

### Heidi BARNES creates *BARNES Art Advisory*, a new department dedicated to managing its clients' art works

Because luxury realty and the world of art are becoming increasingly interlinked, BARNES is expanding its range of tailored services for its French and International clientèle with the addition of a new art advisory department: *BARNES Art Advisory*.

A true safe investment and the kingpin of wealthy investors' strategies, art is a buoyant and rapidly developing market that is constantly enriching its collections of creative hallmarks and new expressions.



This new expert department is tasked with advising BARNES clients in their choice of artistic investments. Each client will thus receive personalised support every step of the way in the management and arbitration of their art works or in compiling their own art collection: advice on acquisitions and sales, management and optimisation, transport, storage, and insurance.

Constance de Malleray has been appointed to head up this new expert department. Specialised in managing art works for private clients, she began her career at the bank Neuflyze OBC Art department in Paris. Constance de Malleray went on to help develop a high-growth potential market in Russia with the creation of a structure dedicated to programming exhibitions in Moscow sponsored by UBS and Clifford Chance, as well as advising private collectors and corporate clients in Europe and Russia on their art acquisitions.

An active player on the art market since 2000, under the initiative of its founder Heidi Barnes, and the driving force behind the organisation of temporary exhibitions for numerous talented contemporary artists, BARNES will be putting all of its knowledge and access privileges at the service of its clients. *"We want to forge lasting partnerships as part of major art events and continue to develop a programme of ambitious exhibitions, notably held in the various prestigious locations where BARNES is established. We aim to support contemporary artists while at the same time offering our clients tailored advice to give them the best insight into the world of art"*, says Constance de Malleray.

#### 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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