



# FRH

FRENCH RIVIERA HOUSE HUNTING

## COMPANY PROFILE



YOUR PERSONAL PROPERTY HUNTER ON THE FRENCH RIVIERA

## COMPANY **DETAILS**

### **FRENCH RIVIERA HOUSE HUNTING - FRH**

Legal form: SARL registered in Nice, France

Registration number : 914 630 827 00014

VAT number: FR46914630827

Licence: CPI06052022000000177

Headquarters : 50 boulevard Joseph Garnier, 06000 Nice

Offices : Premium Business Club - 28 rue Gioffredo, 06000 Nice

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Fabricio Carminati is the founder and CEO of FRH - FRENCH RIVIERA HOUSE HUNTING.

This persevering and eclectic man holds a Master of Science in Hospitality Management (MSc) from ESSEC in France and the prestigious American University of Cornell in the United States.

The French Riviera is the setting in which Fabricio has been evolving for more than 20 years. He knows every nook and corner of it, from its most secret to its most striking facets.

What guides Fabricio's steps on the ancient cobblestones of the perched villages as well as on the Promenade des Anglais, is his passion for stone, in all its forms: atypical, contemporary, classic or surprising.

He loves interior decoration, the heart and soul of the house and the reflection of its owner, for which he has a real talent.

A fifteen-year career in the luxury hotel business, in contact with an international clientele, has left him with an uncompromising sense of service and hospitality. Rediscovering the pleasure of working with foreign clients is one of the main motivations that led him to the creation of FRH.

The real estate sector has no secrets for Fabricio: his collaboration with a well-known real estate agency on a human scale in Nice, and investments made on a personal basis that have paid off, reinforce his vision of real estate that is more human and more respectful to emotions.

Human values are at the center of his project and these are not empty words, since FRH is committed, through its foundation, "Toit aussi", to help the homeless in finding a home.

FRH also intends to carry out its activities while preserving the environment, ensuring that its carbon footprint is reduced as much as possible.

Accompanying, guiding, advising and helping are notions that are part of Fabricio's DNA.





## FRH MAIN ACTIVITY

We are property search agents exclusively acting on behalf of the buyer who we fully assist during the entire purchasing process.

With our property knowledge and very extensive experience of the French Riviera property market, and our ability to understand the cultural and practical differences between our clients' countries and the French Riviera, we are the best possible negotiator to help foreign clients to safely, efficiently and effectively purchase the right property on the right place in the French Riviera.

We are able to source off-market thanks to the close ties we have with estate agencies, local intermediaries such as lawyers, private bankers, investment managers and direct sellers.

### We are different from traditional real estate agents

A real estate agent only sells the properties from his own limited database while the buyers' agent has access to almost all the properties for sale on the French Riviera.

Furthermore, a real estate agent works for the seller, while we are fully dedicated to buyers and we only have their interests at heart.

We are fully dedicated to the buyer, we search for the buyer, we select for the buyer, we negotiate for the buyer and we close the deal with the buyer. In a few words, we act as real estate personal shoppers.



Fabricio Carminati, founder and CEO and Laurent Escoffier, General Manager  
- Partners -

## MISSION AND VISION

### BUILDING A NEW WAY OF DOING REAL ESTATE IN FRANCE

The real estate system in France and specially in the French Riviera is somewhat archaic. Unlike in the United State, for example, there is not a global listing of house on sale which facilitates the house search for the buyer's agent.

On the contrary, when looking for a property in France, you have to visit dozens of websites, walk in many different agencies, etc. The search becomes a nightmare.

Our objective is to change the existing system by providing new kinds of services to our clients and establishing a multitude of collaboration paths with other agencies and slowly transform the system to a much friendly user one.

### RESTORING THE LEGITIMACY OF REAL ESTATE AGENTS

In France, up to 30% of people no longer hire real estate agencies to buy or sell their property as they consider that the agents do not provide a sufficient and quality service although charging high commissions. This catastrophic image is also valid for foreign buyers who are totally lost and poorly assisted by these same agents.

It is clear that the real estate agencies themselves have largely contributed to building this negative image: low quality ads with few or failed photos, no customer reminders, forcing sales, no customer follow-up, etc.

At FRH we provide our clients with a complete service, total support, high-performance tools and permanent availability.

We aim for excellence in the service provided to the client because we are convinced that, unlike agencies which lower their commissions to ridiculous levels, as they fail to provide an appropriate service, we must keep a correct commission level corresponding to a high quality of services.

## CLIENTS' TESTIMONY



We recently closed an acquisition deal for an American couple, Mr and Mrs Robinson. We found for them a lovely house in Montauroux on the French Riviera. They bought their house on a video visit while they were in Arlington, USA.

They gently accepted to make a testimony on video for us which is available here and which fully summarises the way we take care of our clients.

The video is available here:

<https://youtu.be/SvWG92byjP8>



# NEW ACTIVITIES

## RENTAL RESEARCH

FRH was created to help people buying their dream house in the French Riviera, but we realized very soon that a lot of people, most of them expats, preferred to rent rather than buying, in order to be able to discover the region while living here and take the time to wisely choose the best place to buy and live permanently.

We noticed that most expats faced extreme difficulties when trying to rent an apartment due to the specificities of French laws overprotecting the tenant and making landlords very reluctant to rent their properties to foreigners.


We took all these aspects into consideration when building our service and we are able now to assist the expat tenants with various options to secure their rental.

We can assist the tenants as well as we assist the buyers, with a personalised and complete service.

PROPERTY REFERENCE: FRHSTB102

**€ 620,000 FAI** agency fees included

\*FAI is short for "Frais d'agence inclus dans le prix annoncé" meaning that the 4% agency fees are included in the listed price.



**Beautiful contemporary house in the heart of greenery**

Beautiful contemporary house, located near the village of Saint-Blaise, north of Nice and benefiting from a breathtaking view of the surrounding hills. In the heart of a small hamlet of 5 houses, you will benefit from the calm of the countryside at about 20 minutes from all amenities.

**SCHEDULE HOUSE VIEWING - NO OBLIGATIONS**

## PROPERTY LISTING

Our extended knowledge of what the buyers want when searching for a house has decided us to start listing and selling properties as a normal real estate agency.

But here again, we didn't want to be just another agency listing houses like hundreds of others in the French Riviera.

Our goal, here again, was to provide quality and complete service to the seller.

We offer the sellers a unique and innovative package of services that includes, among others, a in-depth expertise of the property with very precise valuation methods, interior design projections, all necessary inspections, the best listings with a comprehensive description, accompanied by professional high quality photos including aerial shots and an immersive video that allows buyers to project themselves immediately in the property, and much more.

We strongly believe that a property must be listed in full transparency, therefore when we decide to help an owner to sell his house we want to make sure that all aspects of the house have been addressed and that there are no hidden problems that the buyer will discover after the final signature.

We want a house sale, not to be a just sale, but an efficient transition between the buyer and the seller, where both parties feel that everything has been done to meet their expectations and to avoid future problems.

# OUR VALUES

## SERVICE QUALITY

At FRH we put quality of service at the top of our core values.

Our conception of quality of service is to do everything possible to meet and exceed our clients' expectations and always find the appropriate solutions to secure the acquisition. We are the first Real Estate Personal Shoppers.

## HUMAN

Today, it is very fashionable to talk about "human".

And yet, for us, "human" is not an empty word. It contains the quintessence of what drives us.

We are fully conscious that behind a property acquisition project, there are first and foremost people with their own desires, dreams, enthusiasm and also fears. It is our mission to guide them throughout the process while respecting their wills.

We apply the same philosophy in our team management: our goal is to make our team members proud to work for us, make them feel at home with us and make them perform and last in our company through fair and motivating management and reward system.

## GUARANTEED INDEPENDANCE

FRH works entirely independently; we are not bound to any real estate network; we do not draw any fee from the sellers, because we work exclusively for the buyers, not for the sellers. Thanks to our independence, we always provide objective information, advice and support.

## TOTAL TRANSPARENCY

FRH works entirely independently; we are not bound to any real estate network; we do not draw any fee from the sellers, because we work for you, not for the sellers. Thanks to our independence, we always provide objective information, advice and support.

## CLEAR AND ONGOING COMMUNICATION

We regularly inform our clients on the search progress, we provide detailed previewing reports including pictures or videos and information about the property's area or neighbourhood. We answer all clients' questions; we are quite simply our clients' eyes on the French Riviera.

## FAST RESPONSE AND FLEXIBILITY

We promise quick results, continuous contact and short response times. You can change your search criteria at any time; we can adapt to any modification.

## COMPLIANCE WITH LEGAL REGULATIONS

French law 70-9, known as the "Hoguet law", regulates real estate transactions. FRH respects and fully complies with the provisions of this law and operates within a strict moral code of practice.



# THE **ADVANTAGES** OF WORKING WITH FRH

## **EASY COMMUNICATION**

we communicate in many languages, which means discussions and decisions are far easier and also means our clients do not have to deal with people who barely speak their language.

## **TIME AND MONEY SAVINGS**

We make our clients save time, and therefore money, as we search and analyse properties on their behalf: having a beady-eyed agent doing this for them results in a more efficient and faster outcome.

## **EASE**

we help our clients' going through all of the French administrative procedures and paperwork linked to the purchase of a property in France. By having just one representative looking after our clients needs everything is far less stressful.



## **PROFESSIONAL ADVISE**

Thanks to our thorough knowledge of the real estate market on the French Riviera, we understand the complexities of buying and we provide objective information, advice and support.

## **WIDE CHOICE**

We are able to source off-market thanks to the close ties we have with estate agencies or other local intermediaries such as lawyers, private bankers, investment managers and direct sellers.

## **COSTS SAVINGS.**

When finding the property through another real estate agency, we do not charge any supplementary fees. Our service is basically totally free.

# OUR **TEAM**



**FABRICIO CARMINATI**  
**FOUNDER & CEO**  
**ASSOCIATE**

Fabricio is more particularly in charge of international clients, marketing and communication strategy, networking, operational and commercial engineering and company management.



**LAURENT ESCOFFIER**  
**GENERAL MANAGER**  
**ASSOCIATE**

Laurent is more specifically in charge of the French market, house sales, team management and training, agency relations and partnerships, customer follow-up and process compliance.



**RAY BARRAGE**  
**PROPERTY HUNTER**

Specialised in acquisitions (joined November 2021).



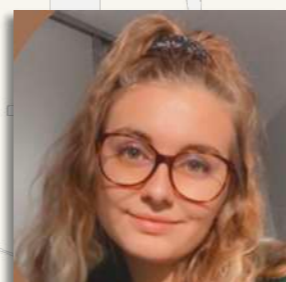
**URIEL LEVY**  
**PROPERTY HUNTER**

Specialised in rentals (joined January 2022).



**DIANA GANGO**  
**REAL ESTATE BROKER**

Specialised in sales (joined February 2023).



**CAMILLE ESCOFFIER**  
**MARKETING & COMMUNICATION**

Joined January 2022.

# COMMUNICATION & SOCIALS

Our communication is mainly based on a Strong presence on the web and social networks.

We use the classic tools available on the market for this purpose, namely:

Our two websites:

The Property Hunting website: [www.fr-househunt.com](http://www.fr-househunt.com)

The Sales Website: [www.sales.fr-househunt.com](http://www.sales.fr-househunt.com)

**Facebook**, through our personal and/or professional profiles, but especially through our Facebook page: <https://www.facebook.com/FRHousehunt/> - 1,184 followers.

This page is completed by two private Facebook groups that we manage:

Buy/Sell/Invest on the French Riviera - Real Estate - 669 members

<https://www.facebook.com/groups/realestatedezur>

Rent on the French Riviera - Tenants & Landlords - 592 members

<https://www.facebook.com/groups/rentfrenchriviera>

**YouTube**, to broadcast our videos, mainly the "How about living in...?" series about each city of the French Riviera, that are very popular.

The channel has 534 subscribers and a almost 30,000 views in total.

<https://www.youtube.com/channel/UCkrYWp2rqG2pKTfUJQovVYw>

We are also present on **Instagram**

<https://www.instagram.com/frenchrivierahousehunting/>

and **Linkedin**

<https://www.linkedin.com/company/frh-french-riviera-house-hunting/>

Fabricio Carminati is also the writer of a book entitled "Buy your house on the French Riviera with peace of mind" which we offer to our prospects and clients to provide them with some very valuable information about our region before they buy.

Downloading link to the ebook:

<https://fr-househunt.com/en/free-e-book/>

