

LE SAPHIR

VAUJANY



VILLAGE RESORT 1250 m - 3330 m

RIGHT AT THE  OF ONE OF EUROPE'S MOST DYNAMIC REGIONS!

ISÈRE

- ▶ A strategic location for communication networks: 265 km of motorways, 5,160 km of roads and 418 km of railway lines.
- ▶ A top tourist destination that combines mountains, plains and hills
- ▶ Third most-visited French department in winter
- ▶ 21.8 million overnight stays, including 1.5 million for international tourists

22 winter sports resorts, 30 Nordic activity areas, 17 lakes and recreation centres, 5 trail stations, 31 via-ferratas and adventure parks, 11 golf courses, and more!

GRENOBLE

- ▶ "The capital of the Alps"
- ▶ Amazing sunshine — more than in cities like Toulouse, Lyon or Bordeaux.
- ▶ Located 14 kilometres from the Chamrousse ski resort, 16 kilometres from Sept Laux, 17 kilometres from Villard-de-Lans, 25 kilometres from L'Alpe d'Huez, 35 kilometres from Les Deux Alpes, and 48 kilometres from La Grave.
- ▶ A key centre for innovation and scientific, industrial and social research.

OISANS

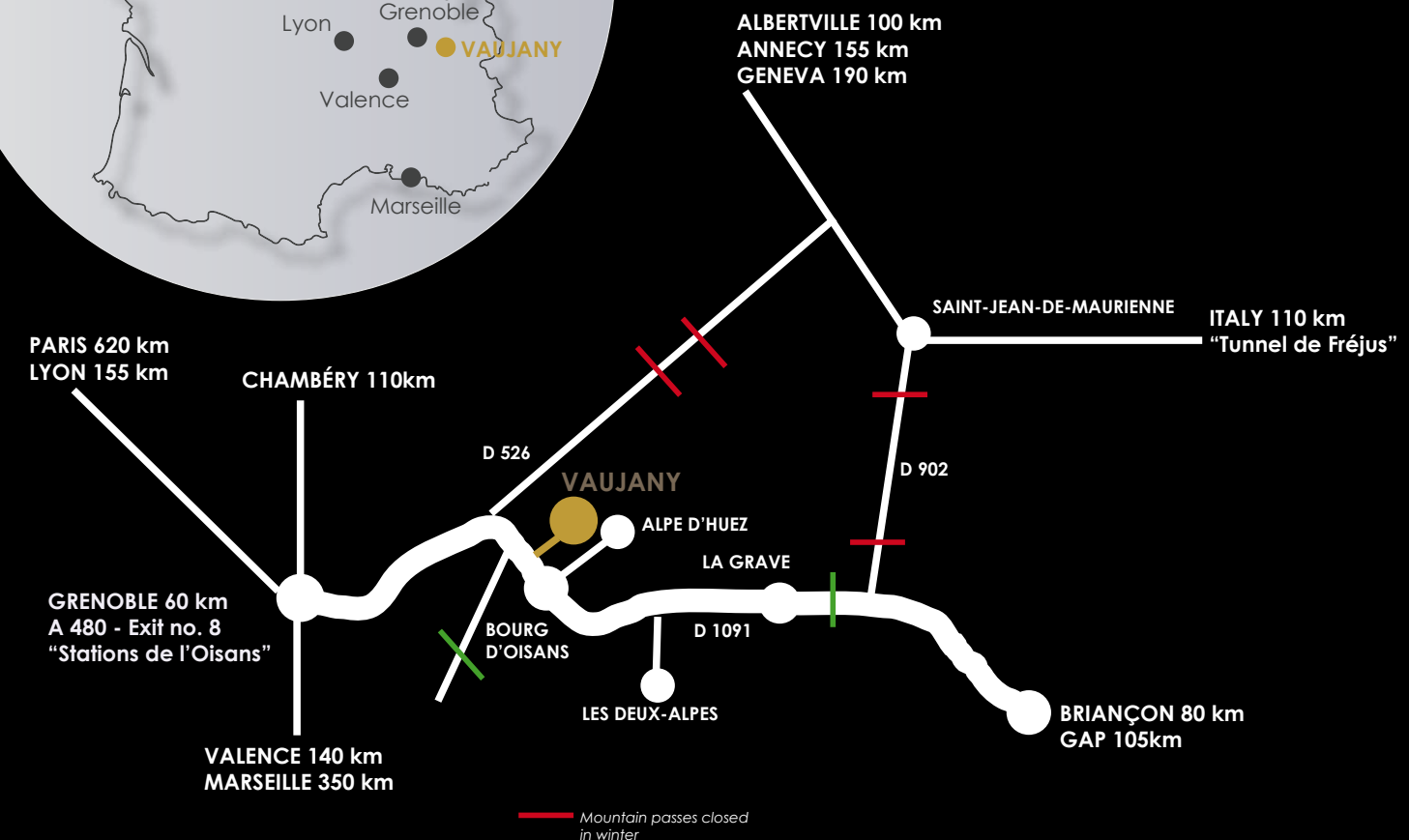
- ▶ 4 ski resorts: Alpe d'Huez Grand Domaine Ski, Les 2 Alpes 3600, La Grave-La Meije and Col d'Oron

VAUJANY




- ▶ Vaujany enjoys a prime location within the Alpe d'Huez Grand Domaine Ski and at the edge of Écrins National Park

THE RESIDENCE

- ▶ A ski resort offering a panoramic view of the mountain tops and the Cascade de la Fare waterfall.
- ▶ 18 apartments ranging from T2 cabin to T4, with parking.



HOW TO GET THERE

-  From Grenoble: A 480 - Exit No. 8 - RD1091 Bourg d'Oisans - then D526 Vaujany
-  Grenoble TGV (high-speed) train station - connections with coaches and buses
-  Grenoble-Isère airport: 55 km



THE REGION

A GATEWAY TO OUTSTANDING NATURAL SITES

- . 9,000 km of marked hiking trails.
- . 1 national park (Les Ecrins) and 2 regional parks (Le Vercors and La Chartreuse).
- . 120 protected natural areas.
- . 4 mountain ranges: Belledonne, Chartreuse, Oisans and Vercors.

EXPLORE A RICH HERITAGE

- . 120 museums, châteaux and heritage sites accessible to the public.
- . 6 major archaeological sites, including Vienne and Charavines.
- . Important religious sites like the Grande Chartreuse monastery, the Abbey of Saint-Antoine-l'Abbaye, and the sanctuary at Notre-Dame-de-la-Salette.

TASTE THE ISÈRE WAY OF LIFE

- . Outdoor activities for all tastes, both in winter and in summer, in the mountains or the plains: 22 winter sports resorts, 30 Nordic activity areas, 17 lakes and water sports centres, 5 trail stations, 31 via-ferratas and adventure parks, 11 golf courses, and more.
- . Regional delicacies: Grenoble walnuts, Chartreuse liqueur, Bleu du Vercors and Saint-Marcellin cheeses, Aoste cured ham, the famous Dauphiné ravioli, and more.
- . World-famous cuisine: 4 Michelin-starred restaurants, nearly 100 certified "Maîtres Restaurateurs".



THE MOUNTAINS OF THE MASSIF DES ÉCRINS



VERCORS



GRENOBLE





Oisans is a wild and unspoiled mountain territory in the heart of the Alps. With 950 km of trails to explore and peaks, lakes and glaciers to discover, it's a paradise for hikers and climbers. The 24 mountain refuges of Oisans are ready to welcome you and mountain guides are on hand to help you find the most beautiful trails and summits.





© Laurent Salino

VAUJANY

An modern and authentic village resort!

MODERN AND AUTHENTIC

Vaujany is a mountain village, located at 1,250 m elevation on a sunny plateau across from the Massif des Grandes Rousses. Vaujany enjoys a prime location 50 km from Grenoble, in the heart of Oisans, on the outskirts of the Ecrins National Park and within the Alpe d'Huez Grand Domaine VTT for mountain biking.

The Vaujany region stretches over 7,500 hectares. Between its lowest point (the hamlet of Verney, 790 m) and its highest (Pic de l'Etendard, 3,468 m), with the village somewhere in the middle at 1,250 m, there is a difference in elevation of 2,678 m across the region, which explains the great diversity of its landscapes.

The name Vaujany comes from the Latin "Via Janus", or the "road to the gate", clearly evoking the idea that this is a place of transition.

It was, in fact, the "gateway" to the region of Savoie, which was independent until 1860. Vaujany is located at the foot of the Col du Sabot mountain pass which connects Isère and Savoie — a highly strategic location.

This authentic village has a unique soul as a result of its rich history.

Vaujany is one of the 8 towns of the Alpe d'Huez Grand Domaine Ski and Grand Domaine VTT, and has now become a popular gateway to everything this region has to offer, including 250 km of ski slopes and mountain bike trails and 90 km of marked hiking trails.

The altitude in this region varies from 1250 to 2800 m. In just a few minutes by cable car, holidaymakers can take in magnificent views of the Pic Blanc, which rises 3,330m above sea level, and of the Mont Blanc, the Grand Paradis, La Meije, Les Ecrins, and more.

KEY INFORMATION



ALTITUDE:
The hamlet of Vernay: 790 m
Vaujany: 1250 m
Pic de l'Étendard: 3468 m

LOCATION:
Massif de l'Oisans mountain range

EXPOSURE:
Full SOUTHERN

FEATURES:
2,678 m of vertical drop
Diverse landscapes

ACTIVITIES:
Winter and Summer Resort
Range of activities

LABEL:
Famille Plus



CHILDREN / FAMILY

Vaujany is particularly proud of its image as a family-friendly destination. The resort pulled out all the stops to obtain the "Famille Plus Montagne" label, which it has held proudly since 2009.

In summer, Vaujany is an ideal resort for families and children: Le Pôle Enfance with a nursery for children from 6 months to 3 years old, a kids' club for children aged 3 to 16, safe playgrounds and special entertainment events for families every week...



A FEW OF OUR GREAT FEATURES!



Pushchair rentals, baby carriers, changing tables, and more.



Free covered car park



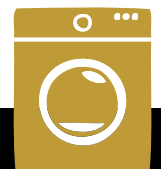
Escalators connecting the top and bottom of the village



Free WiFi
At Place de la Fare and
Place du Téléphérique



Ticket machines
Place du Téléphérique



Laundrettes
At Place de la Fare and
Place du Téléphérique



A CLOSER LOOK AT AN AMBITIOUS, DYNAMIC AND CAREFULLY-MANAGED DEVELOPMENT PROGRAMME



The Vaujany city council has approved a major investment programme. From 2016 to 2020, €30M will be invested to provide greater comfort and convenience for skiers and tourists, but also to improve the transport infrastructure and the resort's lodging capacity.

- The majority of the funds (€ 20M) will be dedicated to the ski areas: addition and remodelling of ski runs, modernisation of ski lifts, and remodelling of the cable car station. Note: The addition of the "Piste des outres" ski run will allow the "La Vaujaniat" run to be connected to the Enversin d'Oz and make it easier to ski back to Vaujany.
- Development of recreation areas: landscaping of the Sabot green path, creation of an alpine slide run, and a golf practice area in the Collet play area.
- Urban development: new car parks compliant with French ERP standards for disabled access.

This investment plan is partly driven by financial benefits from EDF subsidies (2 hydroelectric dams in the municipality): The Grand'Maison Dam and the Verney Dam provide Vaujany with annual income of just over €30M.



THINK BIG, SKI BIG!



- ▶ 5 ski areas and 2 connected villages
- ▶ 250 km of downhill ski runs
- ▶ 50 km of cross-country ski trails
- ▶ 2,200 m of vertical drop
- ▶ 17 black runs including the Sarenne run (16 km downhill) and the Tunnel run which ends with a 35° degree slope
- ▶ 135 runs
- ▶ 70 ski lifts
- ▶ Snow all winter long

GUARANTEED SNOW ALL WINTER LONG!



An exceptional mountain biking area with 250 km of trails, with up to 2,610m of difference in altitude, through the 8 towns which comprise the mountain biking area. Alpe d'Huez, Auris en Oisans, Allemont, Bourg d'Oisans, Le Freney, Oz-en-Oisans, Vaujany and Villard Reculas. 9 ski lifts open all summer long.



BIKING

Vaujany offers the perfect altitude and the ideal environment for mountain biking.

The Collet site and its Bike Park are a perfect place for beginners and families to take a fun, risk-free ride. More experienced mountain bikers can take the cable car to explore all the hotspots in Alpe d'Huez Grand Domaine VTT for a seriously intense experience.

At least once a week during the summer, Vaujany organises a ride open to everyone who wants to explore the easier routes in the Massif des Grandes Rousses and other family-friendly trails around Vaujany.



HIKING

Many seasoned professionals are available to guide or accompany you, no matter what type of hike you're looking for — from hikes along marked trails to steeper routes or high mountain running.

- ▶ Le Pic Blanc
- ▶ The Orientation Table at the Collet
- ▶ Nature Reserve
- ▶ Guided tour of the village



SKI LIFTS OF THE OZ - VAUJANY SKI AREA

The ski lifts of the Oz-Vaujany ski area are open 7 days a week from July to September every year.

Shuttles are provided to pick up mountain bikers.





LE SAPHIR
VAUJANY

Place de la Fare

le Rochas

Le petit Vaujany

La Villette

Place du Téléphérique

GRENOBLE

Vers La Villette



LE SAPHIR

VAUJANY

APARTMENTS WITH AN INCOMPARABLE VIEW!

Le Saphir is a major project aimed at developing the Vaujany ski area and providing greater comfort to visiting tourists. This building complex enjoys a unique location at the centre of the ski area with direct access to the cable car and the ski lifts.



Image designed to provide a non-contractual illustration of project and location. Please refer to the text description for details and conditions of sale.



Le Saphir consists of two parts. The first part of the project aims to create a multi-service zone on two different levels. This area will include a cinema and a conference room, small businesses (bakery, restaurants, convenience shop, etc.), a ski equipment rental facility, a museum and the tour guides' office. A covered public car park with 46 spaces and two elevators will be open to the public to connect the different levels of the resort.

A second part of the project will focus on the construction of a residential area of exceptional quality, with 18 apartments ranging from T2 cabin to T4 duplex with an exceptional view of the mountaintops.

"Image designed to provide non-contractual illustration of resort atmosphere. Please refer to the text description for details of exterior services."



VAUJANY

An modern and authentic village resort!



CAR PARKS



TOUR GUIDES' OFFICE



BAKERY



CONVENIENCE SHOP



CULTURAL EVENT AREA –
CINEMA



HOME DECOR SHOP



SKI & CLOTHING SHOP



APARTMENTS



SOUVENIR SHOP



SKI AREA





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INTERIORS

Furnished and equipped, the Saphir's 18 apartments will offer high-class services. The interiors will enjoy a full southern exposure with a clear view of the mountaintops and the Cascade de la Fare waterfall. Open and bright, each apartment will have its own terrace.

A cozy bedroom interior featuring a wooden headboard, a bed with a fur blanket and patterned pillows, and a wooden door leading to a bathroom with a towel rack.



DETAILS

- ▶ RT 2012 thermal insulation standards
- ▶ Traditional structures
- ▶ Parquet floor in living areas
- ▶ Sandstone tiles in wet rooms
- ▶ Wood cladding in the living room and bedrooms
- ▶ Furnished and equipped kitchen and bathroom
- ▶ Wood-pellet stove in the living room (optional)
- ▶ Ethanol fireplace (optional)
- ▶ Indoor parking

- 

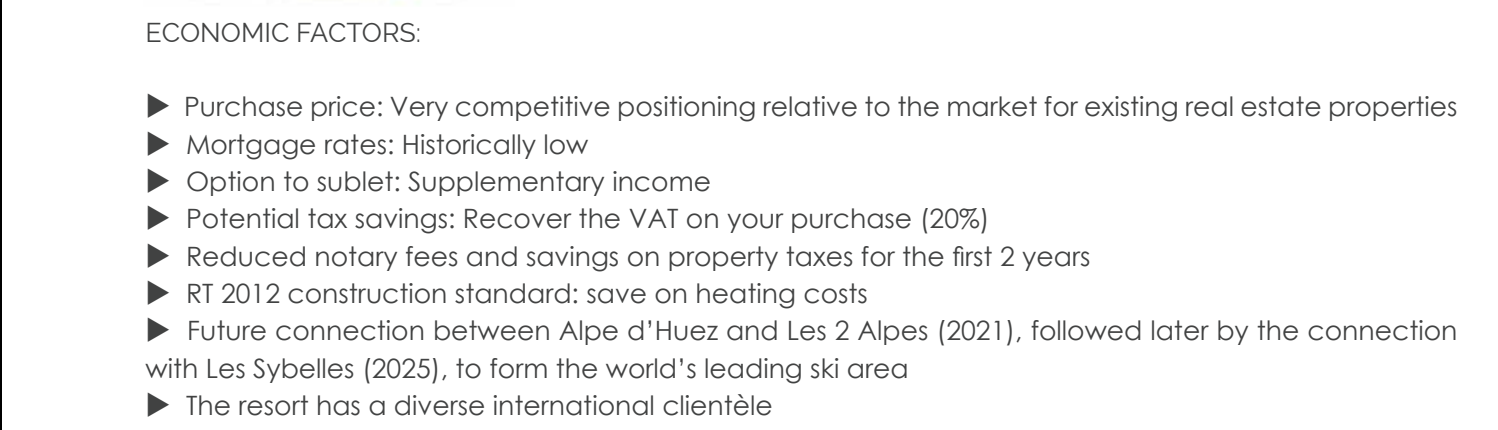
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A CLOSE-UP LOOK AT YOUR INVESTMENT



Even a second residence bought for leisure purposes deserves to be carefully considered as an investment. The buyer will have legitimate questions about the economic factors driving real-estate values over time, and on points of convergence between their apartment and demand in the real-estate and tourism sectors.



ECONOMIC FACTORS:

- ▶ Purchase price: Very competitive positioning relative to the market for existing real estate properties
- ▶ Mortgage rates: Historically low
- ▶ Option to sublet: Supplementary income
- ▶ Potential tax savings: Recover the VAT on your purchase (20%)
- ▶ Reduced notary fees and savings on property taxes for the first 2 years
- ▶ RT 2012 construction standard: save on heating costs
- ▶ Future connection between Alpe d'Huez and Les 2 Alpes (2021), followed later by the connection with Les Sybelles (2025), to form the world's leading ski area
- ▶ The resort has a diverse international clientèle

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POSITIVE INDICATORS CONVERGE WITH DEMAND IN THE REAL ESTATE AND TOURISM MARKETS:

- ▶ The mountainside aesthetic of the residence is timeless and always in style
- ▶ Spacious living spaces in every apartment
- ▶ The comfort of indoor services
- ▶ Residential area right near the ski lifts...

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ENTRUST US WITH MANAGING
THE SEASONAL RENTAL OF YOUR
PROPERTY AND GET BACK THE VAT
(20%)
ON YOUR PURCHASE!



TWO OWNERSHIP OPTIONS

▲ OPTION No. 1:

Purchase as a second home

▲ OPTION No. 2:

Purchase as a second home with
a seasonal rental

Today, there is a **strong underlying trend** toward subletting second homes:

over 30% of second-home owners choose to offer seasonal rentals. This provides them with valuable additional income to cover annual expenses (maintenance, energy, co-ownership fees, tax, and monthly mortgage payments where applicable).

With this in mind, the TERRESENS GROUP has developed a rental solution that is both flexible and profitable for second-home owners: **the Residential Tourism Condominium (CRT)**.

The CRT is designed for homeowners who want to enjoy their second home fully, while also preserving the option to make a profit on it by renting it out as they see fit.



For a dream holiday with no limits, you and all your loved ones can use this card to access a variety of concierge services.*

Your concierge is available to help with any personal requests.

* obligatory paid card with signature of a commercial lease with My Second Home

THE RESIDENTIAL TOURISM CON- DOMINIUM



HOW IT WORKS:

The investor acquires full ownership of a new property before a Notary. At the same time, the investor signs a commercial lease with the My Second Home management company, a trademark of Terrésens Vacances specialising in tourist accommodation, as well as a contract for concierge services to establish personalised accounting, logistics and rental assistance.

A THREEFOLD ADVANTAGE:

1. Owners retain the freedom to occupy their second home whenever they wish, up to 6 months per year.*
2. Owners can also choose to optimise their rental profit at any time by spending less time at the property. The manager contractually agrees to pay the owner a percentage of the revenue resulting from the seasonal rental of the property.
3. The owner recovers the VAT (20%) on the purchase prices of the property and its new furniture.

PURCHASE PROFILE:

This type of purchase is intended for homeowners looking for great flexibility in how they occupy their property and a simplified approach to subletting it. In general, the decision to sublet a property out is initially motivated by a desire to finance the condominium fees and energy costs.

Tax optimisation:
These owners recover the VAT (20%)** on the purchase of their property and new furniture.

* Note that owners must declare their intended occupancy each year as rent paid in kind, valued for tax purposes at 75% of the public price.
** VAT recovery: Art. 261D4e / Art. 271 I and Art 271 IV of the CGI: recovery of the VAT acquired by 20ths in connection with the acquisition of a furnished apartment in a residence with services.



My Second Home
by Terrésens Vacances

Visit your owner's space at
www.terresens-msh.com
MSH, a trademark of Terrésens Vacances



SINGLE AND
PERSONALISED
POINT OF CONTACT



DELIVERY & INSTALLA-
TION OF
YOUR BELONGINGS



IN-HOUSE
HAIRSTYLIST



PRIVATE CHEF



SKI PASS



MEDICAL
ASSISTANCE



RESTAURANT
RESERVATIONS



BABYSITTER



SKI WITH A FORMER
CHAMPION



DRY CLEANING
SERVICES

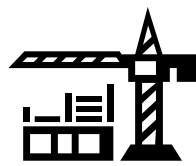


AIRPORT
SHUTTLE
TAXI
RESERVATIONS



HELISKI
HELICOPTER
RESERVATIONS

THE DEVELOPER



OUTSTANDING REAL ESTATE AND LAND DEVELOPMENT

RAMPA Réalisations operates in the world of business and networks, developing and building in close collaboration with regional, territorial and urban planning authorities in French Joint Development Zones (ZAC).

The confidence of working with a group whose presence covers much of southeastern France.

Groupe Rampa is a family business founded in 1925, and employs over 400 employees in more than 10 subsidiaries in the water, energy, high-quality concrete, and real estate sectors. With a presence spanning much of southeastern France, the group has thoroughly mastered the technical aspects of all of these sectors, and the diverse skill sets of its different teams make it a modern and highly future-oriented business focused on building unique living environments.

The confidence that comes from our know-how in sustainable development of mountain environments.

For the past three decades, Rampa Réalisations has been building real-estate complexes with authentic architecture, optimised spaces and high-quality services.



THE MARKETER



360° EXPERTISE IN LEISURE REAL ESTATE!

Since 2008, the Terrésens Group has been specialised and internally structured to participate in every aspect of leisure real estate. Our multifaceted expertise gives us a global vision of the real estate sector that is essential for selecting high-quality real estate that's built to last in terms of value and rental management.

DESIGN AND BUILD

Our Group gets involved as soon as a property is identified. After a study by our development department, we rigorously select our locations. This decision is crucial, and it's what ensures that we make the best investments: "Location, location, location" is our motto. We then verify each of the following steps: housing market studies, benchmarking, and the design of the project with the architects, our management department and the future operator's teams. For residential construction, we take part either as a real estate developer / co-developer or as project management assistants.

MARKET AND ADVISE

Immoé, a subsidiary of the Terrésens group, markets real estate (apartments, chalets, villas, etc.). We operate with our own network of consultants in France and abroad.

MANAGE AND OPERATE

Our management team independently studies, selects and verifies future real estate programmes to ensure sustainable and worry-free management. During the operation phase, our on-site teams ensure that the residences are properly equipped and functioning. This includes providing maintenance and technical supervision for all apartments and common areas.

WHAT BUYERS LOOK FOR IN HIGH-QUALITY HOUSING



93% CONSIDER
TECHNICAL
CRITERIA



92% THINK
PROFESSIONAL
QUALITY IS
IMPORTANT



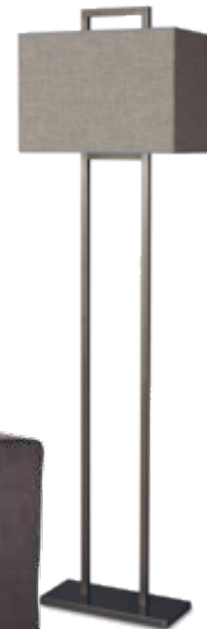
PAST PROJECTS / PARTNERSHIPS:

- LE DIAMANT DES NEIGES / PLAGNE 1800:
Residential Tourism Condominium
14 apartments
Terrésens Group's involvement: co-promoter,
marketer and manager

- LES FERMES DU MONT-BLANC / COMBLOUX:
Residential Tourism Condominium
60 apartments
Terrésens Group's involvement: project management assistance,
marketer and manager

- THE HAMLET OF BARTHÉLÉMY / LA ROSIÈRE:
Residential Tourism Condominium
20 apartments
Terrésens Group's involvement: promoter, marketer and manager.





"Photo designed to provide non-contractual illustration of resort atmosphere. Please refer to the text description for details of interior services."





Laminated parquet floors



"Photo designed to provide non-contractual illustration of resort atmosphere. Please refer to the text description for details of interior services."



Assorted-size tiles



Fitted kitchen



Wall-mounted toilet



OPERATION NAME:

Le Saphir

OPERATION ADDRESS:

Route du Col du Sabot
38114 Vaujany (France)

OPERATION TYPE:

Residential Tourism Condominium

PROPERTIES:

18 apartments

NOTARY:

Me. Auger

MANAGER:

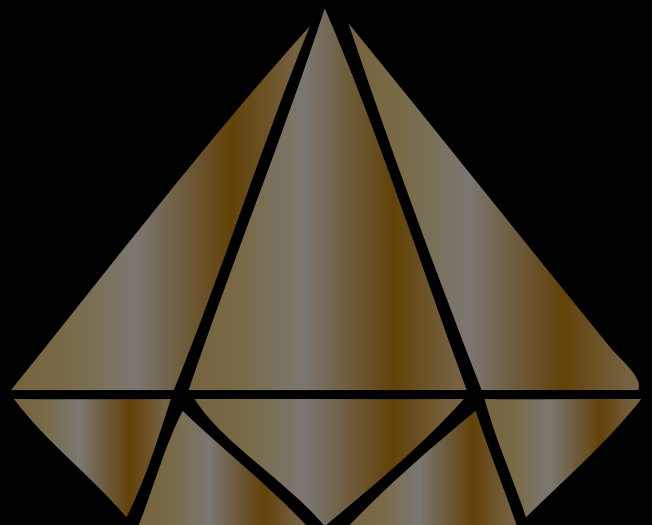
My Second Home
(trademark of Terrésens Vacances)

PROJECT OWNER:

Rampa Réalisations

MARKETER:

Immoé, marketing subsidiary of the
Terrésens Group



Visit us at www.terresens.com

Find all our rental offers at www.terresens-msh.com

Find our group on social media



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On 02/03/2018

GRUPE
TERRÉSENS
Construire, Vendre & Gérer

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