



With most of the buildings in Nice built over 100 years ago, and many long before that, there can be real opportunities to renovate and restore gorgeous original features to their former glory. Historically, the French and Italians bought up a large part of the Riviera as holiday homes. They wanted the space as more of a place to sleep in between beach and restaurant time. This means many apartments now for sale are in need of some tender loving care. Once nurtured, a shabby little apartment can become quite the  *pied-à-terre*. Perfect as a home from home to visit and just what Pebbles guests are looking for too.

The French property market is obsessed with size by square metres and this is largely how any property space is valued. You can't change the square metres, but you can certainly make sure that you maximise the value of every square centimetre. This can be done by completely renovating the space or just furnishing to a higher standard. We've seen lots of fairly ordinary apartments transformed into fantastic homes, with impressive rental returns to boot.

On the pages that follow, some of our clients tell their stories of how they acquired, nurtured and are now pleased as punch with their little home from homes. Our rental guests have enjoyed these wonderfully turned out places too.

#### KEY FIGURES

Old Town	€4,000–7,000/m <sup>2</sup>
	5% NET rental return
Promenade	€6,000–10,000/m <sup>2</sup>
	3% NET rental return
Musiciens	€4,000–6,000/m <sup>2</sup>
	3-4% NET rental return
Carré d'Or	€5,000–8,000/m <sup>2</sup>
	3-4% NET rental return
Notre Dame area	€3,000–4,000/m <sup>2</sup>
	3% NET rental return
Etoile area	€4,500–6,500/m <sup>2</sup>
	5% NET rental return
Mont Boron	€5,000–8,000/m <sup>2</sup>
	3% NET rental return
Port	€4,000–8,000/m <sup>2</sup>
	3-4% NET rental return

These figures are for guide purposes only and will ultimately depend on the individual property.

# 10 Tips on Buying

The three-stage plan of purchasing, renovating, and then holiday letting is a popular choice with many of our clients. Here are our top ten tips:

1. Location is everything. Consider where a new visitor to the Riviera would like to stay. For example in Nice, popular areas are the Old Town, the Carré d'Or and certain areas of the Port.
2. Don't be put off by shabby or unattractive common areas in the building. Common parts are not often looked after and even if it's new now, it will fade over time. Today's scruffy common parts are tomorrow's refreshed ones, and vice versa. Don't let this cloud your judgment of a potentially great apartment.
3. Lifts can be important, but not essential. We still have apartments on the top floor, without lifts, that are very popular. The apartment needs to be worth it at the top.
4. Put any potential renovations with outside space on your shortlist. Outside space is very popular with many of our guests. Even a small balcony with two chairs where you can sit out and enjoy a drink is a real plus.
5. Be aware of natural light, what walls, if any, can be taken out for more open-plan living, and the maximum living space available. If a space is to be renovated with two bedrooms, you need living room space for 2 sofas and a dining area to seat 4.
6. Sea views are popular also and can attract a rental premium, but this must be balanced against the extra price of the apartment and the proximity to shops and restaurants.
7. Ask yourself whether you would enjoy staying in the property. Remember it's not just about attracting new guests to your property with great photos; if your guests have enjoyed the apartment and location they will very likely tell others.
8. Most guests want the kind of standards they have at home. It is not enough that it is clean and central; guests are happy to pay extra for something modern that is decorated with taste and style.
9. Spending the maximum you have on styling your apartment will pay dividends in the long run.
10. Amenities such as washing machines, dishwashers, tumble dryers, Wi-Fi, and cable TV are very important and add a premium to your rental space.

**Come in and ask us for more information about buying, renovating, or renting your property.**

**We can provide you with facts and figures of what works and what doesn't.**

# PEBBLES FOR INVESTORS

**Nice Pebbles & Riviera Pebbles Rentals** offer over 100 apartments, houses and villas to rent on a short-term basis. All of our properties are exclusively listed with us. We insist on exclusivity so that we can ensure the highest standards of maintenance and cleaning. As required by law in France, we are a fully registered and licensed property management agency that means our owners' funds held by us are insurance backed and owners are protected in the unlikely event of any negligence or damage caused by us or if we are declared insolvent. In short, your property and any monies taken by us from rentals are safe at all times when dealing with us.

**Nice Pebbles Sales** has a growing reputation for being the Number One estate agent in Nice for investment sales. Whilst we do buy and sell to the French local market, the majority of our clients are English speaking and looking for a holiday home, or an investment, or a bit of both. Many of our buyer clients have been our previous guests. We also have several investor clients who buy through us because we can show them the best properties to buy for the maximum rental return. Pop into our shops for details of what we currently have available, or consult our apartment folders "What's New" section.

Most apartments rent for at least 30 weeks per year unless they are far out of centre or the owners use the properties often during peak times.

Some of our most popular apartments have achieved over 40 weeks of rentals per year.



## 2010 OFFICIAL FIGURES FOR NET RENTAL RETURN TO OWNERS

**Studios:** 4,000 GBP–9,000 GBP  
(approximately €5,000–11,000)

**One bedroom:** 5,000 GBP–17,000 GBP  
(approximately €7,000–20,000)

**Two bedrooms:** 12,000 GBP–23,000 GBP  
(approximately €14,000–27,000)

**Three bedrooms:** 12,000 GBP–33,500 GBP  
(approximately €14,000–40,000)



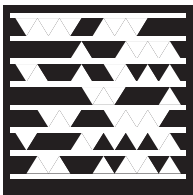
## PEBBLES ON THE RUN

Simply scan tags from your mobile phone for instant access to PEBBLES websites.

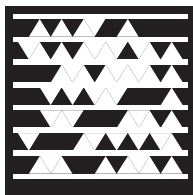
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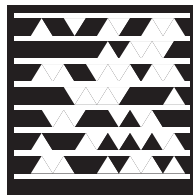
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