

HGAR GLOBAL BUSINESS CHAT

Real Estate on the French Riviera & all over France

Jean-Laurent LEPEU

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Your Real Estate Project Deserve Serious Players



Jean-Laurent LEPEU

- In Real Estate for more than 35 years : Realty, Development, IT systems for RE
- Founder & CEO at Cimiez Boulevard Group : 4 brands in RE



L'IMMOBILIER EXCLUSIF
SUR LA CÔTE D'AZUR



TOUT L'IMMOBILIER
RÉSIDENTIEL À CIMIEZ



LA GÉRANCE LOCATIVE
NOUVELLE GÉNÉRATION

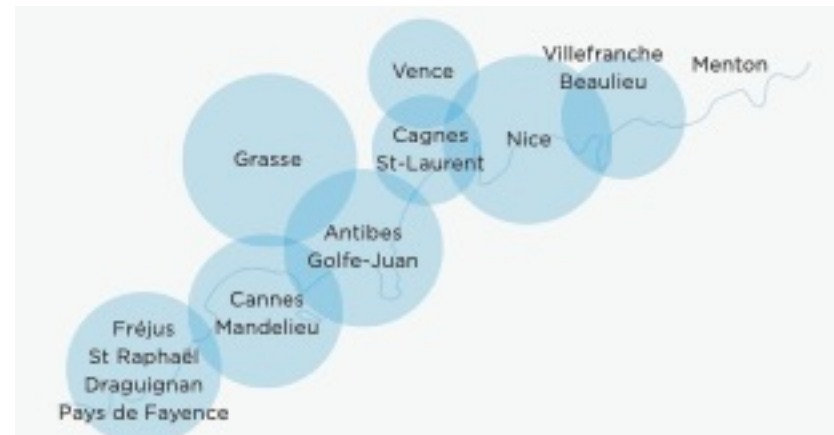


LE CONSEIL PATRIMONIAL
QUI VOUS RESSEMBLE

- Founder and Chairman at MLS Côte d'Azur



- Founded in 2001
- Up to 500 Brokers & 2000 Agents = 2/3 of Real Estate Market in French Riviera, from Menton to Saint-Tropez
- MLS Inspired by US / Canada
- Dedicated B to B platform
www.mls.fr
- Fully Regulated processes
- Unique in France
- MLS France development to come



The organization of the profession

- Only Brokers are licensed
 - almost anyone can become a real estate agent
 - no license for agents, just a registration
- No unique organization for the representation of agents such as NAR
- Real estate agents do not have a good reputation
- Most contracts are non-exclusive
- MLS is not popular, MLS Côte d'Azur remains an exception
- Private portals have pre-empted the distribution of real estate ads

Key things to know about Real Estate in France

1. The relationship to real estate ownership is very emotional, the notion of "family home" is strong, the "historic" real estate stock is important, the attachment to the territory is very important.
2. Real Estate transactions are secure, there is no risk of questioning one's title > fundamental role of the notary, no need to get insurance
3. The "coop" system does not exist. No one can oppose a buyer or a tenant in a condo
4. During the transaction, the buyer can withdraw within 10 days of signing the contract, without any justification or compensation to the seller or the agent.
5. The average Agency fees are around 5% including VAT
6. The registration fees for a deed (notary fees + taxes) are around 8% for old properties and 2.5% for new development

Buying Steps	Process	Time Line
Discovering the market	Chose your Agent	Day -15
Choice of the property	Visit the properties	Day -10
Negotiation	Offer to purchase	Day -5
Signing the contract	Deposit of 5 % to 10 % of the price	Day 0
Contract confirmation	End of buyer's cancelation delay	Day 10
Obtaining financing	Loan agreement	Day 45
Deed / handing over the keys	Notarial deed signature Payment of the price, fees and taxes	Day 90

When everything goes right....

The whole process of realization of the transaction is divided between :

- The Real Estate Agent :
 - Obtaining all the elements and documents necessary for the sale, including :
 - Title deeds
 - Technical diagnoses and measurement of the property (carried out by an approved expert)
 - All condo related documents
 - Drafting and signing the offer to purchase (remote digital signature possible)
 - Drafting and signing the purchase contract (not customary for all agents, in that case Notary drafts the contract - remote digital signature possible)
 - Follow up the setting up of the financing
- The Lender :
 - Set up the financing file when the contract is signed
 - Establish the loan offer, define the mortgage conditions
 - Receive the buyer's agreement on the loan conditions
 - Obtain the insurance agreement

- The Notary :
 - Draft the sales contract (if not done by the real estate agent)
 - Verify and guarantee the title of the property
 - Obtain the elements relating to the condominium expenses from the condo manager
 - Receive the funds
 - Draft the deed of sale, including financing and mortgage specifications
 - Receive the parties signatures (can be done by remote digital signature)
 - Publish the deed of sale at the mortgage public office, which guarantees to the buyer the full ownership of the property (no insurance required)
 - If there is a credit balance for the seller, he reimburses the lender
 - He pays the seller and the Agent fees

No attorney, no surveyor required



FATCA impact on real estate financing

For US citizens affected by FATCA, access to real estate mortgage in France has been considerably restricted since 2015.

The vast majority of European banks now refuse mortgage requests from US citizens, regardless of the income and assets of the borrowers.

However, it is still possible to have access to real estate mortgage by contacting specialized institutions.

In all cases, you should have a minimum down payment of **50%**.

Riviera Boulevard offers solutions with interest-bearing investments and interest only mortgages

Various types of lending

Amortizable mortgage :

- Term from 10 to 30 years
- Rate between 1 and 1,5 % / year
- Fees about 1 %.
- Taking a mortgage on the property

« In fine » mortgage:

- Repayment of 100% of the capital at maturity
- Monthly payments : only the interests
- Rate between 1 and 1,5 % / year
- Mortgage on the property + pledge of an investment of 50% of the price

Acquisition in your own name :

- Simple but flexible approach that is universally understood

The Société Civile Immobilière – SCI :

- Fiscally transparent company for income tax purpose, suitable either for private use or for rental (Not suited for furnished rental)

Foreign Company :

- Assimilated to fiscally-opaque commercial company (corporate tax) : numerous reporting obligations in France

- France and French Riviera has worldwide appeal for serious investors
- It offers long-term capital growth due to its stable legal environment and high-quality real estate assets
- For 1,5 M\$, You Can Buy:
 - A 150 sqm – 4 bedrooms apartment in a “Belle Epoque” condo in a residential area in Nice
 - A 80 sqm – 2 bedrooms – sea view in a luxury condo in Cannes
 - A 150 sqm Villa with swimming pool at ½ hour from the airport
 - 2 or 3 - 50 sqm ½ bedrooms apartments for investment
 - A small 1 bedroom apartment in Monaco

- Olivier Costa
- Riviera Boulevard Senior Partner
- Licensed Real Estate Salesperson in New York
- Green Grass Real Estate
- 914 343 8151