for après ski as well."

Indeed, Alpine resorts could learn a thing or two from Holder when it comes to cracking the holy grail of multi-generational

has also helped differentiate his brand from the rest by developing a range of skiwear that people are happy to parade on a night out afterwards, he describes half of Superdry's ski collection as "full technical", which means it's designed purely for the slopes. The other half is "light technical", he says. "You can still ski and snowboard in it and it will keep you dry and warm, but you can also look good wearing it in the bar", says Holder. "We know a lot of our customers love



and multi-demographic appeal. In London, Superdry's streetwear may largely be the preserve of millennials, but on the ski slopes, you are as likely to see a 50-year-old financier wearing their logo as well as a 15-year-old boarder. "The span of people wearing our clothes is greater in the Alps than anywhere else. We have transcended the typical skiwear market", he says.

Where perhaps Holder

après ski as much as the physical thrill of the slopes. The party vibe is very much part of the Superdry spirit." The brand's current bestseller is a "super lightweight" BASE jumper jacket with triple zips. "It was designed for our snow ambassador, the professional skier and BASE jumper Matthias Giraud. He's an extreme skier that performs daily to the highest level and fits the mentality and ethos of the brand. People saw it and it flew off the shelves", Holder comments. Another garment

that has proven similarly popular and now sits in about 3.5 million wardrobes is the triple zip windcheater. "We capture the essence of an item like that and adapt it for technical skiwear. That continuity in our collections is important. There's no point us making a cookie cutter collection that looks like every other brand."

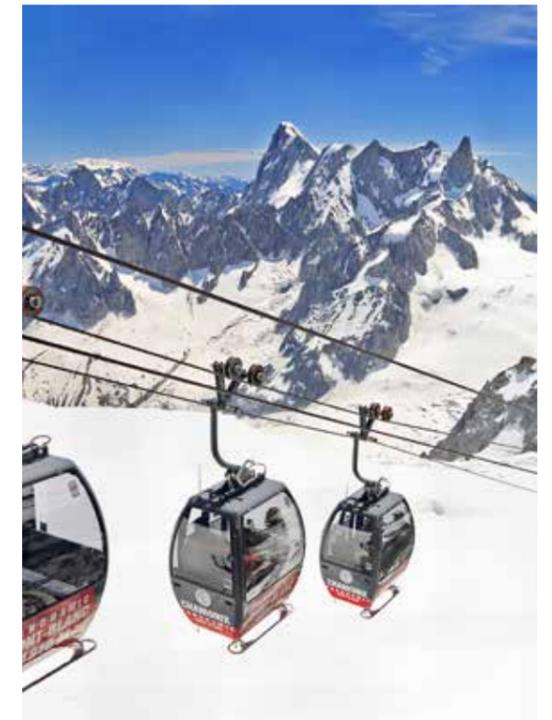
The advances in skiwear technology and materials means many of Superdry's core designs translate easily into garments that suit the slopes. "We brand every product individually, whether it's retro or sleek black, reflective or scuba

“
There's no point in us making a cookie cutter collection that looks like every other brand. It's important that people see the DNA of Superdry in our skiwear
”

neoprene. It just has to be perfectly made for the demographic it's aimed at", says Holder. Superdry – whose cut is "as slim as possible while still giving room to move", he says – has also played a part in winning over the youth market. "Ski clothes used to be baggy and saggy. Now they're more tailored and stylish. The Scandinavian or Italian silhouette is being adopted by young dudes, so they are migrating to Superdry naturally."

Holder's new focus is his company's SuperDesign Lab, "an innovation studio where we will make more experimental and adventurous products with crazy designs, including a snow lab collection, but they are still massively commercial", he explains. "It's what keeps us fresh".

All images supplied by Superdry.





Megève

A beautiful chalet recently built with quality materials and ideally located right next to the center of Megève within easy access of all the shops, restaurants and amenities of the resort. The double height living room offers an excellent entertainment area.

ACCOMMODATION INCLUDES:

- 5 bedrooms
- 6 bathrooms
- Balcony
- Jacuzzi & Hammam
- Ski-in ski-out

GUIDE PRICE
€4,250,000

roddy.aris@knightfrank.com
+44 20 7861 1727



Combloux

Located in a quiet area in the heights of Combloux, this superb newly built chalet faces the Mont Blanc. Decorated in a contemporary style to a high standard and set over four floors, the property also comes with a small staff or guest apartment.

ACCOMMODATION INCLUDES:

- 6 bedrooms
- 7 bathrooms
- Staff accommodation
- Approximately 412 sq m of living space
- Jacuzzi & Hammam
- Garage parking for 4 cars

Price on application

roddy.aris@knightfrank.com
+44 20 7861 1727



Megève

This exceptional, recently built chalet is located overlooking the much sought-after Mont d'Arbois village. Constructed with high quality materials combining state-of-the-art technology with Megève stone, old wood and solid oak or slate flooring.

roddy.aris@knightfrank.com
+44 20 7861 1727

ACCOMMODATION INCLUDES:

- 7 bedrooms
- 7 bathrooms
- Fitness room
- Sauna & Hammam
- Ski room with shoe dryer
- 2 car garage

GUIDE PRICE
€5,350,000

Megève



A newly built luxurious chalet located in the center of the village with a beautiful view of Megève and the surrounding mountains.

ACCOMMODATION INCLUDES:

- 5 bedrooms
- 5 bathrooms
- Swimming pool
- Private parking
- Approximately 435 sq m of living space

roddy.aris@knightfrank.com
+44 20 7861 1727

GUIDE PRICE
€6,440,000

Combloux



Located in a calm and relaxing environment just outside the chic alpine town of Megève, this beautiful ski chalet enjoys a wonderful and panoramic view up towards the Mont Blanc and the surrounding mountains.

ACCOMMODATION INCLUDES:

- 5 bedrooms
- 5 bathrooms
- Separate apartment
- Approximately 345 sq m of living space
- Set on a plot of approximately 2,600 sq m

roddy.aris@knightfrank.com
+44 20 7861 1727

GUIDE PRICE
€2,625,000

Courchevel Village



Located in the Brigues area of Courchevel Village, this recently built terraced chalet sits in the middle of a trio of ski-in, ski-out luxury chalets with amazing panoramic views of the Tarentaise mountains.

ACCOMMODATION INCLUDES:

- 5 bedrooms
- 5 bathrooms
- Home cinema
- Approximately 246 sq m of living space
- Sauna
- Underground parking

roddy.aris@knightfrank.com
+44 20 7861 1727

GUIDE PRICE

€4,000,000

Courchevel Moriond



An off-plan development on the top floor of the Residence Grandes Bosses in Courchevel Moriond. This new ski-in ski-out development will offer four exceptional apartments of 97-123 sq m, with three en suite bedrooms, balconies, garage and panoramic views.

DEVELOPMENT INCLUDES:

- Approximately 97-123 sq m of living space
- 3 en suite bedrooms
- Balconies
- Cellar & ski locker
- Parking
- VAT (20%) rebate possible

roddy.aris@knightfrank.com
+44 20 7861 1727

PRICES FROM

€1,450,000

Computer generated images for indicative purposes only.



Computer generated images for indicative purposes only.



Courchevel

A rare development opportunity with planning permission located in le Plantret, Courchevel 1850. Permission has been granted for a chalet of approximately 735 sq m with six bedrooms, swimming pool, hammam, sauna, cinema room, fitness area, garage for four cars.

roddy.aris@knightfrank.com
+44 20 7861 1727

DEVELOPMENT INCLUDES:

- 6 bedrooms
- 6 bathrooms
- Swimming pool & fitness area
- Hammam & sauna
- Cinema room
- VAT (20%) rebate possible

Price on application



Courchevel

A sublime chalet located in the prestigious ski resort of Courchevel 1850. This immaculate alpine home is finished in a contemporary style and has luxury amenities. The Cospillot piste is approximately 100 meters away and the shops and restaurants of the resort center are approximately 200 meters away.

ACCOMMODATION INCLUDES:

- 5 bedrooms
- 5 bathrooms
- Swimming pool
- Spa
- Private parking/garage

GUIDE PRICE
€8,190,000

roddy.aris@knightfrank.com
+44 20 7861 1727



Courchevel Village

Carré Blanc is a prestigious residence in the center of Courchevel Village, combining noble and traditional materials with contemporary touches, including a stone and wooden facade. This bright apartment has panoramic mountains views and provides direct access to Courchevel 1850 and the pistes.

ACCOMMODATION INCLUDES:

- 3 bedrooms
- 3 bathrooms
- Balcony
- Underground parking
- Approximately 108 sq m of living space
- VAT (20%) rebate possible

GUIDE PRICE
€1,189,343

roddy.aris@knightfrank.com
+44 20 7861 1727



Courchevel

Exceptional top floor apartment for sale in the center of Courchevel with fantastic views over the village across the valley. The apartment comprises an open plan living space with dining area, fireplace and fully fitted kitchen and four en-suite bedrooms.

ACCOMMODATION INCLUDES:

- 4 bedrooms
- 4 bathrooms
- Approximately 136 sq m of living space
- Ski-in ski-out
- Approximately 150 meters from all amenities

Price on application

roddy.aris@knightfrank.com
+44 20 7861 1727



Méribel Village

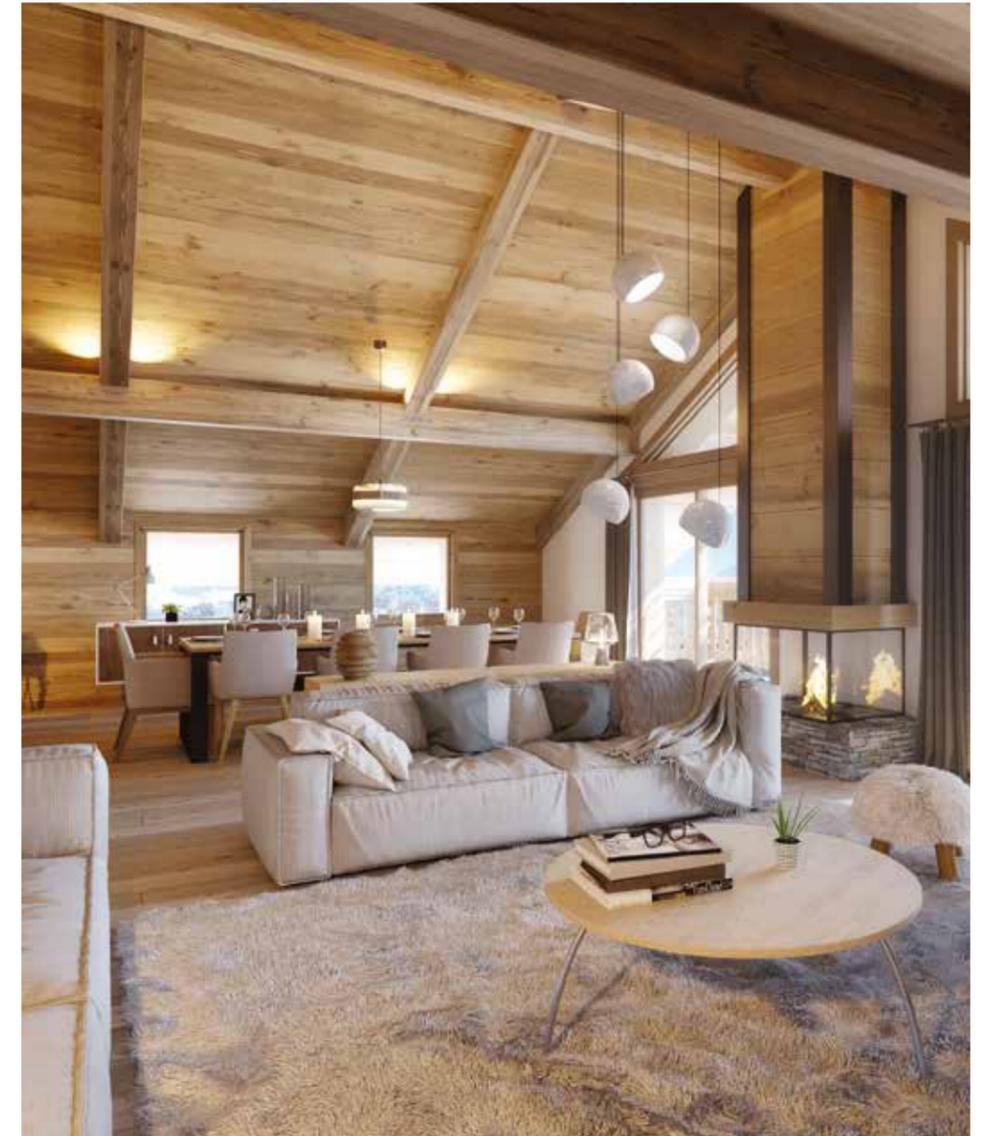
Close to the ski slopes and all the amenities of Méribel Village, this new development has one apartment remaining and is ideally located in a quiet area with beautiful south facing views over the mountains. Access to the apartment is via a lift from the underground parking area.

DEVELOPMENT INCLUDES:

- 3 bedrooms
- 2 bathrooms
- Terrace
- Balcony
- Underground parking
- VAT (20%) rebate possible

GUIDE PRICE
€1,547,600

roddy.aris@knightfrank.com
+44 20 7861 1727



Méribel

A development of 15 apartments in a family friendly and lively residence, located close to the slopes and offering beautiful views of the mountains and the district of Altitude 1600. The Parc Alpin will be located approximately 300 meters from the ski slopes (access to the Doron slope via the Route de la Renarde or via the Morel chairlift) and close to shops.

DEVELOPMENT INCLUDES:

- 2-4 bedrooms
- 2-4 bathrooms
- Underground parking
- Ski lockers
- Cellars
- VAT (20%) rebate possible

rodgy.aris@knightfrank.com
+44 20 7861 1727

PRICES FROM
€913,250



Méribel Village



Chalet Col de la Loze is the last of four chalets proposed in Le Hameau des Cimes with a living area of approximately 326 sq m. Located in the heart of Méribel Village resort, this chalet is close to shops and the ski slopes. Sold as a shell finish, completed Q4 2017.

ACCOMMODATION INCLUDES:

- 6 bedrooms
- 6 bathrooms
- Lift
- Terrace
- Ski-in ski-out
- VAT (20%) rebate possible

rodde.aris@knightfrank.com
+44 20 7861 1727

GUIDE PRICE
€3,850,000



Méribel Village



This exclusive new, modern apartment is ideally located close to the slopes, amenities and the center of Méribel Village. The village is increasingly the go to destination for families wanting a quieter holiday without compromising on access to the 3 Valleys ski domain. Delivery Q4 2017.

ACCOMMODATION INCLUDES:

- 5 bedrooms
- 5 bathrooms
- 3 balconies
- Fully furnished
- VAT (20%) rebate possible

rodde.aris@knightfrank.com
+44 20 7861 1727

GUIDE PRICE
€2,910,000

Val d'Isère

Arguably the most iconic chalet in Val d'Isère, situated in the hamlet of Les Carats, close to the center of Val d'Isère. This stunning chalet of approximately 620 sq m offers high quality accommodation with a unique and extensive relaxation area: indoor swimming pool, outdoor Jacuzzi, sauna and playroom.

rodde.aris@knightfrank.com
+44 20 7861 1727

ACCOMMODATION INCLUDES:

- 7 bedrooms
- 7 bathrooms
- Indoor swimming pool
- Sauna & Hammam
- Outbuildings

Price on application



Val d'Isère

An amazing chalet in Tignes Les Brévières. Accommodation comprising impressive volumes and unique decoration spread over four levels offering top-of-the-line amenities and latest equipment. Approximately 350 meters from the ski slopes and shops of the village.

roddy.aris@knightfrank.com
+44 20 7861 1727

ACCOMMODATION INCLUDES:

- 6 bedrooms
- 6 bathrooms
- Swimming pool
- Sauna & Hammam
- Approximately 300 sq m of living space

GUIDE PRICE
€3,900,000

Val d'Isère



A magnificent opportunity to buy a ski-in ski-out apartment in the most sought after location of the Espace Killy, close to the Club Med in the La Legattaz. Built with taste and refinement, including a pool and a relaxation area on the lower level.

ACCOMMODATION INCLUDES:

- 5 bedrooms
- 5 bathrooms
- Cinema room
- Swimming pool
- Approximately 150 sq m of living space

roddy.aris@knightfrank.com
+44 20 7861 1727

GUIDE PRICE
€3,200,000

Val d'Isère



This superb duplex of approximately 100 sq m is situated approximately 200 meters from the village center and benefits from an ideal ski-in ski-out location. Tastefully decorated, the three bedroom apartment is well arranged and can easily welcome six people. It includes large balcony with views of the pistes.

ACCOMMODATION INCLUDES:

- 3 bedrooms
- 3 bathrooms
- Duplex
- Ski-in ski-out

roddy.aris@knightfrank.com
+44 20 7861 1727

GUIDE PRICE
€2,000,000



Computer generated images for indicative purposes only.



Chamonix

La Cordée is a development of 80 apartments in one of Chamonix's most exclusive residential areas, the Plaine des Praz. The apartments will be fully renovated to a high standard, using contemporary styling blended with a more traditional Alpine finish.

roddy.aris@knightfrank.com
+44 20 7861 1727

ACCOMMODATION INCLUDES:

- 1-5 bedrooms
- 1-5 bathrooms
- Heated indoor swimming pool
- Gym
- Sauna & Hammam
- Underground parking

PRICES FROM
€340,000 - €2,490,000



Chamonix

A truly unique, new build chalet of the highest efficiency standards, situated in a charming hamlet between Chamonix and Argentière. The chalet is extremely energy efficient, based on a geothermal heating system and the latest thermal insulations. The bespoke cross-shaped design creates a space so that each main room has multiple aspects, similar in form but deliberately unique in style.

roddy.aris@knightfrank.com
+44 20 7861 1727

ACCOMMODATION INCLUDES:

- 6 bedrooms
- 5 bathrooms
- Swimming pool
- Cinema room
- Gym & sauna
- Approximately 420 sq m of habitable space

GUIDE PRICE
€6,300,000



Chamonix

Unique property situated on the slopes of Les Houches. Currently trading as a Savoyarde mountain restaurant, this property could be transformed into a secondary residence making the most of its original charm and incredible views or could be continued as a restaurant with with option to expand.

roddy.aris@knightfrank.com
+44 20 7861 1727

ACCOMMODATION INCLUDES:

- 2 bedrooms
- Separate barn
- Terrace
- Landscape garden
- Panoramic views of the Mont Blanc & valley

GUIDE PRICE
€1,250,00



Chamonix

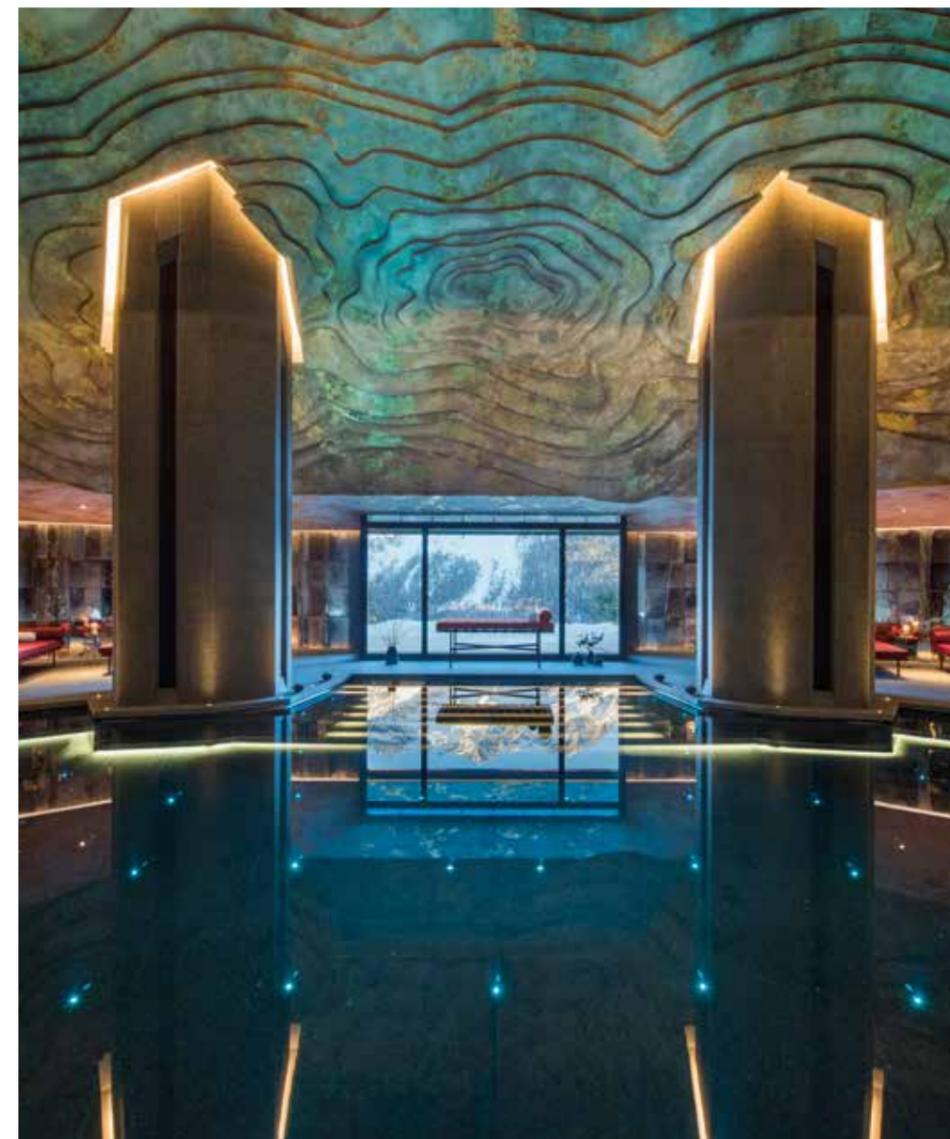
A fantastic family chalet in a quiet area called les Favrandes, to the south west of the town center approximately 1,200 meters from the Rue Paccard in central Chamonix. Open-plan main living area on the first floor with huge windows giving fantastic views. Sliding glass doors lead onto a large deck with hot tub and flat garden which enjoy fantastic views of Mont Blanc.

roddy.aris@knightfrank.com
+44 20 7861 1727

ACCOMMODATION INCLUDES:

- 4 bedrooms
- 3 bathrooms
- Balcony / terrace
- Sauna & Jacuzzi
- South facing garden
- Parking

GUIDE PRICE
€1,325,000



St Moritz

This newly constructed masterpiece has been intricately designed to express the essence of the Alps using local materials and articulating the views. The architects produced a unique concept with flowing spaces throughout while creating three interlinked but separate areas to allow for a sumptuous master area, luxurious guest wing and incredible service area.

ACCOMMODATION INCLUDES:

- 6 main bedroom suites
- Principal living space of approximately 1,750 sq m
- Staff accommodation & further 3,200 sq m of usable space
- Ski-in ski-out
- Luxurious spa & entertaining areas

Price on application

alex.kdeg@knightfrank.com

+44 20 7861 1109





Computer generated images for indicative purposes only.



St Moritz

The landmark Grace St Moritz hotel is undergoing a dramatic transformation comprising of the restoration of the original 1906 building and creation of a stylish contemporary new wing. This unique collection of serviced apartments offer breath-taking views of the lake and mountain peaks beyond. All apartments can be purchased by non-Swiss residents as a holiday home.

alex.kdeg@knightfrank.com
+44 20 7861 1109

DEVELOPMENT INCLUDES:

- New release of studio and 1 bedroom apartments due Spring 2018
- Full access to the hotel's facilities: spa, swimming pool, restaurants & bars
- Underground parking

PRICES FROM
CHF 740,000



Computer generated images for indicative purposes only.



Samedan

Set in the midst of the beautiful Engadin landscape, within the charming village of Samedan, comes this contemporary and environmentally conscious project. Out of 55 light and fully equipped apartments, 12 are fully available to non-Swiss residents. Two or three bedroom options, open plan living spaces and private balconies.

alex.kdeg@knightfrank.com
+44 20 7861 1109

DEVELOPMENT INCLUDES:

- 2-3 bedrooms
- Open plan living
- 115-150 sq m living space
- High ceilings
- Modern architecture
- 'Minergie' level efficiency standards

PRICES FROM
CHF 920,000



Verbier

Beautiful triplex apartment set within a luxurious residence, located in the Ransou district with easy access to local amenities and the ski slopes. The apartment comprises of three large bedroom suites (with scope for a fourth), a spacious reception room with open plan kitchen and dining area, and extensive balconies with wonderful views.

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DEVELOPMENT INCLUDES:

- 3-4 bedroom suites
- Voluminous entertaining rooms
- Excellent location
- Possibility for non-residents to purchase
- Spa area

Price on application



Verbier

Spectacular traditional style chalet with breath-taking views offered in immaculate condition and ideally positioned away from the road in Verbier's "Swedish Quarter". The accommodation is divided between a principal chalet and an interconnected guest chalet providing a total of 12 bedrooms and approximately 1,182 sq m of living space.

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ACCOMMODATION INCLUDES:

- Spacious entertaining rooms
- 10 principal bedrooms
- Independent 2 bedroom staff apartment
- Underground parking
- Ski room

Price on application



Villars

Elegant, newly built chalet, ideally located in a private area in the heart of Villars with good access to local amenities, international schools and the ski slopes. Set over four floors, this chalet provides a luxurious residence ideal for both a family home, and a base to enjoy the surrounding skiing with ample living and entertaining areas.

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ACCOMMODATION INCLUDES:

- 7 bedrooms
- 7 bathrooms
- Large double reception room
- Cellar
- Independent studio apartment

GUIDE PRICE
CHF 13,000,000



Villars

This elegant ski-in ski-out chalet is a perfect mix of contemporary styling and Alpine ambience. The chalet offers spacious entertaining areas including a double height main reception room and five en-suite bedrooms, in a private position alongside the piste and above the village of Barboleuse and with stunning south facing views.

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ACCOMMODATION INCLUDES:

- 5 bedroom suites
- Large grand salon reception room
- Terraces & balconies
- Sauna, ski room & garaging
- Approximately 316 sq m
- Fully available to non-Swiss residents as a holiday home

GUIDE PRICE
CHF 3,200,000

Gstaad



Exciting new chalet project ideally located close to the resort centre. Offering approximately 292 sq m, the chalet has been carefully redesigned in order to maximise the wonderful panoramic views. The layout will allow for four bedroom suites and spacious reception areas with direct access onto the private terracing.

ACCOMMODATION INCLUDES:

- 4 bedroom suites
- Large reception room
- Separate kitchen & study
- Garage
- New restoration project

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GUIDE PRICE
CHF 11,500,000

Gstaad



Spacious village chalet ideally located in the heart of the village within easy access to the resort. The property is distributed over four floors with the reception room on the top floor to maximise the views and the wonderful ceiling heights.

ACCOMMODATION INCLUDES:

- 4 bedroom suites
- Large open plan reception area
- Balcony
- Village centre location
- Outdoor parking

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Price on application



Gstaad

Luxurious and stylish chalet with wonderful sunny views ideally located within easy access to the resort centre. The property is distributed between a main chalet and a fully independent one bedroom garden house.

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ACCOMMODATION INCLUDES:

- 4/5 bedroom suites
- Large reception areas
- Fitness room
- Terraces
- Panoramic views
- Garage

Price on application



Crans-Montana

"Les Sommets" residences are ideally located in Vermala with direct access to the ski slopes. This apartment has a wonderful open plan living space with magnificent fireplace that leads out on to the large terrace with Jacuzzi where the beautiful views can be enjoyed.

ACCOMMODATION INCLUDES:

- 5 bedrooms
- 5 bathrooms
- Garage & cellar
- Ski locker
- Approximately 205 sq m
- Fully available to non-Swiss residents

GUIDE PRICE
CHF 2,870,000

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Crans-Montana

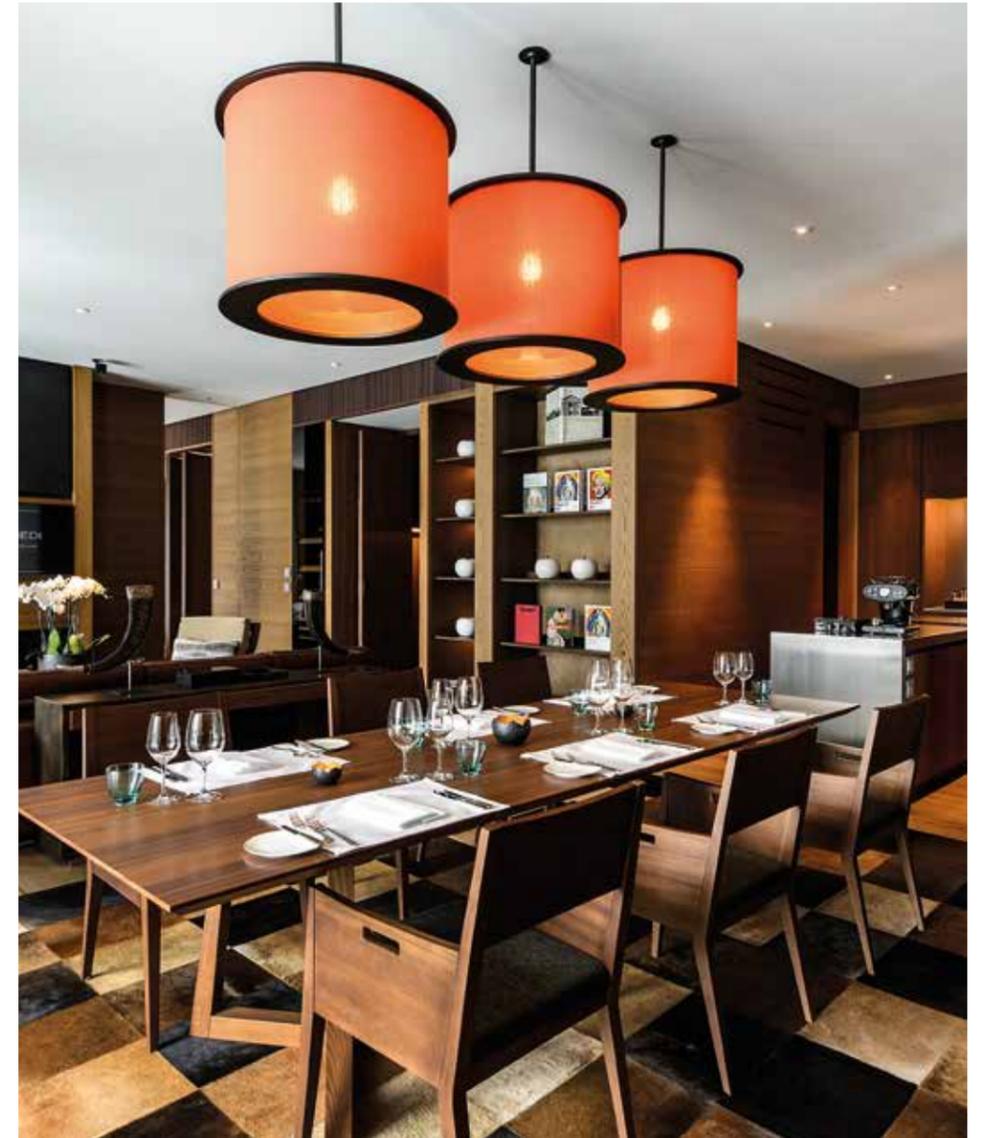
This beautiful residence is located in a quiet area near the centre of Montana with direct access to the ski lifts. This apartment has a spacious living area which leads out onto the balcony and terrace where there are stunning views of the Alps.

ACCOMMODATION INCLUDES:

- 4 bedrooms
- 3 bathrooms
- Ski locker
- Double garage & cellar
- Approximately 170 sq m
- Fully available to non-Swiss residents

GUIDE PRICE
CHF 2,700,000

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Andermatt

The contemporary 5-star luxury Chedi Residences are centrally located in Andermatt with easy access to the ski lifts. The luxurious one and two bedroom residences range from 95 to 240 sq m of living space and are fully furnished.

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DEVELOPMENT INCLUDES:

- No restriction on foreign ownership
- Freehold with fully transferable strata title
- Option to participate in a hotel rental programme
- Full access to Spa & Hotel services, such as ski & sports butlers or concierge

PRICES FROM
CHF 1,690,000



Computer generated images for indicative purposes only.



Lenzerheide

Luxury five bedroom detached chalet with generously proportioned rooms ideally located in the preferred residential quarter of 'Crapera'. With approximately 300 sq m of living space over three stories, the chalet is offered in excellent condition with incredible panoramic views. The property may be purchased as a secondary residence & by non-Swiss residents.

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ACCOMMODATION INCLUDES:

- 4 bedrooms
- 3 bathrooms
- Balcony
- Lift
- Spa
- Private parking/garage

Price on application



FEATURE RESORT ASPEN

Everyone remembers their first trip to Aspen—with good reason. It's a city that effortlessly manages to strike a perfect balance between having the feel of a small mountain town with the buzz of a large city.

Unsurprisingly, people are initially drawn to Aspen during the winter due to the unbelievable snow. Very low temperatures and humidity, combined with the high altitude (the base elevation is at 2,422 metres with a top elevation of 3,417 metres) produces incredibly light and dry powder that falls over an enormous amount of terrain that includes four distinct, unattached mountains. Aspen Mountain, known by the locals as 'Ajax', is where it all began and is best known for its steep face, with no beginners' terrain anywhere in the trail system. Highlands is less crowded and is appealing for its expansive and varied terrain, being home to some of the best in-bounds backcountry skiing in the country. Its chief draw is the immense Highland Bowl, which is a rite of passage for expert skiers. Buttermilk slopes are more gentle, but by no means a bunny hill. It is still a big mountain with more than 610 metres of vertical drop, giving novices a sense of the great views that can be had from the top of Aspen peak. The aptly named Snowmass features an abundance of deep snow with 94 trails and the largest vertical descent in the United States at 1,343

metres. During the last ski season, they experienced nearly 817 cm of snowfall.

Many of Aspen's residents enjoy the fact that Aspen is very secluded, especially during the winter when the road that links Aspen with eastern Colorado is closed, leaving only one route into town. Unless you fly there, that is. As the line-up of private jets at its small airport will attest, many avoid the one road into Aspen altogether. But it's not just private aircraft that utilise the Aspen airport, commercial carriers have expanded capacity this season by 22% to include 271,403 seats. This expansion has no forecast for abating: the Federal Aviation Administration has just approved plans to greatly increase the size of aircraft that can land there and plans are underway to expand the terminal building.

Over the past six years, the resort has invested around \$68 million to both on-mountain capital improvements as well as hospitality upgrades. Although winter is what typically brings people to Aspen to begin with, summer has now almost become more popular than the winter. The Food & Wine Classic is the event that kicks off the summer season and

serves as a magnet for chefs and wine experts from around the world. Following immediately is the Aspen Ideas Festival, which is produced by the Aspen Institute and is one of the nation's premier gatherings for leaders around the world to discuss challenging current issues. Another landmark event during the summer is the world-renowned Aspen Music Festival, which lasts for 60 days and sees the biggest names in the music industry performing under the Benedict music tent.

It is easy to understand why people say, "Aspen, it has it all".



JASON MANSFIELD
USA Sales Manager
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Old Snowmass

The Rockin' M Ranch is a beautiful, quiet and serene property located on the banks of Snowmass Creek. The nearly 100 years of history is well preserved in the elegant log home which is remodeled to perfection. It is lavishly furnished and ready to move in and enjoy. The sights and sounds of the rushing Snowmass Creek which meanders throughout the property can be enjoyed from every room.

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ACCOMMODATION INCLUDES:

- 4 bedrooms
- 4 bathrooms
- Approximately 13 ha in total
- Approximately 355 sq m

GUIDE PRICE
US\$ 9,495,000



Aspen Highlands

Never before offered, this is a one-of-a-kind opportunity to own a modern luxury ski-in, ski-out home in Aspen Highlands. Four en suite bedrooms, plus a bonus room, all beautifully appointed. Extensive entertaining spaces inside and outside. Designed by RGS Architecture and recipient of the 2011 ASID Crystal Award; now offered furnished.

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ACCOMMODATION INCLUDES:

- 6 bedrooms
- 8 bathrooms
- Approximately 839 sq m
- Ski-in, ski-out

GUIDE PRICE
US\$ 19,900,000

Snowmass Village



Located on the sunny side of Snowmass Village in Horse Ranch, this award-winning home is simply timeless. The classic aesthetic gives a nod to historic Colorado mining cabins with rustic timber trusses that create a focused mid-line through the home, yet weaves in contemporary accents like steel crossbeams repurposed from a local bridge.

ACCOMMODATION INCLUDES:

- 4 bedrooms
- 4 bathrooms
- Approximately 333 sq m

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GUIDE PRICE
US\$ 3,095,000



Woody Creek



This gated, luxury river property sits on a pristine flat lot with approximately 91 metres of river frontage and just minutes from downtown Aspen. Never will a home be built this close to the Roaring Fork River again. Upon entering the property, you are greeted with perfectly manicured grounds and a spacious lot with all day sun.

ACCOMMODATION INCLUDES:

- 7 bedrooms
- 6 bathrooms
- Approximately 678 sq m
- Media room
- Sound proof game room

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GUIDE PRICE
US\$ 8,975,000



Summit of Aspen

ACCOMMODATION INCLUDES:

"The Mountain" is the ultimate in Aspen luxury and presents a once-in-a-lifetime opportunity to own and live on one of the most spectacular properties in the world. Nothing like this exists in the continental United States. This sweeping mountain paradise, brimming with potential, could be yours for private ownership. This breath-taking area boasts captivating views, multiple cabins and private ski runs.

- Approximately 182 ha in total
- 6 separate guest cabin parcels
- Located on the southwest side of Aspen Mountain
- Year built: 2002

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GUIDE PRICE
US\$ 40,000,000

INSIDE KNOWLEDGE...

Between them, Roddy Aris and Alex Koch de Gooreynd have over 16 years' experience working in the ski property industry. We asked them for their take on current market conditions, where the best investment opportunities lie and their outlook for the market.

FRANCE

RODDY ARIS
KNIGHT FRANK INTERNATIONAL

Which of the French resorts has seen the strongest sales activity in recent years and why do you think that is?

Chamonix has gone from strength to strength. Although it does not appeal to those buyers wanting ski in/out options such as in The Three Valleys and Espace Killy, it does appeal to those that love the mountains all year round and are seeking quick and easy access from Geneva International Airport.

Given Switzerland's 20% cap on second homes, along with the strength of the Swiss Franc, are you seeing more Swiss buyers in France?

There was a sudden rise of Swiss enquiries in 2015 when exchange rates moved firmly in favour of CHF denominated buyers as the Franc was unpegged from the Euro. The resorts that benefitted the most from the pendulum swing were Chamonix and Megève. Both being on the doorstep of Geneva and offering year-round appeal. The exchange rate advantage has lessened recently and with it Swiss activity.



SWITZERLAND

ALEX KOCH DE GOOREYND
KNIGHT FRANK INTERNATIONAL

Is Swiss real estate still the safe-haven investment that it was?

When we first started working in the Swiss market eight years ago, most of my enquiries were from clients wishing to take advantage of the preferential tax arrangements on offer. This has changed dramatically in recent years with Switzerland proving to be one of the more stable economies for investment. Today my clients are drawn to the region by the stable economy, excellent personal safety and world-class education. The property market has also gone through changes but performance differs hugely from canton to canton. In the city centres, a lack of quality stock has maintained price levels while those regions with an abundance of stock have undergone a price correction.



Aparthotel apartments are sold as commercial acquisitions. Are you seeing more of these opportunities coming to the market?

The Grace Hotel Apartments in St Moritz and a larger chalet project in Zermatt have been the only two resorts to offer this product to date; two markets that have always struggled with stock for non-residents. The concept is an interesting one and one that I fully expect to see adopted throughout the Swiss resorts as they adapt to life after Lex Weber.

For the full review please visit www.knightfrank.com/alps



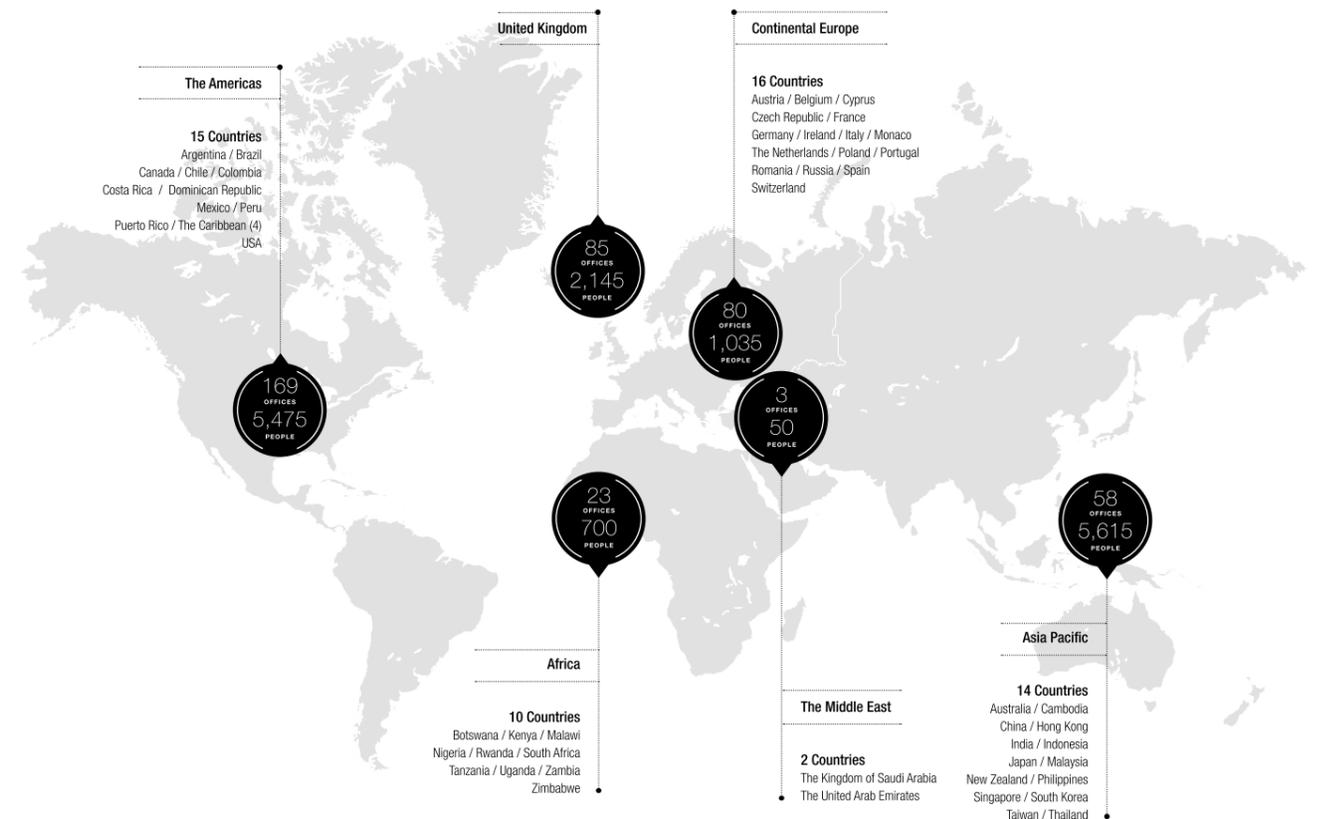
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60 COUNTRIES
15,020 PEOPLE



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*The London team works closely with our network of representatives across the Swiss and Alpine network.
Our agents have been carefully selected for their integrity, experience and professionalism.*

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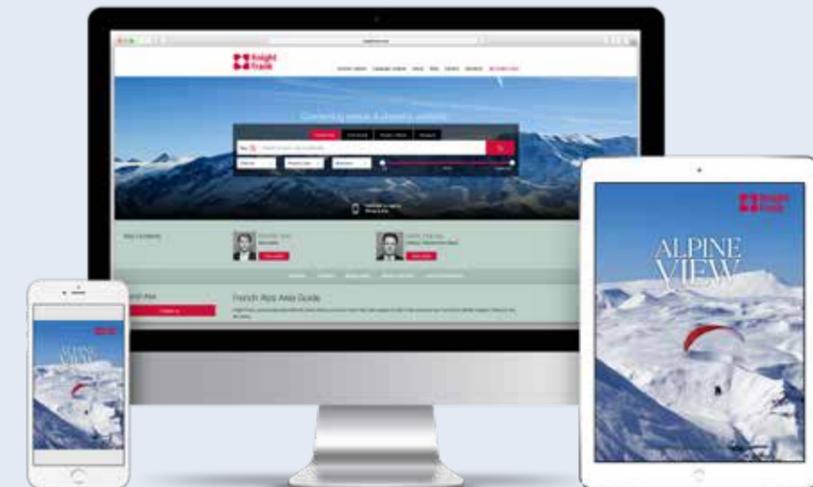
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