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Digital Edition  
Issue 4

**EPSILON**  
LIVING

# Reality Express

MYKONOS – TINOS – PAROS – PIRAEUS



# Editorial

The ship has docked, the suitcases are unpacked, flip-flops and fins have found their place in the attic.

The city welcomes us with honking horns,  
coffee in hand,  
schoolbags on the streets,  
and calendars already filled  
before we even say "happy new month."

In Athens, September is not just  
a continuation.

It is the starting line.

It's that time of year when some people decide to move  
because their family has grown,  
others take their first step into real estate investing  
and some simply look for a new balcony to enjoy their morning coffee.

At Epsilon Team we know that a home  
is not just square meters.

It is the stage of our lives.

And this stage, we take on the task of setting it, with smart choices, the right  
moves, and with the experience and passion that set us apart.

Every issue of Epsilon Living is a journey.

And every page has its own value.

Don't skip a single one.



*Evita Eleftheroudaki*

R.E AGENT - R.E APPRAISER



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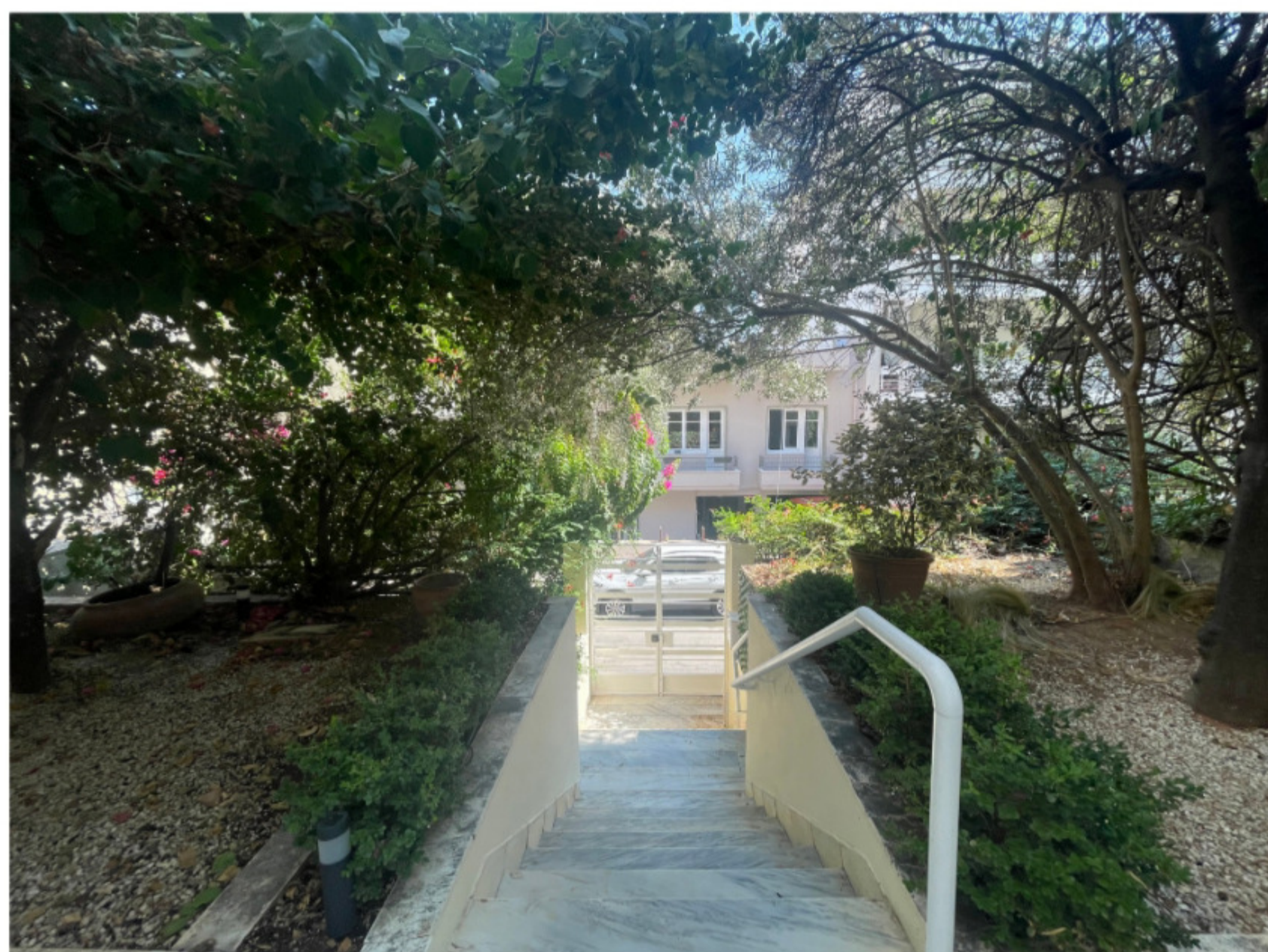
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# Ground Floor with Garden & Private Entrance in Kolonaki



If you have a pet and need to stay in the center of Athens, we have the solution.

For rent: ground floor apartment in a small four-apartment building in Kolonaki.

The apartment has its own private entrance, separate from the rest of the building, and a private courtyard with trees, offering the feel of a standalone house.

It consists of a living room, a separate kitchen with built-in appliances, one bedroom, and one bathroom.

The property is pet-friendly and immediately available.

Price: €1,000

PROPERTY CODE: AB1803836

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# Want to paint your home? Be careful not to pay... too much for it.



You thought your home exterior needed a refresh, you called a painter, got a quote, and you're ready for the job.

Stop for a moment.

Did you issue a small-scale permit?

If not, that beautiful new color could end up costing you far more than you imagine.

When is a small-scale permit required?

Not all works are "innocent."

If no scaffolding is needed, exterior painting or changing railings can be done without a permit.

But the moment scaffolding goes up, you need an engineer and the proper paperwork.

And it's not just about painting.

The law requires a small-scale permit for: exterior painting with scaffolding, façade cladding, replacement of curtain walls, large pergolas, interior layout changes, green roofs, thermal insulation of façades or roofs, roof repairs with scaffolding, perimeter walls, as well as the installation of an independent heating system.

What happens if you ignore it?

If the work is carried out without a permit, it is considered unauthorized. This means:

Construction fine:  $\text{area} \times \text{zone value} \times 15\%$ .

Maintenance fine: 50% of the initial fine every year until the violation is settled.

Administrative fee: from €250 up to several thousand euros, depending on the violation.

The minimum fine starts at around €100, but it can easily skyrocket to amounts that burn your pocket.

Why take the risk?

A small-scale permit is issued quickly and at a reasonable cost. This way you are legally protected, you avoid the risk of your property being classified as unauthorized, and you keep your asset legally "clean."

It's better to pay for the painting than to pay... the fine for the painting.

If you are not sure whether the work you plan to do requires a small-scale permit, ask an engineer before the urban planning authority asks you.

The handyman doesn't know—and it may not even be in his interest to tell you.

# Floor Apartment 185 sq.m, 4 Bedrooms, Storage & Parking Space - Marousi Center



**For sale:** partially renovated floor apartment of 185 sq.m., 2nd floor, in the heart of Marousi. It features an open reception area with fireplace and veranda, a separate kitchen with dining area and fireplace, four bedrooms, two bathrooms, autonomous natural gas heating, aluminum frames with double glazing, solar water heater, a 12 sq.m. storage room, and a pilotis parking space. Located close to the market, train station, public transport, and Syngrou Grove. Price: €660,000.



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# Renovated Floor Apartment 121 sq.m. with Roof Garden, 2nd Floor – Kerameikos



**For sale:** fully renovated floor apartment of 121 sq.m., 2nd floor, in a quiet neighborhood in Kerameikos. It features an open reception area with dining space and open-plan kitchen, two bedrooms (one master with en-suite bathroom), one additional bathroom, storage room, and a 33 sq.m. roof garden with pergola and BBQ facilities.

Renovation of 2025 with high-quality materials, autonomous cooling-heating per room, solar water heater, video intercom, and alarm system.

Price: €450,000.



PROPERTY CODE: AK1654380  
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# Medical Tourism & Real Estate: A New Parallel Profitable Market



The introduction of the medical visa and the steady growth of medical tourism create the foundation for a new dynamic in both the Greek economy and the country's real estate sector.

Demand no longer concerns medical services alone but also the supporting infrastructure surrounding them: rehabilitation centers, hospitality units, and private hospital extensions.

This is a market that will increasingly require properties in strategic locations. In countries like India, Turkey, and Malaysia, where medical tourism is already well established, entire ecosystems have grown around major hospitals: rehab centers, clinic-hotels, and short-term residences for patients' relatives—all driving land values upward.

Today, Greece accounts for just 3% of the global medical tourism market, ranking 34th worldwide. Yet the country holds strong competitive advantages: world-class doctors, significantly lower treatment costs, advanced tourism infrastructure, and, of course, the Greek climate.

A sector of particular strength is aesthetic surgery, which represents about 25% of global medical tourism.

Procedures such as breast augmentation or reduction, liposuction, and facelifts already attract patients from the U.S., Canada, and Western Europe.

The outlook is clear: medical tourism is not just about health. It generates a parallel real estate market, reshaping entire areas and creating new value.

## Wellness & Medical Tourism: International Pricing

ΚΕΝΤΡΟ	ΤΟΠΟΘΕΣΙΑ	ΠΕΡΙΒΑΛΛΟΝ	ΔΙΑΡΚΕΙΑ	ΕΝΔΕΙΚΤΙΚΗ ΤΙΜΗ
SHA Wellness Clinic	Ισπανία - Αλικάντε	Θάλασσα/Πόλη	7 νύχτες (διάφορα προγράμματα)	από €4.500 (πρόγραμμα)
Lanserhof Tegernsee	Γερμανία - Βαυαρία	Λίμνη/Βουνό	7 νύχτες Classic Cure	από €7.900 (πρόγραμμα)
Chenot Palace Weggis	Ελβετία - Weggis (Λίμνη Λουκέρνης)	Λίμνη/Βουνό	7 νύχτες (προγράμματα Chenot)	από CHF 5.500 (πρόγραμμα)
Clinique La Prairie Revitalisation Premium	Ελβετία - Μοντρέ	Λίμνη/Πόλη	7 ημέρες	από CHF 50.250 (all-inclusive πρόγραμμα)
Palazzo Fiuggi	Ιταλία - Fiuggi	Βουνό	7 νύχτες "Regenerate"	από €4.500 (πρόγραμμα, χωρίς διαμονή)
Palazzo Fiuggi	Ιταλία - Fiuggi	Βουνό	7 νύχτες "Deep Detox"	από €5.650 (πρόγραμμα, χωρίς διαμονή)
The Ranch Malibu	ΗΠΑ - Malibu, CA	Βουνό Κοντά σε θάλασσα	7 ημέρες signature	από US\$7.600 πρόγραμμα, χωρίς διαμονή
MAYRLIFE (πρώην VIVAMAYR)	Αυστρία - Maria Wörth/Altaussee	Λίμνη/Βουνό	7 νύχτες (Mayr cure)	από -€4.499 για 7 νύχτες
Six Senses Kaplankaya	Τουρκία - Μπόντρουμ	Θάλασσα	3-7 νύχτες "Detox/Fitness"	από US\$2.883 (3 νύχτες, ενδεικτικά)
TheLifeCo Bodrum	Τουρκία Γκιόλτσιρκμπουκου	Θάλασσα	7 νύχτες "Weight Loss"	US\$3.695 (ενδεικτικό πακέτο)
Kamalaya	Ταϊλάνδη - Κο Σαμούι	Θάλασσα	7 νύχτες "Comprehensive Detox"	από -US\$4.925 (all-inclusive)
Ananda in the Himalayas	Ινδία - Ρισικές (Ιμαλάια)	Βουνό	7 νύχτες "Ayurvedic Rejuvenation/Detox"	από -US\$6.720 (7 νύχτες με διαμονή)
Six Senses Kaplankaya - ειδικό retreat	Τουρκία - Μπόντρουμ	Θάλασσα	7 νύχτες ειδικά weeks	από €11.509/άτομο brain health week)
Clinique La Prairie άλλα προγράμματα	Ελβετία - Μοντρέ	Λίμνη/Πόλη	6-7 νύχτες (Detox/Weight Loss)	από US\$13.447-18.921 (ενδεικτικά)

Just look at what already applies in remote, often mountainous regions abroad. The world's leading wellness retreats charge between €4,000 and €20,000 per week for detox, weight loss, or body-mind reset programs—most often excluding the cost of accommodation.

And that's in locations without sun, sea, or the Greek climate.

If such facilities thrive in mountains and lakes, imagine the potential of a world-class wellness or rehabilitation center in Greece—built by the sea, with six months of sunshine a year and access to top-level medical expertise.

Such a project could realistically operate at €7,000–€25,000 per week, attracting high-net-worth clients while simultaneously upgrading surrounding real estate, boosting land values, and stimulating further development in the area.



Evita Eleftheroudaki  
real estate agent | real estate appraiser  
co founder



# Medical Tourism: Greece at the Gate of an Untapped Billion-Euro Market



## *Interview with Dr. Nikos Naoum*

*Greece has everything it takes to become a leading medical tourism destination: world-class doctors, significantly lower costs compared to the rest of Europe, sun, sea, and a powerful tourism brand. And yet, the market remains stagnant. Dr. Nikos Naoum, one of the country's most renowned gynecologists with international distinctions, explains why.*

### **"There's no major European hospital without Greek doctors"**

Dr. Naoum is clear: Greece does not lack medical talent. Quite the opposite.

"The young doctors trained in Greek hospitals are in high demand across Europe. You won't find a major European hospital without Greek doctors on staff. That fact alone is a seal of quality."

What sets Greece apart, he argues, is the combination of strengths:

"We have the best climate, stunning beaches, and costs dramatically lower than elsewhere. A patient who comes for surgery –whether cosmetic, orthopedic, or otherwise– will bring family along. They will spend money, strengthen the Greece brand, and spread the word. Word-of-mouth will skyrocket our visibility. And most importantly, doctors who left abroad for financial reasons will return. The benefits are multiple."

### **"The problem isn't the doctors – it's the laws"**

So why hasn't Greece yet built a major international medical hub?

"Because it requires legislative change. It needs serious coordination across ministries and agencies. Right now the obstacles are endless: where to build, how to get permits, zoning coefficients, proximity to the sea. If an investor needs five years just to secure a license, or is forced to 'pay' at every stage, the project will never happen."

Yet the opportunity is huge.

"With a clear legal framework, Greece could become the destination – not only for cosmetic surgery but for all types of medical interventions."

### **“Patients are already coming”**

The demand, Dr. Naoum points out, is already here.

“Every year I treat at least 30 patients from the U.S., Canada, and Germany. They come for surgery, stay in seaside hotels, often with family, and then return in the following years – sometimes bringing friends who saw the results. These are high-level tourists. If we want premium tourism, medical centers are the magnet.”

### **“Investors will come the moment rules are clear”**

So how do we attract investors?

“As soon as the Minister announces a law for medical tourism – with health safety standards and streamlined licensing – investors will come. They’re informed. They already know Greece. And we, the doctors, will reach out to them ourselves because we want these centers to exist.”

### **“We need reforms on the scale of the Hellenikon project”**

Dr. Naoum is blunt:

“We need drastic legislative interventions, like those made for the Hellenikon project. The obstacles are just as many, maybe more. And as long as there isn’t a clear framework, people will abuse their power, asking for money to unblock procedures. Yet Greece has it all – doctors, climate, beaches, know-how, a strong tourism brand. The only thing missing is the laws.”

### **“Entire regions will be transformed”**

The creation of medical centers doesn’t just impact health and tourism – it reshapes real estate and local economies.

“Around every major medical hub, new businesses will emerge, land values will rise, and new housing –both small and large– will be built for patients’ families and medical staff. Entire areas will be transformed for the better.”

Greece has the potential to unlock billions through medical tourism. The doctors are here. Investors will follow. Local communities will thrive. What’s needed is a clear legal framework – to launch the country into a new era.

Dr. Nikos Naoum is one of the pioneers of Aesthetic Gynecology in Greece, with over 25 years of experience. Founder of the Ananeosi Medical Center, President of the Hellenic Society of Cosmetic & Reconstructive Gynecology, Senior Member of ESAG (European Society of Aesthetic Gynecology), and an award-winning physician for his contributions to Medical Tourism and innovative practices.

## Serviced Apartments

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### The new golden chapter of hospitality and beyond



Once upon a time, the dilemma during holidays or business trips was "hotel or Airbnb?"

Today, there is a third option that is steadily gaining ground: serviced apartments. Homes that belong to you for as long as you need them, with the comfort of your own kitchen but also the luxury of coming back to freshly ironed sheets.

The idea is simple: privacy and independence combined with hotel-like services, from cleaning and reception to gyms and conference facilities.

For executives staying for months, for digital nomads who "move" their office wherever there's good Wi-Fi, for students, families, or even couples testing cohabitation.

The global market is already valued at over 100 billion dollars, with an estimated annual growth rate of 12.7% through 2030.

In Greece, units have grown from 2,500 in 2019 to 3,700 today and are expected to reach 4,700 within the next year.

The rise of serviced apartments is not just another "trend." It is the answer to the demand for more flexible, practical, and high-quality accommodation, 12 months a year. Whether you're traveling for work or going through a new phase in life, finding a home that is waiting for you, fully set and ready... is a luxury that's hard to overlook.

## The pioneering Zoia – comfort and stability for every lifestyle

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Zoia Living is not just a real estate company.

It is a concept that creates spaces for living well – whether you stay for a month or a year.

The Verve, in Pangrati just a few meters from Varnava Square, proves that design, functionality, and location can coexist in style.

Its portfolio also includes MoRe, The Hill, and The Met. These buildings are not only for travelers. They are ideal for busy young professionals without families, for divorced individuals who want a fresh start without the stress of buying furniture, and for anyone who wants everything ready – except for their suitcases.

Zoia has managed to stand alongside international giants and offer high-quality services, strengthening the real estate market and giving Athens a new urban hospitality proposal.



## 5 reasons why Serviced Apartments are gaining ground

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### Flexibility of stay

You can stay for days, weeks, or even months, without the restrictions of a traditional lease.

### Comfort like home

Your own kitchen, living room, and bedroom, so you can feel like a “local” wherever you are.

### Hotel services

Cleaning, reception, gyms, conference spaces – all without sacrificing privacy.

### Value for money

For long-term stays, the balance of price and services is often more advantageous than a hotel, and sometimes even more than renting a conventional apartment if you need daily service.

### Variety of audience

Ideal for professionals, digital nomads, students, families, and anyone going through a new phase in life.



Esmeralda Papagianopoulou  
Real estate agent - Real estate appraiser  
co-founder



# INDEPENDENT 9-LEVEL BUILDING WITH 14 APARTMENTS IN THE CENTER OF ATHENS

**For sale:** fully reconstructed building (radically renovated in 2022), with a total area of 664 sq.m., featuring a 48 sq.m. rooftop, 78 sq.m. of balconies, and a 32 sq.m. garden, located just 450 m from Larissa Station.

It includes 14 high-standard apartments (ranging from 20 to 56 sq.m.) and 2 ground-floor shops of 54 sq.m. and 30 sq.m. respectively, currently operating as a reception area



The apartment types cover different accommodation needs, from studios to 3-room apartments. They have been designed with innovation and functionality, making the property ideal for both tourist and long-term use.

The building offers autonomous air conditioning in each apartment, a natural gas system for heating and hot water, double energy-efficient German aluminum frames, security doors, and UTP internet connection. It is also airy, with balconies in every apartment, and includes an elevator serving all levels.

The common areas provide a wide range of amenities, such as a 48 sq.m. rooftop lounge with panoramic views and a waterfall bar, an outdoor interior garden with seating and a firepit, a fully equipped co-working space, juice bar, gym, shared laundry facilities, and storage.

The location offers direct access to public transport and essential infrastructure (metro, train, bus, supermarket), while being only 16 km from the Port of Piraeus and 38 km from Athens International Airport

**Τιμή: €1.790.000.**

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# INDEPENDENT LISTED BUILDING IN PLAKA

**For sale** in the heart of Plaka, a listed building of 840 sq.m.

Built in 1930 and partially renovated in 2000, it is an exceptional example of neoclassical architecture that combines tradition with modern amenities. It is developed over five levels: semi-basement, ground floor, 1st, 2nd, and 3rd floor.

The semi-basement, ground floor, and first floor operate as a hotel/hostel, the second floor is available for short-term rental, while the third floor serves as a residence.

Price: €5,100,000.

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PROPERTY CODE: 1317278



**Our portfolio also includes other independent properties within Attica.  
If you are interested in purchasing a standalone building, contact us for further information.**

Independent apartment building of 700 sq.m. in the center of Vrilissia offered for sale

## **Building Layout:**

- Ground Floor + 1st Floor:  
2 maisonettes of 134 sq.m. each
  - 2nd Floor:  
1 apartment of 72 sq.m. & 1 maisonette with loft of 123 sq.m.
  - 3rd Floor:  
1 maisonette with roof/loft of 125 sq.m.
- Additional features: 10 parking spaces in a 112 sq.m. underground area | Storage room for each apartment  
Park view | Valid building permit  
Estimated completion time: 6 months  
Τιμή: €1.500.000 συζητήσιμη

PROPERTY CODE: AB1654082  
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## VRILISSIA



# The new era of real estate

## MIDA, Inactivity Tax, and the EU Directive



The state's anxious efforts to bring closed homes back to use are producing new laws.

The activation of the Property Ownership and Management Registry (MIDA), the discussion on imposing an Inactivity Tax on vacant homes, and the European Union's decision to ban the sale and rental of properties with an energy class of E or below within the next five years, create a new landscape.

The aim of all this is to increase the number of available properties on the market while also upgrading the energy performance of the existing stock. The consequences for owners, tenants, and buyers are expected to be decisive. In particular, if the Inactivity Tax is enforced—a tax already applied in countries like France and Canada—some owners will either rent out vacant properties, even those needing renovation, under special agreements where the tenant gradually renovates in exchange for rent, or they will sell at lower prices to avoid additional taxes.

MIDA is the central tool of this new system.

Through it, each property acquires its own digital file with details of ownership, use, square meters, leases, electricity and water supply, and even pending urban planning issues.

With the integration of the land registry code (KA EK) and the tax property ID (ATAK), cross-checks are carried out automatically, and inaccuracies, gaps, or undeclared income are immediately detected. From 2026 onwards, E1 and E2 tax declarations will be pre-filled, eliminating the room for "creative" declarations



At the same time, the pressure from the Inactivity Tax, if enforced, is expected to lead to changes in behavior.

Owners who have kept homes closed for years will face costs they can no longer ignore.

Those without the means for renovation or energy upgrades will likely move toward selling, often at a lower price than they would have preferred.

The third piece of the puzzle is the new European requirements. In less than five years, properties with an energy class of E or below will neither be sold nor rented without first being upgraded.

This measure adds even more pressure, as many owners lack the funds for such works.

Thus, the combined effect of MIDAS, the Inactivity Tax, and energy restrictions leads to an inevitable “reshuffling of the deck” in the market.

For property owners, it means obligations and decisions that can no longer be postponed. For tenants, it may bring new options at lower rents through renovation agreements.

For buyers, it could open the way to more and more affordable opportunities. What is certain is that the real estate market in Greece is changing its rules and balances – and doing so soon.

# Valuation is NOT an expense

## It is an investment



Written by  
Lefteris Potamianos  
President of the Athens Association  
of Realtors

Certified valuer of the Technical  
Chamber of Greece (T.E.E.)

The correct valuation of a property is the key and decisive factor for the success of a sale or a lease.

When the price set does not reflect reality, it can lead to wrong conclusions and create serious problems.

Overestimating the value of a property inevitably results in it remaining on the market for a long time without attracting buyers. This not only causes stagnation but also leads to repeated price reductions that ultimately damage the property's image and dramatically reduce the chances of a fair deal.

On the other hand, underestimating may appear to have the positive outcome of a quick sale or lease, but in reality, it means a loss of significant capital for the owner, especially in areas with a growing market and rising values.

For investors, a wrong valuation can prove even more critical. Buying or renting a property at an "off-market" price may reduce expected returns.

At the same time, banks and credit institutions base their decisions on valuations. An inaccurate valuation can affect the wider market as prices in an area are often shaped using comparable data.

When this data is unreliable, distortions occur that mislead prospective buyers or tenants as well as sellers, negatively impacting the overall market picture.

It should therefore be clear that property valuation is not a simple process but a strategic decision requiring knowledge, experience, and objectivity.

After all, valuation itself is, beyond experience, also a science.

Collaboration with certified valuers and professional real estate agents, and the use of the most reliable data from the property market, are essential prerequisites to avoid mistakes that can lead to financial losses and misdirection of the entire market.

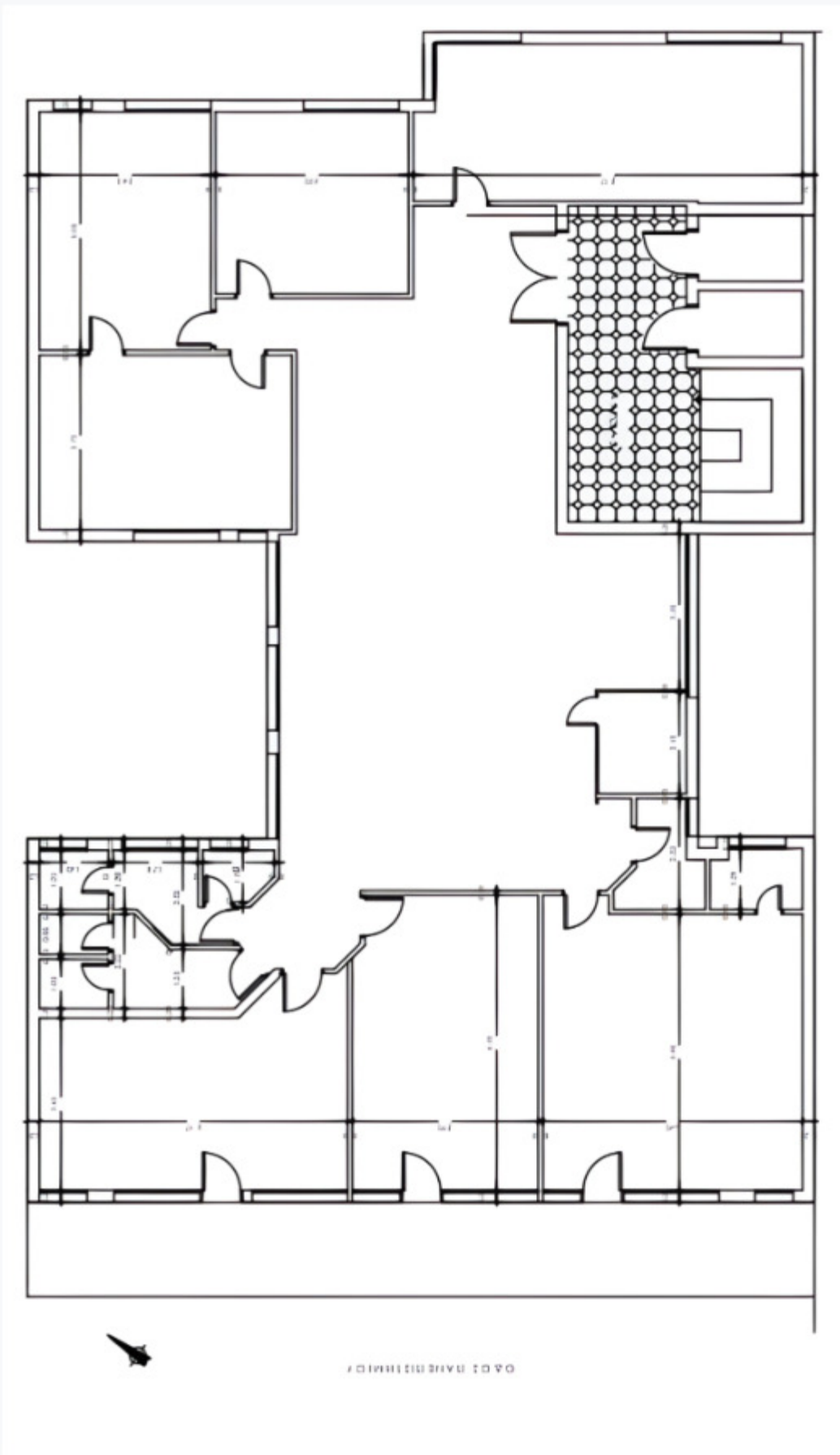
# FOR SALE 7th Floor on Panepistimiou Street

In the heart of Athens, where the city's pulse never stops, a rare opportunity emerges: an entire 7th floor of 364 sq.m. on Panepistimiou Street.



In the central real estate market, it is not common to find so many square meters gathered on a single floor, with a wide balcony and open spaces that can be adapted to any vision.

Its uniqueness lies in flexibility. On one hand, it offers the ideal layout for businesses that require collaboration and shared energy among their teams. On the other hand, it provides the option to be divided into Airbnb-style apartments, tapping into the hospitality market



The property is bright and airy, with five executive offices, a small kitchen, and five WCs. It is equipped with structured cabling for 60 workstations, electric heating, three-phase power, air conditioning, and window frames with heat-reflective films. Built in 1965 and renovated in 2005, it retains its classic solidity enriched with modern infrastructure.

For sale at €1,200,000

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# Anaktora: Renovated & Furnished Apartment 105 sq.m. for Short-Term or Long-Term Lease



**For rent:** renovated apartment of 105 sq.m. in Anaktora. Fully renovated in 2019 with new plumbing and electrical installations, energy-efficient window frames with electric shutters, two bedrooms, two bathrooms, a fully equipped kitchen with brand-new appliances, and a spacious living room with Smart TV.

It features oak floors, alarm system, A++ Wi-Fi air conditioners, artworks, full thermal and sound insulation. Offered furnished for long-term or short-term lease, also suitable for professional use.

Price: €2,500.

PROPERTY CODE: AK1806196

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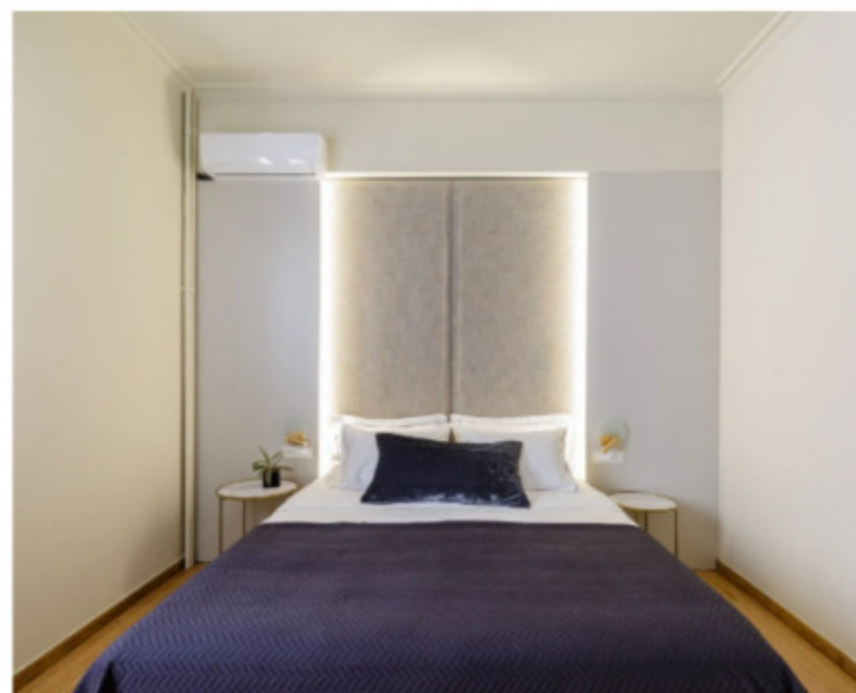
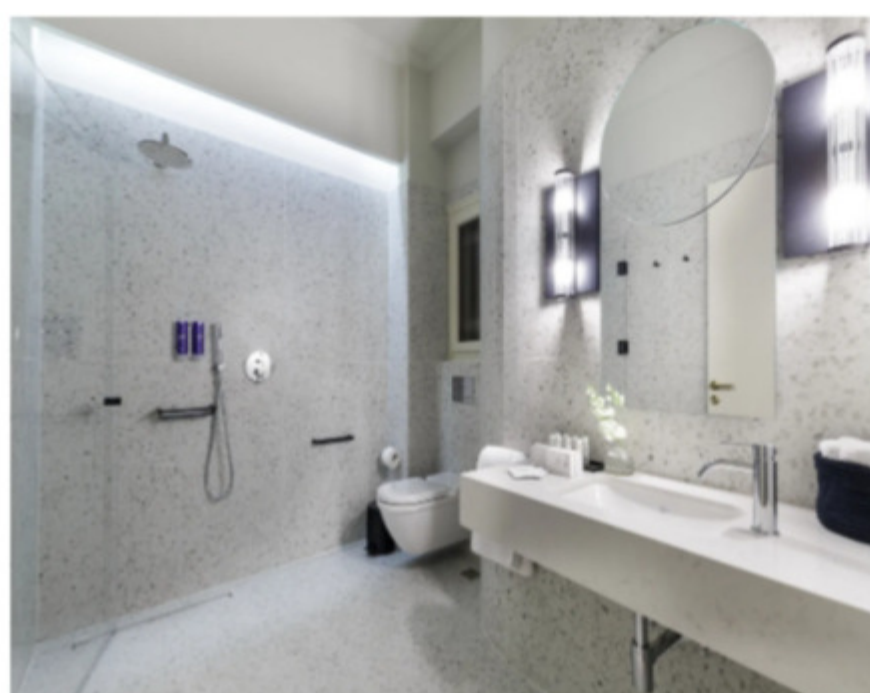


# Anaktora: Renovated Ground Floor 75 sq.m. Suitable also for Professional Use



**For rent:** ground floor apartment of 75 sq.m., fully renovated in 2019, with energy-efficient window frames and electric shutters, one bedroom, one bathroom, a fully equipped kitchen with brand-new appliances, and a comfortable living room with Smart TV. It features exquisite oak floors, alarm system, A++ Wi-Fi air conditioners, artworks, full thermal and sound insulation. Offered furnished for long-term or short-term lease, also suitable for professional use.

Price: €2,000.






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## Taxes and square meters: The truth you didn't know. From Greece's low fixed charges... to Dubai's zero.

### Real Estate Investment: From Greece... to Dubai

GREECE	EUROPE	DUBAI
		
<p>ENFIA: €2-16.20 /sq.m. (up to 20% discount for insured properties up to €500,000)</p> <ul style="list-style-type: none"><li>• Transfer tax: 3.09%</li></ul>	<ul style="list-style-type: none"><li>• Spain / France: 6-8% transfer tax</li><li>• UK: up to 12%</li><li>• Portugal (IMT): 1-8%</li></ul>	<ul style="list-style-type: none"><li>• Property tax: 0%</li><li>• Fast procedures</li><li>• Synergy with Epsilon Team &amp; TTZ Group</li><li>• Investments starting from €300,000</li></ul>

When we talk about buying property, the bill doesn't end with the signing of the contract. Taxes and fixed charges are there to remind you that ownership also comes with obligations.

Yet Greece manages to play in a league that combines Mediterranean charm with one of the most balanced tax policies in Europe.

ENFIA (annual property tax) ranges from €2 to €16.20 per sq.m., with discounts of up to 20% for insured properties valued up to €500,000.

The transfer tax remains steadily at 3.09%, significantly lower than Spain's or France's 6-8% and far lighter than the 12% that high-value properties may reach in the United Kingdom.

Even Portugal, with its IMT tax scale, starts at 1% and can reach 8% for vacation or investment homes.

And then there is Dubai.

There, the concept of "property tax" simply does not exist.

Epsilon Team Real Estate, in strategic partnership with TTZ GROUP—a major force in the Emirates that has built the Dubai Opera, the White Mosque in Abu Dhabi, and dozens of public and private projects—opens the way to investments with zero property taxes, fast procedures, and landmark developments.

If you have capital exceeding €300,000, we can find the right investment for you and complete the entire process with the experience and reliability that the Dubai market demands.

For all the details click here: <https://www.epsilonteam.gr/el/dubai>

Invest wisely and securely. Don't leave your wealth in the hands of people who don't even file a tax return.

# POLITEIA KIFISIA:

## Maisonette 276 sq.m. on 3 Levels with Private Elevator



**For sale:** corner maisonette of 276 sq.m. in Politia, built in 1988, spread over three levels with a private elevator.

It features a reception area with fireplace, separate kitchen, 4 bedrooms, 3 bathrooms, energy-efficient fireplace, storage room, garden, and large verandas. Includes one enclosed parking space and one pilotis parking space. Independent heating per level.

Price: €650,000



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# APARTMENT 43 sq.m. in Glyfada

Ideal for short-term rental and summer holidays

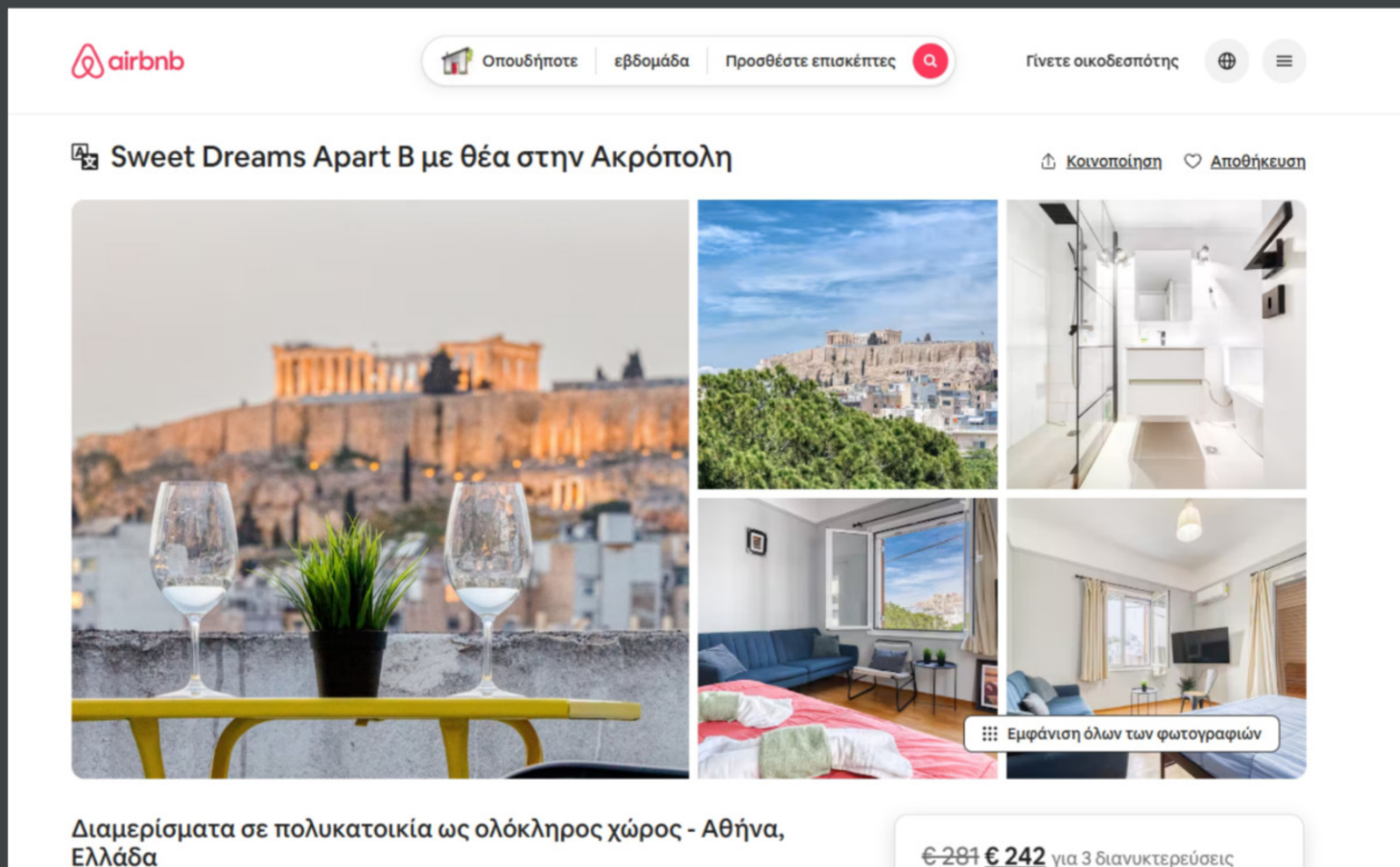


**For. sale** in Glyfada, in a very good location and quiet neighborhood, apartment of 43 sq.m. on the 1st floor of a building constructed in 1970, on a plot of 603 sq.m. Ideal for short-term rental, it consists of a living room, kitchen, 1 bedroom, and 1 bathroom. Heating and cooling are provided by air conditioners. The entrance to the building is elevated with stair access. There is no elevator. Located in a good area close to public transport, market, and restaurants, and currently leased until 30/11/25. Price: €205,000



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PROPERTY CODE: ΠΦ1435288

# AIRBNB: New Rules & Fines for Offenders



Until yesterday, putting your home on Airbnb was just a matter of one click and a good photo.

Now the game is changing.

New rules, permits, day limits, and strict inspections are coming on October 1, 2025. Anyone who wants to keep "serving" hospitality will need to play smart.

The property must be a residence, with natural light, proper ventilation, and air conditioning. Basements and storage spaces are excluded. Liability insurance, electrical inspection, safety lighting, fire extinguishers, smoke detectors, and pest control are mandatory.

The tourist of 2025 does not want a cockroach as a roommate, even if it comes... from Kolonaki.

The fines are steep:  
€5,000 for the first violation,  
€10,000 for the second,  
€20,000 for the third and each subsequent one.

In Koukaki, Pangrati, Petralona, and Exarchia, new permits are frozen at least until 2026.


A new overnight tax is also coming: €8 in the summer, €2 in the winter. It may seem small, but... it adds up.

Airbnb is no longer "easy money."

It now requires compliance, investment, and planning.

Choose whether you will stay on the dance floor or change the stage.



A high-end villa with a swimming pool and a large tree. The villa features a modern design with large glass windows and a tiled roof. The pool is surrounded by a dark deck and a green lawn. A large, leafy tree stands in the background under a clear blue sky.

**High-End Villa  
in Filothei  
with Rare 2,350 sq.m. Plot**



In the heart of lush Filothei, at Drosopoulou Square, a high-end villa is offered **for sale**, embodying the essence of contemporary glamorous living.

On a rare 2,350 sq.m. plot, the 1,000 sq.m. residence has been renovated by an internationally acclaimed architect, with details that balance architectural elegance and absolute functionality.

In addition, this unique property includes a remaining building allowance of 350 sq.m. for future expansion.

It features four master bedrooms with en-suite bathrooms, a guest suite with private bath, three independent staff quarters each with its own bathroom, a total of eleven bathrooms plus guest WC.

A playroom, a large gym overlooking the pool, private home cinema, and an internal elevator greatly elevate the living experience.

The verdant garden with lawn, the large pool with BBQ area, and the small basketball court create a resort-like atmosphere, while advanced comfort and security systems rank it among the non-negotiable status symbols of Greek residences.

PROPERTY CODE: AB1723480

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## Scammers thrive in silence

### "The Scammer's Manual and Why Trust Needs a Firewall"



*Do you believe you know who that person claiming to be a realtor really is, the one who has come to take on your property?*

*If the Association of Realtors ID card with their photo isn't hanging around their neck, then you don't know.*

*Because the person standing in front of you is very likely not a realtor at all.*

*They may be an employee of a company, or just a common fraudster borrowing the name and logo of a real estate firm they may or may not be connected with.*

*And when you discover it, will you report it? Most people who have fallen victim and been deceived will say no.*

*Why not? Perhaps you feel foolish for being tricked. Perhaps you think it was your fault.*

*At this point, read Giorgos Anastasios's LinkedIn article titled "The Scammer's Manual and Why Trust Needs a Firewall."*

*You will see how familiar the mechanisms he describes really are.*

I know, I don't usually write twice about the same subject.

But after yesterday's post, I received many messages, over 30, from people who had been deceived, and the first thing they felt wasn't anger. It was shame.

As if they were to blame for trusting, as if they had to apologize because someone tricked them.

Are you stupid? No.

You are a human being with trust firmware. Biology begins with trust; otherwise, the world would freeze in suspicion. This default is exactly what the "miracle seller" knows, and he doesn't sell lies, but the truth you are longing for.

That's where the mechanisms of a scammer take hold: social proof, authority, scarcity, urgency. And the brain, under pressure, bypasses control.

The literature calls it the affect heuristic. I call it "warm stomach, cold thinking."

**The scammer is diligent.**

**He studies profiles, pace of speech, vocabulary, and offers a script that fits your model of the world.**

If you want safety, he becomes institutional. If you want risk, he becomes a pirate. If you crave recognition, he calls you an "excellent choice." He isn't clever. He simply manipulates biases. Authority bias with titles, social proof with "lines of clients," scarcity with "last spot," and time pressure with countdowns.

Then comes the worst: sunk cost. You gave something, you're ashamed to admit it, so you give more so it "won't go to waste." And it is wasted.

Justice doesn't care about your first fall. It cares whether you lifted your eyes. It isn't a whip. It's a mirror.

It asks you what convinced you. The promise? The air of authority? The need to end your anxiety?

If you don't answer, the cycle will close on you again.

If you do answer, the experience becomes immunity. The devil prefers you to burn once and then light up the room for the others.

Scientifically, there is no such thing as a "stupid victim." There is only a human being under circumstances.

Trust does move everything, but it needs the filter of verification.

Verification, in turn, requires time and distance.

I suggest you let the contradiction speak and look at the data without betting your image.

If he sweats when you say "shall my lawyer take a look?", physics has spoken: heat up, credibility down.

Maturity against scams is not cynicism. It is accuracy.

Ask for proof. Read the fine print. Speak to your shame before it speaks for you.

Scammers thrive in silence. Public experience burns them.

So no, you are not stupid. You are a user who ran a bad script.

Run an update, install a firewall against charm, antivirus against need, and a recorder for agreements. If necessary, call Nemesis. She doesn't shout. She signs.

Keep something practical too. Evidence, contracts, emails, receipts.

Memory fades, documents don't. Where there is a framework, use it: complaint, legal route, communication.

Transparency burns the "dark savior."

**P.S. The scammer is no badass.**

**He is a nobody with a manual for manipulating people, and the more he sells "vision," the more his voice reeks of desperation.**



**George Anastassiou**

Founding Partner at Giraffes in the Kitchen

# Independent Building with Three Apartments in the Center of Athens



In Dafni, in a quiet neighborhood with direct access to the metro and Athens Metro Mall, an independent building of three apartments with a total area of 270 sq.m. is for sale. Built to high standards, it features luxury furnishings, large verandas, and a closed garage with two parking spaces.

Its architectural design allows use either as a single residence or as independent units, offering flexibility for private living or investment purposes (boutique hotel, rental apartments, offices).

With modern heating/cooling systems, thermal-break window frames, wooden floors, and high-quality finishes, the property combines elegance and functionality in a strategic location in Athens.



The building is developed over three levels, with a bright ground-floor reception area and kitchen, upper floors with living rooms, bedrooms, and large verandas, as well as a basement with an independent studio and a closed garage for two cars.

**Sale price: €1,300,000.**

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# The One-Day Myth: The Truth Behind Property Transactions in Greece

Buying a property has never been a simple transaction.

There have always been challenges, especially since the state decided to stop turning a blind eye to irregularities and to organize the system.

However, the transfer of land registries into the cadastre created new issues that require knowledge and, above all, the experience of the professionals chosen by both parties to resolve.

And while until recently it was said that "a property sale can be done in one day," the reality is unfortunately very different.



From the moment a property appears on the market until a buyer is found, the timeframe depends on two main factors: location and price.

If the area is in high demand, the sale may progress more quickly. But if the price does not reflect the true value of the property and instead mirrors the "wants" of the owner, the listing can remain active for months.

The real problems, however, begin once a buyer is found. Almost all properties, especially in Attica, present urban planning violations.

These range from minor changes to unauthorized extensions, even by developers themselves who have violated zoning laws in entire buildings. Owners are often unaware of such violations and have not resolved them.

If these issues are not corrected, they block the signing of the contract. Notaries refuse to proceed, as they are strictly liable and face heavy fines for any error or oversight, and the process freezes until all pending matters are resolved.

There are contracts that have been delayed for more than a year because corrections had to be made to all previous deeds in the chain of transfers.

The cadastre, instead of functioning as a clear map, often resembles a labyrinth. Incorrect entries, faulty registrations, and properties appearing “double” or “invisible” create serious obstacles.



There are countless cases where a sale has stalled because the documents in the owner’s drawer did not match the data in the system.

In this landscape, the realtor plays a decisive role.

It is not just about taking on the property and finding the buyer.

They are the one who organizes communication between lawyers, engineers, and the notary, because an inexperienced—or simply overworked—lawyer may need months to complete the process.

The realtor’s job is to be persistent: to call again and again, to pinpoint where the case is stuck, to pressure all parties, and to facilitate both sides so that the transaction is completed.

And if you don’t have a good realtor, at least assign the work to a competent, experienced lawyer specialized in property transactions.

Not to your godmother’s son who just got his license to practice law.

Nor to the criminal lawyer who defended your village’s murderer.

Experience and specialization matter, and choosing the wrong person can cost you far more than a fee.

The picture is clear: the sale of a property is not a one-day affair. Unfortunately, it’s not even a one-month affair.

It is a complex journey that passes through checks, corrections, and actions that demand knowledge, experience, cooperation, and coordination.



LEFTERIS KOUTOUVALIS  
Real Estate Agent  
Equity partner

# Buying Property in Greece from Abroad: Opportunity or Tax Trap?



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For many, Greece is something deeper than just a place. It is a feeling, a memory, a return.

Some carry it in their hearts for years, until the moment comes to buy a home there — for holidays, for investment, for a “maybe one day.”

Buying property in Greece, for those who live and work abroad, may seem simple at first. Yet along the way, questions arise that were not foreseen and obligations that were not visible.

If you are considering purchasing real estate in Greece while living or working abroad, one thing is certain: this decision may be the best investment of your life — or it may turn into a complex and costly tax “accident.”

In Greece, buying or owning property can come with tax and bureaucratic obligations, even if you are not a tax resident of Greece.

Many foreign buyers assume that buying the property is enough — however, every step hides details worth knowing in advance.

## Questions that arise after the purchase:

- Do I need to file a tax return in Greece?
- What is the E9 form and why is it required?
- What is ENFIA, the tax that comes every year?
- If I rent out the property, what tax do I pay?
- Could I end up being taxed twice, in Greece and in my country of residence?

So what actually applies?

The purchase of a property in itself does not automatically create an obligation to file a tax return in Greece.

But...

- If there is income (rent, Airbnb), then there is also a filing obligation.
- If the property is declared for the first time, it must be registered on the E9 form.
- If the property remains in your name, even without income, ENFIA will arrive every year.
- If you decide to sell it, capital gains tax may apply under certain conditions.

Most people are unaware of these until they are forced to face them

## **A True Story**

Stefanos, a Greek-American, bought a house near the sea in Evia. He used it mainly in the summers, without ever thinking he needed to declare anything in Greece — since it generated no income.

Two years later, he decided to sell it. At the notary's office, he learned that he had never filed an E9, had unpaid ENFIA property tax, and could not complete the transfer.

He had to file amended tax returns, pay fines, and wait for months.

Not because he did something wrong. Simply because he didn't know what to look out for.

## **Small questions that lead to big answers:**

- Where are you a tax resident?
- Is there a double taxation treaty with your country?
- What do you intend to do with the property — rent it out or keep it for personal use?
- Have you arranged who will represent you in Greece if needed?

It's not difficult. You just need to ask in time.

Checklist – If you live abroad and own (or are considering buying) property in Greece, the questions you must ask are:

- Do I have a Greek tax identification number (AFM)?
- Have I checked whether I need a tax representative?
- Have I filed an E9 (if it's a first registration)?
- Am I checking whether there is an income tax obligation?
- Am I paying ENFIA annually?
- Have I considered whether it benefits me to change tax residency?
- Have I planned for future transfer or donation?

A common trap we often encounter

"I live abroad, the Greek tax office doesn't concern me."

A phrase often heard, but untrue.

Greece may not tax you on your salary in Germany or the U.S. — but the property you own here, it sees. And it monitors.

If there is one conclusion... it is this:

Investing in property in Greece is a wonderful decision — when accompanied by awareness.

No big words are needed. Only people who will tell you the truth, before you end up telling it to the tax office.

Want to discuss the idea of buying property?

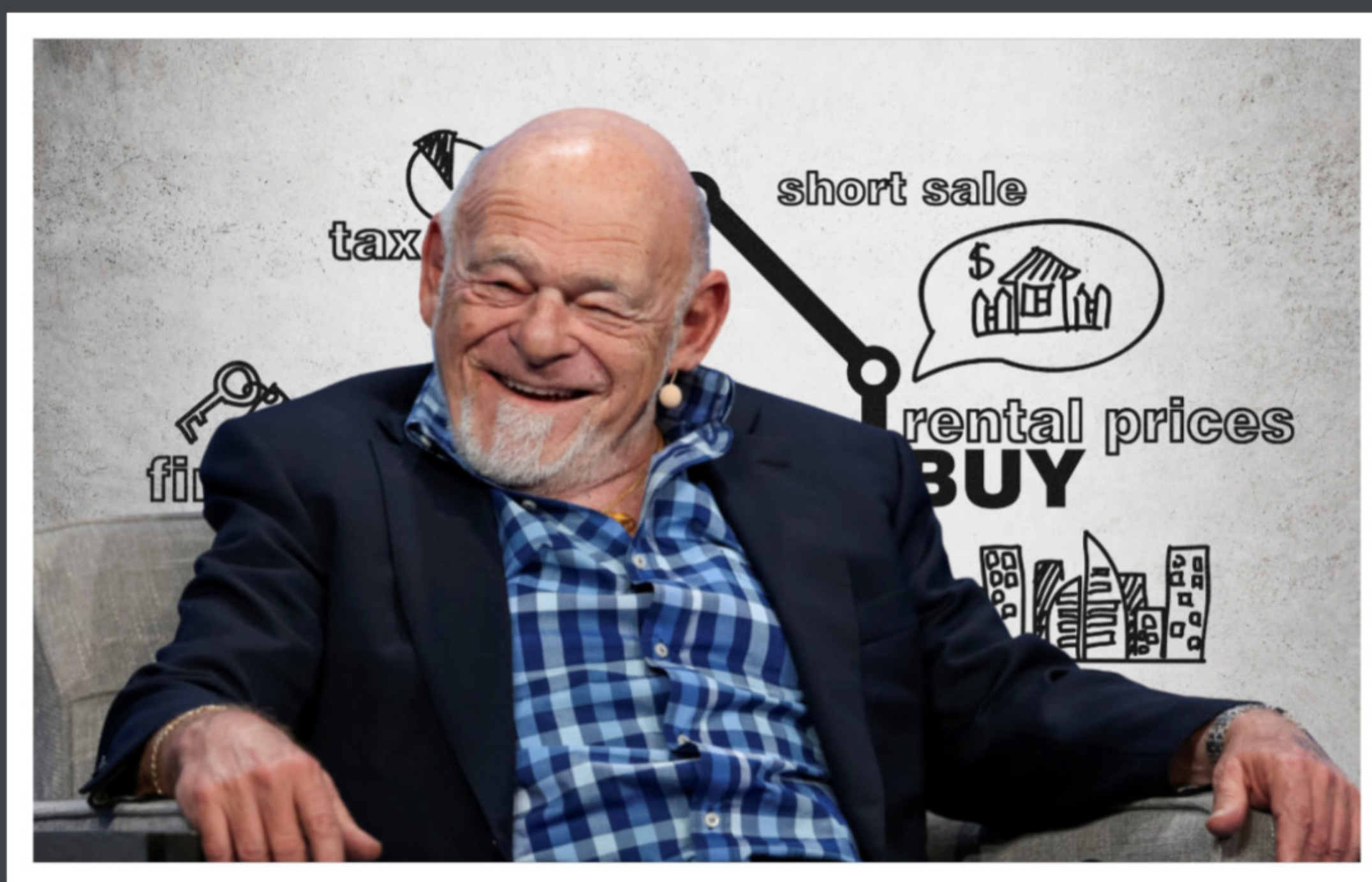
There is always room for one more home in Greece.

As long as it is built on solid foundations: emotional, practical, and fiscal.

If you need guidance, there is a team that can stand by your side. Quietly, meaningfully, humanly.

## The Pillars of Success of “Grave Dancer” Sam Zell

The profitability of an investment exists only in Excel.  
Neither in the heart nor in rumors.



If you heard that someone managed to sell the world’s largest office portfolio just before the global market collapsed, you might think “luck.”

But Sam Zell did not rely on luck. He relied on something far more mundane yet priceless: the triad of investor success — composure, discipline, and unwavering focus on the balance of supply and demand.

Born in Chicago in 1941 to immigrant parents, he started with small student apartments and went on to become a symbol of successful investing. The nickname “Grave Dancer” (literally: “dancer on graves,” figuratively: one who moves with ease over the remains of failed investments) wasn’t given to him by others. He adopted it himself to describe his method: you go into properties others have abandoned, fix and organize them, and then exit once the value has recovered or when you receive an offer that clearly rewards your effort and risk.

In 2007, he sold the office giant he had built to investment firm Blackstone at a record price, just months before the international downturn in office real estate began. It wasn’t magic. It was a timely reading of where the balance of supply and demand stood at that very moment, not tomorrow.

When we buy a property not to raise our children in but to turn a profit, before being swayed by “good stories” from journalists, relatives, or friends, we must look at whether there is scarcity in the product we’re considering and whether there is steady demand for it right now in that specific location. If in a neighborhood quality student housing is insufficient every September, rents there will withstand tough years better. If around Attica or Thessaloniki permits for modern warehouses are delayed while businesses still need space, logistics rents (warehousing/distribution) are significant and attractive. If, in a desirable destination, legal and well-kept small accommodations are rare, they don’t chase after clients. They have a waiting list.

Zell had another criterion, both logical and lifesaving: the numbers had to add up every single month. A property resembles a small shop: it collects rents, pays expenses (insurance, maintenance, municipal fees, management, taxes), and whatever remains is the net income that supports the loan and the profit. Here, a simple ratio comes in handy — one also used by Greek banks — the debt service coverage ratio (DSCR). In plain terms it asks: “With the property’s net income, can the annual loan installments be paid? And what’s left over?”

If after expenses €120,000 remain per year and the installments are €100,000, the ratio is 1.20: for every €1 of debt, the property generates €1.20. The payments are covered and a 20% “cushion” remains. At 1.00 you’re just breaking even; below 1.00 you’re paying out of pocket. Practically, a comfort zone around 1.20–1.30 allows you to sleep counting sheep instead of interest rates.

The third part of Zell’s method is structure. In Greece, where permits drag on, rules change, and construction costs are no joke, value is often built through simple, forward-thinking decisions: lease durations aligned with the type of property, rent increases agreed upon from the start, a clear picture of actual operating costs, and financing you can handle even if the market stumbles.

The hardest — and often most profitable — lesson for an investor, as Zell put it, is not to fall in love with your property. Every day you keep a property, it’s as if you’re repurchasing it at today’s value. If an offer appears that exceeds the value you’ve assigned to it, the professional move is to sell — not to stall, hoping for a “slightly better” offer tomorrow.

Even if you’re not ready to invest today, you can start with zero risk by training your eye. Choose two or three neighborhoods that interest you and, each month, run the “cash flow” of a hypothetical property using actual rents and expenses. You’ll see which category is scarce, which leaks money, and which yields a cushion. Watch when “For Rent” signs disappear, where leasing periods grow longer, and when maintenance bills climb. When the time comes to act, you’ll know what truly works — and what just “sounds good.”

Of course, Zell wasn’t infallible. His entry into media in 2007, burdened with heavy debt, collapsed when the market turned sharply. The lesson isn’t “don’t try.” It’s “don’t let financing control your fate.” In practice: conservative debt, liquidity reserves, and clear exit strategies. The exit may be the most important lesson: before you enter, decide under what terms you’ll leave. If an offer comes that matches the figures you wrote down on the day of purchase, the answer doesn’t need a second thought. The exit plan should be written in pen and paper the very day you sign the purchase contract.

Sam Zell passed away on May 18, 2023, at the age of 81. He left behind landmark companies and, above all, a way of thinking that continues to guide every serious investor in the real estate market



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 **EPSILON TEAM**  
PREMIUM REAL ESTATE AGENCY

Disclaimer: This text is for informational purposes only and does not constitute investment advice.

# Renovation Without a Plan: Either You Pay Twice or You Live With the Mistakes



NINA MARMARIDOU  
interior designer

Follow Nina on 

*A spatial study before a renovation is not a luxury — it is the antidote to chaos. If you start without a plan, you will almost always end up with demolitions, double work, and double the cost. And the worst part? If you don't fix them, you'll end up living in a house that frustrates you instead of serving you.*

Q: Why is design planning essential in a property?

A: Because it ensures the space is utilized properly from the start. Without planning, changes are made hastily and almost always require costly corrections.

Q: Where do you begin when you take on a project?

A: With understanding the space and carefully listening to the owner's needs. I examine the layout, natural light, and the way people move within it. I listen to what they want and design the implementation in the best possible way.

Q: What does "strategic design" mean?

A: It means that choices are made with a specific goal in mind, not randomly. In an older property, for example, we might preserve wooden window frames that hold value while replacing a kitchen that is functionally outdated. In a new property, we plan ahead where utilities and furniture will go to avoid future mistakes.

Q: How are materials and styles chosen?

A: Based on durability, use of the space, and architecture. For example, flooring in a high-traffic area must be resilient; aesthetics alone are not enough. The study shows which material meets the needs while also blending aesthetically with the space.

Q: What does the owner gain from a proper study?

A: First, it increases the property's market value. Second, the space becomes more functional for everyday use. A home or office that is well designed makes daily life easier and is more attractive for renting or selling.

Q: Is there saving in time and money?

A: Absolutely. With proper planning, mistakes and mid-project changes are minimized. This means fewer delays, lower overall costs, and a smoother project execution.

# For Sale in the Venetian Harbor of Chania

## Renovated Small Hotel on 3 Levels



In the heart of Chania's Old Town, just steps from the picturesque Venetian Harbor, a hotel of 86.61 sq.m. on a 30 sq.m. plot is for sale.

Built in 1981, the property is developed over three levels (ground floor, 1st, 2nd floor) and follows the area's traditional architecture, with wooden shutters and a classic façade. It includes 3 kitchens and 3 bathrooms, features heating with fan coil units, air conditioning, a solar water heater, aluminum frames with double glazing, and tile floors in wood style.

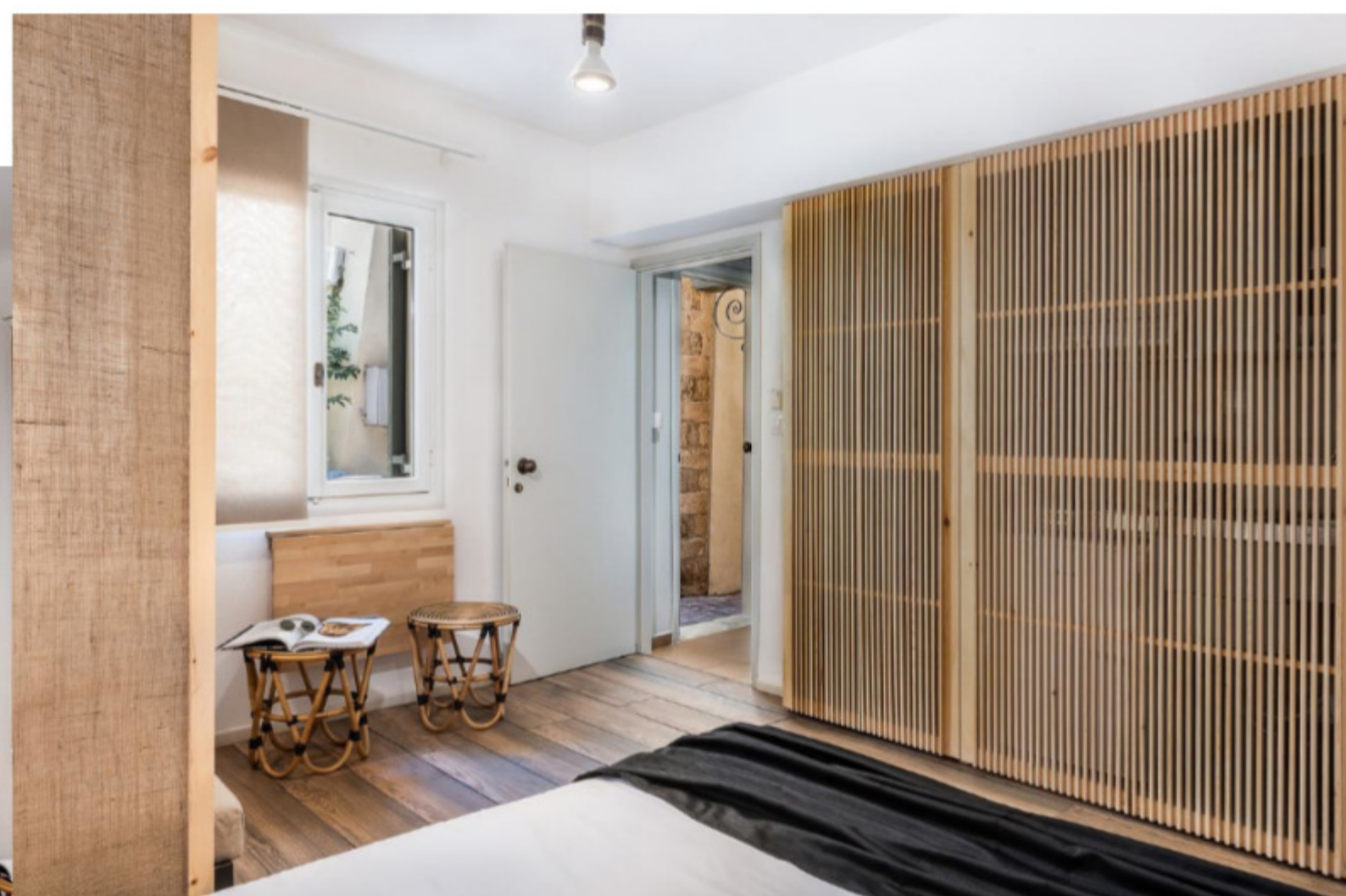
Access to the upper levels is via an internal staircase.

The hotel is in excellent condition and remains leased until 2029, ensuring immediate and stable returns.

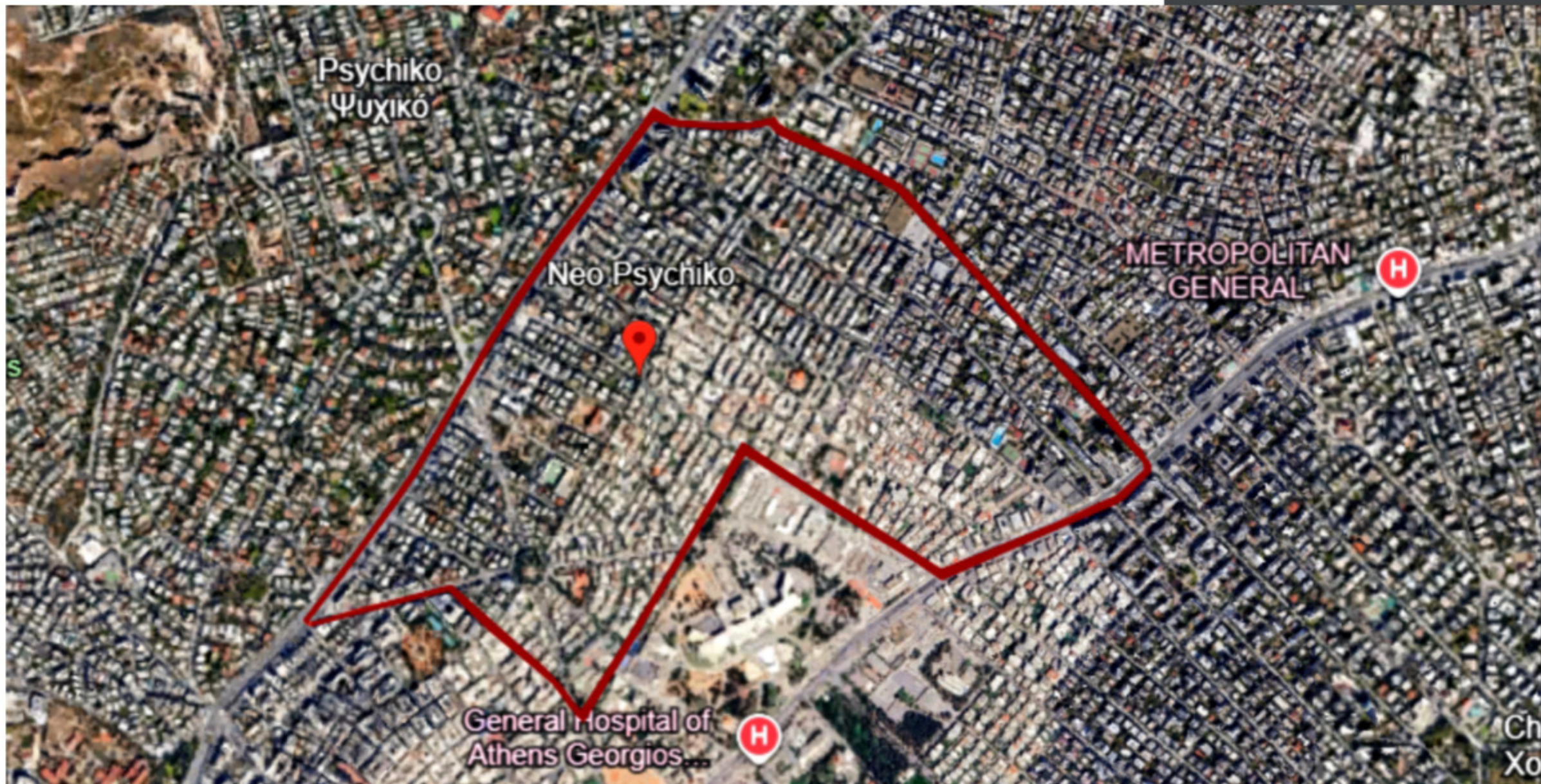
Its location, right within the most touristic zone of the city, makes it an ideal choice for investors.

Sale price: €320,000.

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# Neo Psychiko: Central Yet Detached



Neo Psychiko is a neighborhood that uniquely balances the feel of the city center with the atmosphere of the northern suburbs.

It lies about five kilometers from Syntagma Square and, thanks to Kifisias Avenue and Katechaki Avenue, connects directly to all directions of the city. Kifisias leads toward the center and the north, while Katechaki provides quick access south to Glyfada and the coastal front.

Its history begins in the 1920s, when refugees from Asia Minor settled there. Over time, it developed into a suburb of large villas with gardens, offering a quiet alternative right next to Athens. In 1946 it was recognized as a community and today forms part of the Municipality of Filothei-Psychiko.

Through the years, the area's appearance has changed. The old stately villas have gradually given way to four-story apartment buildings. Nevertheless, Neo Psychiko has preserved its air of elegance, while its real estate market remains particularly active.

The average asking price for sales is around €3,600 per square meter, while rents exceed €12 per square meter.

The most expensive part of the neighborhood is the block enclosed by Tzavella, 25th Martiou, Angelou Sikelianou, and Dimitriou Vassiliou streets, where prices remain consistently high.

Compared to Palaio Psychiko, Neo Psychiko is more affordable. In Palaio, prices exceed €5,200 per square meter, with iconic villas and mansions that still symbolize old-world prestige. Neo Psychiko, by contrast, offers a livelier commercial network, cafés and restaurants, schools, and shops. It attracts families and professionals seeking safety, accessibility, and a calmer everyday life than downtown Athens, yet equally convenient.

## **Distances and access times:**

Syntagma: about 15 minutes by car

Athens International Airport (Eleftherios Venizelos): 25–30 minutes via Attiki Odos

Glyfada and the coastal front: about 20 minutes via Katechaki Avenue

Kifisia: 15–20 minutes via Kifisias Avenue

## The Major Investment in "FISTIKIES"

A significant development for the real estate market of Neo Psychiko is the acquisition of the last large undeveloped plot, known as "Fistikia," on Dimitriou Vassiliou Street. The approximately 8-acre site was purchased by businessman Yiannis Papalekas, with plans to build a large high-standard residential complex.



The project includes dozens of modern apartments, underground parking, and ecological features, and is expected to reshape the area. Property values around the site are already anticipated to rise further, as this is considered one of the most important redevelopments in the northern suburbs in recent years

### Five-Year Outlook

The completion of the "FISTIKIES" project is expected to act as a catalyst for the market. Newly built, high-standard residences in an area with limited supply will push asking prices higher.

It is realistic to expect a 15–20% increase in sales values in the neighboring zones over the next five years, along with a corresponding rise in rental demand.

Thus, Neo Psychiko is entering a new era: remaining "central yet detached," but with the potential to become one of the most dynamic residential hubs of the northern suburbs.



Αγγελίτα Βαλαή  
real estate agent  
Equity partner



# Papagos: Newly Built Floor Apartment 127 sq.m.



In a modern building of high aesthetics and energy class A+, a 127 sq.m. floor apartment on the 2nd floor is available for sale in the Papagos area, very close to Cholargos. Bright and airy, it features an open-plan living and dining area with fireplace, an open kitchen, three bedrooms, one bathroom, and a WC.



It features large openings with access to a spacious corner veranda, wooden floors, insulated aluminum frames with double energy-efficient glazing, screens and electric shutters, external thermal insulation, autonomous natural gas heating with an individual boiler, and pre-installation for a security system.

The property includes an underground enclosed parking space with electric vehicle charging provision and a storage room.



Immediately available.

Price: €540,000.

PROPERTY CODE: AK1543890

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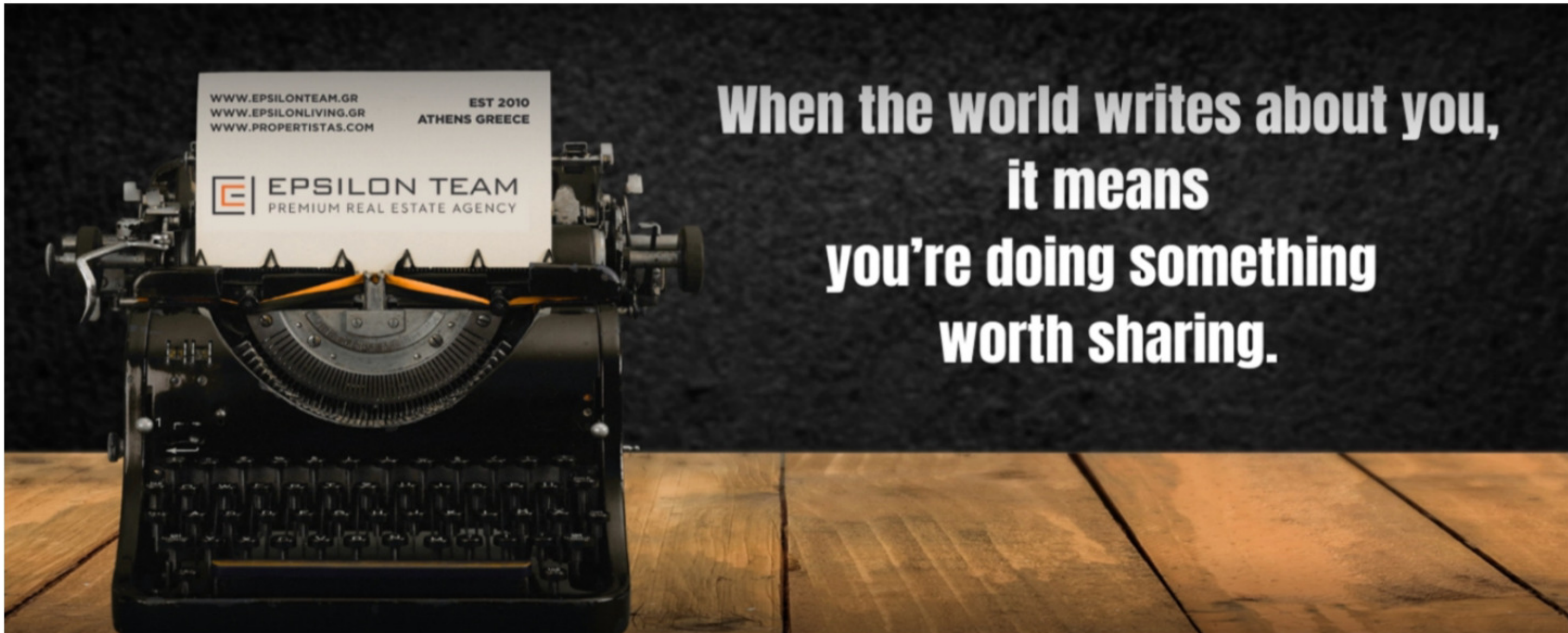
# HILTON: 5th-Floor Penthouse 124 sq.m. with 30 sq.m. Terraces



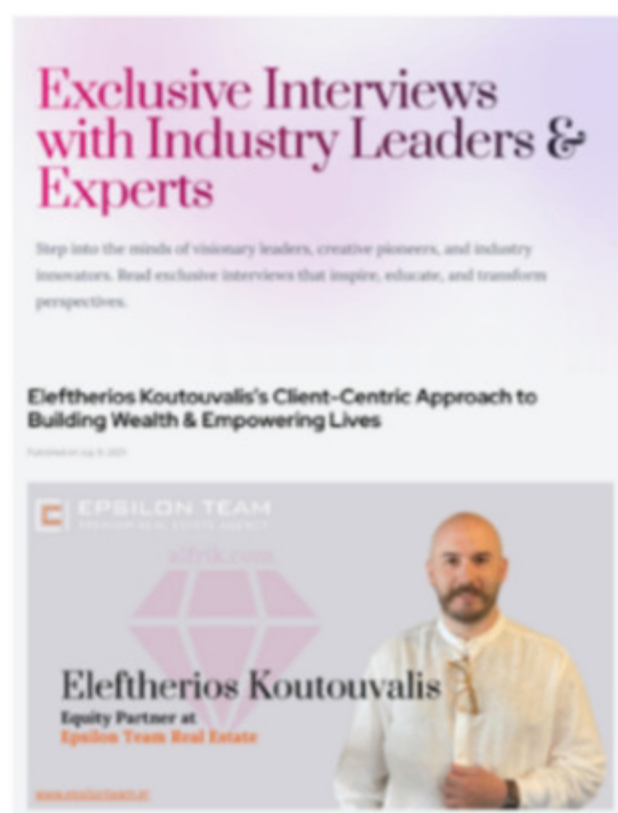
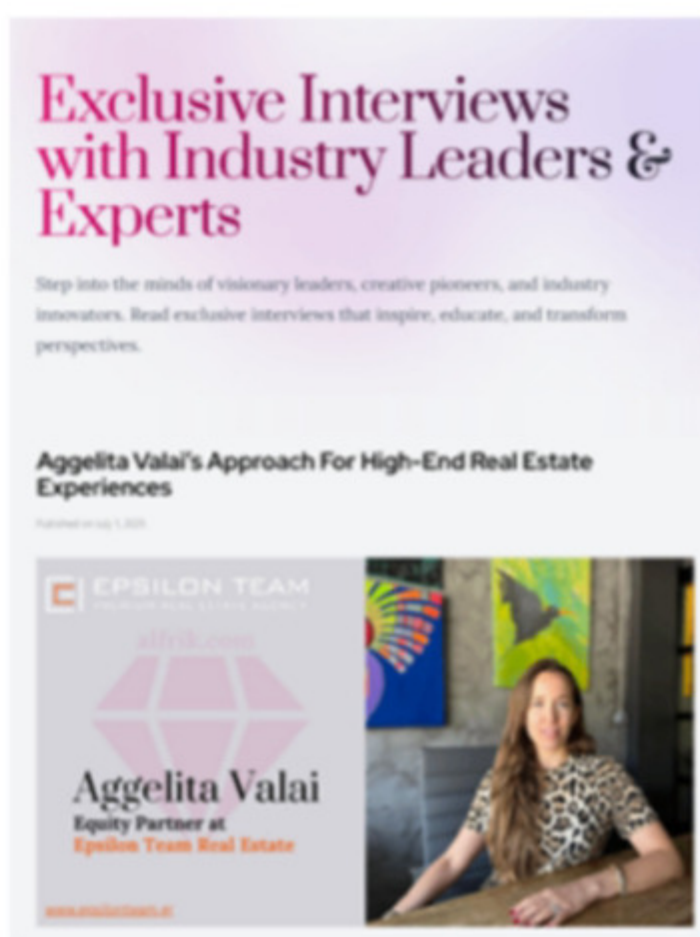
For sale in Ilisia, in the HILTON area, a top-floor penthouse apartment with very large terraces. Built in 1971, it has two entrances and consists of a hall, a spacious reception area, a separate dining room, a kitchen, a WC, two bedrooms, plus an additional room near the entrance with its own WC, which can be used as an independent office (due to its private entrance), a guest room, or a staff room. It also includes a renovated bathroom and an internal storage space. The property features aluminum frames with double glazing, a security door, and an alarm system.

Price: €580,000.

PROPERTY CODE: ΕΠ759807  
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Trailblazing Women Shaping the Future of Business in 2025



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**Top 15 Women Leaders to Watch out in 2025**  
Evita Eleftheroudaki





The story began simply. A real estate newsletter created by us at Epsilon Team Real Estate, meant to keep our clients informed.

One of those “good, useful, but probably boring” newsletters that land in your inbox, the kind you always think about unsubscribing from — but leave it for next time.



Then we thought we should make it a little more engaging, so that even those who weren't looking to buy a property from our portfolio would still have a reason to read it. Along the way, our experienced associates — all members of the Athens Association of Realtors and not just employees (I always stress this because it makes a huge difference) — asked to share their insights and news about the market.

Our clients, on the other hand, told us they wanted to read about laws, forecasts, pitfalls, and the “secrets” of real estate. Within just four months, the newsletter had turned into a magazine. And not just any magazine, but one that thousands of readers now look forward to every month.

**First issue: only in Greek.**



**Second issue:** bilingual, because our international clients started complaining.

**Third issue:** two separate editions, one in Greek and one in English. Double the work, but also double the satisfaction.

Plenty of congratulations from our foreign clients, since they had been confused by the previous issue where Greek and English texts appeared side by side on the same page.



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