



Editorial

In August, we change pace.
It is a matter of tradition by now.

In the August issue of Epsilon Living, we publish fewer properties than usual, because we know that this month your mind is already on the sea and on travel.

Still, we have prepared interesting and useful topics on housing, the market and modern living, so you can read them easily from your phone, wherever you happen to be.

The physical office of Epsilon Team has closed for the summer break.

It is our moment too, to rest and gather our strength.
We will be back at the office on Tuesday, 18 August.

Until then, our phones will remain on, and so will our access to the internet.

Most of the owners we work with will also be away from Athens.

Even so, we will respond to your request and, if we manage to reach the owner and there is access, we will arrange your visit to the property you want to see.

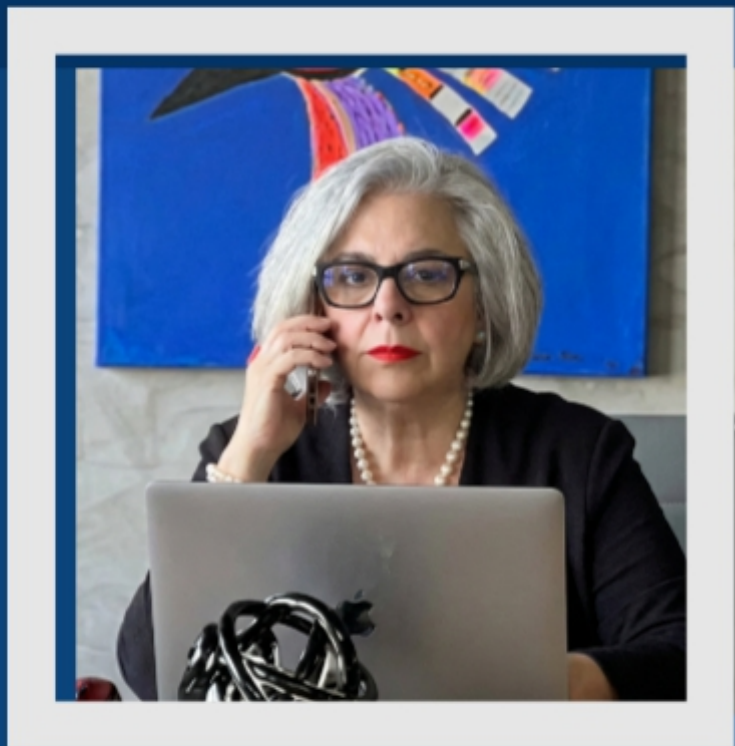
We wish you a beautiful and restful holiday.
Have a good August, and happy reading, wherever you are cooling off.

Evita Eleftheroudaki

R.E AGENT - R.E APPRAISER

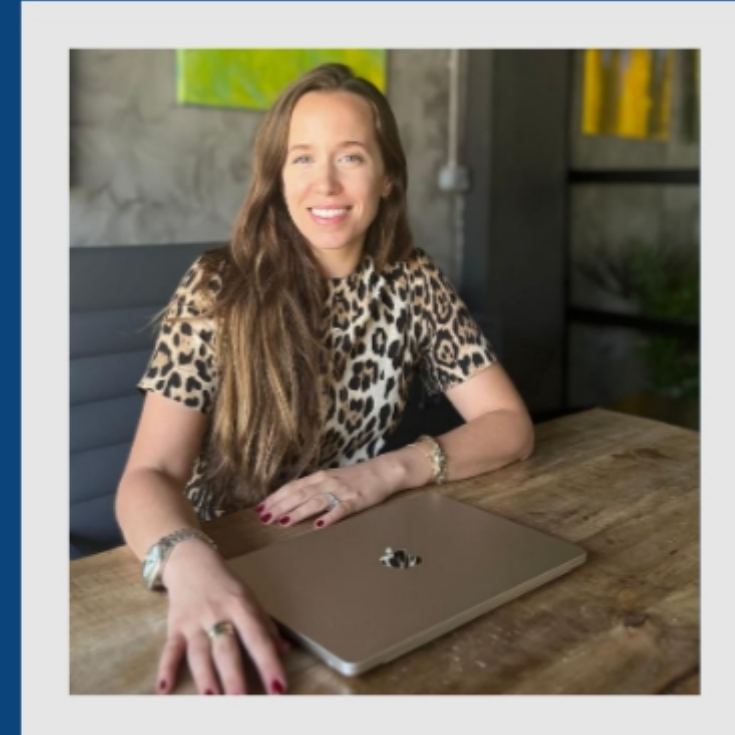
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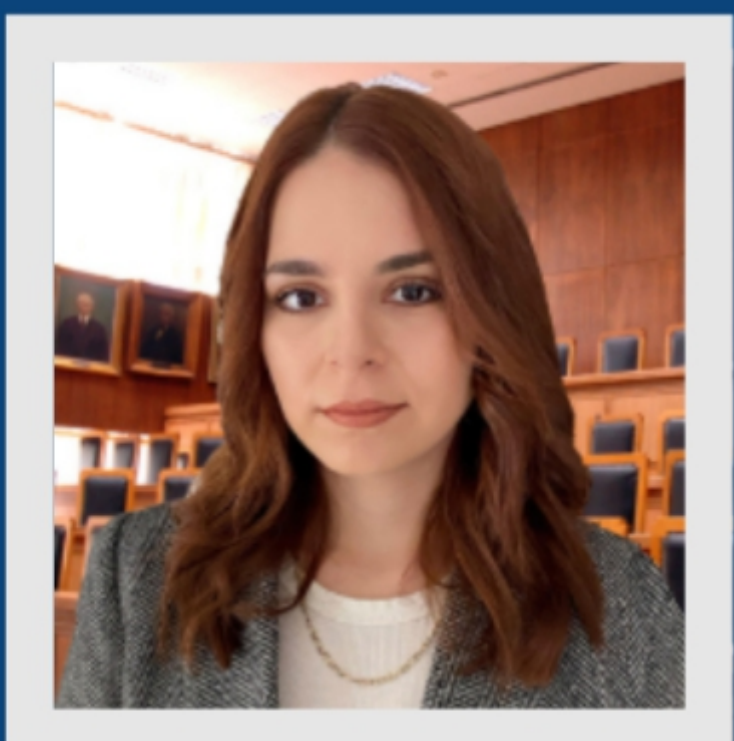
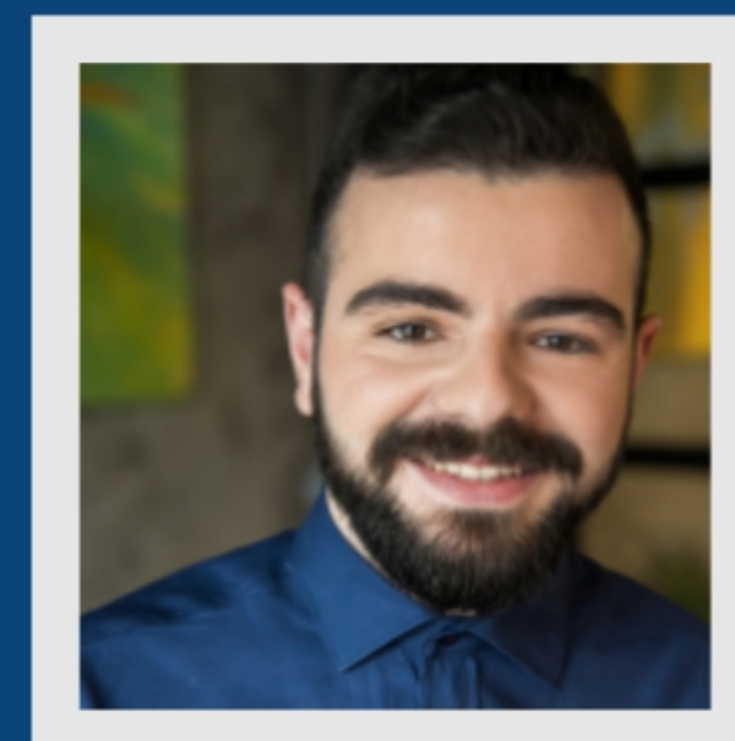
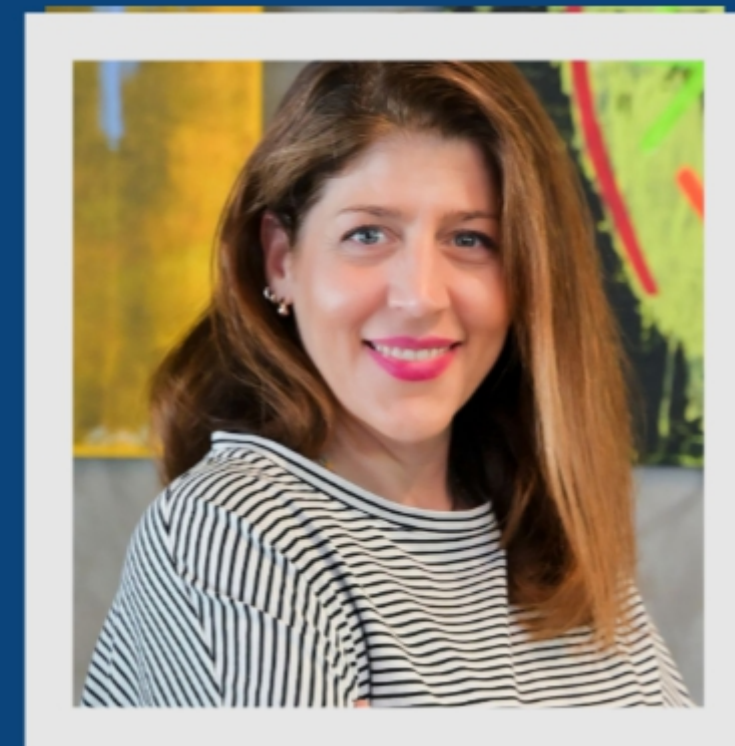
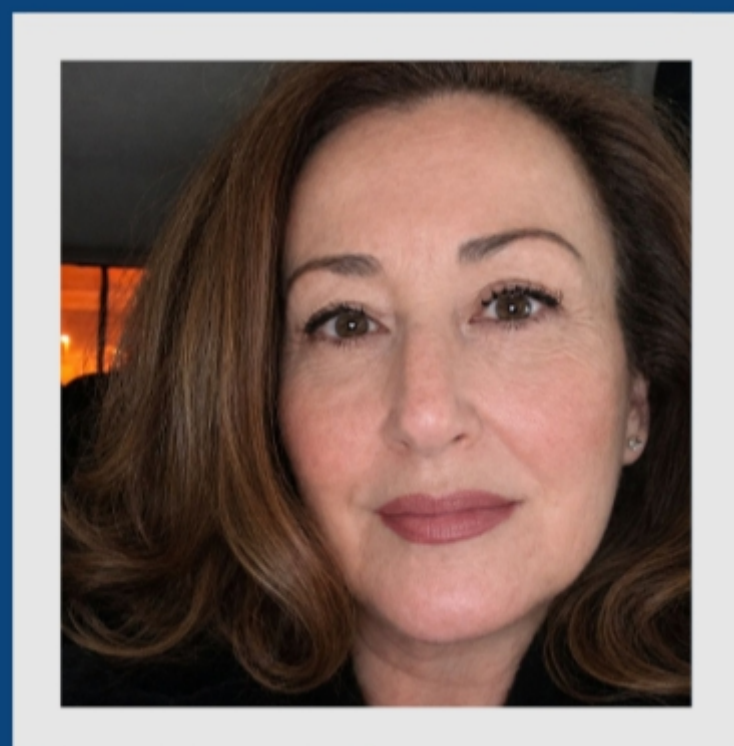
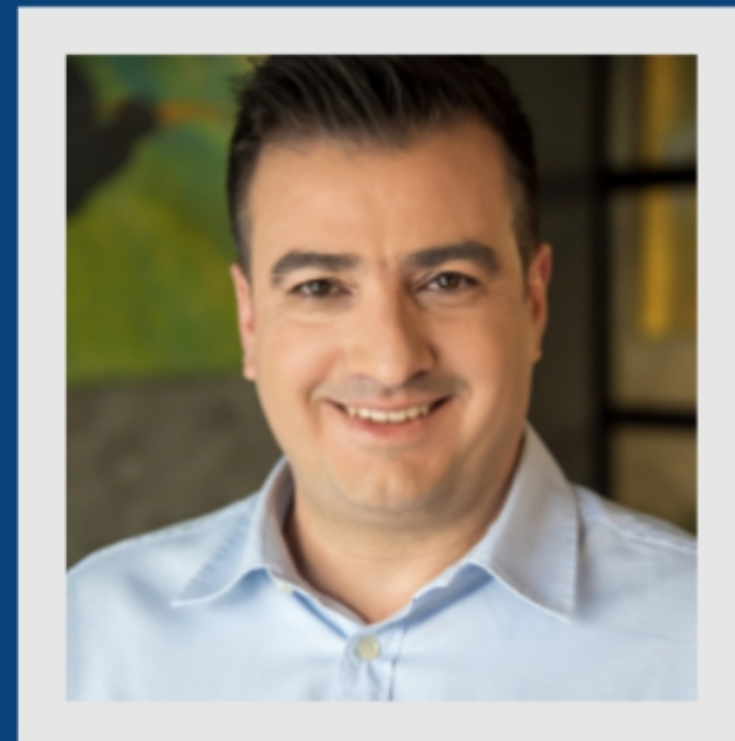
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At Epsilon Team, we are always looking for people
who want to grow together with us

Since 2010, we have worked with absolute respect for our
associates, and we are known for this in the real estate market.

We do not ask for quantity.

We ask for quality.

We do not count how many properties an associate manages.

We measure how well they manage them.

If you are a licensed real estate agent, or if you want to enter the
profession properly and right from the start, we have an
environment worth getting to know.

What we offer:

Ongoing daily support, the full version of Ilist CRM, advertising
support on portals and social media, a strong brand, legal and
technical support, a notable portfolio, steady quality clients, and a
fair commission system.

What we ask for:

Consistency, discretion, honesty, respect for the profession, for
our colleagues and for our clients, regardless of budget or
property value.

If this sounds like what you are looking for, talk to us.

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Middle East investors: what the data from the Bank of Greece show



Not long ago, our clients used to ask if we had contacts with Russian buyers.

Once everyone learned that Russians can no longer buy in Greece, the question changed, and Russians simply became... "foreign buyers".

A term vague enough to cover anyone, from a French pensioner to a Gulf investor.

Behind the question "do you have foreign clients", though, there was usually something very specific.

Owners with properties priced well above market value, sometimes by a lot, who believed that the foreign buyer does not know the market, does not understand the price per square metre in the area, and will pay whatever is asked without a second thought. As if to say, the foreigner does not read, does not ask questions, does not have an engineer by his side, he simply takes out his card and signs.

Lately, with the 250,000 euro Golden Visa being a relatively quick and accessible investment option, the profile changed again.

The "foreigners" in the question became Iranians, Lebanese, Turks, Israelis, and so on.

Middle East investors are now very often at the centre of articles about the Greek property market, especially in periods of geopolitical instability.

The official data from the Bank of Greece on net foreign direct investment in real estate give a more accurate picture, and in some respects a different one, from what circulates in articles by real estate companies.

What the official data show for the last four years

According to the official table from the Bank of Greece, total net foreign direct investment in real estate stood at 1.975 billion euros in 2022, 2.133 billion euros in 2023, a record 2.750 billion euros in 2024, and 2.056 billion euros in 2025. Within this total, the countries of the Middle East each contribute very differently, and the numbers are worth looking at separately, in millions of euros per year.

Country	2022	2023	2024	2025
Turkey	46.4	106.7	292.5	214.4
Israel	87.9	87.5	129.2	88.2
United Arab Emirates	77.7	49.8	97.0	67.2
Saudi Arabia	6.7	20.3	12.2	11.7
Iran	1.1	0.4	0.0	0.2

Source, Bank of Greece. Amounts in million euros.

Turkey, the clearest picture of growth

Turkey is the country with the clearest upward path, from 46.4 million euros in 2022 to 106.7 million in 2023, 292.5 million in 2024, and 214.4 million in 2025. This increase coincides in timing with inflation above 30% and continuous pressure on the lira, and matches a recognisable logic of capital flight towards a currency and a market considered more stable .

Israel, steady interest without sharp swings

Israeli capital moves at a high but relatively stable level, 87.9 million euros in 2022, 87.5 million in 2023, a rise to 129.2 million in 2024, and a drop to 88.2 million in 2025. This picture looks more like structural, long term demand than a panic reaction to a specific event.

United Arab Emirates and Saudi Arabia, fluctuations without a stable trend

The United Arab Emirates moved at 77.7 million euros in 2022, 49.8 million in 2023, 97 million in 2024, and 67.2 million in 2025. Saudi Arabia remains at a much smaller scale, 6.7, 20.3, 12.2 and 11.7 million euros respectively. Both countries show fluctuations, not a steady upward path.

Iran, a myth disproven by the numbers

Several articles in the real estate sector claim that Iranian investors are making heavy use of the Golden Visa programme to protect their capital in Greece. The official data from the Bank of Greece do not confirm anything of the sort. Net investment from Iran was just 1.1 million euros in 2022, 0.4 million in 2023, zero in 2024, and 0.2 million in 2025, negligible amounts within the overall market. In 2026, amid the war, Iranian investment is even smaller still, although the official figures from the Bank of Greece have not yet been published.

Hong Kong, rarely mentioned in related articles, is one of the largest single sources of capital in Greek real estate internationally, with 293.9 million euros in 2022, 323.9 million in 2023, 337.6 million in 2024, and 115.5 million in 2025. Russia, on the other hand, collapsed, from 10.2 million euros in 2022 to just 0.26 million in 2025, a likely consequence of sanctions and restrictions on capital movement.

What this means for the property market in Attica

The official data show that the image of a safe investment haven does not hold true in the same way for every country. Turkey supports it consistently, Israel supports it steadily, while the narrative around Iran does not hold up under scrutiny of the numbers.

The current flare up of tension in the Middle East does not yet have separate figures per country for 2026, so any estimate of its effect remains, for now, a working assumption, not a confirmed fact.

Frequently asked questions

Is it true that Iran sends significant capital into Greek real estate through the Golden Visa?

No, according to the official data. Net investment from Iran is negligible.

Which Middle East country invests the most in Greek real estate?

Israel and Turkey record the highest amounts, with Turkey showing the clearest upward trend in recent years.

Where can I see the official data?

On the website of the Bank of Greece, under statistics, external sector, direct investment, with a separate file per country of origin for the real estate sector.

Source, Bank of Greece, statistics on foreign direct investment in real estate by country of origin.

FLOWS: <https://www.bankofgreece.gr/statistika/ekswterikos-tomeas/ameses-ependyseis/roes>

STOCKS: <https://www.bankofgreece.gr/statistika/ekswterikos-tomeas/ameses-ependyseis/apothemata>

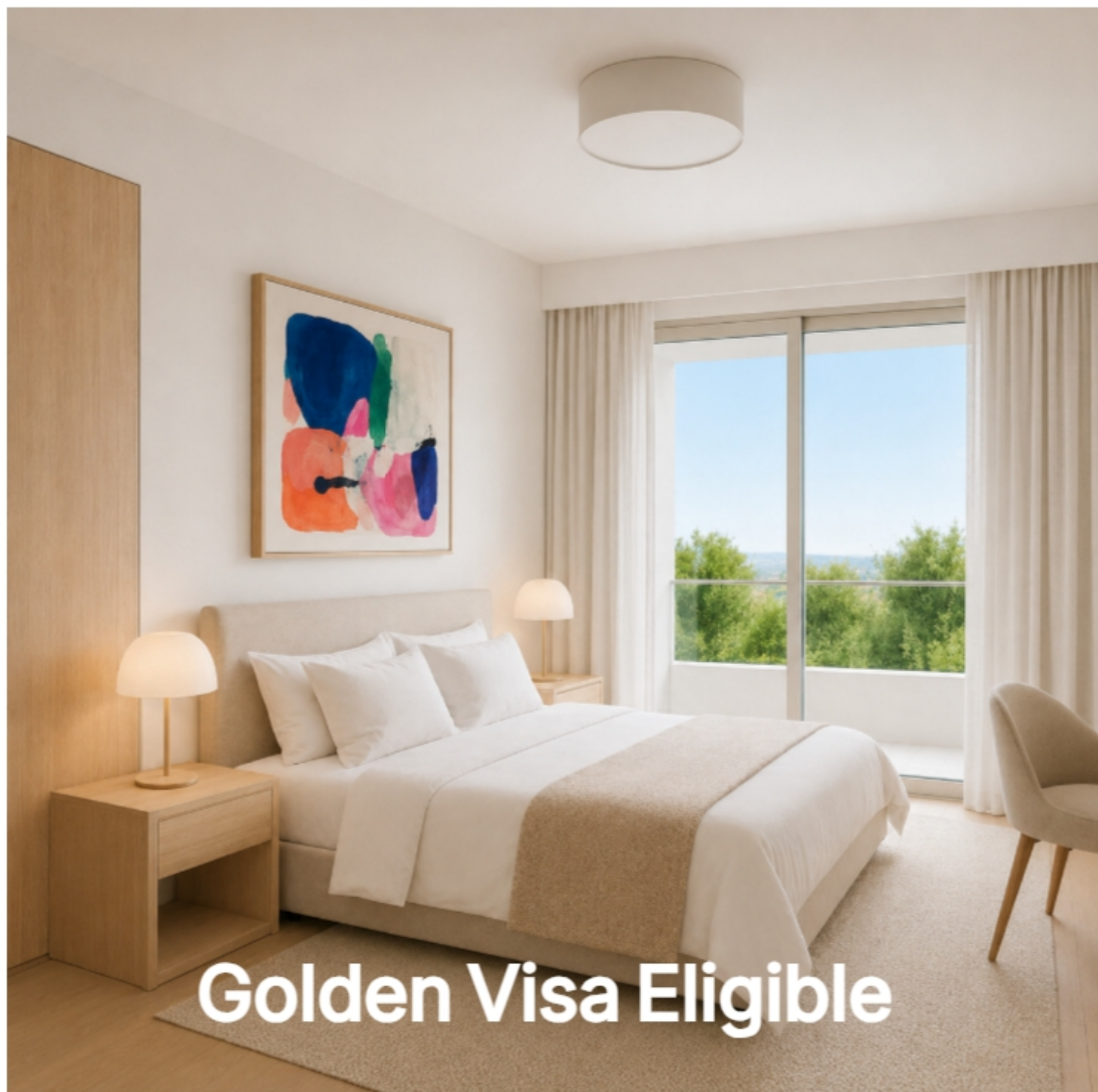


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Your Path to Golden Visa | Epsilon Team Collection



For sale in Neo Irakleio
a fully renovated and furnished
ground floor apartment of 38 sqm
Residents have access to high-end
communal amenities, including a
swimming pool, gym and jacuzzi

Price: €260,000



For sale in Delphi, an autonomous
maisonette of 135 sqm on the 1st
floor plus attic, in a building under
construction with unobstructed
views towards the gulf of Itea and
Galaxidi.

Price: €415,000



For sale in Loutraki,
Newly built three-level maisonette
of 165 sq.m. in 300 meters from the
beach, 300m from train station

Price: €445,000

Over a century, "new money" has been destroying greek villages

In 1912, the architect Emmanouil A. Kriezis wrote in his article "Δημώδης Αρχιτεκτονική" (Vernacular Architecture), published in the magazine Archimidis, issue 1, pages 1 to 8, the information bulletin of the Greek Polytechnic Association:



"Today, the building models of the cities are being transplanted into villages and countryside, and, finding themselves in no relation or harmony with the nature surrounding them, they force us to endure the greatest aesthetic discords."

One hundred and thirteen years later, he could have written the exact same sentence today, only instead of a neoclassical house in Athens, he would put a glass cube with an infinity pool.

Εμμανουήλ Α. Κριεζής (1880-1967),
Καθηγητής Γενικής Δομικής (1917-51)

The complaint is not new, only its face has changed

Every generation has its own newly rich, wanting to show they have made it, by building something big, white and foreign in the middle of a place that was never built that way. In the old days, it was the pseudo neoclassical house with columns, exactly what bothered Kriezis. Today, it is the Los Angeles style villa, huge glass panels, flat roof, white plaster, an infinity pool spilling towards the landscape, in a village where every other house has been built with stone, wood and a tiled roof for the last three hundred years.

What "Los Angeles villa" actually means in a place like Ano Achladia

Picture the architect climbing up to the village, seeing the landscape, the hillside, the stone courtyards, and then sitting across from a client who shows him photos from Beverly Hills on his phone and says, "this is what I want."

The client does not ask what suits the place, he asks what will impress his friends when he posts the photos.

What the law actually says

And this is the point that few people know. The ministry of environment and energy keeps an official record, the archive of traditional settlements and listed buildings, where the settlements officially designated as traditional by presidential decree or ministerial decision are recorded.

Only for these specific settlements do binding specifications exist, building height, roof pitch, materials, integration with the surroundings. The problem is that not every beautiful greek village has ever gone through this designation process. If Ano Achladia is not on the list, there is no aesthetic obligation whatsoever beyond the general building regulations, which say nothing about style or materials. In other words, the Los Angeles villa can very well be entirely legal, precisely because no one ever bothered to officially protect the village.



The architect's dilemma

If the plot is not located within an officially designated traditional settlement, the architect has almost no legal obligation to respect anything, and no excuse either for not creating a discord in the landscape. He only has three options. Say no, and lose the job to someone with fewer reservations. Try to convince the client with arguments that usually do not land. Or sign, take the fee, and hope no one ever asks who designed it.

What is actually being lost

The irony is that what makes a village worth visiting, worth buying into, worth staying in, is exactly what every new Los Angeles style villa slowly dismantles. No one pays for a plane ticket to see yet another white glass cube, they can see that in Dubai, in Mykonos, in Miami. They pay to see the village as it was, stone upon stone, a language that has been spoken in this place for centuries. Every time one more piece of that language is lost, the village becomes a little more valuable for whoever keeps it untouched, and a little cheaper, both figuratively and literally, for everyone else.



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SALE | ANDROS, KATO FELLOS



For sale in Kato Fellós, Andros, a stately villa of high aesthetic quality with a total surface of 383 sq.m., on a plot of 4,100 sq.m., 300 metres from the beach.

The residence is set on an elevated point and enjoys a panoramic view over the bay of Fellós and the surrounding coves.

The interior layout includes a ground floor of 202 sq.m. and a semi basement of 167 sq.m., of which 97 sq.m. are living spaces and 70 sq.m. are auxiliary spaces. The property also includes a 34 sq.m. guest house, as well as a separate 50 sq.m. building with a BBQ area and storage rooms.

Price 1,350,000€.

There is also the option to purchase an adjacent plot of 5,100 sq.m. for an additional 250,000€, bringing the total area to 9,200 sq.m. with further building potential.

PROPERTY CODE: 1071662

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LEASE | ANAKTORA



For lease in Anaktora, a luxury full floor apartment of 250 sq.m. on the 3rd and top floor, with an additional 20 sq.m. attic (staff room with bathroom). It features spacious reception areas with a fireplace, a large kitchen with pantry, 3 bedrooms (1 master with walk in closet), 2 bathrooms, 1 WC, independent natural gas heating and air conditioning.

Also suitable for professional use.

Price: 7,000€.

PROPERTY CODE: AAB2358620
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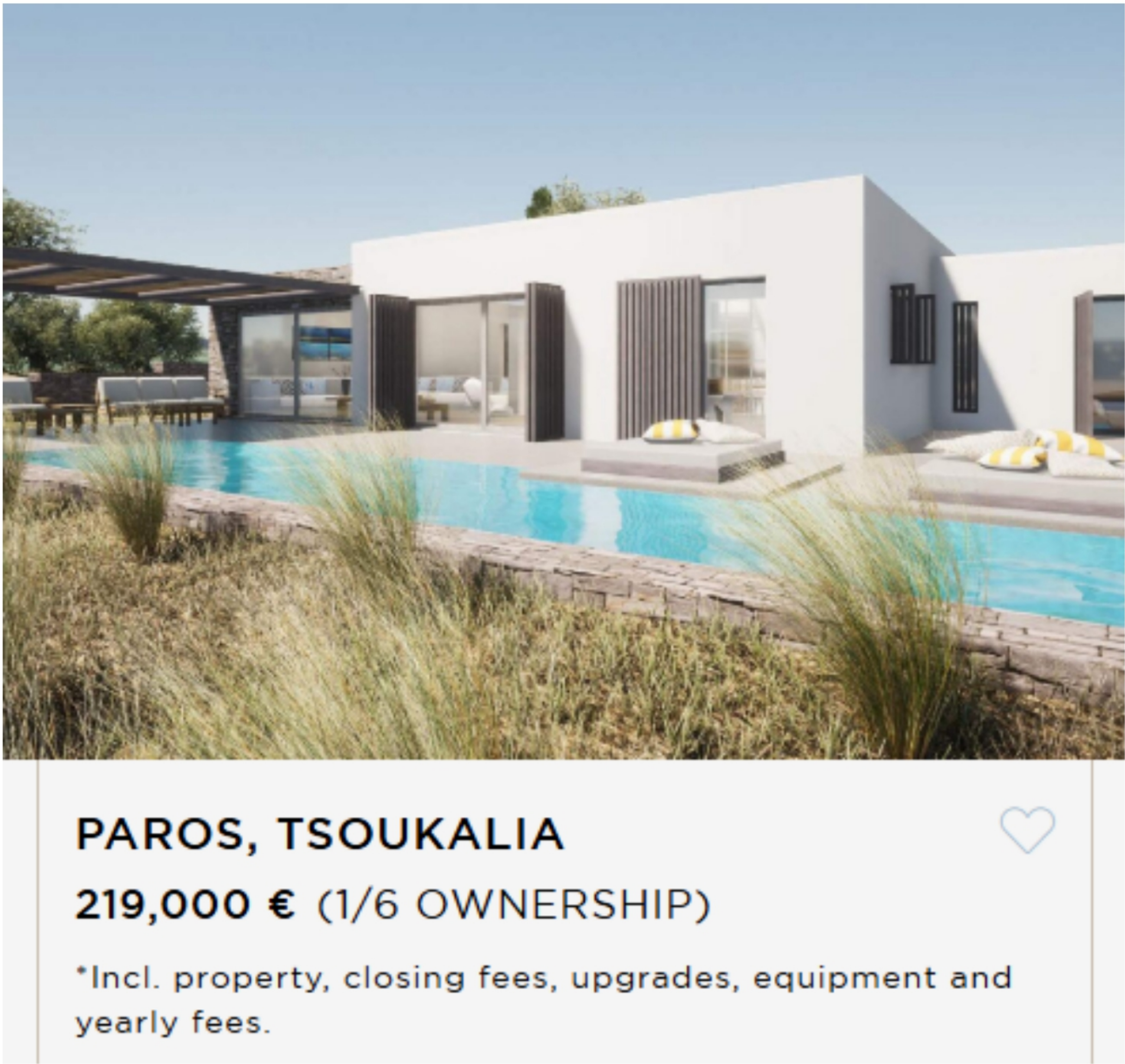
NEW TREND IN THE HOLIDAY HOME MARKET

A holiday home, six owners

It is not a timeshare, nor an ordinary home purchase. What the buyer actually acquires, how usage is shared, and what points need checking before investing.

How reasonable is it, really, for someone to buy a luxury holiday home entirely on their own, take on the full cost, and end up using it just a few weeks a year?

This is the question that fractional ownership tries to answer. It is a model already applied abroad by companies such as Pacaso and MYNE, and it is now starting to develop in an organised way in the greek market too.



As Mr Kostas Pappas, CEO of OWNERS Proptech S.A., presented to Epsilon Team, the logic is simple: several owners share the purchase, the use and the running costs of a luxury holiday home, while its day to day management is handed over to a professional operator. The result feels like ownership "sized to actual use". The buyer is not paying for a home that sits closed most of the year, but for the share they actually expect to use.

What the buyer actually acquires

This is where the most important detail of the model lies.

The buyer does not personally acquire an undivided percentage of the property with a separate title at the Land Registry.

Each home belongs 100% to a special purpose Private Company (IKE), set up exclusively for that specific property.

The buyer acquires one or more corporate shares of this IKE, and through them, takes part in the company that owns the home.

According to the OWNERS model, a home can be divided into six shares. Someone can acquire anywhere from 1/6 up to 3/6, meaning up to 50%.

The company also states that the property remains free of loans and encumbrances. This, of course, is something the prospective buyer must confirm for the specific property through independent legal and financial due diligence.

How much someone actually uses the home

The ownership percentage is linked to the right to use the home.

For each 1/6 share, up to 56 overnight stays per year are provided for.

Bookings are made through a dedicated app, which shows availability up to two years in advance.

An owner with a 1/6 share can make up to eight advance planned stays, ranging from two to seven days, with a maximum continuous stay of 14 days.

There are also short notice stays, which take place from 30 to two days before arrival, and depend on availability.

These particular bookings can be more frequent, regardless of the ownership percentage.

The system aims to fairly distribute popular periods, such as Easter and the months of June, July and August.

This does not mean the owner will always find the exact dates they want free. The booking rules are, therefore, a key part of the agreement and need to be studied carefully before buying.

Who looks after the holiday home

Professional management is one of the core features of the model. OWNERS handles, among other things, cleaning, maintenance, repairs, insurance, utility bills, the ENFIA property tax, upkeep of outdoor areas, and preparing the home before and after each stay.

Running costs are shared among the co owners. According to the company, the price of a share includes the proportional value of the property, transaction completion costs, furnishing, fit out, and first year management costs. From the following year onwards, a separate annual budget is drawn up for each home.

When the home is not being used by the owners, it can be made available for rent. The company handles marketing, bookings and guest service. OWNERS states an estimated annual yield of 4% to 5%, though this is the company's own estimate and not a guaranteed return.

Is it the same as a timeshare?

No, but this needs precise wording.
In a timeshare, the consumer mainly buys the right to use accommodation for certain periods. This is also the core definition used by the European Commission.
In this particular fractional ownership model, the buyer does not just acquire a right to stay.
They acquire a corporate share in the IKE that owns the property.
On the other hand, they also do not acquire a title of ownership directly in their own name.
It is, therefore, a different product, one that combines corporate participation, a right of use and professional management.



OTZIAS, KEA

177,000 € (1/6 OWNERSHIP)

*Incl. property, closing fees, upgrades, equipment and yearly fees.

Can the share be sold or inherited?

According to OWNERS, the corporate share can be transferred, bequeathed or sold.
After the first 12 months, the owner can set the price at which they wish to sell it.
The other co owners are informed first and have priority to buy.
If they are not interested, the company assists in finding a new buyer.
The ability to sell, however, should not be confused with guaranteed liquidity.
How quickly a share sells, and at what price, will depend on demand, the condition and value of the property, as well as on the terms of the corporate agreement.

What the buyer needs to check

Before any decision, an independent lawyer, accountant and, where needed, an engineer are required. The due diligence should not be limited to the property alone, but should also cover:

- The articles of association of the IKE and the agreement between the partners.
 - The title, legality and technical condition of the home.
 - Any liens, debts or obligations of the company.
 - The annual budget and any extraordinary charges.
 - The booking rules and how peak periods are allocated.
 - How rental income is distributed.
 - The terms for transferring a share or a co owner exiting.
 - What happens if a partner fails to meet their obligations, or if the manager changes.
- It is also worth knowing that, according to OWNERS' own FAQ, properties under this model are not eligible for the Golden Visa programme.

Who it suits

Fractional ownership may appeal to someone who wants to return every year to a specific, high spec holiday home, without taking on its maintenance and full cost alone. It is less suited to someone who wants unlimited, spontaneous use, full control over changes to the home, or the ability to sell their investment quickly.

Sources and research links

The following links were used to cross check the model, the usage rules and the distinction from timeshare.

- OWNERS, how it works
- OWNERS, frequently asked questions
- OWNERS, booking rules
- Pacaso, how it works
- MYNE Homes, how co ownership works
- European Commission, Timeshare Directive

Editorial note: References to yields, costs and services provided are attributed as the company's own claims, and do not constitute an investment guarantee or legal advice.



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Sea or mountains, what science says about holidays and our mental health

Holidays are underway, especially for Athenians, and since some of us face the same dilemma every year, sea or mountains, we looked into it and we present the advantages of each choice.

The secret of the sea, the blue mind

The european programme BlueHealth studied twenty thousand people across nineteen countries and found that simple contact with water, sea, lake or river, measurably lowers cortisol and activates the parasympathetic nervous system, the one that calms us down. Researchers call this the blue mind.

The interesting finding is that swimming in open sea seems to help more than swimming in a pool, likely because we feel a greater sense of freedom and control within nature.



A morning dip in cool water can indeed help mood, but the way you get in matters just as much as the dip itself.

A study using brain imaging showed that a few minutes in cool water noticeably improve mood, while some studies have recorded an increase in white blood cells after cold water swimming, a sign of immune activation.

The way you enter the water, though, matters a great deal. The American Heart Association warns that sudden immersion in cold water causes a sharp spike in heart rate and blood pressure, which in vulnerable individuals can lead to arrhythmia or fainting in the water.

This phenomenon has also been recorded in medical literature as thermal shock, with a documented case of cardiorespiratory arrest following prolonged sun exposure and a sudden plunge into the sea.

The solution is not to avoid the water, but to enter gradually, first the neck and arms, then the chest, never a direct dive after hours in the sun, a heavy meal or alcohol. With this precaution, the positive effects on mood and the immune system remain, without the risk.

The mountain has its own weapons too

If you prefer altitude over shoreline, do not worry, science has you covered there too. Forest bathing, known in Japan as shinrin yoku, has been studied extensively. A systematic review in the scientific journal International Journal of Biometeorology, covering twenty two studies, found consistently lower cortisol levels after walking in a forest compared to walking in an urban environment. Another study on women with depressive tendencies recorded an increase in blood serotonin after forest bathing, along with better sleep and less fatigue. Some researchers note that water gives a slightly stronger effect than greenery, but both work.

How long the good feeling lasts, and why it is worth repeating

Here comes the only bad news.

Research on holidays shows that the benefit to mood and health fades within a few weeks of returning.

The antidote is not to live permanently at the beach or in the mountains, but to repeat the dose.

Many small trips throughout the year help more than one big summer trip, and the most unexpected finding is that much of the joy comes even before you leave, from the anticipation of the trip itself.

So, sea or mountains, the answer from science is, both, the more often the better.

And if you happen to already live near the sea in Attica, you have the most reliable medicine available daily, no prescription needed.

For those looking for "this medicine" and wanting to take it every day, the Epsilon Team is here and can secure it for you. Contact us for a seaside property in Athens and beyond. www.epsilonteam.gr

SOURCES: [American Psychological Association](#)

[American Heart Association](#)

[Psychology Today](#)

[American Heart Association](#)

[Μελέτη BlueHealth σε 19 χώρες](#)

[Μελέτη δασόλουτρου και κατάθλιψης, PMC](#)



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Salt and humidity.

What really holds up next to the sea

Frames, metals, woods, paints and fabrics for seaside homes

A sea view increases the appeal of a home, but it comes with an invisible and particularly persistent adversary.

Tiny droplets of seawater travel through the air, settle on surfaces and leave behind salts that hold moisture.



This accelerates the corrosion of metals, the wear of paints, fittings and wooden structures. Distance from the coast is not the only factor.

Wind, orientation, building height and how exposed or sheltered a surface is all significantly affect the level of wear.

In fact, some sheltered spots corrode faster, because they are never rinsed by the rain.

No material is completely immune.

Correct selection, application and maintenance always have to work together.

Aluminium frames

Aluminium does not rust like ordinary steel, but it can develop oxidation, localised corrosion or paint peeling.

For a seaside home, it is not enough to simply ask for "good aluminium".

It requires proper surface preparation before electrostatic coating, and a certified system for architectural applications.

In very exposed locations, a special seaside treatment is recommended, known in the market as seaside treatment. Alternatively, anodising of suitable thickness can be chosen, depending on the study and the exposure of the property.

Particular attention is needed for hinges, mechanisms, screws, rollers, guides and drainage points.

A durable profile fitted with unsuitable hardware will soon start showing problems.

Stainless does not mean indestructible

For external railings, fittings and hardware near the sea, stainless steel of grade 316 or 316L is the best choice. Even this, however, is not immune. Prolonged exposure to salt deposits, poorly executed welds and tight joints where water gets trapped can cause staining or localised corrosion. Proper treatment of welds and regular washing with fresh water remain essential.

Also, different metals should not come into direct contact without proper insulation. The combination of aluminium, ordinary steel and stainless screws, in the presence of salty moisture, can cause galvanic corrosion.

For metal structures made of ordinary steel, a complete anti corrosion system is required, designed according to the exposure category. A single coat of "anti rust" paint is not an adequate technical specification. Hot dip galvanising combined with a suitable paint system can offer enhanced protection, provided it is applied correctly.

Wood, with the right choice and design

Teak, iroko, certain naturally durable species and certified modified timbers can perform well outdoors. The name of the wood alone, though, is not enough. The construction must allow water to drain away and air to circulate. Horizontal surfaces, edges and points of contact with the floor need particular protection. If water gets trapped, even a durable wood will deteriorate. Protective oils and coatings need renewal. If a suitable wood is left uncoated, it may naturally take on a grey tone, without this necessarily meaning it has rotted. If we want it to keep its original colour, maintenance needs to be more frequent.



Paints and coatings

"Outdoor paint" is a very general description. The right system depends on the substrate, the exposure and the existing problem.

Before painting, salts, crumbling spots and previous incompatible coatings must be removed. The correct primer follows, along with the prescribed number of coats for the system. If there is rising damp, water ingress or poor waterproofing, painting will simply hide the problem temporarily. White efflorescence on walls is not cured with one more coat of paint.

For every metal surface, we ask in writing for the preparation system, the thickness and the number of coats, not just the commercial name of the final product.

Fabrics and outdoor furniture

Solution dyed acrylic fabrics and certain technical polypropylene fabrics perform well under UV radiation and fade less easily. They do, however, need quick draining filling material, removable covers and seams suitable for outdoor use.

For furniture, properly coated aluminium, stainless steel of suitable grade, durable or modified timber and quality polymers with UV protection are preferred. Thin components made of ordinary plated steel should be avoided, as they are often the first to rust.

Furniture should not be covered with airtight covers while still wet. Trapped moisture encourages mould, staining and corrosion.

The most important material is maintenance

In a seaside home, even the best specifications need regular rinsing with fresh water. Frames, railings, mechanisms and furniture must be checked often, so that a small scratch or early oxidation is dealt with before it develops further.

Before buying or renovating a property by the sea, we ask the engineer and suppliers for specific requirements based on the actual location of the building.

We do not simply buy "stainless", "marine grade" or "outdoor". We ask for alloy quality, surface preparation, certification, application system and maintenance instructions.

Because next to the sea, durability is not judged by the material alone. It is judged by every screw, joint, cut and detail that usually does not show up in the photo.

Technical references:

[ISO 12944 on corrosion protection of steel structures](#)

[QUALICOAT specifications for coated architectural aluminium](#)



Lefteris Koutouvalis
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Equity Partner



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SALE | FTELIA, MYKONOS



For sale, 3 independent villas in the area of Ftelia, Mykonos, with surfaces of 185 sq.m. 151 sq.m. and 143 sq.m. respectively. Each villa can be purchased separately, offering flexibility, while there is also the option to purchase all the properties together as a complex, offering excellent prospects for investment exploitation.

The price for the 185 sq.m. villa amounts to €1,271,000.

The 151 sq.m. villa, €1,038,000.

The 143 sq.m. villa, €1,029,000.

Contact Epsilon Team
for a detailed presentation of the properties.

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Branded residences

the wave reaches the Mediterranean, and Greece takes the lead

Branded residences are arriving in the Mediterranean with real momentum, and Greece is among the countries leading this growth.

These are luxury homes linked to international hospitality brands, where the owner enjoys hotel level services within their own home.

What branded residences are

Branded residences are private homes that carry the signature of a well known hotel or luxury brand, such as Four Seasons, Mandarin Oriental, One & Only or Six Senses.

The owner holds full ownership of the property, but enjoys concierge service, restaurants, spa and the operational experience of the brand, something traditionally associated only with hotels.

Globally, the sector has grown by an average of 12% annually over the past sixty five years, with more than two hundred and twenty brands now active in the space.



Which projects already stand out in Greece

Greece already has several strong names on the map.

The Four Seasons Astir Palace in Vouliagmeni has become a landmark for the Athens Riviera. In Kea, One & Only Kea Island offers exclusive villas with views over the Aegean. As part of the Hellinikon regeneration, Mandarin Oriental is developing seventeen branded residences, with completion expected in the summer of 2027.

In Porto Heli, both Six Senses and Four Seasons are developing separate projects with branded villas, strengthening the profile of the Peloponnese as an emerging luxury destination.

How Greece compares with Spain and Portugal

In absolute numbers, Greece is still behind.

Spain counts more than two thousand branded units, mainly in the Costa del Sol and Madrid, while Portugal has around one thousand nine hundred and eighty six units, concentrated in Lisbon and the Algarve.

Greece is considered an emerging market, with fewer but faster growing projects, something many analysts read as a sign that the greater growth is still ahead.



What this means for Attica

The concentration of projects on the Athens Riviera and in Porto Heli shows that international hospitality groups see Attica and the southern Peloponnese as areas with real potential, not just as one more tourist destination. For owners and investors in the area, the entry of these brands often acts as a signal of confidence that raises the profile of the entire surrounding market, not just the projects themselves.

Frequently asked questions

What is the difference between a branded residence and a simple luxury apartment
A branded residence combines full ownership with hotel type services, concierge, dining, spa, and the operational experience of a recognised international brand, something an ordinary luxury property does not offer.

Which areas of Greece concentrate the most projects

The Athens Riviera, with Vouliagmeni and Hellinikon, together with Porto Heli in the Peloponnese and select islands such as Kea and Santorini, host the most well known projects.



Agelita Valai
Real Estate Agent
Equity Partner

 **EPSILON TEAM**
PREMIUM REAL ESTATE AGENCY

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September

the best month for a holiday

August is passing quickly, as every month of holidays and fun does, and while those with young children are slowly heading back to prepare for the start of school, others without pressing family obligations are getting ready for their best holiday yet.

September is perhaps the most underrated month of the greek summer.

The sea is still warm, the sun has softened, and most importantly, the crowds have thinned out noticeably. Accommodation prices drop, restaurants have no queue, and you can finally find a sunbed without waking up at six in the morning to put a towel on one.

So consider a ten day trip to the magical beaches of the Peloponnese, or to the islands close to Athens.



Kaladi beach in Kythira.

Only in September, and especially towards the end of the month, will you find so few people.

In July and August you cannot even find a metre of space to put your towel down.

Nafplio

Nafplio needs no introduction. It is beautiful in August, it is beautiful in December too, so imagine what it is like in September, when the town finds its rhythm again. A stroll through the narrow streets of the old town, coffee by the harbour, the Palamidi castle for those who want to burn some calories before lunch. Several hotels offer significant discounts once summer ends, so it is worth comparing prices before booking.

Mani

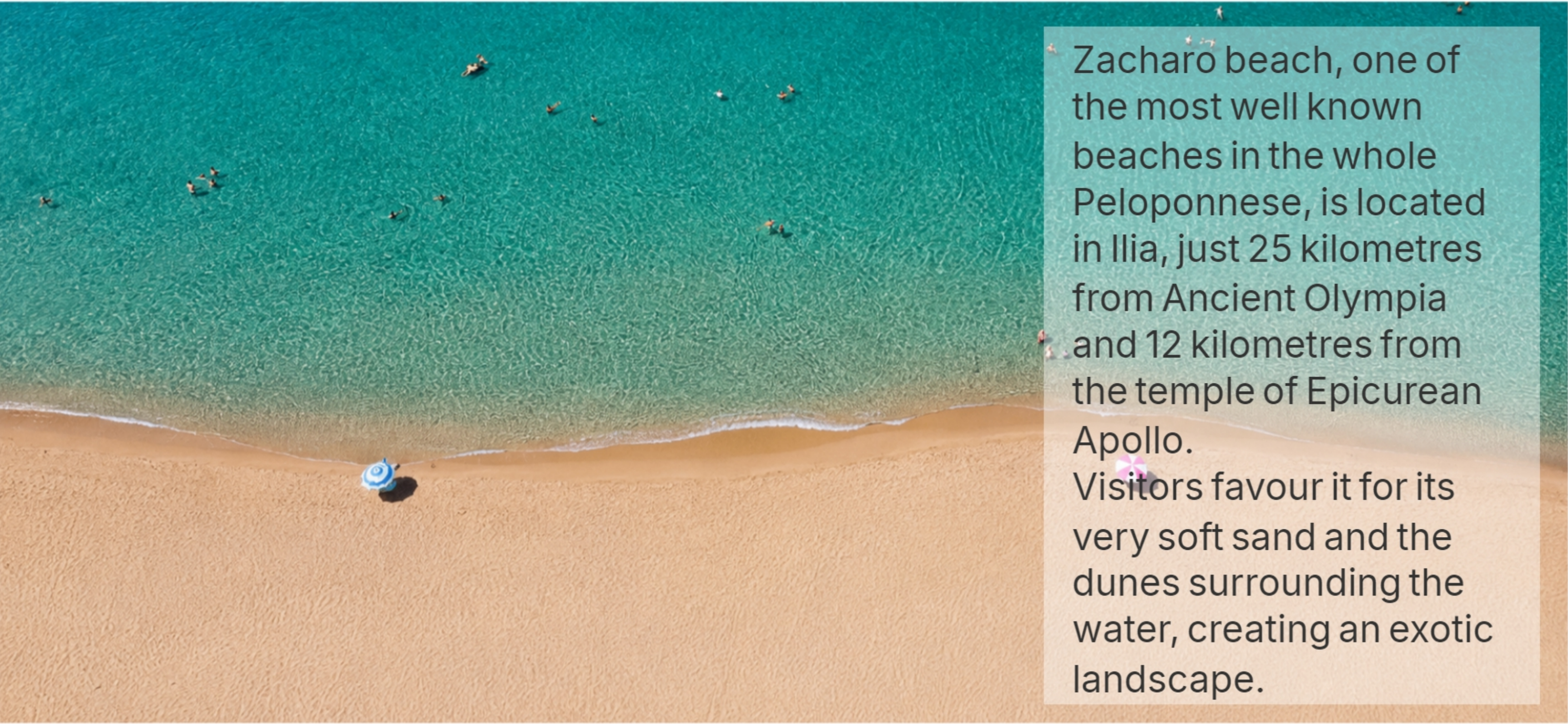
If Nafplio is for a romantic getaway, Mani is for something wilder. Stone tower houses, blue green waters, roads that take your breath away, both literally and figuratively. In September, the heat has dropped enough for you to explore villages and trails without melting, something that in August is almost a feat.

Pylos, Methoni, Koroni

Western Messinia has venetian castles, postcard perfect beaches, and a calm that in August is much harder to find, especially near the area's large hotel resorts. In September, those same beaches empty out, the tavernas have time to look after you properly, and strolls around the castles happen without roasting under the sun.

Kyparissia

Forty four kilometres of sandy beach, forests right by the sea, and one of the largest loggerhead turtle nesting sites in the whole Mediterranean, a little further north in Kalo Nero. September is ideal here, because even the large organised beaches do not have the crowding of August.



Zacharo beach, one of the most well known beaches in the whole Peloponnese, is located in Ilia, just 25 kilometres from Ancient Olympia and 12 kilometres from the temple of Epicurean Apollo. Visitors favour it for its very soft sand and the dunes surrounding the water, creating an exotic landscape.

Aegina and Poros

The easiest escape from Athens, an hour by boat and you are already in a different rhythm. Ideal for those who want a holiday without much planning, even for a day trip.

Kythira

The most remote of the suggestions, but well worth the effort. Clean beaches, a picturesque Chora, and an authenticity that is hard to find anymore on more popular islands. On 24 September, the feast of Panagia Myrtidiotissa also takes place, a chance to see the island in a festive mood.

If this holiday gives you ideas for something more permanent, a small piece of advice from our experience. Before buying a holiday home anywhere, always check the planning status of the property, its legality and access to basic infrastructure, especially in more remote areas. Our own expertise is Attica, but the logic of a proper assessment applies everywhere.

Have a wonderful early autumn summer, wherever you choose to go.



Rodolfos Vogdanos
Executive Assistant



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How much value a nearby marina adds to a property.

Properties near organised marinas consistently rank among the top preferences of affluent buyers in the Mediterranean. A modern marina can upgrade the profile of a destination, attract investment and boost demand for quality homes.

This does not mean, however, that every property located nearby automatically gains higher value. Location matters, but it is only one of the factors that determine actual market value.



LAMDA Development, Flisvos Marina

The new 50 million euro marina in Corfu

The sub concession agreement for the creation of the new superyacht marina in Corfu was signed in 2024 and approved by Parliament in the autumn of 2025.

LAMDA Marinas Investments, through LAMDA Corfu Marina, will invest more than 50 million euros in the construction and development of the project. The marina will have 410 berths and will be able to accommodate vessels from 30 to 140 metres in length.

On the land side, developments of up to 7,800 square metres are planned, including shops, dining areas, hotel facilities, offices, green spaces and sports infrastructure.

This is therefore not just a mooring facility, but a complete leisure and services destination, one that can strengthen Corfu's international presence in the maritime tourism market.

Why marinas affect the housing market

A high spec marina creates a broader economic ecosystem. It attracts boat owners, high income visitors, dining businesses, shops, hotel services and yachting professionals. At the same time, it offers organised infrastructure, security, maintenance and direct access to the sea.

These features upgrade the overall image of the area and can create new demand for high spec homes. The experience from successful marinas, such as the one in Flisvos, shows that the effect is not limited to boats. Around the marina, a destination develops for walking, dining, shopping and leisure, one that works for both residents and visitors.

Which properties can actually benefit

Homes most likely to benefit are those that combine a view of the sea or the marina, easy access, privacy, a parking space, outdoor areas and good construction quality. Renovated apartments, detached houses and high spec villas can gain particular appeal when located at a reasonable distance from the marina, the city and the airport.

A buyer at this level does not look only at square metres. They want to know how quickly they can get from the home to their boat, whether secure parking is available, whether the property offers privacy, and whether it can accommodate guests or staff.

The marina does not work miracles

Proximity to a marina is an advantage, but it is not enough on its own. If a property is in poor condition, has a problematic layout, lacks access, parking or a view, and needs extensive work, it does not suddenly gain major added value just because a marina was built in the area. It remains a problematic property, simply located near a nice marina.

Added value mainly concerns properties that can meet the demands of this new buyer profile. A well chosen, quality upgraded property can capitalise on the momentum of the area. A neglected property without basic advantages does not automatically turn into an investment gem. Real added value is created when new infrastructure meets a well chosen property, with a good location, quality features and demand from the audience it targets.

Because a marina can upgrade an area, but it cannot renovate the property.



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Buying a home: what should concern you, beyond square metres and price.

For many years, the evaluation of a home began and ended with pretty much the same criteria. Area, square metres, floor, view, condition and parking space. The hotter and longer heatwave periods now add one more criterion, how comfortably someone can actually live inside the home.

Two apartments with the same size, in the same building, can offer completely different everyday experiences. One remains bearable with proper shading and natural ventilation. The other functions like a greenhouse and needs air conditioning almost around the clock. Thermal comfort is not a luxury. It affects quality of life, energy consumption, running costs and, ultimately, how appealing the property is on the market.



Orientation is not just a simple detail in the listing.

There is a reason it is mentioned, and it means a lot.

Orientation determines how much solar radiation a property receives, and at what times of day. There is no single orientation that is ideal in every case.

A west facing apartment receives strong afternoon sun, right when the outdoor temperature is already at its highest. Without awnings, shutters or other external shading, it can remain hot until late in the evening.

An east facing orientation offers morning light and usually a milder thermal load in the afternoon. South facing can work extremely well in winter, but needs properly designed shading in summer. North facing is often cooler in summer, but may have less natural light and greater heating needs in winter.

So it is not enough to read in the listing that a property is bright. We need to know when the sun comes in, into which rooms, and for how many hours.

The top floor is not always a privilege

Penthouses offer light, privacy, views and large terraces. At the same time, they sit right beneath the roof and take on a greater thermal load when the roof lacks proper insulation. Thermal insulation, waterproofing, reflective materials and shading can turn a difficult apartment into a comfortable home.

Middle floors, by contrast, are protected by the apartments above and below, and are thermally safer.

Cross ventilation is free air conditioning, when it actually works

A cross ventilated property, with openings on different sides, can remove accumulated heat and stored moisture far more effectively than an apartment with windows on only one side.

It is not enough, though, to simply have many windows. They need to be able to create real airflow and to open safely. One large fixed pane of glass may offer an excellent view, but very little help with ventilation.

Awnings are worth more than their price suggests

External shading blocks solar radiation before it reaches the glass and turns into heat inside the home. This is why awnings, external roller shutters, shutters, pergolas and deep balconies play a real role.

The European Commission recognises shading and adequate ventilation as key measures for limiting the overheating of buildings.

Insulation does not show up in photos

A brand new kitchen impresses immediately.

Thermal insulation is not easy to photograph, but it affects the home every single day of the year.

External thermal insulation, roof insulation, energy efficient window frames, proper glazing and airtightness limit heat transfer.

Proper ventilation is needed too, though. A very airtight home without organised ventilation can trap heat and moisture.

The Bank of Greece points out that a large part of the greek building stock is old and energy inefficient, a fact that significantly raises the overall cost of housing.

All of the above needs to be factored into renovation costs before buying a resale property.

Do not be overly impressed by colours, cabinet mechanisms, microcement finishes and materials currently in fashion. Trends change, and what looks impressive now may seem outdated in a few years.

Invest in the right orientation, and in your new home's ability to naturally refresh its air. Cabinets can be replaced, but the sunset will always be in the same place.



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PHILOTHEI | LEASE



For lease, a 225 sq.m. full floor apartment on the 2nd floor of a two family house in the heart of Philothei. Renovated in 2018, the property offers spacious reception areas, 3 bedrooms, 2 bathrooms, a guest WC, a service room or storage room, and a comfortable office space. It features independent natural gas heating, wooden floors, marble details and a parking space on the pilotis. Bright and cross ventilated, in one of the quietest areas.

The property does not have an elevator.
Lease price: €2,900.



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KOUKAKI | LEASE OF FURNISHED APARTMENT



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For lease, a fully renovated and furnished apartment of 97 sq.m. (3rd floor) in Koukaki, available from 1 September. The interior layout includes an open plan living and kitchen area, two bedrooms (one master with en suite bathroom), a dedicated office space, and 2 full bathrooms. The property is cross ventilated with 4 AC units, a solar water heater, energy efficient window frames, and all electrical appliances. It is located 500m from the metro and 1km from the Acropolis, in a prime spot.

Price: €1,950.

NOT another grey. Enough already.

After going through the period when every home looked the same, as if they had all come out of the same printer, a new trend arrives to restore the balance: new homes with colour, character, imperfections, and the feeling that they already have a story to tell.



For more than a decade, grey was presented as the safest choice for every new or renovated home. Grey floors, grey walls, grey kitchens, grey sofas and cold lighting. Everything strict, smooth and perfectly tidy. The result may have looked impressive in photos, but in reality it often created spaces that were impersonal, without warmth and without any connection to the place they were in. The same house could just as easily be in Athens, London, Dubai or anywhere else. There was nothing that revealed the climate, the light, the architecture or the life of the area. It was as if a single housing model had been designed and reproduced again and again.

Today, the trend is shifting. New homes are starting to gain personality again. Natural materials are making a comeback, warm woods, handmade tiles, marbles with striking veining, textured walls, reclaimed doors and architectural details that create a sense of continuity with the past. We are not going back to the old. We are bringing back what was missing from the new.

Grey minimalism was never really greek
In Greece, cold grey minimalist homes never really suited either Athens or the provinces. They do not speak to the strong greek light, the colour of the earth, the stone, the marble, the wood and the vegetation of our land. In Athens, a home can draw elements from neoclassical buildings, interwar residences and the urban apartments of the 1950s and 1960s. Mosaics, marbles, wooden floors, plaster mouldings, bookcases and deep colours can all return without the home losing its contemporary character.

Architectural Digest recently documented this shift towards newly built homes with historical references, reclaimed doors, vintage light fixtures, wide wooden floorboards and materials with a natural patina. Beneath this "mature" appearance, of course, lie modern electrical and plumbing systems, air conditioning and construction that meets today's regulations.

Why we no longer want homes that look like a showroom

After a decade of strict minimalism, many new homes started to look alike. The same grey tones, the same smooth kitchens, the same light fixtures and the same large marble surfaces created spaces that were impressive, but often impersonal. The new trend is a reaction to this uniformity. Owners are looking for a home that feels personal and familiar, even if it was just completed. They want surfaces that do not need constant protecting, woods that develop a nicer colour over time, and materials that can handle the small imperfections of everyday life. The goal is not to build a fake old house. It is to create a new house that will be able to age beautifully.

The story begins with the architecture

A few old pieces of furniture are not enough to give authenticity to a newly built property. The feeling has to start from the proportions and the architecture itself. Tall skirting boards, deeper window reveals, plaster or wooden frames, interior arches, wider floorboards and doors with proper proportions can make a space look timeless. Even the placement of a niche, a bookcase or a fireplace should feel like an organic part of the home, not a last minute decorative addition. In a modern home in Colorado, for example, reclaimed limestone flooring, vintage light fixtures and antiques were used so that the new building could take on the feel of a century old residence, without sacrificing its modern functionality.



The materials that create patina

Material choice is decisive. Instead of polished marble with no trace of use, matte, brushed or aged surfaces are chosen. Limestone, marble with pronounced veining, terracotta and mosaic do not need to be perfectly uniform.

Handmade tiles with small variations in colour and dimensions create a depth that a flawless industrial surface simply cannot offer. The same goes for wood, visible grain, small knots, darker tones and wide floorboards all add warmth.

On walls, limewash and plasters with a distinct texture respond differently to light throughout the day. They do not look flat and perfect, but alive.

Reclaimed doors, old handles, antique glass and metal elements can also be incorporated into a new build.

They do, however, need technical inspection, proper restoration and adjustment to the actual dimensions of the new building. We do not install something old just because it is beautiful.



Modern furniture inside a home with memory

A home with historical references does not need to be filled with antiques. If that happens, it risks looking like a theatre set or a recreation of another era.

The most interesting approach combines architectural patina with clean, contemporary lines.

A large white sofa can stand in front of a wall with textured plaster. A modern artwork gains greater impact above an old wooden piece of furniture, while a contemporary light fixture can coexist with handmade tiles or a reclaimed door.

The contrast between old and new is exactly what keeps the result feeling current.

The greek version already exists around us

In Greece, we do not need to look far for the right references. Marble, mosaic, lime, natural stone, wooden shutters and handmade ceramics are already part of our own architectural tradition.

This does not mean, though, that every new home has to look like an island house. An apartment in Athens can draw on the urban homes of the interwar period, a detached house in Kifisia on local stone and wood, while a home in the Cyclades should speak to its light and landscape.

The story has to relate to the place.
Otherwise, it becomes just decoration.

No fake wear everywhere

Patina does not mean poor craftsmanship, and old does not mean worn out. There is no need to artificially distress every piece of wood, fade every wall, or use different tiles in every room.

Two or three carefully chosen materials are enough to create cohesion. The natural imperfection should look effortless, not manufactured. The home needs to look as if it gained character over time, not as if it was handed over already worn down.

The new luxury stands the test of time
A home designed this way does not try to follow every trend.
It invests in the right proportions, in construction quality, and in materials that become more beautiful the more they are used.

Because a truly timeless home is
not the one that stays
forever new.
It is the one that gains memory,
without losing its value
and its functionality.



Nina Marmaridou
interior designer
partner



We are cheap. Not for much longer, though.

What a million euros buys you in the expensive areas of Athens, and what it buys in the equivalent neighbourhoods of european capitals

A million euros sounds the same everywhere. The home you can buy with that amount, though, changes dramatically from one capital to another. In the 6th arrondissement of Paris, one million euros translates, in theory, into around 75 sq.m., in Salamanca in Madrid into 100, in the historic centre of Rome into 114, and in Santo António in Lisbon into around 125 sq.m. In Philothei, the same amount buys a resale apartment of up to around 170 sq.m. Athens, therefore, remains more affordable than several european capitals. Not cheap by greek income standards, but still relatively accessible for the international buyer comparing it to Paris, London or Madrid.



[Voir les 8 photos](#) [Carte](#)

Appartement

Paris 6^e (75)



Pièces
2

Chambre
1

Prix :
1 000 000 € EUR
(15439 € / m²) [Estimez vos mensualités](#)

Comparing resale with resale

For the comparison to make sense, we mainly look at resale homes in recognised prime areas. We do not include newly built luxury complexes, branded residences or fully rebuilt properties of extremely high specification, which can sell for noticeably more. We also do not compare the general average of each city.

Our interest lies in the good, limited supply neighbourhoods: Kolonaki, Philothei, Palaio Psychiko and Kifisia, against the 6th arrondissement of Paris, Salamanca in Madrid, the Centro Storico in Rome, Santo António in Lisbon and Mayfair in London.

What €1 million buys you.

Indicative comparison of resale homes in recognised prime areas

Capital	Prime area	Reference price	Theoretical surface
Paris	6th arrondissement	€13,400/sq.m.	approx. 75 sq.m.
Madrid	Salamanca	€9,988/sq.m.	approx. 100 sq.m.
Rome	Centro Storico	€8,740/sq.m.	approx. 114 sq.m.
Lisbon	Santo António	€8,030/sq.m.	approx. 125 sq.m.
Athens	Philothei	€5,882/sq.m.	approx. 170 sq.m.

Note. Prices are indicative, based on asking prices before taxes, agency fees and renovation costs. Paris, notarial recorded transactions of resale apartments. Madrid, Rome and Lisbon, average asking prices. Philothei, indicative valuation prepared by Epsilon Team.

The surfaces above are calculated before taxes, notary fees, agency fees and any renovation costs.
In Madrid, Lisbon and Rome, average asking prices are used, while in Paris, the figure comes from recorded transactions of resale apartments.

Paris, around 75 sq.m. for one million

According to the notaries of Grand Paris, the price of resale apartments in the 6th arrondissement stood at around €13,400 per sq.m. This is one of the most expensive areas of the french capital, with historic buildings, limited supply and steady international demand.
At this price, one million euros translates, in theory, to around 75 sq.m. On the best streets, in renovated apartments or in properties with a particular view, the surface can be noticeably smaller.

Madrid, Salamanca approaches €10,000 per sq.m.

Salamanca is one of the most recognisable and expensive areas of Madrid. In June 2026, the average asking price for housing reached €9,988 per sq.m.
A capital of €1 million therefore translates to around 100 sq.m., before purchase costs. A truly prime apartment, though, in a good building and fully renovated, can significantly exceed the area average.

Rome, a good address goes beyond €10,000

In the historic centre of Rome, the average asking price was €8,740 per sq.m. in June 2026. The picture changes noticeably depending on the exact location. In Piazza del Popolo, asking prices exceeded €10,800 per sq.m., while in the area around Piazza di Spagna they were close to €10,650.
Based on the general average of the historic centre, €1 million translates to around 114 sq.m. In the most sought after addresses, though, it buys less.



35 Fotos

Visita Virtual

Home Stagings

Vídeo

Plantas

Logotipo

Apartamento T2 para comprar em Lisboa

Santo António, Lisboa, Distrito de Lisboa

COMPRAR

1.100.000 €

Partilhar

ÁREA ÚTIL

138m²

REFERÊNCIA

CasaSAPO_AH2619-AD

PUBLICADO EM

há mais de um mês

Lisbon, the distance from Athens narrows

In Santo António, home to Avenida da Liberdade and some of Lisbon's most expensive addresses, the average asking price reached €8,030 per sq.m. in June 2026. In certain spots within the area, it exceeded €9,200 per sq.m. Theoretically, €1 million buys around 125 sq.m. Lisbon is no longer the affordable european capital it was a few years ago, and the gap between it and the most expensive areas of Athens has narrowed.



3/35

Salone

Camera da letto

Cucina

+31 foto

35 Foto

Virtual Tour

 **Quadrilocale via della Panetteria 46, Trevi, Roma**

Roma • Trevi • Via della Panetteria 46

€ 980.000

4 locali

Piano 2

 **110 m²**

No Ascensore

2 bagni

Lusso

London, around 35 to 40 sq.m. in Mayfair

In Mayfair, €1 million today translates to around £851,000. With this capital, a buyer can look for a small resale apartment of around 35 to 40 sq.m., usually with one bedroom. 50 sq.m. is generally above this budget, while in new build and ultra luxury complexes, prices run many times higher.

The greek average price can be misleading

In Athens, the average prices in online listings never reveal what a buyer can actually get for the money they have. Not even the prices as declared to the Land Registry.

A characteristic example of how listings can mislead is Philothei. A simple division of €1 million by the average listing price would give more than 120 sq.m.

In the real market, however, that same capital today buys a resale apartment of up to around 170 sq.m.

The same issue appears in Kolonaki, Palaio Psychiko and Kifisia.

The average can include listings from private owners or even professionals who state the ideal price their client would like to get, rather than the correct price at which they themselves have actually valued the property.

Only through an experienced, and above all honest, real estate agent can you find the true price per square metre in the prime areas of Attica.

We are cheaper, not cheap

Athens still offers more square metres, larger outdoor spaces and a lower entry capital compared to several european capitals.

In resale properties, its comparative advantage remains visible.

In new build properties of high specification, however, the gap is likely to be smaller. The value of a modern building, its energy performance, parking spaces, view and construction quality can push the price well above the general average of an Athens area.

No one can predict with certainty where prices will go.

What we can say is that good Athens has started to be priced in european terms. We remain cheaper for now, but there is no guarantee that this window of relative difference will stay open forever.

Sources: Notaires du Grand Paris, Idealista, Madrid, Salamanca, Idealista, Lisbon, Santo António, Immobiliare.it, Rome, Centro Storico, Rightmove, Mayfair, and the European Central Bank.



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Before the flames appear

How to protect your home and the air you breathe

We prepared this feature because every year, people needlessly lose their lives to a fire that broke out near their home, or even on their own plot.

The time to think about how you will protect yourself is not when smoke reaches the balcony. By then, there is very little time and very few options left.

Real preparation happens earlier, through simple steps around the property, a clear evacuation plan, and proper protection of the air inside the home.

The guidance on protecting against smoke is based on publications from:

<https://www.cdc.gov/wildfires/safety/how-to-safely-stay-safe-during-a-wildfire.html>

Παγκόσμιος Οργανισμός Υγείας: <https://www.who.int/health-topics/wildfires>



The zone around the house

The mandatory clearing of the plot is the starting point, not the whole fire protection plan. Dry leaves and pine needles need to be removed systematically from roofs, gutters, verandas and areas beneath wooden structures.

Firewood, gas cylinders, fuel, plastic furniture, outdoor cushions and other flammable items should not be kept next to the home. Branches need to be trimmed so they do not touch the roof, windows or chimneys.

Access and available water

The entrance to the property must open easily, and the address must be clearly visible. The access road must not be blocked by cars, branches or other obstacles that would delay fire trucks.

A water tank and a hose of sufficient length can be useful for prevention and for supporting the fire service. They are not, however, a reason to stay on the property once an evacuation order has been given.

The evacuation plan

Every home, especially a holiday home, needs two possible escape routes and a pre agreed meeting point.
Medication, documents, water, chargers, keys and pet supplies should be ready to gather quickly.
It is good for the car to have fuel and to be parked facing the exit.
The elderly, children, people with mobility difficulties and pets should be moved away in good time.
We always follow the instructions of 112 and the authorities.

Property can be restored. A human life cannot.

When smoke gets inside

Smoke from a fire contains very fine airborne particles, which can get into a home even with the windows closed. Close the doors and windows, and temporarily seal up any visible gaps.
Choose a room with few openings as a clean air space.

If the air conditioning system has an outdoor air intake, set it to recirculation mode.
The basic filters in an air conditioner mainly trap dust and do not replace an air purifier.
A portable purifier with a HEPA filter, sized for the room, can significantly reduce fine particles.

Avoid devices that produce ozone or rely solely on ionisation.

As long as the outdoor air remains polluted, do not smoke, do not light candles or a fireplace, do not fry food and do not use a regular vacuum cleaner, because all of these activities increase the particles inside the home. Only ventilate once outdoor air quality improves.

If closed windows push the indoor temperature to dangerous levels, or if a family member develops shortness of breath, chest pain or severe malaise, move to a safe, air conditioned space and seek medical help immediately.

The best protection from a fire is not bought at the last minute.

It is built long before the first flame appears, with a clear space, unobstructed access, a safe exit, and a home that can keep smoke out for as long as possible.



Lefteris Koutouvalis
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SALE | DRAFI - PIKERMİ



For sale in Drafi, a stunning 400 sq.m. detached house on a 3,500 sq.m. plot, ideal for families with children attending the German School of Athens, Campion School or Kostea Geitonas Schools, as well as for executives who travel frequently and need quick access to the airport and to Athens.

Kostea Geitonas Schools are about 3.8 km away, just 7 minutes by car.

Campion School is about 5.8 km away, with a drive of around 12 minutes.

The **German School of Athens** is about 13.4 km away, with the fastest access via Attiki Odos taking around 17 minutes.

The home is about 14 km from central Athens, 11 km from the sea, and just 10 km from Athens International Airport.

A strategic location that saves valuable time every day, whether the day starts with the school bell or with a morning flight.





Among the privileges of this specific property are the unobstructed sea views from every level, the generator that activates automatically in the event of a power outage, and the 10.8 kW photovoltaic systems that cover more than 85% of electricity consumption during the summer and periods of high sunshine, and 50% in the winter. It spans 4 levels (without a basement) connected by a wide staircase and an internal elevator, making it also ideal for people with disabilities. It features reception areas with a fireplace, 3 master bedrooms, a kitchen, an indoor and outdoor swimming pool, a staff room, an office, a large kitchen and a kitchenette, a WC, a BBQ, and large verandas on every level. This particular property has no mortgages, is completely clear, and is delivered two months after an agreement is reached.
Price: €1,450,000

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The most modern room in the house is not "smart"

Analog rooms are the new luxury:

spaces with no television, phones or notifications, designed for reading, music, creativity and real conversation.

For years, the modern home kept becoming more and more "smart".

Televisions grew bigger, devices connected to one another, and even the fridge got a screen.

Now, though, a new trend is emerging in international design magazines: the analog room, a space within the home where technology stops demanding our attention.

This is not a return to the past, nor a wholesale rejection of technology.

It is more of a reaction to digital fatigue and to the constant presence of notifications, messages and screens.

A room, or even just a small corner of the home, is designed to let us read, listen to music, play a board game, or simply talk, without distractions.



The trend is being documented at the same time by Architectural Digest, Dwell, Elle Decor, Remodelista and other international outlets. Some call it the analog room, others the screen free room, and others the dumb room, as a reversal of the smart home concept. The essence, though, remains the same: the new luxury is not one more device, but a space that asks nothing of us.

The living room stops facing the television

The most important change is not about the furniture, but about its arrangement.

In most modern living rooms, the sofa and armchairs face the television.

The screen becomes the focal point of the room, and essentially dictates the behaviour of whoever is in it.

In the analog room, seating faces inward, towards each other. The space is organised around conversation, a table, a bookcase, a record player, a musical instrument or an activity.

The change can be as simple as moving two armchairs so that people can look at each other without turning their bodies.

The television does not need to disappear completely. It can be hidden behind sliding panels, built into a bookcase unit, or placed in a less dominant position.

The goal is for it to stop being the room's only centre of gravity.



You do not need an extra room

The name analog room gives the impression that a whole, unused room is required. In reality, the trend can be applied even in a small apartment.

An armchair by a window, a reading lamp and a small shelf can create an analog corner. A piece of furniture with records and a turntable can turn part of the living room into a listening space. A table that is not permanently taken over by laptops can host painting, crafts, puzzles or board games.

What matters is not the size, but a clear purpose.

The space should invite us to do something specific that does not need a screen.

The analog bedroom and the return of calm

The most personal version of the trend is the analog bedroom. Architectural Digest and Elle Decor are documenting a growing desire for bedrooms without television, laptops and phones by the bed.

The change can start with something extremely simple: an actual alarm clock instead of a phone. Chargers are moved out of the bedroom, or to a spot that is not reachable from the bed. On the nightstands, what remains is a book, a lamp, and whatever genuinely helps with winding down for sleep.

Lighting becomes warmer and is arranged across different levels. Instead of one strong central light, table lamps, wall sconces and reading lights with fabric or woven shades are used. Natural linen, cotton, wool, wood and matte surfaces reinforce the sense of calm, without the room needing to become colourless or strictly minimal.



Materials we want to touch

Analog interiors rely more on touch and less on image. That is why they use materials with texture, temperature and small imperfections.

Natural wood, ceramics, linen and wool fabrics, books, handmade objects and artwork create an environment that does not look like a digital render or a flawless catalogue room. Objects are chosen not just because they photograph well, but because they have a use or a personal meaning.

An analog room does not need to be retro. It can have a modern design, clean lines and contemporary furniture. What it avoids is cold perfection, and the feeling that everything was bought at once, from the same collection.

What we can put inside

Each space should be tailored to what the people living in the home actually enjoy. It may include:

- Books and magazines that are visible and easy to reach.
- A turntable, records or a musical instrument.
- A table for board games, puzzles or cards.
- Materials for painting, knitting or other crafts.
- A desk for writing by hand.
- Comfortable seating placed facing each other, not in a row.
- A small station where phones are left before entering the room.

The choice has to be honest.

There is no reason to buy a turntable if you never listen to records, or fill a bookcase with books that hold no interest for you.

The analog room is not a stage set. It has to support a real habit.

Technology can stay, as long as it does not show

An analog room does not need to become a no go zone.

It can have a good sound system, smart lighting or a hidden television.

The difference is that the technology works in the background and does not dictate how the space is used.

This is, in a way, a more mature version of the smart home.

A home is not truly smart just because it turns the lights on with a voice command. It is smart when it knows when to connect us with the world, and when to leave us alone.

A room that does not need to be perfect

The analog room is also connected to a second international trend: the move away from overly staged homes.

Books can stay on the table, a board game does not have to go straight back into its box, and musical instruments can be part of the everyday scenery.

This small amount of clutter is not neglect. It is proof that the space is actually being used.

Perhaps, in the end, the most modern room in the house is not the one with the most functions.

It may be the one that lets us, even for just an hour, not have to answer, post or check anything at all.



Nina Marmaridou
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partner



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The one of a kind ceramics of Gia Dourakis Sharbatly, at the Museum of Cycladic Art, at The Ilisian Hotel and at Hilton Private Residences.



Gia Dourakis Sharbatly, known artistically as Ceramologist, was born in Athens in 1959 and has lived in Greece, Saudi Arabia and the United States.

Her exposure to different cultures shaped the way she perceives material, space and the relationship between objects and their surroundings.



Before turning to ceramics, she worked for many years in interior design and art curation.

She took on private residences in Greece, Saudi Arabia and the United States, for international clients, collectors and members of the Saudi royal family.

Through this journey, she began to see objects not merely as decorative elements, but as carriers of memory, identity and personal stories.





She has been working with ceramics for the past decade, and in 2018 she founded her studio in Athens, Ceramologist. She works mainly with clays from old mining sites and various regions of Greece, using traditional handbuilding techniques. Her forms draw on geological layers, archetypes and organic structures, blending an archaic quality with a contemporary, pared back aesthetic.



Her work has been presented in exhibitions by the Panhellenic Union of Ceramic Artists, at Xenaki Art and Design, and in the group exhibition Women Ceramic Artists of Greece.

Her creations can be found in **the gift shop of the Museum of Cycladic Art**, in the **art collection of The Ilisian Hotel** and **Hilton Private Residences**, at the **offices of Epsilon Team Real Estate**, as well as in **private collections across Europe, the Middle East and North America**. She lives and works in Athens. Her work can be followed on Instagram, at [@ceramologist](https://www.instagram.com/ceramologist).

You can also view her full collection at her studio. Contact number +30 6949195971

Presentation curated by
Evita Eleftheroudaki
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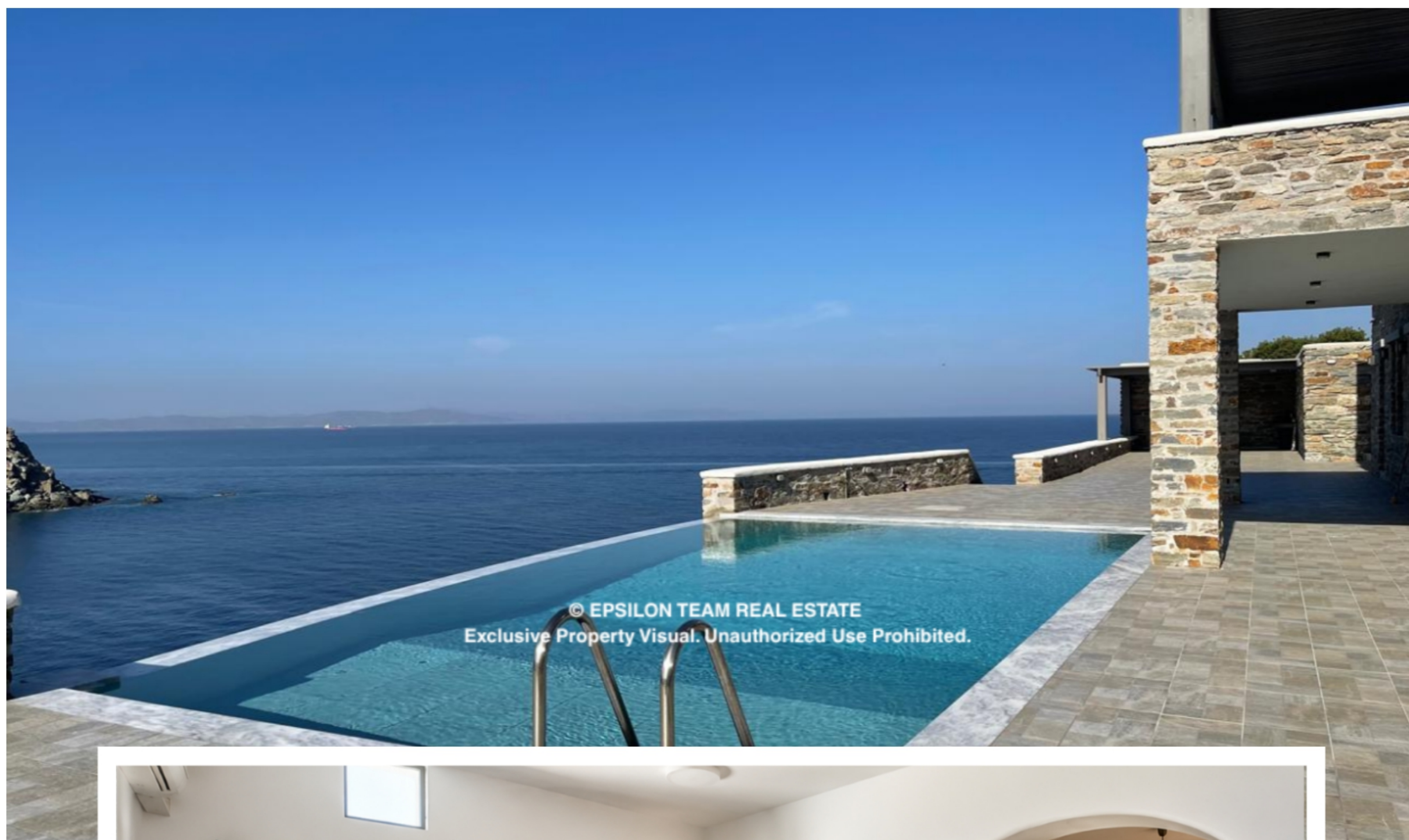


SALE | KEA (TZIA)



For sale, in one of the most sought after locations of Kea, on the peninsula between Vourkari and Otzias, an impressive luxury seaside villa of 332 sq.m. The property is built on a prime 4,250 sq.m. plot with a southwest orientation, sheltered from the strong Aegean winds, offering an ideal microclimate and a stunning sunset view.





The property is surrounded by residences belonging to prominent greek and international entrepreneurs, offering absolute privacy, and features a private helipad, a 60 sq.m. pool and exclusive steps leading directly down to the sea. It is developed over two levels with a total of 6 bedrooms, each with its own bathroom, impressive reception areas, as well as three covered living and dining areas for the ultimate summer experience.

All structures are fully legal.
Price: €4,250,000.

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SPEC SUITES, NOT COWORKING

Could this become the next trend in Athens too?

A business is looking for new office space. It finds the right area and the right square metres, but the space needs a study, layout design, electrical installations, networking, lighting and air conditioning. This takes time, and the initial cost has run over budget.

In the United States, a different model is developing. The landlord delivers a complete, self contained, ready to use office, before a tenant has even been found.

These are the so called spec suites, and they should not be confused with coworking.



What a spec suite is

The term comes from the words speculative office suite. The landlord invests in fitting out the space without having first secured a specific tenant. They create a modern office, based on the needs of the businesses operating in that particular area.

A spec suite may include workstations, private offices, a meeting room, a kitchen, storage areas, installed lighting, air conditioning and structured cabling. In some cases, it is even delivered furnished.

The layout is not designed for one specific company. It needs to be neutral and flexible enough to serve different businesses without requiring extensive new work.

Why it is not coworking

In coworking, different professionals and companies use a shared, organised environment. They share services, meeting rooms, waiting areas and other facilities, usually through a flexible subscription.

In a spec suite, the business leases its own self contained office and keeps its privacy and corporate identity. There is a normal lease relationship with the landlord, but the space is already fitted out. It is, in simple terms, an office ready for move in, not a workstation in a shared environment.

Why they are developing now

Businesses are finding it hard to predict how many employees they will have and what kind of space they will need down the line. Hybrid work, artificial intelligence and fast changing staffing needs make long term decisions harder.

At the same time, the cost of building and fitting out an office has gone up. For a small or newly founded company, tying up significant capital in a space that does not belong to it can be a serious obstacle.

JLL, in an analysis from April 2026, records rapid growth in prebuilt offices and estimates that ready made spaces with more flexible terms will become a core part of the future office market.

Research by Cushman & Wakefield on the Nashville market notes that a spec suite can allow a business to become operational within 30 to 90 days. In that same local market, rents were recorded at around 10% to 15% higher than for equivalent unfitted offices. This figure relates to that specific american market and cannot be automatically applied to Athens.

Could it work in Athens

Athens already has coworking spaces, business centres and furnished offices. What has not become established on a large scale, though, is the model where a landlord converts a floor, or an entire building, into a series of self contained, ready made offices, and offers them through normal leases.

The trend could find fertile ground in areas with a strong presence of law firms, consulting, technology and shipping companies.

It could also serve foreign companies establishing a presence in Greece for the first time, who need to set up quickly, without taking on a complex construction project from scratch. For the tenant, the advantage is limiting the upfront cost and the delay.

For the landlord, it is the ability to present a finished product, instead of an empty or outdated space in which a prospective tenant struggles to picture their business.



It is not a risk free investment

A spec suite requires the landlord to spend capital before a lease is even signed. If they choose the wrong size, an overly personalised design, or an unsuitable level of fit out, they can end up with an expensive space that does not match demand in the area. Before construction begins, market research is needed. Which businesses are looking for offices in that specific location, how many square metres they need, what rent they can afford, and which features they consider essential. Technical and legal review is also needed, covering the permitted use of the property, fire safety, accessibility, air conditioning, electrical infrastructure, and the ability to reconfigure the layout in the future.

From square metres to a finished product

The office market will no longer be just about area, floor and price per square metre. More and more businesses will be weighing how quickly they can move in, how much capital they need to invest, and how easily they will be able to adapt to a future change. The spec suite shifts part of the construction responsibility from the tenant to the landlord. At the same time, it turns an empty office into a finished professional product. The question for Athens is not whether every office should become a spec suite. It is which properties, in which areas, and for which audience, can be the first to make the most of this new trend.

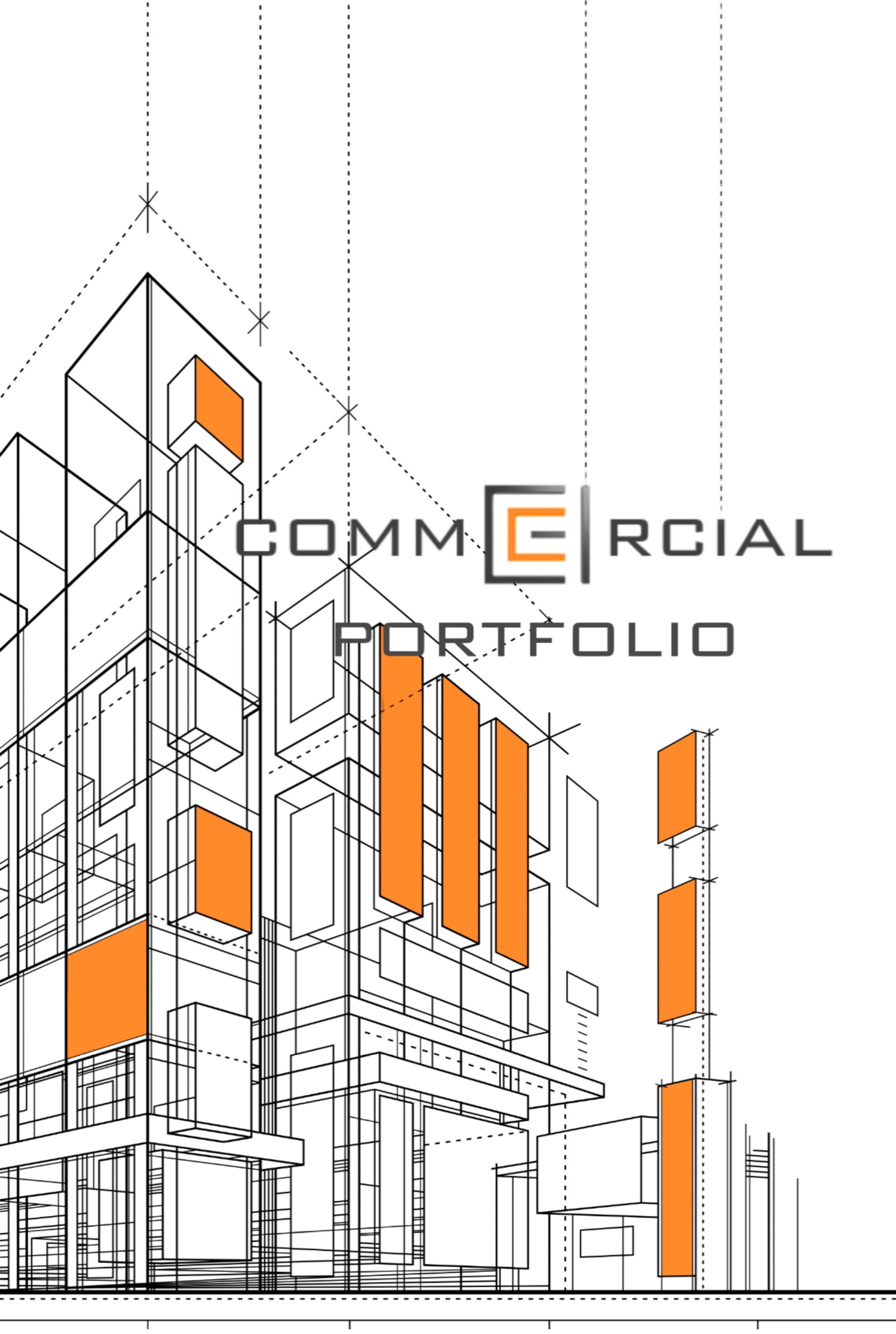
Market experience before the investment

At Epsilon Team, we already have offices for lease that are delivered fully fitted out and ready for immediate move in.

If you own office space and are considering converting it into a spec suite, get in touch with us before starting the work. Through our clients' day to day requests, we know what sizes, layouts and areas businesses are looking for right now. We can help you assess whether the investment is truly worthwhile, and guide you in creating an office that matches actual market demand.



VIKI ARVANITI
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COMMERCIAL
PORTFOLIO

LEASE | SHOP | NEO PSYCHIKO | KIFISIAS



On the Kifisias Avenue axis, a shop is available with a total surface of 340 sq.m. It consists of a ground floor of 150 sq.m., a mezzanine of 70 sq.m. and a basement of 120 sq.m.

It holds a health and safety operating licence.

It has a parking space on the front setback.

Asking lease price €9,000 monthly.

PROPERTY CODE: BA2524192

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SALE | CHALANDRI | INVESTMENT PROPERTY



In a high visibility building on the Kifisias Avenue axis in Chalandri, office space of 560 sq.m. is available for sale.

It features all modern infrastructure and comes with 8 parking spaces.

It is currently leased, with a 5% yield.

The property is located near an Attiki Odos interchange, with direct access from public transport.

Asking sale price €3,000,000.

For more information and a presentation of the property, please contact us.

PROPERTY CODE: BA2472182

EPSILON TEAM

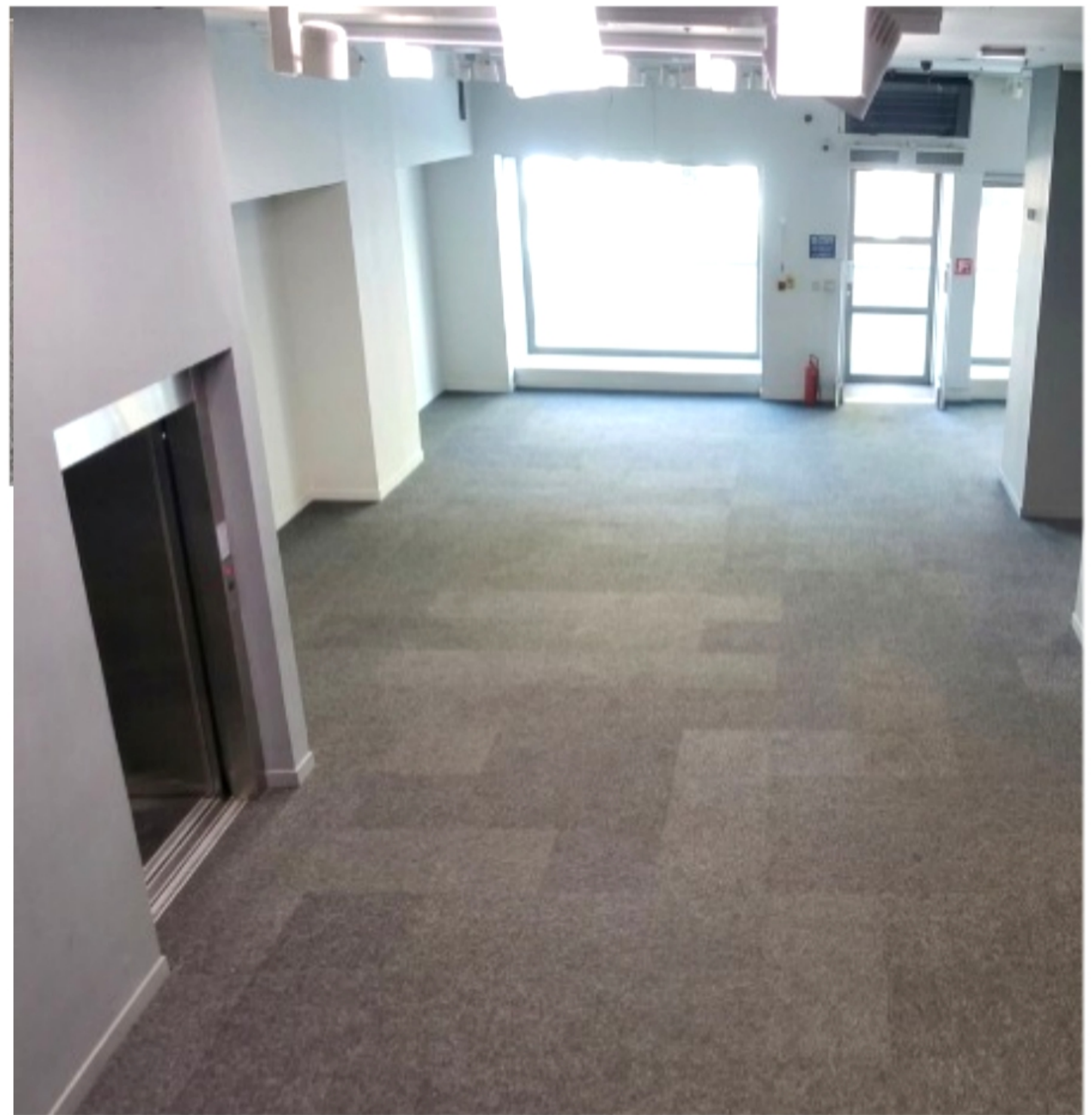
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LEASE | CENTRE OF ATHENS | EXARCHEIA



Near the National Archaeological Museum, a shop with a total surface of 577 sq.m. is available for lease.

It consists of a ground floor of 250 sq.m., a mezzanine of 77 sq.m. and a basement of 250 sq.m. of main use.

It features:

- A staff lift for 8 people, serving all 3 levels
- Ceiling mounted air conditioning units
- A fire suppression system
- Professional lighting
- Security cameras
- Reinforced glazing
- Electric security shutters

Price 7,500€ monthly.

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LEASE | CENTRE OF ATHENS



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In the heart of Athens, in a landmark mixed use building with excellent tenants, a 336 sq.m. full floor office on the 6th floor is available for lease, with panoramic views. It comprises open plan spaces with independent heating and cooling, 4 WCs and a kitchen. The property is equidistant from Omonoia and Panepistimio metro stations, ensuring easy access for employees and visitors.

Asking price: €6,700 monthly.

LEASE | MAROUSI



PROPERTY CODE: BA2320679
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For lease, high spec office space with a total surface of 360 sq.m., in a fully redeveloped building with excellent energy performance and Net Zero Carbon certification from the International Living Future Institute (ILFI).

Features and equipment:

Structured cabling

Perforated acoustic suspended ceiling

LED lighting with a KNX control system for maximum energy savings

Independent heating and cooling with a VRV system

Raised flooring

Ventilation system

Fire detection

Advanced security systems (alarm, access control, CCTV)

Central building management system (BMS)

Parking spaces are available for lease at an additional cost.

Lease price: €13,000 monthly.

LEASE | MAROUSI



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For lease, an office building in Marousi, with a total surface of 1,100 sq.m.
The property comprises 5 floors, was built in 2010 and is in excellent condition.
It is cross ventilated and features aluminium frames with double glazing, tiled floors and an energy performance certificate of class B+.
Heating is independent, and three phase power is available.
It includes a lift, an internal staircase, structured cabling, a suspended ceiling, a security door, an alarm and a fire suppression system.
It has parking spaces available.

Price: €20,000.



You have enough,
you have done enough,
you are enough.

Now relax.



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