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International Buyers

BNP Paribas: Following the launch of the new International Buyers website, today we are with Charlotte Thomas, mortgage adviser at International Buyers. Hello.

Charlotte Thomas: Hello.

BNP Paribas: Could you tell us what the International Buyers activity involves?

Charlotte Thomas: Basically, International Buyers is the leading specialist for mortgages to non-resident customers buying property in France. The non-resident normally consists of mainly British, Irish and Dutch nationals, which means that all of us here obviously working for International Buyers are multilingual and multicultural, so that we're able to obviously translate documents for them and also just be able to liaise directly with the notaries in France and things like that, so there is no break down of communication.

BNP Paribas: Could you give us some examples of typical transactions?

Charlotte Thomas: Normally - well quite recently actually, I carried out a mortgage for a married couple, they're around fifty years old, living in London, and they were looking to buy a holiday home in France, down on the Côte d'Azur, to escape really the busy, daily life of London and to buy some sort of retreat really over there, so that it would be sunny and also normally, they looked to purchase properties and this was the case in this case, that they looked to purchase a property that had the opportunity to construct some gîtes, they'd be able to rent out holiday homes then to other British people that are looking to visit the area. Normally, for that property, the property cost five hundred thousand euros, but generally, the average loan amount that we treat here is a few hundred thousand euros.

BNP Paribas: Charlotte Thomas, thank you.

Charlotte Thomas: Thanks very much to you.