



THE DREAM

- Real estate in European countries and in Israel grows extremely expensive. Moreover, many Israelis wish to buy asset abroad as a safe-haven or to relocate
- Those wishing to buy assets abroad mostly lack the know-how, skill-set and time to materialize their dream
- Some companies and individuals dealing with real-estate abroad create bad reputation which keeps buyers away

NITZAN PARDESS

Real-Estate Deals Manager



Entrepreneur

- Lived 10 years in Europe (Italy, Austria); Asia and USA
- Portuguese and Israel citizenship
- Speaks Italian, English, Spanish
- Certified advocate, Israel Bar Association registration 26616
- LL.B, EMBA – Magna Cum Laude

WHAT DO I DO FOR YOU

- I manage your deal in Greek Cyprus from vision to realization, in a professional, transparent way
- With close assistance of my exceptional local associates, the best on their professional fields, which are obligated and part of my integral team
- Without acquiring ownership or any property rights on your asset

THE VALUE

- 1. Deep and diverse skills-set:** Real-estate, legal, financial, business
- 2. Relative advantage:** I manage real-estate deals in Cyprus since 2019 (was the first), and complete 35 deals every year.
- 3. Optimize Profit:** by focusing on a winning asset, on which you will gain high yields for years, and/or will serve you for personal enjoyment; access to the best assets in the market
- 4. Save time and money:** no need to travel back and forth, while spending a fortune in the process; reduce expenses across all phases
- 5. Peace of mind:** professional and transparent work, involving the customer only when required; avoid failures with an asset, /or with professionals

Project Scope:	5-7 months	
Assets Types	Apartments, Villas, Buildings	
Investment:	Depends on many parameters: complex location and quality, asset's size and condition, etc.	
Investment scope:	1 Bedroom Apartment:	€ 130,000 - € 160,000
	2 Bedroom Apartment:	€ 180,000 - € 220,000
	2 Bedroom Townhouse:	€ 230,000 - € 260,000
	3 Bedroom Apartment:	€ 240,000 - € 280,000
	3 Bedroom Villa:	€ 480,000 - € 650,000
	4 Bedroom Villa:	€ 650,000 - € 800,000
	Building 10-12 units	€ 1.5 MM - € 2.2 MM
Return-on-Investment:	Short-Term Airbnb:	6.5% - 8.5%
EBITDA	Long-Term Tenants:	5.0% - 6.5%
	Capital-Gain Sale:	15% a year (the last two years)
	Personal Use:	Holiday vacations

Deal Management's Fee: 7% from the deal, paid in 5 Milestones

1. Need

2-3 Meetings / 10% of deal management fee

- Define customer's goals, understand customer's motivations and requirements
- Budget, financing, schedules, restraints
- Present to customer the investment arena
- Elaborate on the purchase process
- Sign POA to Cyprus lawyer, start to collect documents for AML process

2. Scouting

1 Month / 20% of deal management fee

- Intensive field work scouting for potential assets
- Short-list 3-4 runners-up
- Present potential assets to customer – videos, photos, map, business model
- Make a proposal on the chosen asset
- **Place a deposit few thousand of euros, move the asset off the market**

3. Agreement

1-2 Months / 30% of deal management fee

- Open a bank account to channel funds, AML and KYC Bank Procedures
- Check registration of ownership, encumbrances, plans and permits compared with actual situation and building regulations; optional: asset's survey / check-up
- Investors that leverage: mortgage's approval
- Business model, profitability evaluation
- Set agreement terms with vendor, approve draft
- **Sign agreement, pay ~30% of total**

4. Ownership

1-2 Months / 30% of deal management fee

- Non-EU citizens are required to receive authorities permit to buy (max. 2 assets)
- Receive tax authorities and municipality approvals (obligation of the vendor)
- Deliver funds (cash, mortgage), house/life insurances
- Introduce to asset-management company
- **Transfer ownership (Title-Deed), complete payment 100%**

5. Business

1 Month / 10% of deal management fee

- Introduce to building-management company
- Transfer utility bills on buyers' names; internet, cable TV (short-term rental)
- Decide whether short-term (Airbnb/Booking) or long-term (tenants)
- Short-term :MOT badge, advertise and optimize; long-term - tenancy agreement
- Renovation and/or accessorizing of the apartment (optional)

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