

Beat: Travel

CIMALPES PERSONALIZED SERVICES ANSWERING TO YOUR NEEDS

CIMALPES EMBODIES THE ALPINE LIFESTYLE

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USPA NEWS - Snow and Sunshine simply belong together for you? With mild temperatures on the horizon, you can't wait to pack your gear and hit the slopes for some springtime skiing?... Then we have good news for you! The Ski Season isn't over yet. People are eager to travel and take a Winter Holiday and if you want Snow in Winter then The Alps is the place to be.... the urge to travel is unbroken.

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Covid-19 and the resulting lockdowns have significantly disrupted Global Real Estate Markets. The Ski Market has been no exception. The combination of fresh air, open space, recreational activities, good healthcare and reliable WiFi makes Alpine living in the three specific Ski Markets – France, Switzerland and the US – an obvious choice for those individuals seeking shelter from the pandemic. The question is whether we will see a redistribution of value from urban to resort locations as a result of Covid-19.

The Pandemic has meant Resorts both side of the pond missed out on their lucrative Easter season. Clearly, there are challenges ahead in reopening the Resorts this season. French Resorts dominate the top of the rankings this year with Buyers attracted by the Resorts' rental prospects and good liquidity. Property Agents adapted. With Health and Wellness rising up Buyers' Agendas, the Alps are resonating more than ever. The Alps offer freedom, space, fresh air, nature, exercise, adventures with family and friends, escapism – all the things that lockdown did not provide, so it is perhaps not surprising that Mountain Living is back in the spotlight.

For nature lovers, the French Alps is the ultimate destination in France. This area boasts some of the most magnificent natural scenery in Europe, with awe-inspiring mountains, crystal-clear lakes, rushing waterfalls, and pristine forests. Most Tourists focus their visit on outdoor activities: hiking, biking, and mountain climbing in summer; skiing and snowboarding in winter. In quaint mountain villages, ski resorts offer excellent facilities, a lively ambience, and regional charm. Tourists are amazed by the wealth of cultural and natural attractions to discover there.

Relaxation is another reason to spend time in the French Alps. For over a century, tourists have arrived here in search of the rejuvenating fresh air and leisure. Many Belle Epoque spa towns such as Aix-les-Bains, Evian-les-Bain, and Saint-Gervais-les-Bains are still popular today. Also, The French Alps is rich in things to do and enjoy during a Summer Holiday. Alpine Resorts are perfect for Families who want some active aspects to their Holiday but also enjoy relaxing in the sunshine.

Cimalpes was founded in 2003 by Grégory Flon and Olivier Builly (and later with Benjamin Berger), who shared a vision to transform the mountain real estate business by bringing the standards, practices and service ethos of Luxury Hotels to the sector. Nearly two decades later, Cimalpes has established itself at the forefront of the Luxury Real Estate business in the French Alps.

An undisputed leader at the heart of an ecosystem of lovers of exceptional destinations, The Company claims to have a Concept based on Four Core Values: Proximity, Passion, Determination, Transparency., with a comprehensive service encompassing sales, rentals, property management, concierge services and consultancy.

CIMALPES leadership

Olivier BUILLY: President Co-Founder & Associate

Grégory FLON: Co-Founder & Associate

Benjamin BERGER: General Director & Associate

- Motto: Live - Trust - Inspire.

- Holidays at Home: Caretaking & Concierge, Control & Interventions, Para-hotel services & VAT Recovery Program.

- Services for Owners: Estimate, Sell, Rent, Management.
- Destinations: Alpe d'Huez, Chamonix, Courchevel, La Tania, La Toussuire, Le Grand Bornand, Les Carroz d'Arâches, Les Gets, Les Menuires, Megève, Méribel, Notre Dame de Bellecombe, Pralognan la Vanoise, Sainte-Foy-Tarentaise, St-Martin de Belleville, Tignes, Val d'Isère, Val Thorens, Valloire, Valmorel.
- Agencies: Courchevel 1850 - Courchevel Moriond - Courchevel Village - Courchevel Le Praz - Meribel - Saint-Martin de Belleville - Megeve - Val d'Isere - Albertville

Some Facts:

- 20 Destinations
- 14 Agencies & Partners
- 865 Rental Properties
- 1,000 Properties for Sale
- 120 Full-Time Employees
- Clients Nationalities: France, UK, Belgium, The Netherlands, Russia, Switzerland...
- British are back for 2022, Still great value for French People
- 20 Seasonal Employees...
- Business is coming back nevertheless the Pandemic Crisis...

Source: Press Conference @ Le Brach Hotel (Paris) on October 14, 2021 with the presence of Benjamin BERGER, Olivier BUILLY and Gregory FLON.

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