



KTIMATOEMPORIKI

real estate in Greece

ABOUT KTIMATOEMPORIKI

Ktimatoemporiki Real Estate Services, Property Management & Luxury Villa Rentals, after 25 years of professional experience in the Real Estate sector, is widely considered as one of the leading companies in Real Estate consulting in Greece. Result-driven, Ktimatoemporiki combines profound market knowledge with one of the most competitive and extensive portfolio, and provides tailor-made solutions even to the most demanding investors.

Highly motivated associates, experienced in every aspect of the Real Estate industry, will guide you through the investment process providing advice and insights in estate transactions, property assessments, market research and property management. Our thoroughly selective portfolio includes, besides more than 2,500 properties in Greece, lands for investment and development. Our listings are updated and new ones are added on a daily basis, 7 days a week.

Being devoted to high quality standards and services, and constantly striving for customer satisfaction have led our company to the certification by the International ISO 9001:2000 QUALITY STANDARD, making us the first real estate agency in Greece to receive this qualification. Whether you are an individual looking for an investment in Greece, or a private or public interest company with an intention of investing or expanding to Greece, Ktimatoemporiki offers its services and commits to its core values of high quality services that cover a holistic approach, from purchase, sale and rent, to the impeccable after sales service and property management.



WHY BUY IN GREECE

Greece is a truly unique location. Despite its small size, the country enjoys a particularly pristine and diverse natural environment that offers everything from scenic island getaways to cozy mountain retreats. The country's stunning topography provides the backdrop for an unequalled array of recreational opportunities. This, combined with a spirited lifestyle that blends the Mediterranean's ancient and modern culture, makes Greece a simply extraordinary place to be—and a wonderful place to call home.



Reasons why foreign investors look into Greek real estate:

- With 300+ days of sunshine per year, the climate in Greece makes living in this Mediterranean destination a year-round joy.
- Greece offers a very modern healthcare infrastructure and highly skilled physicians and specialists who have been trained in the world's finest medical facilities. Many healthcare specialists speak English and are accustomed to treating foreign residents and visitors.
- The Mediterranean diet is a global brand that needs no introduction. There is nowhere on earth better suited for healthy, wholesome eating than Greece.
- Greece offers the visitor and resident unlimited opportunities to explore the very roots of Western civilization. Throughout the country, there are hundreds of museums, archaeological sites, and monuments that detail the rise of art, architecture, crafts, design, ideas and thought.



WHY BUY IN GREECE

- The country's record number of foreign tourist arrivals
- The cost of buying a property in Greece, which is still low compared to other EU countries
- Positive changes in the economy as Greek GDP has been growing for the consecutive quarter
- The generous golden visa program which is the most inexpensive scheme on the EU market



We don't need to mention the large coastline, the seductive lifestyle, incredible beaches, and stunning villages as poles of attraction.



WHERE IN GREECE



The real estate market thrives all over Greece, as it offers overseas buyers an amazing range of geographies, climates and lifestyles to choose from



TOP DESTINATION FOR INVESTORS

1. Athens
2. Crete
3. Santorini
4. Mykonos



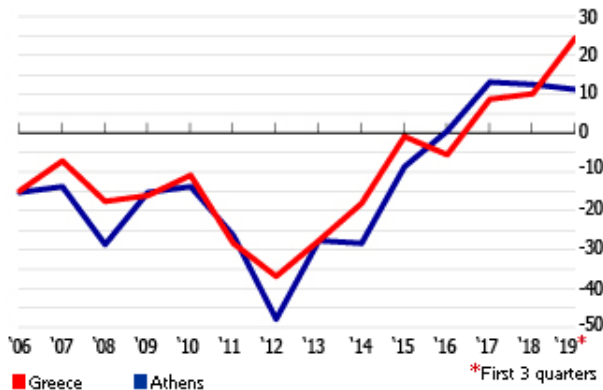
CREECE REAL ESTATE MARKET

The Greek housing market is now growing strongly again amidst improving economic conditions and market expansionary measures. In Greece's urban areas, house prices rose by 9.32% in 2019.

In Athens, the annual house price was increased by 11.91%, in Thessaloniki the house prices rose by 8.59%, while in the other cities the house prices rose by 6,94%.

Construction permits soared 24.5% to 11,744 units during the first nine months of 2019.

Number Of Building Permits, Y-O-Y Change (%)



Source: Bank of Greece, Global Property Guide

Source: Bank of Greece and the Hellenic Statistical Authority

Factors that also affected the housing demand and price rise

1. The three-year suspension of VAT payments on any new building permits
2. The Reduction of the single property tax (ENFIA)



RENTAL YIELDS

Holiday home rental yields in popular destinations recorded solid figures in 2019, higher than competitive destinations in the Mediterranean. Mykonos, Paros, and Santorini remained the top-performers for a third year in a row recording a gross average yield of 8.2 %, 6.5 % and 6.3 % respectively followed by other destinations, such as Skiathos (6 %), Porto Heli (5.1 %), and Rhodes, Halkidiki and Chania Crete (4.8 %).



Alternative destinations in the Peloponnese (Messinia), the Dodecanese (Kos, Symi) and the Ionian island (Lefkada, Zakynthos) have begun to attract buyers as well. Increased demand has led to marginal increases in holiday homes' asking prices in areas of high tourist interest (Mykonos, Santorini, Corfu, Rhodes) as well as in large urban centers where rapid growth in the short-term rental market was noticeable



TYPES OF PROPERTIES

Residential real estate includes both new construction and resale homes. The most common categories are single-family homes, villas, townhouses, apartments, and vacation homes and holiday villas.

Commercial real estate includes shopping centers and strip malls, medical and educational buildings, hotels and offices.

Industrial real estate includes manufacturing buildings and property, as well as warehouses. The buildings can be used for research, production, storage, and distribution of goods. Some buildings that distribute goods are considered commercial real estate.

Land includes vacant land and buildable land.



The most preferable properties in Greece:

- City Apartments
- Traditional Houses
- Modern Villas
- Renovations
- Tourist Businesses



BUY A PROPERTY IN GREECE



PURCHASE PROCESS EXPENSES

Transfer Tax
Notary's Fee + VAT
Lawyer's Fee + VAT
Land Registry

Buying a property in Greece became a fast process and can be completed within a few days.

STEPS TO BUY A PROPERTY IN GREECE

1. Select the property
2. Appoint a lawyer and a public notary
3. Open a local bank account
4. Issue a tax file number (AFM)
5. Pay taxes and fees
6. Register the Title Deeds Transfer, at the Registry of Mortgages and Land Registry

After purchasing a property in Greece, the buyer is required by law to complete an annual tax declaration



GOLDEN VISA IN GREECE

A Golden visa is a permanent residence permit offered to non-European residents investing 250.000 € and above in Greece. It gives the proprietor the right to travel freely in the European Schengen Zone, earn a steady passive income from the return on investment or move to Greece with their family.

Please note that 7 years after the Permanent Residence Permit is issued, you are eligible for Greek Citizenship.

STEP A

1. Pre-contract downpayment agreement signed between buyer and seller regarding the selected property/properties (DOWNPAYMENT 10%)
2. Legal check of the selected property/ies and due diligence report signed by the commissioned lawyer (within 10 days after the above mentioned agreement)
3. Under the guidance of buyer's Notary, the seller selects all the related to final contract documents. The whole process will have been finished within the estimated time of two months according to the pre-contract private agreement.
4. Transfer tax declarations and payment receipt; Three (3) working days before the final contract buyer represented by his commissioned lawyer pays the property's transfer tax (3.09% of the property's price)
5. Final contract; After the above tax payment has taken place and the payment receipt has been issued both parties sign the final contract before the Notary.
6. Land registration; Notary prepared on behalf of the buyer all the related to the land registration documents. Land registration takes place within three working days.
Land registration certificate issued within one month.



GOLDEN VISA IN GREECE

STEP B

RESIDENCE PERMIT PROCEDURE - RECORD OF BIOMETRICS (FINGERPRINT)

1. Appointment with the Authorities (scheduled by the Lawyer).

It can be arranged in two months after the purchase of final contract/s.

Lawyer's appointment with the Authorities could be also appointment for the record of biometrics on the same day.

Otherwise it has to be arranged within 6 months

2. Documentation - proof of family relationship:

A. FOR WIFE/ HUSBAND OF THE MAIN APPLICANT: marriage certificate or family status certificate - double certified by the Greek consulate / apostille

B. FOR CHILDREN OF THE MAIN APPLICANT: birth certificate of the children or family status certificate - double certified by the Greek consulate / apostille

C. FOR PARENT'S OF THE MAIN APPLICANT: birth certificate of the main applicant or family status certificate - double certified by the Greek consulate / apostille

D. FOR MOTHER AND FATHER IN LAW 1. marriage certificate of the main applicant or family status certificate, 2. birth certificate of the wife/husband

E. PoA (all family members have to sign PoA in Athens)



GOLDEN VISA EXPENSES

COST LIST	MINIMUM AMOUNT
<u>Property Contract Price</u>	250.000,00 €
<u>Legal fee 1.5 % plus 24% VAT</u>	

Transfer Tax 3,09%	7.725,00 €
Property Registration Fee	1.300,00 €
Property Notarial Fee	2.950,00 €
<u>Cheque issue bank commission *</u>	250 €
<u>Cadastre – accountant fee</u>	35€ + 60= 95€

<u>RP Application Fee</u>	
Main Applicant	2.016,00€ (2.000€ +16€)
<u>Family Member</u>	MEMBER >13 166€ (150€+16€)
	MEMBER <13 16€
<u>Insurance</u>	150,00€/person
<u>Photo Printing</u>	22.5€/person
POA	100€ each family member / 250€ investor's



GOLDEN VISA PAYMENT METHODS

PAYMENT METHODS

*GREEK BANK ACCOUNT (double line notation - cheque)

The necessary documents, which investor shall bring for commencing and completing the procedure for opening a bank account are the following:

1. Copy of the present **passport** front page and **visa**.
2. Certificate of the **Greek tax number**, by the Greek Tax Authorities of the Residents Abroad (prepared in Athens with the assistance of the law firm)
3. Double legalized by the Greek consulate Certificate of permanent address, where the home address is imprinted.
4. Work/ Income certificate in English, where the work address and the respective phone number and directors signature are in an apparent position.
5. Foreign id card in English
6. Good standing - **at least last 6 month bank statement** from the Bank abroad, where the account of the client is hosted.
7. Certificate from a Greek mobile company, that the client has a **Greek mobile number**.



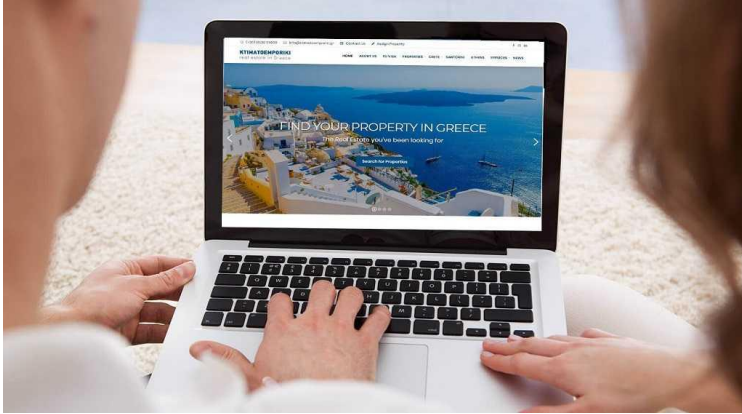
GOLDEN VISA PAYMENT METHODS

*BANKING TRANSFER/S (total amount)

In accordance with the Golden Visa law regulations the **total amount (100%)** of the purchase contract shall be transferred with one (or few) transfers **at the same period of time (*maximum 4 weeks distance between them*)** from investor's foreign bank account directly to the seller's bank account in the Greek bank. **It is to be highlighted** that the statement of each transfer should be sent to our Lawfirm in order to be attached during the final contract by the Greek Notary.



KTIMATOEMPORIKI'S BRAND NEW SERVICES



TELEPROPERTY SERVICES

Ktimatoemporiki faces and promotes a new period of real estate market with a brand-new commercial practice: TeleProperty. Thanks to this method, customers will be able to buy a property in Greece without the necessity of coming to Greece in person.

All they need is to arrange an online appointment as to view the property of their interest on their mobile, tablet or computer, via a video call .

GREECEPROPERTYTV - *COMING SOON*

Ktimatoemporiki will be filming and uploading videos with significant information for potential buyers, as well as fine properties' videos. This includes videos with real estate news, updates on the real estate market, important details from lawyers regarding legal requirements in Greece, information and clarifications about the Visa acquisition, NSRF(National Strategic Reference Framework) programs. It will also include videos about the unlimited benefits of living in Greece, such as customs and local lifestyle.



THANK YOU!