

BARNES continues development of tailor-made services with BARNES Yachts

Following the addition of art and wine sectors, BARNES now offers a new range of tailor-made luxury services to support its clients throughout all their yachting-related projects by partnering with ALTHAUS LUXURY YACHTING. BARNES Yachts brings together a team of international experts operating from the Principality of Monaco, the world's capital of yachting. *"BARNES is present in all the main locations where yachting is a key business, such as Monaco, Saint Tropez, Miami, Saint-Barthelemy, Corsica, Mauritius and Greece. The synergy between our offices and this new department is, therefore, clear. BARNES Yachts benefits from the BARNES international network to guide its clients across their yachting projects and related decisions"*, says Thibault de Saint Vincent, President of BARNES.

A new tailor-made service linked to the experience of excellence

Since the start of 2019, BARNES has brought to life a range of new luxury services, designed to support its international clients at the best across the non-real estate sectors.

The development of BARNES Art Advisory for the management of the art heritage, BARNES Fine Wines for the creation of an ideal cellar, BARNES Vineyards Investment as a mean to invest in exclusive vineyard locations, and now BARNES Yachts, allow BARNES to develop its strong and rich expertise around the concept of the French « art de vivre ». *"BARNES is a luxury company that strives for excellence within its client relationships, and which endeavours to enhance the international influence of the French "art de vivre". The development of these new departments corresponds to this strong desire"*, says Thibault de Saint Vincent.

A global expertise in the yachting domain

Spearheaded by Eric Althaus, an industry elite with over 30 years of experience in the yachting sector, BARNES Yachts provides a new range of exclusive luxury services and tailor-made solutions for any kind of yachting project. The highly-experienced team operates worldwide, from strategic locations around the globe.

Yacht purchase and sales. BARNES Yachts is the trusted agent dedicated to working on the client's behalf to promote, buy, or sell his yacht. Based on an extensive market knowledge and in-depth analysis of the current market, BARNES Yachts advises the client on the best tailored marketing strategy for an effective sale or purchase.

Yacht seasonal charters. With an exclusive management fleet and access to all yachts available for charter worldwide, BARNES Yachts commits to understand its client's desires and requests in relation to their exceptional charter vacation, to allow them to live unforgettable and unique experiences across all seas of the world.

Yacht management. With 30 years of experience and unique expertise, BARNES Yachts understands the needs of today's yacht owners and captains and offers them a comprehensive yacht management service, ensuring their yacht is maintained, operated and handled with the highest possible of standards. The dedicated team of BARNES Yachts meticulously supervises the vessel no matter where in the world they may be, working together with the crew on the day-to-day running of the yacht.

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Design et new constructions. With an extensive number of the largest superyacht new construction built, BARNES Yachts offers expert service in the process of designing, building and fitting the yacht of its client's dreams. From the drawing board to the final launch, BARNES Yachts acts on its behalf to provide invaluable support and manage the construction development to ensure the highest level of quality.

About BARNES

Founded by Heidi Barnes and directed by its President Thibault de Saint Vincent for almost 15 years, BARNES is now the leading fully integrated international firm in high-end residential real estate that offers its French and international clients comprehensive and fully personalised services through its various business lines: sales of apartments, houses and mansions, buildings (in units, on a lot by lot basis or as they become available), estates and châteaux (as well as hunting lodges, horse farms and vineyards), new developments and exclusive properties; as well as the rental of luxury and exclusive properties and property management. With agencies in ten major international cities - Paris, Brussels, Geneva, London, New York, Madrid, Barcelona, Lisbon, Los Angeles and Miami, as well as in numerous other cities and the world's top holiday destinations (Deauville, Biarritz, Saint-Jean-de-Luz, Bordeaux, Ile de Ré, Bassin d'Arcachon, the Périgord region, Lyon, Evian, Cannes, Saint-Tropez, Aix-en-Provence, Sanary, Corsica, Courchevel, Megève, Monaco, Marrakesh, Tel Aviv, Mauritius, St Barts) - BARNES is continuing to expand both at home and internationally with new offices in Gstaad, Verbier, Lugano, Athens, Berlin, Budapest, Marbella, Asia and the Middle East. In 2017, the BARNES network and its partners generated sales volumes of around €4.2bn.

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