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CHANIA REAL ESTATE EXPERTS



**AIRBNB RENTAL OWNERS
OBLIGED TO REGISTER THEIR
RENTAL AS OF 01-01-2018**

SPATIAL PLANNING AND LAND USE PERMITS IN CHANIA

**STATISTICS SHOW ADDITIONAL GROWTH
IN GREEK TOURISM AND REAL ESTATE**

4 REAL ESTATE TRENDS TO WATCH IN 2018

**HOW TO MAKE THE MOST OF
YOUR SMALL BEDROOM**





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PUBLISHER

ARENCORES DIGITAL SOLUTIONS

FOUNDER & EDITOR IN CHIEF

MARIA GKIKA

EXECUTIVE EDITOR & DEVOPS

STAVROS THOMAS

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The magazine will be mailed to selected ARENCORES clients and will be available at more than 15 locations with a printable version. ARENCORES Magazine is distributed in 10 countries, including the cities of London, Berlin, Copenhagen, Oslo, Paris, Tel Aviv, New York, Vienna, Dubai and Hong Kong.



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CHANIA REAL ESTATE MARKET

SPATIAL PLANNING AND LAND USE PERMITS IN CHANIA

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PROPERTY MANAGEMENT

FOUR REAL ESTATE TRENDS TO WATCH IN 2018

The world of real estate is in an endless change, ebbing and flowing with today's geopolitical events, technological innovations and ever changing financial market shifts. Amidst all the ambiguity, one thing is for certain, and that is that change is inevitable.

INTERIOR DESIGN

HOW TO MAKE THE MOST OF YOUR SMALL BEDROOM



Tips and ideas for a charming, private and peaceful space.

EXPLORATION

ASKIFOU PLATEAU



High in the mountains, at an altitude of 730m is the village of Askifou. Built on a small plateau, under the mountains Kastro and Fanari...



EDITORIAL#

With the autumn already behind us and winter in full swing, the new year is coming by at full speed. As days turn into weeks, and weeks into months, we see our efforts and hard work to establish an innovative and reliable real estate firm, bear fruit. This is the time of the year we are always looking forward to, as it provides us the motivation to reflect on the projects and tasks already accomplished and design the strategic road map of the day after tomorrow.

In fact, at ARENCORES there is much to reflect on and plan ahead. In an extremely competitive environment with relatively multidirectional market dynamics, we are working hard in order to establish and embrace the concept of customer centricity by forgoing traditional real estate business strategies and adopting a more customer-driven approach in the seasons to come. Therefore, we never stop thinking out of the box to improve the ways property owners manage their assets and assist investors in searching for economic viable and qualitative real estate assets.

Experience, loyalty, communication, assortment, promotion, pricing, feedback and support are the cornerstones of our success. Obviously, accomplishment goes hand in hand with proficiency and talent and ARENCORES is certainly in a continual improvement bloom.

Featuring new services for property owners, our dedicative and practical real estate platform ARENCORES PM will become your advanced and indispensable guide to promote and manage your property. At ARENCORES we comprehend our customers' needs and set the foundations to create relations of trust. By aligning deep customer insights with the most promising real estate assets, identifying gaps and mitigating risks we can assure efficient results both for property owners and investors.

This is not a catchy slogan.

This is ARENCORES.



MARIA GKIKA
ARENCORES FOUNDER & OWNER

STATISTICS SHOW ADDITIONAL GROWTH IN GREEK TOURISM AND REAL ESTATE

Major international investors have started coming to Greece. According to Enterprise Greece, the net volume of direct foreign investment has grown more than tenfold from 249 million euros in 2010 to 2.8 billion euros in 2016. This is an additional good sign for real estate in Greece.



Tourism is Greece's most dynamic and productive industry, progressively growing since 2014. The World Travel & Tourism Council (WTTC) says that a prosperous period in Greek tourism is expected for the next decade. The number of international tourist arrivals increased from 14.9 million in 2009 to 26 million in 2017 and according to the WTTC, it will grow further to 47 million by 2027.

The Council notes that the contribution of tourism to Greece's GDP, adjusted for inflation and increased by 23% from 28 billion euros in 2012 to 35 billion euros in 2017. According to tourism industry experts, this figure will grow by another 56% to reach 54.7 billion euros in a decade. Major international investors have started coming to Greece. According to Enterprise Greece, the net volume of direct foreign investment has grown more than tenfold from 249 million euros in 2010 to 2.8 billion euros in 2016. This is an additional good sign for real estate in Greece. An analysis of the Greek real estate market shows that the country offers very attractive real estate opportunities for international investors. Greece is one of the last real estate markets in Europe that is still seeing a capital drought and has not recovered since 2008. Prices of real estate in Athens are 42% below pre-crisis levels.

Today, property in Greece is several times cheaper than in most of its neighbouring countries. According to Statista, it is one and a half times cheaper than in Spain and Germany, twice less than in the Netherlands and Sweden and almost three times cheaper than in Italy and Austria. A strong fall in the value of Greek assets (along with an ease in social tension) is making them more attractive to foreign investors. According to a press release from the Greek Ministry of

Economy, foreign direct investment is expected to reach €4 billion in 2017, which is 42% more than in 2016. Greece's "Golden Visa" program, launched in 2013, is attracting private investors to the country's residential and commercial real estate market.

As of September 2017, 2014 primary applicants have received a Greek residency permit. In October 2017 media published news about a Chinese investor who acquired more than 100 apartments in central Athens, in one transaction. The measures taken by the Greek government under the pressure of its EU creditors have helped the country avoid bankruptcy. Greece has moved on from resolving issues related to its creditors and avoiding bankruptcy, and is now looking for sources of economic growth. The stage is set for a rapid recovery, and an increase in property prices should soon follow.



AIRBNB RENTAL OWNERS OBLIGED TO REGISTER THEIR RENTAL AS OF 01-01-2018



Greek Parliament has published details of the imposed taxes on annual income earned from the short-term lease of property for tourism accommodation purposes, mainly Airbnb. The new legislation imposes 15% tax being charged from the first euro up to 45% for higher than 35.000 euros annual income.



The law to tax and regulate the Airbnb market was passed through the Greek Parliament in July 2013 and December 2016, However it was not implemented in time and will now come in force from 01 January 2018. Greek law limits it to two homes per owner and requires that the accommodation facility is fully furnished, and has natural lighting, ventilation, heating, while it is rented out without the provision of any service than bed linen. Homes in Greece can be leased out for 90 days per year in popular tourist areas and for 60 days in smaller destinations. The Greek Finance Ministry aims to raise over 48 million euros in 2018 from Airbnb and similar business revenues.

Greek Independent Public Revenues Authority is reportedly ready to establish a special online platform where short term rentals should be registered as of 01-01-2018. This obligation concerns all short term rentals up to 90 days of renting per year, including those who own a GTO permission for the aforementioned rental period.

The property owners must declare the specific short term rental property, the name of the person or persons renting it and the duration and income of each lease.

According to the Greek Laws 4172/2013 and 4446/2016 the online registration is mandatory and it will provide property owners with a certification number which should be declared on any digital platform, website or social media where the rental is advertised, including the Airbnb website.

Failure to declare the rental properties

on the particular platform will be accompanied by a fine reaching a maximum of 5,000 euros, when authorities detect "undeclared leasing". The rentals who have acquired a GTO permission, should introduce their permission number in any related advertising.

Short-term residential leasing will be taxed based on the yearly income. Specifically, for a taxpayer with an income of up to 12,000 euros derived from short-term residential leasing, taxation percentage is 15 percent while for a taxpayer with annual income from 12,000 to 35,000 euros, it is 35 percent. Above the annual income of 35,000 euros, a taxpayer's income from short-term residential leasing will reach the taxation rate of 45 percent, i.e. nearly one in two euros are paid to the state.

All short term renting periods ought to be declared until midnight of the next day upon the guests' departure.

Failure to this compliance, burdens the owner by a fine double than the guests' leasing cost. Late declarations of leasing income have a fine of 100euros per rental.

Short term leasing in Greece should not exceed the 90 days of renting per year. If the minimum taxed income of 12,000 euros is not reached within the 90 days, the rental period may as well be extended to fulfil this income. In the islands with less than 10,000 inhabitants, the maximum short term rental period is set to 60 days.

The rental properties' legality is not a provision for the rental registry in the Greek Independent Public Revenues Authority, however, it should be in the owners' concern as it could raise legal dispute in case of potential guest damage.

HOUSE AND VILLA FOR SALE

Combined sale on the same highly desirable plot in Kampia Apokoronas.

The very well maintained house and villa (220sqm combined) enjoy world class views of the Souda Bay and White Mountains, whilst being encircled by 4000sqm of fully landscaped gardens.



THE MAIN HOUSE

The Main House (172sqm), consists of an open plan split level lounge, dining room and newly fitted luxury kitchen, plus guest/visitors access from the attractive garden stairway.

The main lounge runs the full length of the house and has new double glazed sliding doors which open onto the large balcony which is complete with tiled over sun shade and three piece fabric sun blinds.

Downstairs has two very large king-sized bedrooms both with separate ensuite/shower rooms, the master bedroom also benefits from full length fitted wardrobes.

THE GUEST VILLA

The Guest Villa (48sqm), Consists of two open plan rooms. Upstairs, fitted kitchen, dining room, lounge with wall mounted wide screen TV. Double glazed doors onto large balcony overlooking the Souda Bay and mountain views. Downstairs, Spacious bedroom complete with ensuite and small self contained kitchenette module. Double glazed doors leading to lower balcony and large self contained patio area c/w cast stone BBQ.

LANDSCAPED GARDENS

The surrounding gardens include a 48sqm luxury swimming pool, small fruit orchards, vineyard, vegetable and kitchen gardens, car port and ample parking, it also includes a large securely fenced area to the rear of the main house for young children or pets.

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VIEW ONLINE: www.arencores.com/property/house-and-villa-for-sale-in-kania/

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CHORAFAKIA PLOT FOR SALE, AKROTIRI, CHANIA

Looking out across the Aegean Sea, the breathtaking White Mountains and towards the pretty village of Chorafakia you will view this exceptional plot of land (4.586 sq.m). The setting of the Chorafakia plot is fabulous with unequalled natural beauty and excellent access to the main road and the nearby stores and beaches. Chorafakia village is one of the most stunning locations on the North Western Crete and this plot is no exception.



ACCESSIBILITY

Here is an opportunity to build a villa or a touristic facility in an area surrounded by beauty, amazing sea and olive grove views and to enjoy this completely natural environment of the Akrotiti Peninsula. With a small number of inhabitants, Chorafakia is a place of calmness and serenity whilst having the outstanding advantage of being in a central position between Chania City with its Venetian Harbour and the International Airport of Chania.

IDEAL INVESTMENT

Chorafakia plot is ideally situated in a perfect-unspoiled position. The plot holds a building permission which allows for the construction of four villas. Alternatively you could even decide to build one spectacular luxury home of up to 200sqm. The plot has a well maintained boundary wall and fences to ensure privacy while offers interesting options for landscaping due to the spacious terrain.

CHORAFAKIA

Chorafakia is a small village famous for its beautiful landscapes of stones carved by the sea and wind, a place with good and friendly inhabitants warmly welcoming every traveler. Plainly jeweled with olive trees, sandy crystal clear beaches just 2-5 kilometers away and an endless blue sky, this village is an inspiring destination all year round.

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PONTIKIANA OLD OLIVE MILL

The Mill in Pontikiana is the only renovated building in the original 'Metdhi', and is surrounded by now neglected stone buildings and rubble from a bygone day. Works involved stabilizing the original structure; construction of the rear ground floor terrace; construction of a reinforced concrete ring beam at eaves level (for earthquake protection); lining the original stone walls with pneumatically sprayed concrete; construction of a new roof; replacement of the timber Mezzanine floor; internal partitioning; plumbing and electrical installations; internal and external rendering; 2nd Fix joinery (kitchen and wardrobes); and finally decorations.

The Mill is registered with the Greek National Tourist Organisation and has a current EOT License. The furniture in The Mill has all been purpose made in the simple traditional Cretan style, with carved wooden sofas and metal framed beds, and is included in the sale.



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Historically, the rooms, on the rear Ground Floor, were used by the Venetians for the storage of olive oil for local consumption as food, a lubricant, soap and lamp fuel. On the Mezzanine floor, one room, with its own private terrace, offers stunning views of the Bay of Chania. All the beds are purpose made of traditional Cretan design, to comply with the requirements of the local Archaeological Dept.



SELECTED PROPERTY

Winter 2018 Recommended Listing

ARENCORES SELECTED PROPERTY

Exceptional villa overlooking the Aegean Sea and the White Mountains

FEATURED PROPERTY



This exceptional villa is situated in a tranquil hilltop, overlooking the inviting waters of the Aegean Sea, and the magnificent White Mountains. This serene heaven encourages its owners to relax and enjoy a truly authentic Cretan experience. For more information about price, features and location please visit ARENCORES at www.arencores.com.

SMART INVESTMENT





SPATIAL PLANNING & ENVIRONMENTAL PERMITS IN CHANIA

ARENCORES provides professional advice related to the Spatial Planning permits and Land Use permits to ensure proposed use and improvement of property meets zoning and other requirements found in the spatial planning and environmental codes. Essentially, land use and spatial planning permits are not just permits for construction; they are approvals for land development, design and uses for future building construction.

Which administrative authorities regulate planning and zoning?

According to the Constitution, the Greek state has exclusive regulatory competence and control over the Spatial Planning organisation. In some cases, the Ministries, as well as the other related executive bodies (such as Secretaries of the Regions, Prefects and Mayors), are empowered to specialize the planning legislation (spatial planning permits). Moreover, private entities may initiate the city planning process.

Greece's spatial planning permits and city planning legislation was recently changed to provide a quick, easily administered and reliable spatial planning framework. The envisaged results of the current spatial planning are the following:

Strategic planning applies at the national level as a whole (National Planning Frameworks (NPFs)) and to individual regions (Regional Planning Frameworks (RPFs)). Both NPFs and RPFs are approved by ministerial decision and contain spatial planning rules and suggestions.

The Local Spatial Plans (LSPs) suggest the general terms and conditions for structures and the general uses of land in a municipality. On the other hand, the Special Spatial Plans (SSPs) also suggest the terms and conditions for structures and the general uses of land, but also deal with areas that require special spatial planning handling. The regions of the country where the city planning procedure has not been finalized are subject to a stricter regime. The structures rules and conditions are generally approved by way of a presidential decree.

What are the procedural eligibility requirements and the necessary documentation to obtain planning permission?

The governmental authorities should evaluate the purposefulness of the construction or modification of the building terms, as well as the land uses in each area of interest. To construct building structures on any property, the plot's size and location must satisfy the criteria set out in the relevant legislation.

The uses permitted for each plot are determined in the relevant Local Spatial Plans (LSPs) Special Spatial Plans (SSPs).

Property development may be pursued only in compliance with the building permit that has been issued from the relevant authorities (Chania Spatial Planning authority). As a rule of thumb, the local municipality's building department is competent to issue the building permit, although the law may require special competences of other governmental bodies, depending on the intended use of the property and the area that the property is located.

Historic and cultural building protection laws envisage a series of strict rules and restrictions. Violation of these rules may result on a complete ban of the structure development

The law specifies the documentary requirements for the building permits issuance, including the title deeds of the property and architectural and engineering designs. Depending on the scale and nature of the engineering-construction works, an environmental licensing procedure may also be required.

What are the penalties of failure to comply with the spatial planning permits decisions or regulations?

In the case of, among other things, the performance of construction works without a requisite permit or in excess of its terms, or breach of the provisions envisaged by general or special building restrictions, the unauthorised building or construction is subject to demolition. Fines for erecting and retaining the unauthorised building may also be imposed. However, provisions relating to the demolition of unauthorised constructions have been applied to an extremely limited extent to date and, given the scale of unauthorised building activity in Greece over previous decades, various laws have been enacted which aim to regularise the larger part of such constructions, subject to conditions.

In the event that a building, construction or facility has an actual use which is different from the one envisaged under the applicable spatial planning permits and planning laws, the building, construction or facility may be subject to administrative sealing for up to one year or, in the case of a persisting offence, an indefinite period.

What administration rules are associated with the protection and development of historic and cultural buildings?

Historic and cultural building protection laws envisage a series of strict rules and restrictions. Violation of these rules may result on a range of consequences, from a complete ban of the structure development to partial restrictions on the development of properties that neighbor ancient monuments. With regard to historic buildings (Chania Old city, Chania Old Harbour, Chania Prefecture), restrictions on the type of work allowed may apply in order to retain the characteristics that led to their designation as such.

What environmental certifications are required for the development of real estate in Chania and how are they obtained?

Depending on the scale and nature of the construction-engineering works, an environmental assessment is required. Moreover, works and activities that have a

significant influence on the environment require a decision of approval of environmental terms issued by the minister of the environment and energy or the general secretary of decentralised administration. The process involves the participation of various governmental bodies, including the delivery of statements of opinion, as well as public consultation.

A simplified procedure applies to real estate developments with a regional and non-significant environmental impact. Such developments are governed by model environmental undertakings, which include general terms and conditions for the protection of the environment. The competent government agency depends on the type of development.

What environmental certifications are required for the development of real estate in Chania and how are they obtained?

If there is no valid environmental permit and the seller fails to disclose this information to the purchaser, the seller may be liable on the basis of substantive defects. In addition, an energy efficiency certificate is typically required for the execution of the transfer deed.

What rules and procedures govern environmental clean-up of property? Which parties are responsible for clean-up and what is the extent of their liability?

If there is no valid environmental permit and the seller fails to disclose this information to the purchaser, the seller may be liable on the basis of substantive defects. In addition, an energy efficiency certificate is typically required for the execution of the transfer deed.

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FOUR REAL ESTATE TRENDS TO WATCH IN 2018

REAL ESTATE DIGITAL ERA

AND ARENCORES SERVICES

The world of real estate is in an endless change, ebbing and flowing with today's geopolitical events, technological innovations and ever changing financial market shifts. Amidst all the ambiguity, one thing is for certain, and that is that change is inevitable. In fact, you would be hard pressed to find a part of the real estate industry that has not been affected by any of these influential factors.

Whether you are thinking about buying a home or you are focused on real estate investments, know that the status quo is continually changing. It can certainly be challenging to sift through the latest news, but even more so, the difficulty is in scrutinizing which trends are important to assess and implement. The answers to these questions, though often left without confidence or a strategic plan for the future challenges and opportunities. The ones who pick right will be separated from the rest of the pack.

However, there is a plethora of methods and strategies to consider. Therefore, prior to hasty investigate the market, select a real estate firm and finally buying (or selling) a property, there is a need for individuals and investors to first understand the real estate landscape. Given the significant nature of the econom-

ic welfare and political stability, we present a state-of-the-art review that presents a holistic view of the real estate challenges and methods theorized/proposed/employed/implemented by leading real estate firms to help clients understand this landscape with the objective of making robust investment decisions. In doing so, systematically analyzing and synthesizing the four critical trends that will dominate the real estate market of 2018.

1. Online Firms Will Dominate

2018 is the year where real estate firms will not only be encouraged, but rather expected to have establish an online brand and portfolio of their projects and accomplishments. Real estate buyers and sellers are looking online first not only to find out contact information or location details, but also to see real estate firm credentials, qualitative website content and digital footprint.

With information accessible from anywhere, commercial and residential real estate investors can make faster, more informed and wised decisions on where to share their capital. Increasing access to property information that was once hidden to the



ARENCORES

REAL ESTATE EXPERTS

Address: 25 K. Mitsotaki Street, Chania,
73132, Crete, Greece
Email: info@arencores.com
Telephone: +30 2821112777
Web: www.arencores.com

everyday customer will further differentiate the best real estate firms in the market.

2. Social Media

With social media becoming a more and more dominant tool for broadcasting targeted messages to the public, real estate firms will be expected to heavily invest their time and resources in building their online presence for marketing success. Social media is an important part of every real estate firm that improves the chances of generating useful – reliable information and building customer loyalty. The implementation of a social media marketing strategy allows buyers, investors, sellers and other interested parties to engage easily and effectively via a digital channel that plays an important role in their decision making. Facebook, GooglePlus, Youtube, LinkedIn. There are so many options and so many different platforms to learn about a property or a real estate asset.

Due to the massive number of people on these social media platforms digital real estate content can reach such a large audience. People can learn more about home buying or property selling, whether it's information about the home, a video tour, photos, or info on how to make contact with the agent.

3. More Specialization

Until now real estate agents were able to “sell anything” because the process of selling a house has principally been the same across verticals. Indeed, the flexibility of being able to sell anything and everything sounds appealing. Nevertheless, specializing—carving out a niche in a particular real estate category or type of property—can yield even greater rewards and investors’ attention. Nowadays, the best real estate agents differentiate themselves by specializing, and paying attention to the small details that most others leave out. The little things matter, whether you are selling a multi-million euros hotel or a small apartment actually makes a big difference in how you want to present the property.

4. Systematic Research and Market Intelligence

This systematic real estate market review (SREMR) is carried out through observing and understanding the past trends and extant patterns/strategies in the real estate research area, evaluating methods, summarizing knowledge, thereby identifying limitations, implications and potential further research avenues to support the investors, buyers and sellers in exploring new ways of integrating, visualizing and interacting. Thus, to trace the implementation of novel real estate strategies, a profiling method is employed to analyze methods and techniques, including market data, commercial, international, home buying, selling, and technology trends.



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Platanias, a small heaven in Crete

Why to choose between busy nightlife and peaceful village atmosphere, when you can have them both? The first sight you will see when you reach the area is the rock of Platanias which according to local myths and tales was the site of the ancient city of Pergamos and the tomb of Agamemnon.

There are two parts to the village of Platanias, like most villages in Crete you have the old town which begins on the steep hill, the houses here are covered in lovely red, pink and white flowers and are charming and traditional. Moving down the steep hill of Platanias you come into Kato Platanias or the new village, this is where the village becomes more modern and you see more of the bars, restaurants and shops. As you will find out, the resort is very cosmopolitan with visitors looking for top DJ's and great funky bars.

This also translates onto the beaches where you will find regular beach parties during the day and night. Platanias is great for those who want to enjoy a different side of Greece and Crete. It's not too overcrowded and not too quiet but the resort offers everything you need to enjoy the perfect Cretan holiday.

*You have your brush,
 you have your colors,
 you paint the paradise,
 then in you go.*

NIKOS KAZANTZAKIS

HOW TO MAKE THE MOST OF YOUR SMALL BEDROOM



Anyone who has ever lived in a major city has probably had their share of small-bedroom woes. (Why is it that the room expected to hold the largest piece of furniture is often one of the tiniest?) It may seem like your options are confined to squeezing in a bed and—if you're lucky—a nightstand, but there are ways to pack plenty of style into your limited space. Also, don't overlook the benefits. "I actually prefer smaller bedrooms to larger ones," says Portland, Oregon, designer Max Humphrey, whose own bedroom is on the small side. "They're cozier and you don't have to waste money furnishing a room with a seating area no one will ever use."

1. KEEP THE LAYOUT SIMPLE

There isn't a magic trick to the layout of the small bedroom. "There's usually an obvious main wall to put the bed, and I don't like to get too clever as far as placement—like floating the bed frame in the middle of the room or at an angle in the corner," says Humphrey. The designer also suggests placing the bed in the center of the main wall, rather than pushing one side up against the adjacent wall. "Having room to walk on either side is key not only for room flow but also to give you space to make your bed, if you're into that sorta thing," he says.

2. DON'T BE AFRAID TO GO DARK

You're not limited to whites or neutrals when it comes to the wall color of a small bedroom. "I don't buy into that whole 'Never paint a small room a dark color' design dogma," says Humphrey. "I say embrace the size and moodiness of a small room and even play into it. Painting a room a charcoal gray or navy blue or olive green can be chic and sexy."

3. BUT BRING IN PLENTY OF LIGHT

Whether you go for a moody hue or stick to a crisp pale shade, adding plenty of light sources is key to keeping the room from feeling dark and claustrophobic. "Decorative overhead lighting like a pendant or chandelier (instead of ceiling cans), bedside table lamps, a floor lamp, and even reading sconces will add to the ambience," he says. "Like Andy Warhol said, 'I believe in low lights and trick mirrors.'"

4. CHOOSE ACCENTS THAT ADD COLOR

"I know people think it's calming and minimalism is all the rage now, but I don't think I could sleep in an all-white room," says Humphrey. "I generally like cooler colors in a bedroom, though—blues and grays as opposed to warm tones. Black and white always works and can be a good foundation (like in a patterned area rug) to layer in some color. I think everyone would be a little happier if they had some pops of color in their bedrooms."

5. DITCH THE SHRUNKEN NIGHTSTANDS

A smaller space doesn't mean smaller furniture. "One of my pet peeves is miniature bedside tables. Especially next to a larger bed frame and mattress—tiny nightstands can look so dorky," says Humphrey, who advises his clients to buy normal-size furnishings for small spaces. "It can actually make a small room look bigger and will be more useful and functional," he adds. Humphrey also picks pieces that can do double duty and makes room for essential pieces. "In my own (small) bedroom I don't have room for a dresser, so I have large nightstands with drawers that hold my clothes," he says.



6. CREATE THE ILLUSION OF SPACE

"Hanging drapery as close to the ceiling as possible is a design trick that actually works," Humphrey says. "It'll bring the eye up. While we're at it, a good trick for picking curtains is to match the fabric to the wall color. It's modern and can be nice in a smaller space, because your eye won't be distracted by contrasting colors."

7. CUT OUT CLUTTER

All the square footage in the world won't make a difference if it's crowded with stuff. "Another trick that won't cost you any money is to keep your room clean," he says. "You can still accessorize like you would a larger room, but keeping out the unnecessary clutter is a no-brainer."

8. IT'S POSSIBLE TO GO BIG

Humphrey advocates mixing it up when it comes to scale. "I also like to use the largest area rug that will fit," he says. "A canopy bed can be a cool juxtaposition in a small room. It's unexpected, and playing with scale (big bed, small room) can be a fun way to stick it to the design purists."

9. BRING THE OUTDOORS IN

Don't forget to add some life to your space. "There's no reason houseplants should be kept out of the bedroom—I've even used potted indoor trees in small rooms," he says. "Having something vertical like a fig tree can bring the eye up. Plants can make a stuffy room feel fresh, too."



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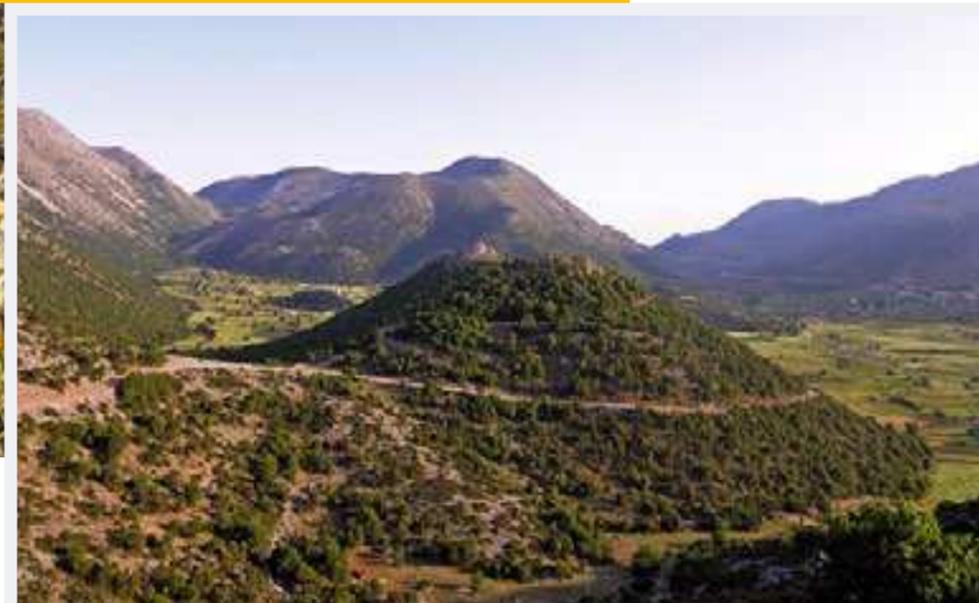
ASKIFOU, CHANIA PREFECTURE, CRETE



The true Crete, at its best!

High in the mountains, at an altitude of 730m, lies the village of Askifou. Built on a small plateau, under the mountains Kastro and Fanari, the Askifou can offer the visitor a magical scenery. Especially in wintertime when the plateau is covered with snow or in springtime when is green-clad. In Askifou there is the largest cypress forest in Crete. Its name derives from the ancient Greek word for cup, "skifos" and originates from the shape of the plateau in which the village nestles.

Many thousands of years ago, the Askifou Plateau was probably a large lake. In 1821 there was a battle here between the Turks and the Sfakians, resulting in victory for the locals. Unfortunately the villages of Askifou were burned down by Hussein Bey two years later, in 1823. A relic of those times is the small fortress still standing at the top of the hill northeast of the plateau.



Askifou is roughly 55km south-east of Chania. The local population are mostly farmers who produce a variety of crops from this fertile mountain region. In particular, potatoes, chestnuts, grapes (both for wine making and eating) and a variety of cereals are cultivated. Askifou is famous not just for its breathtaking mountain scenery but also for its celebrated cheese pies.

This small mountain village also has an historic importance that belies its size. Two such instances are of significance: During the Cretan revolt against the invading Turks, the villagers of Askifou took part in a courageous battle which culminated in destroying the forces of Sherif Pasha in the

Straights of Lagos in 1821.

Secondly, in 1896, the village was chosen by The General Cretan Foundation to be the place where the summit was held to discuss and finalize the union of Crete with the rest of Greece.

USEFUL INFO

Location: White Mountains range, Sfakia, Chania

Relevant routes & paths: Fragkokastelo - Chora Sfakion - Askifou - Vamos, E4.22, 4.23, 4.24

Altitude: 726 m

Access: Provincial Road of Vrises-Sfakia



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ARENCORES' Real Estate magazine provides exclusive access to the clientele of ARENCORES' Real Estate listings creating an unparalleled level of international visibility to buyers, sellers and investors of carefully selected properties picked from the Chania real estate market. The properties advertized in ARENCORES magazine will be delivered to a select, private, and qualified group of international investors who are proven purchasers of real estate assets.



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Committed to serving the international real estate investors, buyers and sellers in all phases of the real estate with insight and integrity.

We support owners, sellers, developers, hospitality organizations and investors to identify qualitative real estate assets in the real estate market of Chania, Crete, Greece. We combine various areas of expertise including property management, property valuation, marketing, civil engineering and have a wealth of knowledge on the Chania property market. We also actively follow the leading real estate investments and provide research and reporting to investors, owners and executives.

Contact Details

Web: www.arencores.com

Email: info@arencores.com

Tel: +30 2821112777

Address: 25 K. Mitsotaki Street, Chania, 73132, Crete, Greece