



Barnes Mont-Blanc

The height of luxury!

David Prétot is not only a former top-flight skier; he is also the founder and CEO of the prestige real estate firm Barnes Mont-Blanc. A peak performance!

By Nicolas Berger

First of all David, what drew you to the world of real estate?

My career as a top-flight sportsman took me to the four corners of the globe after which I wanted to settle down somewhere in the beautiful Mont Blanc region where I was born. I took a course at Chambéry Business School and qualified as a professional estate agent and opened my first agency in the valley. In 2011 I founded Barnes Mont-Blanc, handling exceptional properties and offering high-end services.

Besides selling and renting out properties you also offer clients services such as property management. What does that consist of?

We offer two types of contract with a transaction: property management, which covers the surveillance and upkeep of a property inside and out. This contract also includes the possibility of a real concierge service to handle matters such as shopping, various bookings and transfers. And then we can also set up a rental management contract whether you want to really rent the property fully or just enough to cover some costs. In both cases the aim is to be there for the client!

Your wife, Géraldine, is an interior architect. Does she work with you?

Yes, indeed she can design and oversee the finishings for clients as well

as taking care of everything to do with decoration and furnishings. Géraldine has created a structure of six people who work together with the site manager because projects like this are more and more being tackled in a global manner.

There is talk of a drop in mountain property transactions. Can you confirm this?

As far as we are concerned our sales are holding up! High-end real estate is boosted by strong British and Swiss purchasing power thanks to favourable exchange rates. Each resort has its own peculiarities: Chamonix concentrates on sport, Megève remains more focused on a family atmosphere and the art of living and Saint-Gervais is more affordable. There is also a MONT BLANC Unlimited ski pass running from December 1 to April 30 which gives you access to the legendary pistes and off-piste tracks of the Evasion Mont Blanc ski area, the Chamonix Valley and also Italy (Courmayeur and Funivie Monte Bianco) and Switzerland (Verbier 4 Vallées).

More information from:
www.barnes-montblanc.com

