



In
Conversation
with
Haris Menelaou



Greece

In association with



1. Please tell us a bit more about your company and what makes you so special?

Our team, the people, the diverse experience which the group has as every single colleague carries with him/her a lot of years of experience in real estate plus academic knowledge, together with our passion for excellence and what we do (real estate).

We go beyond the clientele relation, we make our clients our friends, and we build our properties as they are our own space to live in. We really put a lot of care for what we do, for example we thoroughly design our architecture plans, we make changes on changes aiming to offer comfort; yet we select the best materials in the market for our own developments. Most importantly, we don't forget the basics, a prime location property can't go wrong even if the market collapses, this is what we have experienced over the years observing the market during crisis times.

Having said that, we have established offices in locations which we value as 'prime'; that is the capital city of Athens, the beautiful town of Chania in Crete and the dynamic city of Limassol in Cyprus. There is a nice synchronization between the three offices and teams, we share information about each market and we grow together. We look every day for new opportunities within the property market and we pass those to our clients. We have divided our companies into two groups, we are running a development company which builds boutique properties, plus we have the real estate and investment agency which adds value to our portfolio in general, and makes us offer more variety of properties, locations, and specialized property investment consultancy.

At last, I should emphasize the dedicated clients' after sales services we offer aiming to offer VIP service and maintain their properties in good condition.

2. How has your experience with international clients been so far, particular from the GCC ?

I often say that we (my team) are blessed to have the opportunity to meet with so many different people and nationalities, we learn from our clients, every one has his/her own taste and way of selecting a property and location; I think this is what I enjoy the most in my job.

As I mentioned earlier, we have friends in so many different countries and we receive such a special job satisfaction when they are happy about their purchase in Greece or Cyprus.

We like to see every client as a unique case, we try to understand the needs of every person and family, and offer exactly they property which they want and dream off. I keep saying to our sales executives to remember this every time they meet new clients.

3. Greece with its mild climate and beautiful islands seems to be a safe haven for property investment, looking at other countries like the UK with so much uncertainty Brexit going on and a turbulent property market? Wouldn't you agree?

You know I'm a RICS member and I have read so many different economic analyses about the Brexit, and we have very good partners in London etc., but we won't know the consequences unless we live it..

Greece is, in my opinion, having lived and travelled in many places around the globe, if not the most, definitely one of the most beautiful countries worldwide. The nature of the country never stops to amaze me, there is a sea view almost everywhere you look at, it is a country of the seas anyway, and the islands are its jewel, thousands of jewels in the sea.. and then you visit the mountains of Greece and you are wondering in what part of the Alpes you're... and then all the historical monuments and the Greek history, the friendliness and openness of the Greek people who have a unique humour and smile in their faces in bad and good times, the food... the weather...

All these are reasons to have a home in Greece. It's a true Mediterranean destination, which offers a pleasant living and lifestyle. Also, the low cost flight carriers help the overseas home owners buy a holiday home in Greece instead of let's say out of Moscow or London...

And this is what it's happening for some people indeed, I share now the experience of some of our clients and how they think, which they tell us specifically that they can get faster in their home in Greece, instead of driving out of Moscow or London and reach their second home ...

In addition, the Greek tourism has nearly doubled (tourist arrivals) over the last ten years! That has created new rental opportunities, it has changed the real estate industry and the 'map' of 'great locations' within Athens, or out of Athens and islands which offer either good connection by air or sea (from Athens and even European cities which have direct flights to Greek islands). So the Greek property market has been gaining a lot of attention, and the studies show that the demand meets supply, and therefore the prices are pragmatic. It's definitely a value for money destination both for tourists and property buyers.

In addition, Greece has started to go out of the deep recession which hit hard in 2008 till 2012, and there is a positive political will to perform and bring the economy into positive growth.

It is also of a great significance to add, that in 2013, Greece opened up the door to foreign investors with the implementation of the Greek Golden Visa program ! Since 2013, more nationalities and property buyers mainly non-EU, have entered the Greek property market and this itself has given a great boost to the economy in general.



4. You offer also advisory services for the Greek Golden Visa program, how in few words would you describe the main advantage for Non-EU residents investors?

The people from non-EU countries, have the luxury first of all, to diversify their wealth and put 'their eggs into more than one basket' by investing in a European country which is using the euro currency. They are given the right to own a property forever, pass it on to their children.

Along with that, almost the whole family is qualified for the Golden Visa:

- Buyer
- Buyer's spouse
- Buyer's parents as well as spouse's parents
- The children below the age of 21 years of age
- Free public health care system
- Free public Schooling
- No obligation to live in Greece and/or visit the country
- Travel in other Schengen countries (if we talk about the Greek Golden Visa)
- Greece is their 'gate' to Europe
- Establish businesses in Greece

5. You offer services in both countries Greece and Cyprus, how has the real estate market changed over the last 10 years in both countries?

I think we can divide our markets into two phases, the 'era' before the immigration-real estate programs, and after it; and the break up point is around 2011 which I think it was when Cyprus passed the law about the 'golden visa' and for Greece the year of 2013.

The reason I make this distinction, it's because with the immigration programs connected with real estate investments, we have the appearance of Asian buyers to Cyprus first, and Greece later. The number of buyers increased, the type of projects changed, i.e. we have high rise buildings in Cyprus over the last 2-3 years, and we may see this too in Greece next year. We

6. Finally, what's the best piece of advice given to you?

There are so many which it's hard to put one on top of the list, you know there is no a single magic word for success, it's a combination of many things. I hope I named a few above, for you. "There is always room for improvement", let's close with this.

Thank you.

Harís



We, at Gate Properties Greece, secure your new Residence Permit, smart property investments, stress-free experience, and complete transparency! We have a tradition of excellence and we ensure successful results on behalf of our valuable Clients. Greece Properties Gate was found to go far beyond the simple holiday real estate transactions at the sea and sun destinations of Europe. We have developed two core teams, which both are specialized in maximizing the value of every real estate investor. Gate Developments are specialized in building with our in house Engineers, Architects and Decorator, high end properties. At the same time, Gate Estates team aims to offer properties for any taste, budget and location in Greece. Greece Properties Gate offers quality holiday properties in Greece and Cyprus aiming to offer tailor-made solutions to property investors and those who are seeking a new home, by examining carefully our clients' needs.



Why Investors Choose Greece Properties Gate?

- Experience in Real Estate for over 15 years!
- 24x7 Customer Services
- Offer you TWO countries (Greece & Cyprus) under the same roof.
- Have thousands of carefully selected and exclusive properties in Greece & Cyprus.
- Maintain professional teams to meet you in both countries.
- In-house Legal Guidance to ensure a smooth transaction and safely transfer clean title deeds onto our clients.
- Provide rental services for a sustainable rental yield of your investment.
- Will obtain for you the European Residence Permit & Citizenship through property purchase
- You can receive the most comprehensive forum in Real Estate Services because; we tailor our services according to our client's needs and demands.
- We provide properties in all regions of Cyprus and Greece & the Greek islands.
- We guarantee full legal compliance and due diligence process in all our dealings.
- We provide other services, such as Letting & Property Management, Taxation, and Immigration.
- We are a service provider operating in both countries with experienced Sales Teams and we have hundreds of New & Resale Properties for you to choose from.
- We are not an online platform. We are with you every step of the way! Our offices in Athens, Chania, Limassol are there for you 24x7.
- We have real estate and legal experts in our Team with more than 20 years of experience.
- We give the highest rental return percentage in the market!
- We offer our services charging the lowest fees in the market!



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Member of Real Estate Group Cyprus & Greece

The Property Teams of Gate In Greece & Cyprus

At Greece Properties Gate, we have established dedicated teams for every operational services line and we have a passion for our work and the real estate industry. Our advisory and investment consultancy team guides investors to actualize their investment plans in the property market.

We assist clients to develop individual projects and run their own business in Greece or Cyprus. Our Engineers and Architects can license, design, and construct a building, and then our sales team can market the property project, yet manage and run afterward the properties.



GREECE PROPERTIES GATE



PERRELET
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LAB

Manufacture caliber. Peripheral Technology. Décor "Côtes de Genève".
Cushion shaped 42 mm. Dial-side peripheral oscillating weight with etched
spiral décor. External dial in sapphire with applied indexes.
Black alligator leather strap. Folding clasp.

REF. A1100/1

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GREECE PROPERTIES GATE SERVICES

♦ Buyer Services In Greece & Cyprus

Maximizing Investment Options for Buyers
Property Buyers benefit from Gate's transparent transaction process securing our buyer's position. We offer value-added services, including market research and property management, yet rentals.

♦ Market Research

♦ Rentals & After-Sales Services

We have a motto that says 'we are with you every step of the way' and I intend to do just that. We have many strong connections with local retailers, enabling us to pass on discounts to you, in particular:

- Furniture – Home and Garden
- Soft furnishings
- White goods
- Electronic and TV equipment and furniture
- Fireplaces, BBQ's
- Insurance quotations

To keep your property in order when you are not present or for minor repairs and maintenance, we have a recommended list of tradesmen. The list includes plumbers, electricians, carpenters, decorators, motor mechanics, pool and garden maintenance and cleaning companies to whom we will put you in contact when the need arises. There are a number of other services that require a service charge to be made because of the time and mileage of staff involved, which you may feel are advantageous if you are away from your property.

In this category are:

- Key cutting
- Accepting deliveries on your behalf at your property
- Security visits
- Special cleans
- Translations
- Utility set up and payments

♦ PROPERTY RENTALS IN GREECE & CYPRUS

Whenever a purchaser buys a property, there is always a major reason for the investment, a holiday home to use for family and friends at various times of the year, pure investment to create a good return on capital, residency or buy to let. Dependent on these categories, follows the type, price, furnishings, and location of the property, ensuring that for properties that will be rented out, there is an opportunity to earn income to offset purchasing and mortgage costs. 2016 saw the launch of our new rentals websites which we hope will give our clients' properties maximum exposure since we have concentrated on optimization to ensure the site appears at the forefront of as many search engines as possible. The Rentals department will do everything to earn this income for you.

Our service includes:

- Website exposure at different levels
- Administration of all calendars and reservations
- Processing of all income and expenditure
- Special features and offers throughout the season
- Organizing in and out cleaning schedules
- Exclusive furniture, white goods, and soft furnishing deals
- Information on maintenance companies and local tradesmen

At Greece Properties Gate, we aim to offer the best selection of properties within our focused markets, Greece, Cyprus. Our platform offers value for money properties with quality construction standards in prime locations. We don't promote just any property, but a selection of properties that qualify the Gate's criteria of quality, investment potential, and location.

This fully comprehensive service makes it easier for you to earn that all-important additional income at a time when otherwise the property would be empty and unattended. We look forward to discussing the rental services with you and working together to our mutual advantage.



GREECE PROPERTIES GATE

Advisory and Consulting Services

Greece Properties Gate team provides a wide range of advisory and consulting services including:

- Asset analysis and opinion of value
- Property operations analysis
- Specific asset buy-sell strategy
- Market and submarket analysis and ranking
- Portfolio strategy by property type
- Development and redevelopment feasibility studies



Understanding Your Objectives

Our specialists gain a thorough understanding of your objectives and current assets. This enables our team to help you develop the right property-level and portfolio strategy.

You will receive a detailed analysis to support buy, hold and sell decisions and formulate real estate investment plans. Our agents' real-time market knowledge is combined with leading research as the basis of our advisory services.

Personalized & Customized Service

We combine the expertise of our investment sales professionals and research team to offer proprietary custom analysis and consulting services.

Our advisory and consulting services will help you formulate buy-sell decisions, analyze markets, shape long-term portfolio strategies, evaluate development or redevelopment options and optimize returns during the holding period of properties.

Long-Term Relationships

We have measured our success by the quality and longevity of client relationships has been a tradition since the beginning. Assisting our clients in shaping their strategy in an advisory capacity has resulted in our high ratio of repeat business.

We view each transaction as a stepping stone toward a long-standing relationship. We are dedicated to being the best lifetime source of information and expertise to our clients.





Gain the rights to travel freely within the borders of the European Union by making a smart investment in Greece.

Thanks to our extensive Real Estate & Bureaucratic experience we have the ability to organize and implement all the necessary steps that are required for the acquisition of an EU Residency Permit for Non-EU-citizens.

More specifically according to a very recent legal scheme, the Greek Government is now offering fast- tracked EU residency applications to anyone who buys a property over €250,000 (approx. \$329,075).

Residency permits act as a form of visa to all the Schengen Area's 26 countries (Austria, Belgium, France, Germany, Denmark, Greece, Estonia, Spain, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Hungary, Poland, Portugal, Slovakia, Slovenia, Sweden, Czech Republic, Finland). This includes all of Western Europe except the UK. The permits require only token residency in the country where the property is located, meaning that buyers can use it as a springboard to live (please note that to work in the EU you will require an additional permit) elsewhere in Europe.



GREECE PROPERTIES GATE

GREECE (EU) RESIDENCY BY INVESTMENT

EU RESIDENCY IN JUST

60 days

REAL ESTATE INVESTMENT FROM

€250,000

LOWEST COST ENTRY AMONG
ALTERNATIVE EU PROGRAMS

VISA-FREE TRAVEL WITHIN THE
SCHENGEN ZONE (26 EU STATES)

The Greece Residency by Investment Program was introduced by the Greek government in 2013 to enable persons to acquire residency in Greece by investing in real estate, in return for a five-year residence permit, which can be renewed thereafter for another 5 years each time if the applicant still owns the property. Greece offers a straightforward route, with no minimum residency stay requirement, coupled with a quick application process with further opportunity to apply for citizenship after a set of period of time.



- Residency in Just 60 days
Renewable 5-year residence permit
- Lowest cost entry in EU
Min Investment of only €250,000
- Visa-free travel
To Schengen Zone for 90 days within any six-month period
- Entire family are eligible
Spouses and children
- No residency requirements
Prior to or after residence permit has been granted
- High standard of schooling
Access to many prestigious universities at lower EU tuition fees
- High standard of Living
Access to the Greek health service for free
- Property Investment
Your summer residence in the Mediterranean

For further information, please contact us:
enquiry@greece-properties-gate.com

*Your Experts For Your Greece Permanent Residence Permit - **Greece Golden Visa***



GREECE PROPERTIES GATE



Breguet
Depuis 1775

Breguet, the innovator.

Invention of the Tourbillon, 1801

The Classique Grande Complication Tourbillon 5317 provides the perfect setting for Breguet's most spectacular invention and undeniably the most beautiful of all horological complications, developed over 210 years ago to compensate for the effects of gravity. On the back, the "B-shaped" oscillating weight reveals the beauty of the meticulously hand-engraved movement. History is still being written...



BREGUET BOUTIQUES

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BAL HARBOUR 305-866-1061 — LAS VEGAS 702-733-7435