

Small properties Big opportunities

ARENCORES survey looks
at the small side-sized properties
in Chania real estate market

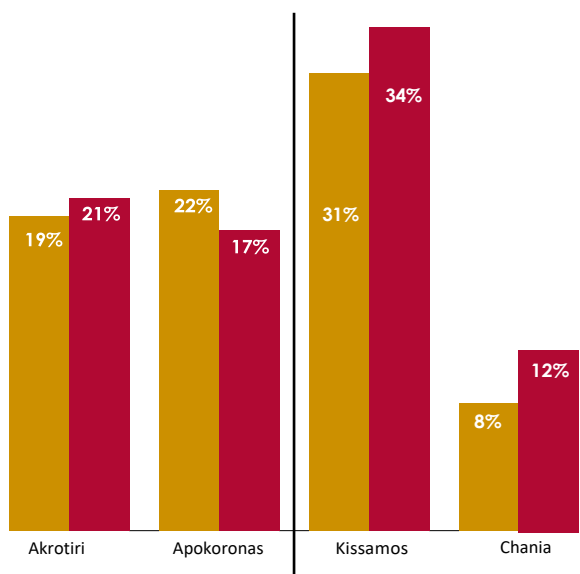
May 2018



Smart Investing is all about seeing the big trend and leaping on it before everyone else does. While small-sized properties is a huge opportunity in Chania right now due to the lower prices, it will likely become an even greater opportunity in the next three years.

SMRIs in Chania real estate market between 2017-2018

- April 2017
- April 2018



Introduction

With the new ARENCORES MAGAZINE due for publication in the spring, we analyze the market trend of small and medium-sized real estate investments (SMRIs)* in Chania housing market and report on some exclusive analysis of where buyers and investors should go hunting for opportunities.

Ambitious real estate prospects

ARENCORES predicts that the amount of money pumped into Chania real estate market will increase by around 20-30% in the next couple of years. Many buyers and investors have under-allocated in Greece due to concerns of economic slowdown; with clear signs of economic stabilisation, investors are expected to return. Chania will also continue to attract solid interest from all types of buyers because of attractive yields and good real estate opportunities.

Focus on small sized properties

The results of our research show that there are significant opportunities on small-sized plots and houses. Additionally our research shows that a growing number of buyers from Scandinavia, Israel and Germany have been interested in Cretan properties, capitalising on lower prices and higher return of investment compared to other real estate markets in Greece.

Real estate investors' main target in Crete has been Chania — one of Greece's most mature and promising real estate market.

Chania properties sample

We analyzed several real estate properties recently acquired (between 20 and 150 residential properties and plots) and found clear evidence of a shift towards smaller properties. The number of this kind of properties in the market has risen by 28% over the last year, while the number of successful sales has risen by 34%. At the end of April 2018, there were about 1150 SMRIs in the market.

Chania Market trends

ARENCORES research paper makes it clear that Chania real estate market small-sized sales are expected to rise 32.5 per cent in 2018 with investments totalling more than 350 million, up from 300 million in investments in 2017 and 240 million in 2016.

Investments in commercial properties are expected to lead the way, with a 22 per cent increase year-over-year.

56%

of the most attractive small sized properties are located in the outskirts of Chania.

154

of the most recent properties in Apokoronas, Akrotiri, Chania, Kissamos and Platanias were purchased for less than 100.000 euro.

72%

of the buyers do not make offers on overpriced homes.

When you're looking at the underlying real estate, one of the most important criteria (aside from location) is the type of property.

Where should buyers focus their hunt in Chania?

Our analysis identifies areas of Chania which score highly on a combination of three key characteristics:

- Reliable pricing
- Easy accessibility
- Tax benefits

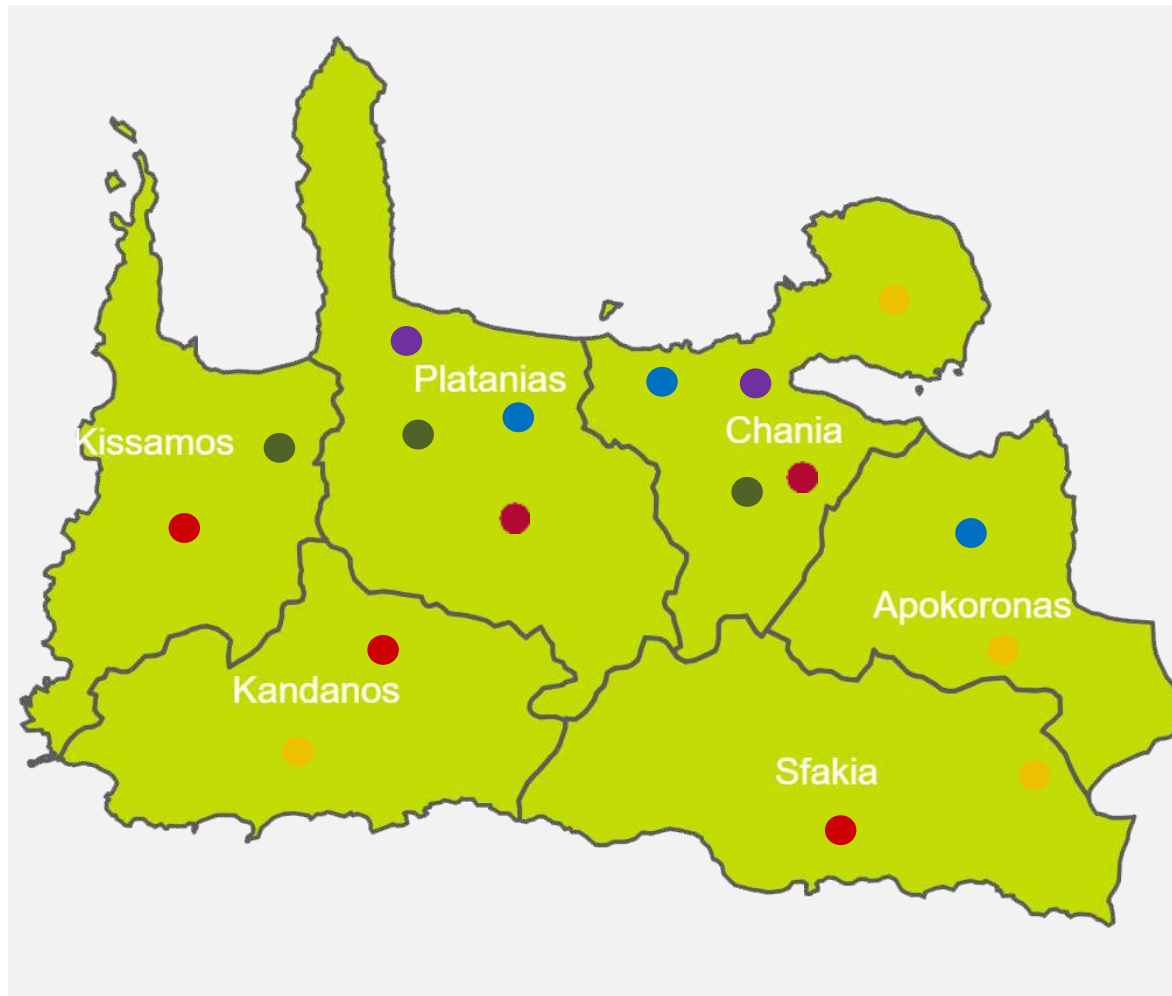
Source: ARENCORES



A combination of the following criteria was used to identify areas with ideal small sized properties.

- High accessibility
- High rates of potential return of investment
- Low Taxes
- Fair pricing

*Subject to site availability. The four variables were weighted equally.



Five areas with small-sized properties currently available for sale

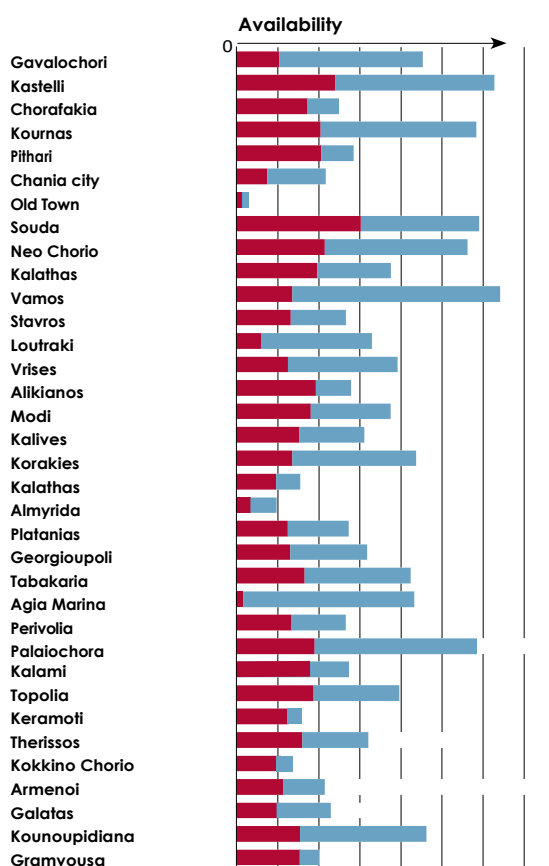
Our research pinpoints areas that combine good accessibility, reliable property pricing, high investment yield and low taxes. The hotspots in red are highly promising but also suggest potential for growth and opportunity in the wider area.

	2016–2017 Average small-sized properties availability	Minimum price (per k)
Kissamos	24%	20
Sfakia	22%	16
Kandanos	23%	17
Apokoronas	15%	22
Platania	8%	18
Chania	3%	40

Small, Medium and Large properties currently available in Chania.

● Small properties

● Medium and large properties



Does a small-sized property buying make sense?

Greek real estate has recovered its appeal for investors, both overseas and domestic. Last year was pivotal toward this direction, as the economy's return to growth and confidence regarding the country's position in the eurozone have significantly improved investment prospects and encouraged many assets to vigorously search for more deals in numerous sectors. Property investment was a major example, with direct overseas investments in real estate amounting to half a billion euros, statistics compiled by the Bank of Greece show.

This positive trend for real estate is combined with the prospect of potential rental returns from the burgeoning short-term rental market, both in Athens and in popular tourism destinations around the country, mainly on the islands. Greece's tourism industry is thriving, attracting some 30 million visitors a year, almost double the number of 2009. As such, digital rental platforms like Airbnb provide the chance of fast returns on investments.

In its newest annual statement on Emerging Trends in Real Estate in Europe, PricewaterhouseCoopers said that "interest in Greek real estate is silently picking up as a number of international investors committed capital in 2017 and put boots on the ground. The sector attracting most interest is hospitality, which is not so related to the local economy. International arrivals have gone up in each of the last three years, and the country is observed as a safe European holiday destination."

Given the focus on small-sized properties, in locations around Chania that are well served by public transport and with reasonable selling price will inevitably attract attention. Our analysis, overlaying a completely new real estate market trend and highlights the best places to start searching for small sized properties. **Do you want an inspiration? Check this exceptional property in Keramoti near the popular Elafonisi beach.**

<https://www.arencores.com/property/keramoti-house-for-sale/>

ARENCORES is a real estate firm that seeks to promote the delivery of high quality research to facilitate property buyers, sellers and investors interested in Chania real estate market. ARENCORES produce research, lists carefully selected properties and advise buyers, developers, landowners and investors.

35%

of the currently available small-sized properties are plots.

Real Estate News

After a deep correction in the first half of the decade, the Greek real estate market has returned to stability, and tourism sector properties and office spaces are even seeing an appreciation. At the same time, investor interest is proliferating and sentiment is improving. Nevertheless the prospect of a further recovery of the real estate market hinges, inter alia, on the strengthening of the Greek economy's outlook, improved business and household confidence, an easing of bank financing conditions, a reduction of red tape, the completion of the national cadaster and the consolidation of a stable tax framework.

Source: kathimerini

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