

BARNES

INTERNATIONAL REALTY

BARNES PRESENTATION

2023





01

BRAND INTRODUCTION



BARNES

A LEADING PLAYER IN
INTERNATIONAL LUXURY
REAL ESTATE AND AN
AMBASSADOR
OF 'ART DE VIVRE'

*"BARNES will become the
worldwide leader in luxury
services intermediation
related to Art de vivre."*

Thibault de Saint Vincent,
President

LUXURY RESIDENTIAL REAL ESTATE

Buying/Selling
Rental and rental
management
Seasonal rental
New programs
Life annuity

COMMERCIAL REAL ESTATE

Offices/Shops
Hotels
Buildings

ART DE VIVRE

Architecture & decoration
Art consulting
Concierge services
Hunting estate & forests
Private aviation
Stud farm
Vineyards
Yachting



KEY FIGURES



20

COUNTRIES



130

OFFICES IN
THE WORLD



1 300

CONSULTANTS



6.6 Bn€

BUSINESS
VOLUME



+42 000

PROPERTIES
FOR SALE



150 000

PURCHASING
CLIENTS



9/10

SATISFACTION
SCORE



BARNES HISTORY

Founded by
Heidi Barnes in
1995

Chaired by
Thibault de Saint Vincent

World leader for UHNWI
customers with

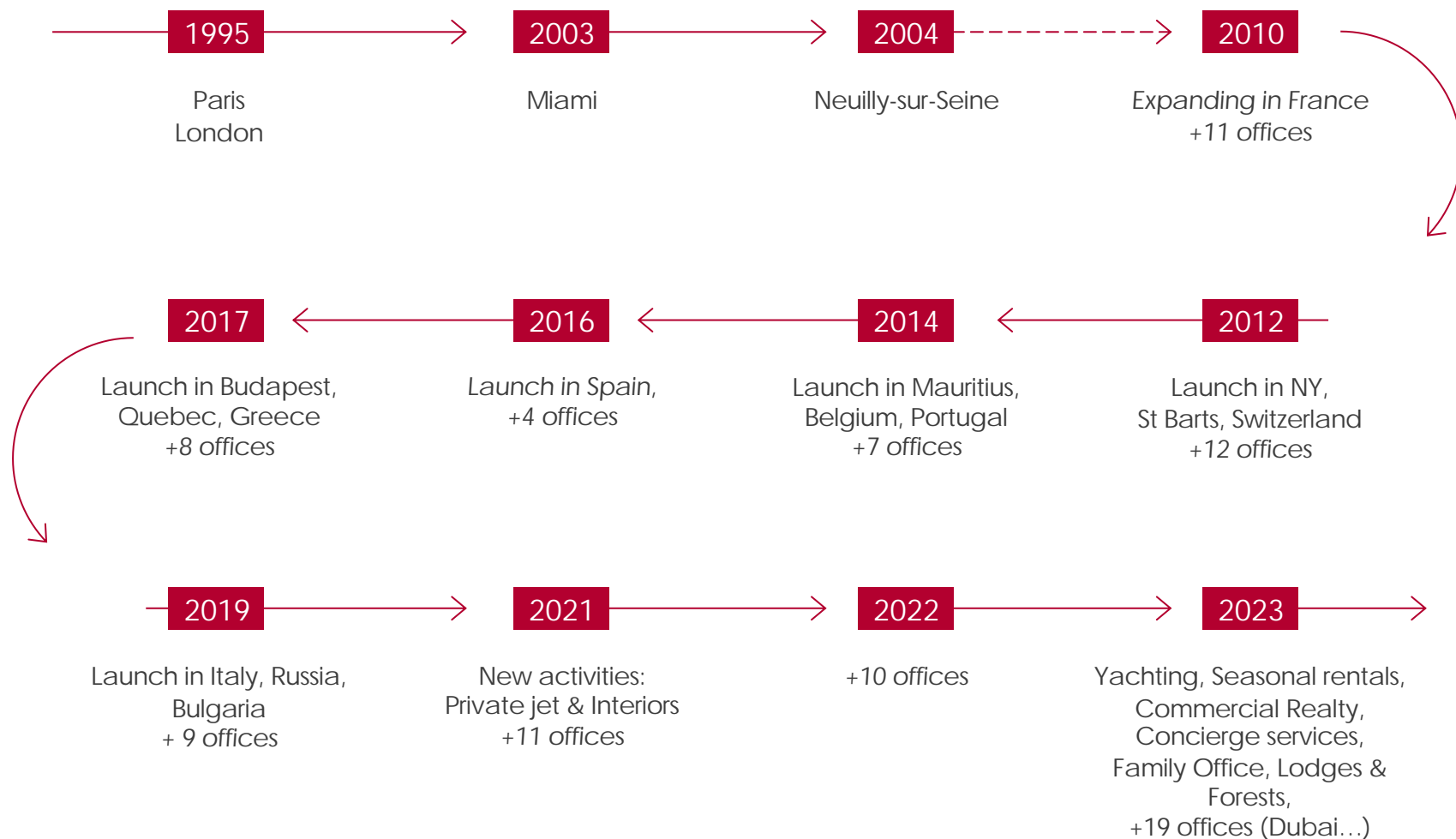
**120+ sells
over €10M**

in the last five years.

Mandated to market
20+ properties for sale over

€100M

in the last five years.



OUR VALUES

GLOBAL

EXCELLENCE

VISION

TRUST

ELEGANCE



OUR TARGET CUSTOMERS

Clients at BARNES are all part of a community of entrepreneurs and epicurean. They are travelers, aesthetes with affirmed tastes in search of an intimate experience in a personal and discreet setting.



UHNWI (Ultra-High-Net-Worth Individuals)

> Individuals or families holding assets of at least 30 million dollars

HNWI (High-Net-Worth Individuals)

> Individuals or families holding assets of between 1 and 30 million dollars

COMPETITIVE LANDSCAPE





02

INTERNATIONAL NETWORK,
LOCAL EXPERTISE



OUR DESTINATIONS

LEADER IN
EUROPE
8%
LUXURY REAL
ESTATE
MARKET SHARE

LEADER IN
SWITZERLAND
19%
MARKET
SHARE

STRATEGIC
PARTNERSHIP IN
THE USA WITH
COMPASS
The #1 broker in the
United States with
300 offices in
39 states, \$6 bn
annual sales

EUROPE

BELGIUM (2 offices)
FRANCE (78 offices)
GREECE
ITALY (5 offices)
LUXEMBOURG
MONACO
PORTUGAL (2 offices)
SPAIN (3 offices)
SWITZERLAND (21 offices)
UNITED KINGDOM

EASTERN EUROPE

BULGARIA
HUNGARY
ROMANIA
RUSSIA

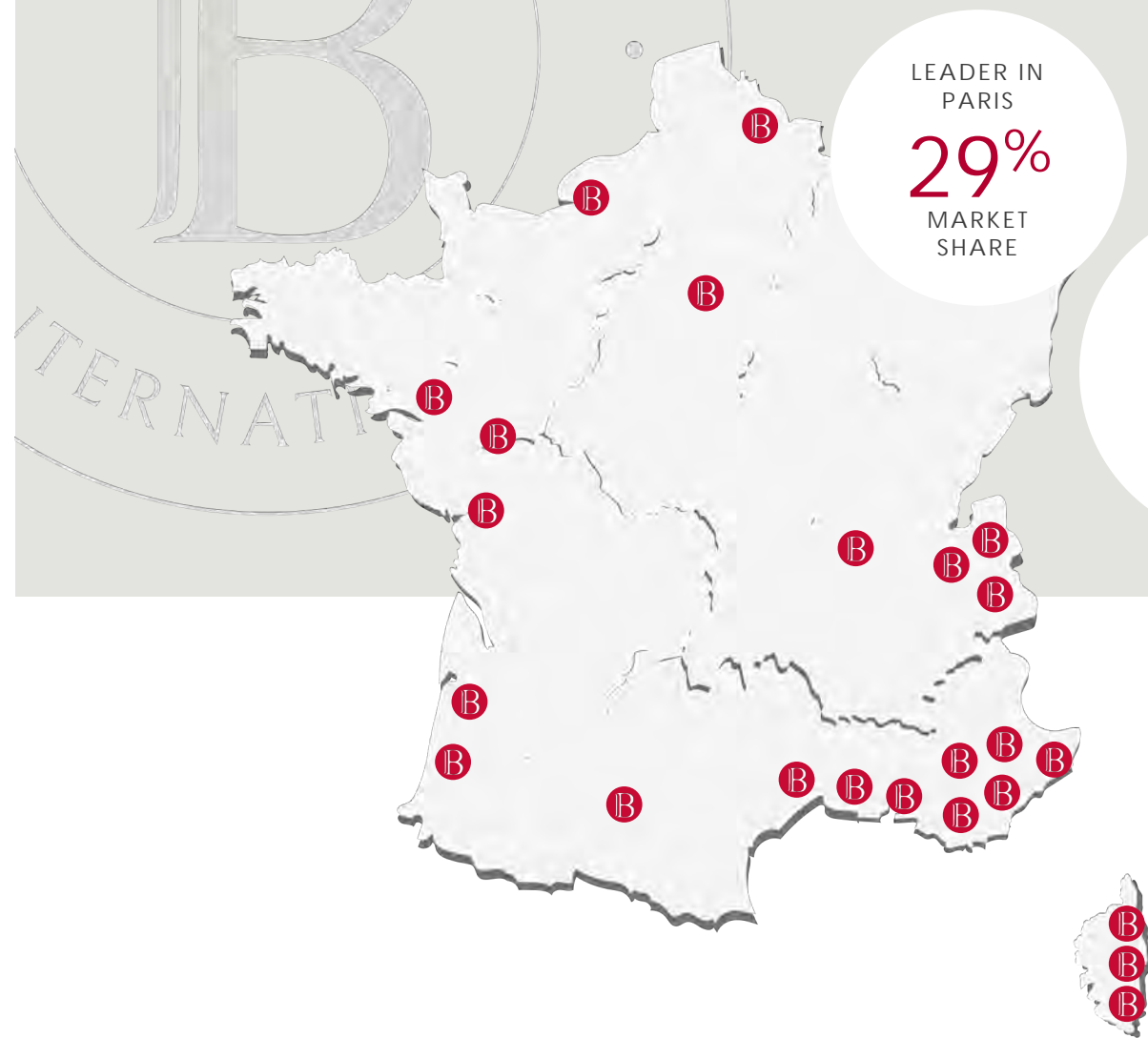
AMERICA

CANADA
UNITED STATES (5 offices)
ST. BARTS

AFRICA - MIDDLE EAST

DUBAI
MOROCCO
MAURITIUS ISLAND
TURKEY

OUR SUCCESS STORY IN FRANCE WITH 78 OFFICES



CITY

PARIS (14 offices)
HAUTS-DE-SEINE (3 offices)
YVELINES (2 offices)
VAL-DE-MARNE
AIX-EN-PROVENCE
AIX-LES-BAINS
ANNECY
BORDEAUX (2 offices)
LILLE
LYON (4 offices)
MARSEILLE
MONTPELLIER
NANTES
TOULOUSE

SEASIDE

ARCACHON
BEAULIEU-SUR-MER
BIARRITZ
CANNES
CAP-FERRET
CASSIS
CORSICA (6 offices)
DEAUVILLE
HOSSEGOR
ILE DE RÉ (2 offices)
LA BAULE
LE LAVANDOU
LE POULIGUEN
PYLA
SAINT-JEAN-DE-LUZ
SAINTE-MAXIME
SAINT-TROPEZ
SANARY
VALBONNE
THÉOULE-SUR-MER
PORT LA GALERE

MOUNTAIN

CHAMONIX
COURCHEVEL
GENEVOIS
LA CLUSAZ
LES MENUIRES
LÉMAN
THONON-LES-BAINS
LES PORTES DU SOLEIL
MEGÈVE
MÉRIBEL
PAYS DE GEX
SAINT-GERVAIS

NEW OFFICES IN 2023

USA
Portland
Seattle

FRANCE
Paris XVI (3rd office)
George V
Saint-Germain-en-Laye
Cannes (new flagship)
Eygalières
Théoule-sur-Mer
Ajaccio
Nantes (2nd office)
Megève (2nd office)
Portes du Soleil
Le Pouliguen

SPAIN
San Sebastian
Mallorca
Emporda

ITALY
Rome
Olbia
Lake Maggiore

MIDDLE EAST
Dubai
Istanbul



BARNES

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BARNES

YACHTING

BARNES

INTERNATIONAL REALTY

Miami

