



FOCAL POINT: SOUTH AEGEAN SEA

Trends, Dynamics and Perspectives in the
Holiday Home and Hospitality Sector

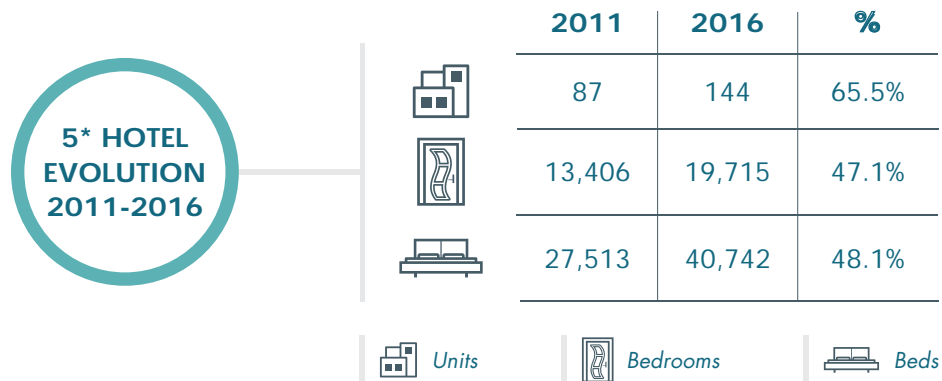
ALGEAN
PROPERTY



February 2018

South Aegean Sea

HOSPITALITY - EVOLUTION



TOURISM - KEY PERFORMANCE INDICATORS - OVERALL

2016

	Total	National Ranking*
Tourist Receipts	€3,136,000,000	1 st
Total Visitors	5,226,500	2 nd
Overnight Stays	39,996,119	1 st

9-month 2017

	Total	National Ranking*
Tourist Receipts	€3,287,000,000	1 st
Total Visitors	5,083,400	2 nd
Overnight Stays	41,214,852	1 st

TOURISM - KEY PERFORMANCE INDICATORS - PER VISITOR

	2016	National Ranking*
Tourist Receipts/Visit	€600	3 rd
Tourist Receipts/Overnight Stay	€78	2 nd
Overnight Stays/Visitor	7.7d	3 rd

	9-month 2017	National Ranking*
Tourist Receipts/Visit	€647	2 nd
Tourist Receipts/Overnight Stay	€80	2 nd
Overnight Stays/Visitor	8.1d	4 th

* Ranking achieved between the 13 regional districts in Greece

South Aegean Sea

OVERVIEW

The South Aegean region is one of the thirteen administrative districts of Greece. Geographically, the region includes the island complexes of the Cyclades and the Dodecanese. Its administrative capital is Ermoupolis, Syros.

The region has a total area of 5,286 square kilometers and covers 4% of the country's total area, with a population of 309,015 (2.8% of the country's total population). It is comprised of 41 main islands and over 200 islets. The most important are Syros, Mykonos, Paros, Naxos, Rhodes, Kos, and Patmos.

The South Aegean region is considered the flagship of Greek tourism, welcoming the majority of foreign tourists visiting the country. The diversity of the landscape, the beautiful crystal sea shores and the rich archeological and cultural wealth are a source of attraction for tourists from all parts of the world.

The architectural design found in the region emerges as an attraction itself. The white and blue of the Cyclades has been celebrated to the ends of the world, while the Mediterranean-style villas in the Dodecanese are embossed in the glamor and elegance of the region.

HOLIDAY HOME MARKET

Holiday homes in the South Aegean region have a great diversity in design and pattern due to the different characteristics of each region. Influenced by various factors, each sub-region developed its own unique style. In the Cyclades one can meet the simplistic, yet impressive all-white, cubic shaped residences that, in combination with the endless Aegean blue, create an unparalleled visual. The Dodecanese islands on the other hand, as a reminiscent of the area's Venetian influences, exude a grandeur and sophistication that impresses at first sight.

The financial crisis that hit Greece in recent years had a clear impact on the construction industry, and the South Aegean region was no exception. As a result, there were no major changes in the holiday home stock in the area as many construction projects had stopped due to a lack of liquidity. However, in the last two years, some individual projects have begun developing, though the volume still remains low. In addition, the sector is expected to benefit from the ever growing performance of tourism; many hospitality projects that are under way in the area will include the construction of high-end residences, improving the quality and quantity of the existing

stock. In the South Aegean region, as in all regions in Greece, the majority of the holiday home stock is private residences. The constellation of residential complexes is still not widespread, nonetheless there are some projects in the region's more established tourist destinations such as Mykonos, Paros, Santorini and Rhodes.

The demand has remained high in the region, greatly assisted by the performance of tourism over the last few years combined with high yields. According to Algean Property's latest report ["Yield Report 2017: High End Holiday Homes in the Mediterranean"](#) the top-4 performing locations in the area are Mykonos, Paros, Santorini and Rhodes. The markets that the region mostly attracts are from Central Europe, Scandinavia, the US and the Middle East, with the latter showing a particular interest in the Cyclades. The Dodecanese mostly attract buyers from German speaking countries and Great Britain. The perspective investors are mostly looking for 3-4 bedroom villas, with high quality fittings, great sea views and close proximity to the beach, with the average designated budget varying from €500,000 to €1,000,000.

South Aegean Sea

HOSPITALITY & TOURISM

The South Aegean is a region that can satisfy even the most demanding visitor. From cosmopolitan restaurants, stylish bars and five star hotels and villas, to picturesque alleys, traditional taverns and deserted beaches, the area is a canvas of experiences, unrivaled beauty and authenticity.

In recent years, the South Aegean Region has systematically invested in upgrading its tourist product in order to maintain its positive performance in tourism, relative to competitive destinations in the Mediterranean. Despite the fact that the total number of hotel units showed a marginal increase of only +0.7% in the last 5 years, the product was significantly upgraded due to the arrival of many new 5-star hotels in the market. More specifically, based on the latest figures, the total number of 5-star hotels in the region reaches 144, recording an increase of +65.5% compared to 2011 (87 5-star units). The total number of bedrooms and beds increased by +2.9% and +4.0% respectively while the corresponding figures for the 5-star hotels recorded a significant growth of +47.1% and +48.1%.

For 2016, the South Aegean Region recorded the highest performance within Greece in terms of total visits, overnight stays and receipts. More specifically, it accounted for 18% of the total visits, coming behind the Central Macedonia Region. It also accounted for 21% of the total nights spent and 24.6% of the total tourist receipts, categories in which it ranked 1st. In regards to key performance indices, the South Aegean Region confirmed its dynamic by ranking 3rd on the Receipt/Visitor category

with €600/visit, coming behind Crete (€682) and the Ionian (€612), 2nd on Receipt/Overnight Stay category with €78/overnight stay, only behind Crete (€79) and 3rd on Average length of stay with 7.7 days, being behind both Ionian region and Crete which recorded 8.7 days.

The results for the 9-month in 2017 are very encouraging, as they show an increase in all categories compared to the corresponding period in 2016, paving the way for a new record year for the region. More specifically, tourist receipts record a +15.8% increase and account for 25.9% of the total receipts, visits are higher by +10.4% and account for 19.0% of the total visits while overnight stays are up by +3.0% and account for 22.3% of the total overnight stays in the country. In terms of the key performance indicators, for the 9-month 2017, South Aegean region recorded €647 on the Receipt/Visitor category, recording an increase of +7.8% compared to the corresponding period in 2016. On the Receipt/Overnight Stay, the region achieved €80/overnight stay, recording a +0.8% increase while on the Average length of stay it produced an 8.1 average, recording an +3.8% growth compared to the same period in 2016.

The forthcoming upgrading of 14 Greek regional airports from Fraport-Schlendel is expected to significantly boost tourism in the region; it will increase the airports' capacity in the region and significantly improve airport infrastructures, therefore improving the quality of the services provided. Furthermore, many new hotel units are on the pipeline, attesting the areas neverending effort in improving its tourist product on all levels.

South Aegean Sea

Main Markets

HOTEL CAPACITY

			5*	4*	3*	2*	1*	TOTAL
	RHODES		39	107	130	157	45	478
			9,895	18,702	7,911	6,559	890	43,957
			20,450	36,078	15,229	12,382	1,717	85,856
	MYKONOS		33	52	29	31	34	179
			2,009	1,008	1,008	741	465	6,011
			4,046	2,019	2,019	1,466	931	12,082
	SANTORINI		27	81	64	71	37	280
			984	2,191	1,253	1,745	577	6,750
			2,028	4,188	2,458	3,326	1,160	13,160
	KOS		25	39	54	133	6	257
			5,881	7,858	3,643	5,118	102	22,602
			12,282	15,709	7,182	9,612	200	44,985
	PAROS		3	18	30	71	16	138
			154	825	903	1,442	216	3,540
			312	1,501	1,714	2,773	435	6,735
	PATMOS		1	1	5	27	4	38
			64	3	226	556	67	916
			175	6	426	1,045	132	1,784

FACTS & FIGURES

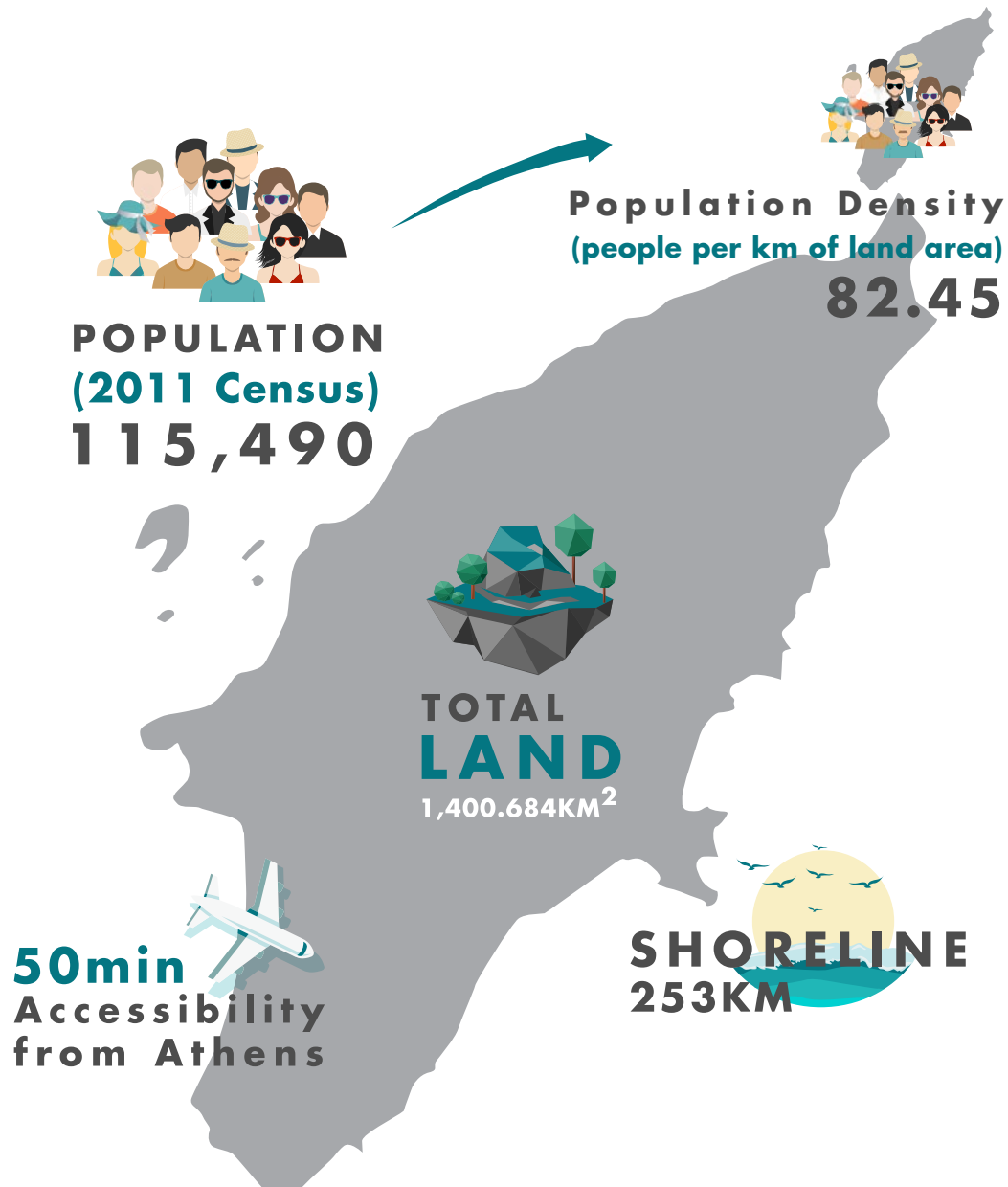
	Total Land (km ²)	Population (2011 Census)	Population Density (people/km of land area)	Shoreline (km)	Accessibility from Athens
RHODES	1,4000.684	115,490	82.45	253	13-17h by ship, 50min by plane
MYKONOS	86.929	10,172	118.10	81	3-5h by ship, 40min by plane
SANTORINI	76.19	15,250	200.15	69	5-7h by ship, 45min by plane
KOS	295.3	33,388	113.17	112	11-15h by ship, 40min by plane
PAROS	196.308	13,710	65.00	120	3-5h by ship, 40min by plane
PATMOS	34.142	3,042	89.20	29	7.5-8h by ship

Rhodes

Key Markets | Overview

In the southeastern part of the Aegean Sea, the world-renowned island of Rhodes or otherwise known as the 'Island of the Knights', stands proud and majestic, waiting to be explored inch by inch. Offering a unique blend of natural beauty, culture, modern entertainment and relaxation in crystal clear beaches, Rhodes constitutes the ultimate tourist destination for vacations throughout the year, as it favored by the mild Mediterranean climate and sunshine at least 10 months a year. The medieval castle of Rhodes town (Grand Master's Palace) is undoubtedly the island's main attraction. Built in the 14th century built by the Joannites Knights, today it hosts various tourist shops, many bars and restaurants as well as various government agencies and consulates. A place magical and exciting, Rhodes offers a wealth of deep blue coasts (Faliraki, Afandou, Tsambika, Lindos), cultural sites (Lindos Acropolis, Ancient Kameiros ruins etc.) as well as places of rare natural beauty (Petaloudes Forest, Prasonisi).

Key Features — RHODES —



Rhodes

Key Markets | Holiday Homes

SUPPLY

Total Holiday Home Stock: ≈ 4,000

EOT Licensed Villas: 518

Comments: No new developments begun the last few years in Rhodes, resulting in little changes on the island's holiday home stock. However, upcoming integrated tourist resort projects on the island include the construction of holiday homes within their premises, thus increasing the holiday home stock's quality and quantity.

DEMAND

Key Areas of Interest: Koskinou, Afandou, Lindos, Pefkos, Vlichia, Kiotari

Investors' Preferences: 3-4bd villas, with pool and high end amenities

Average Budget: €700,000 - €1,200,000 (For luxury detached properties could reach €3,000,000)

PRICE - YIELDS

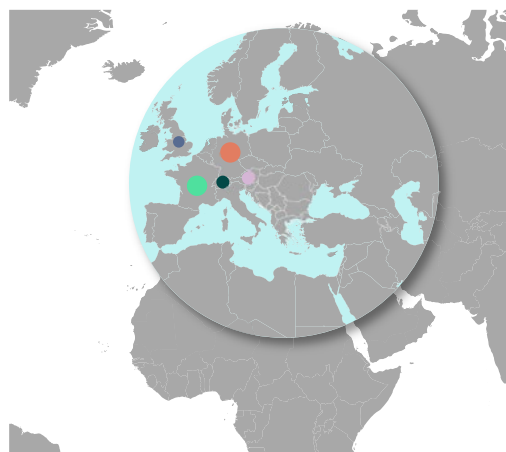
Average Asking Price: €2,500 - €3,500/m² (For newly built exclusive luxury villas, prices can reach €7,000/m² or even more)

Average Rental Rate: €3,000 - €5,000/week (This rate can reach €10,000/week for the island's exclusive villas)

Comments: Holiday home rental in Rhodes is not as developed as in other islands in the region, yet it possesses a certain dynamic one cannot ignore. Rhodes occupies the 4th place in the Mediterranean in terms of return performance, offering a gross average rental yield of 5.6%.

INCOMING ETHNICITIES

- Germany
- UK
- Austria
- Switzerland



SALES/m² | €3,000

RENTAL/
week | €3,500

YIELD | 5.6%

**Holiday
Home
Market
Analysis**

Rhodes

Key Markets | Hospitality & Tourism

TOURISM

International Airport Arrivals 2017(p): 2,178,663

2016- 2017 D%: +4.2%




Comments: The upcoming upgrade of Rhodes Airport with the total investment reaching €40mil. in the next four years is expected to increase the airport's capacity and overall infrastructure, hence improving the quality of services provided.

SUPPLY

Hotel Capacity: 478 units (-3.4% since 2011)

5* Hotel Units: 39 (+18.2% since 2011)

Hotel Average Size: 91.9 rooms/unit

	HOTEL CAPACITY 2011-2016			5* HOTEL EVOLUTION 2011-2016		
	2011	2016	%	2011	2016	%
	495	478	-3.4%	33	39	18.2%
	44,282	43,957	-0.7%	8,419	9,895	17.5%
	85,646	85,856	0.2%	17,071	20,450	19.8%

PERSPECTIVES - TRANSACTIONS

Main Transactions:

At the beginning of 2017, the sale of the hotel complex of the former "Kapsis Hotel Rhodes" by Eurobank for the price of €25-30mil. (depending on the method of calculating the value of the agreement) was realized in the Koutra business group in cooperation with Canadian entrepreneurs. In 2015, a 4-star hotel was acquired by an Israeli business group with Greek businessmen. The hotel had 205 rooms with a total capacity of 383 beds and the value of the corporate transaction amounted to € 16mil. or € 78,049 per room.

Perspectives:

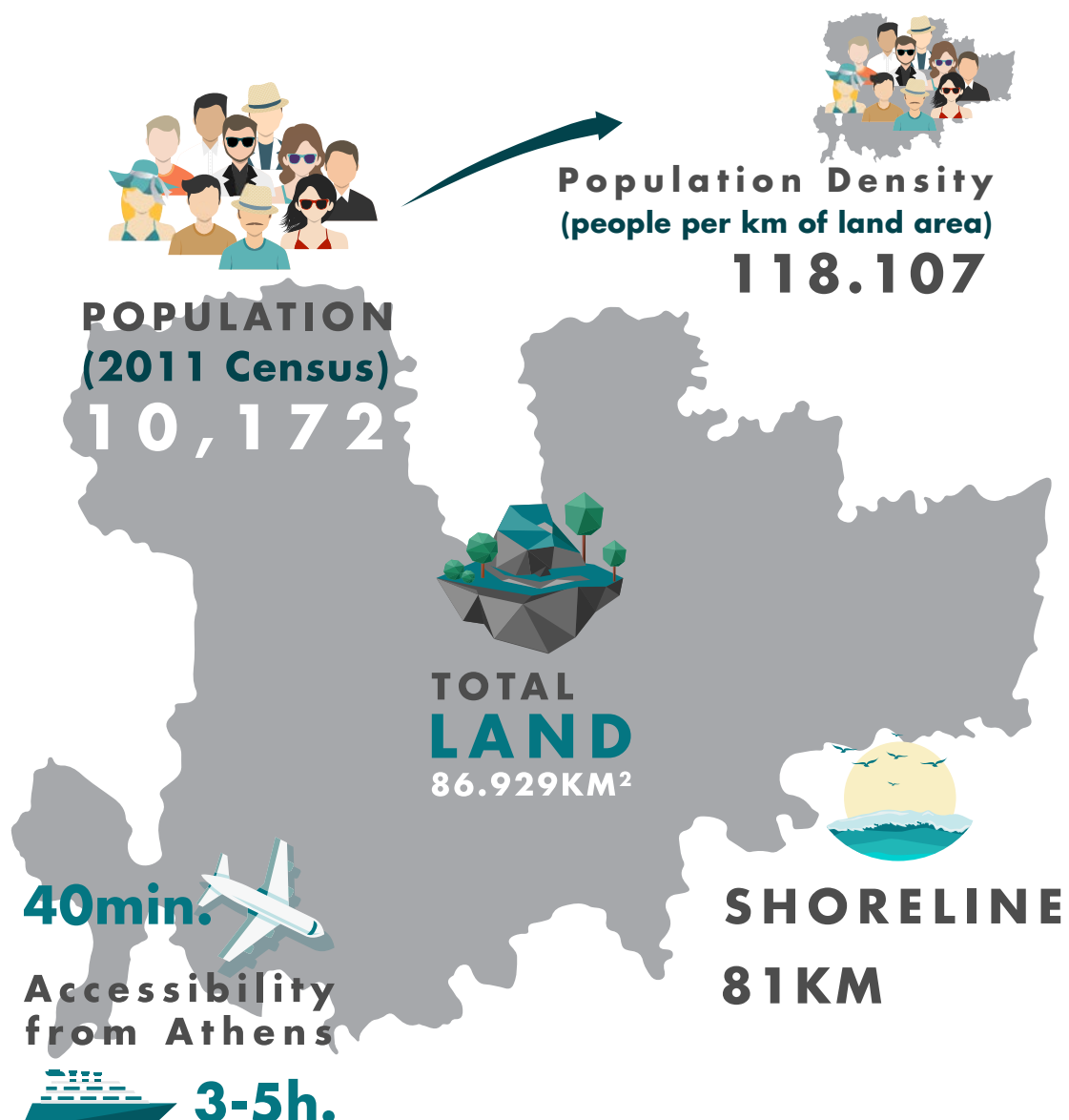
Many new resorts are expected to open their doors in 2018, including the new Robinson Club in Afandou and the 'Sensatori' hotel in Gennadi area. Furthermore, 'Chatzilazarou Group' commenced the development of a 5-star unit in Kiotari in March 2017, with a capacity of 500 rooms. The unit is expected to be operational for 2018. The total amount of the investment will reach €30mil.

Mykonos

Key Markets | Overview

Mykonos is an island located in the central Aegean Sea, being part of the Cyclades complex of islands. Otherwise called "The Island of the Winds", Mykonos is Greece's most famous international jet set destination. Masterfully combining tradition with glamour, the island attracts a wide mix of visitors accommodating all tastes and ages with an array of activities, ranging from nightlife, fine dining, shopping, relaxation, sailing to culture. Known for its beautiful crystal waters, its vibrant nightlife and its cosmopolitan lifestyle, Mykonos is made up exclusively of high end resorts, small boutique hotels, stunning villas, upscale shops famous restaurants and trendy clubs, having managed at the same time to retain its traditional Cycladic island character in spite of the international influence. Located at the center of the Aegean Sea, Mykonos is easily accessible from its international airport and Piraeus, Rafina and Lavrio ports by commercial boats. It is also easily combined to visiting the neighboring islands: Tinos, Paros, Syros, Ios, Andros, Naxos, Santorini, or even Crete. The island's climate is hot and dry with breezy winds during the summer months and is characterised by mild winters.

Key Features — MYKONOS —



Mykonos

Key Markets | Holiday Homes

SUPPLY

Total Holiday Home Stock: ≈ 1,500

EOT Licensed Villas: 795 (639 received the license in 2014 and 2015)

Comments: The holiday home stock remained relatively unchanged. The existing market consists of private residences, mainly built by Greek owners during the 90's and the 00's. Small residential complexes are in the pipeline.

DEMAND

Key Areas of Interest: All southern areas with close proximity to Mykonos Town

Investors' Preferences: +3bd villas, with pool, high end amenities and sea views

Average Budget: €800,000 - €1,500,000
(For luxury detached properties could reach €5,000,000)

PRICE - YIELDS

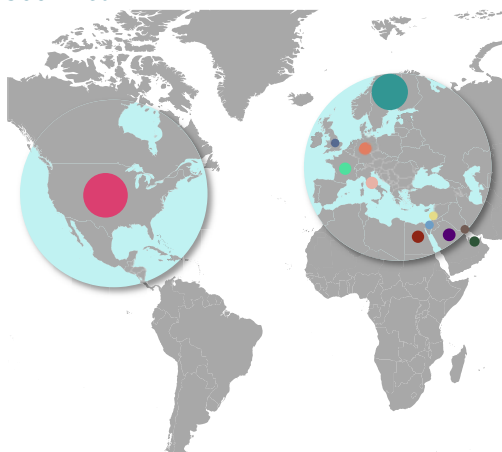
Average Asking Price: €5,000 - €7,000/m² (For newly built exclusive luxury villas, prices can reach €10,000/m² or even more)

Average Rental Rate: €9,000 - €11,000/week (This rate can reach €30,000/week for the island's exclusive villas)

Comments: Mykonos is the top performer in terms of investment return, offering an 8.4% gross average rental yield, being way above its immediate competitors in the Mediterranean Sea.

INCOMING ETHNICITIES

- Scandinavian Countries
- USA
- UK
- Germany
- France
- Italy
- Lebanon
- Israel
- Kuwait
- Egypt
- Saudi Arabia
- UAE



SALES/m² | €6,000

RENTAL/
week | €10,500

YIELD | 8.4%

**Holiday
Home
Market
Analysis**

Mykonos

Key Markets | Hospitality & Tourism

TOURISM

International Airport Arrivals 2017(p): 346,458

2016- 2017 D%: +15.9%

Comments: During peak season, approximately two flights per hour arrive and depart from Mykonos, with 25% of these flights being charter or private jets. The upcoming upgrade of Mykonos Airport, within the concept of the upgrading of 14 regional airports by Fraport Greece, is expected to support the increase in air traffic on the island for the next 20 years.

SUPPLY

Hotel Capacity: 179 units (+9.1% since 2011)

5* Hotel Units: 33 (+175.0% since 2011)

Hotel Average Size: 33.6 rooms/unit



HOTEL CAPACITY 2011-2016			5* HOTEL EVOLUTION 2011-2016		
2011	2016	%	2011	2016	%
164	179	9.1%	12	33	175.0%
5,248	6,011	14.5%	973	2,009	106.4%
10,386	12,082	16.3%	1,959	4,046	106.5%

PERSPECTIVES - TRANSACTIONS

Main Transactions:

'Hotel Leto' in Mykonos Town was purchased for €17mil. in 2016 from a Greek-Venezuelan businessman.

Perspectives:

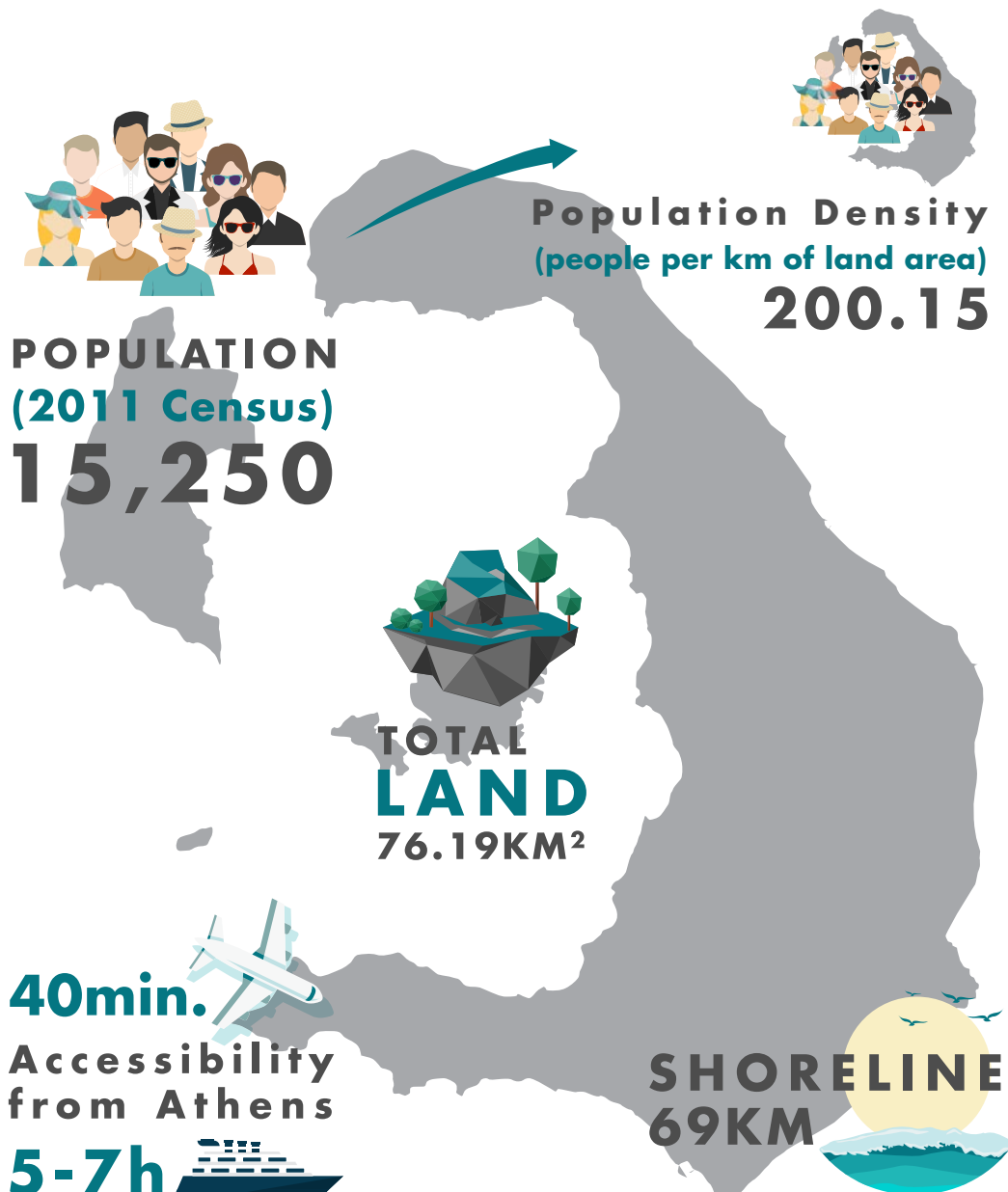
The hospitality sector in Mykonos has increased its dynamics over the last three years. The continuous upgrading of the island's hotel capacity and quality of services provided has led to the sector's ever growing numbers, showing at the same time its vast potential the lack of international brands presence in the area remains a main issue at hand, as this could attract more international hotel operators and high net-worth individuals, thus further improving the island's cosmopolitan profile.

Santorini

Key Markets | Overview

One of the most recognizable Greek tourist destinations is Santorini. The island of Santorini is regarded as the gem of the Cyclades island chain. Voted as the second best island worldwide according to Trip Advisor, Santorini captivates its visitors due to its unique volcanic formation. The villages of Oia and Imerovigli, situated on the edge of a hill offer thrilling views of the Aegean Sea and breathtaking sunsets. Visitors can take long walks by the edge of the Caldera or explore the impressive sea bed. The island offers a fascinating variety of contrasts: wild volcanic mountains along with tranquil vineyards, making Santorini a place to satisfy any possible taste. Characterized as the ultimate romantic getaway, as well as wedding destination, visitors will live a once-in-a-lifetime experience, from living in cave residences to swimming in red and black sandy beaches. Highly recommended: wine tasting of Santorini wines, as well its cuisine where local vegetables and herbs have a special taste due to the volcanic soil and dry climate.

Key Features —SANTORINI—



Santorini

Key Markets | Holiday Homes

SUPPLY

Total Holiday Home Stock:	≈ 1,500
EOT Licensed Villas:	606 (473 received the license in the years 2014, 2015 and 2016)

Comments: The holiday home stock in Santorini has recorded no significant changes in numbers during the past three years. The existing holiday home market mostly consists of private residences. A few residential complexes are found on the southern part of the island as well as in Santorini mainland.

DEMAND

Key Areas of Interest:	All areas facing the volcano (Caldera)
Investors' Preferences:	Cave residence, with great views and high end amenities
Average Budget:	€700,000 - €1,200,000

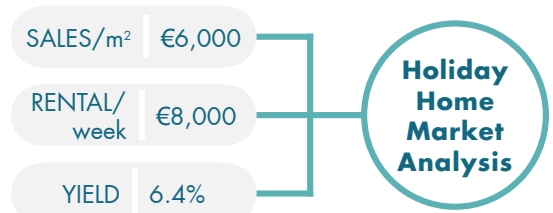
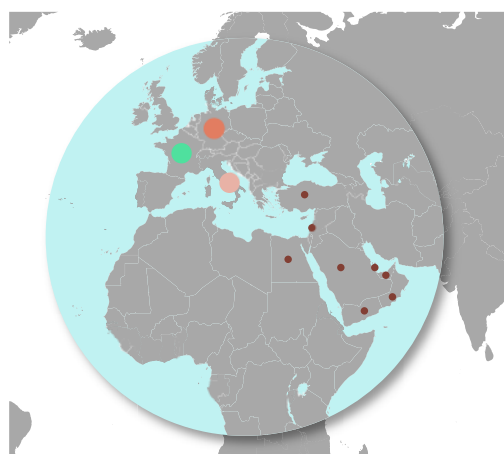
PRICE - YIELDS

Average Asking Price:	€5,000 - €7,000/m ² (For newly built exclusive luxury villas, prices can reach €10,000/m ² or even more)
Average Rental Rate:	€7,000 - €10,000/week (This rate can reach €20,000/week for the island's exclusive villas)

Comments: The strong interest for rental of luxury holiday homes in Santorini continued undiminished in 2017. Santorini ranks 2nd in the Mediterranean in terms of investment return, offering a gross average rental yield of 6.4%.

INCOMING ETHNICITIES

- Germany
- France
- Italy
- Middle East



Santorini

Key Markets | Hospitality & Tourism

TOURISM

International Airport Arrivals 2017(p): 431,120

2016- 2017 D%: +6.5%




Comments: The upcoming upgrade of Santorini Airport, within the concept of the upgrading of 14 regional airports by Fraport Greece, is expected to support the increase in air traffic on the island for the next 20 years.

SUPPLY

Hotel Capacity: 280 units (+1.1% since 2011)

5* Hotel Units: 27 (+80.0% since 2011)

Hotel Average Size: 24.8 rooms/unit

	HOTEL CAPACITY 2011-2016			5* HOTEL EVOLUTION 2011-2016		
	2011	2016	%	2011	2016	%
	277	280	1.1%	15	27	80.0%
	6,159	6,750	9.5%	450	984	118.6%
	11,838	13,160	11.2%	897	2,028	126.1%

PERSPECTIVES - TRANSACTIONS

Main Transactions:

The most noticeable investment was the opening of 'Santo Maris Oia Luxury Suites & Spa' hotel in 2016 in Oia, reaching a total of €10mil.

Perspectives:

Santorini has the prospect of becoming the top destination in the Mediterranean. Its rare beauty, unique landscapes and the plethora of alternative forms of tourism it can accommodate, make Santorini the ideal destination all year long. Additional investment in hotels and infrastructures is needed so as to be able to service the ever growing demand and reach its true potential.

Kos

Key Markets | Overview

At the eastern end of the Aegean Sea and just a breath away from the Turkish coast, the island of Kos is a wonderful destination of rare beauty. Home of Hippocrates, the father of Medicine, Kos has a great archaeological and cultural wealth of great interest. With constant and uninterrupted presence throughout the centuries, the influences that the island has received are evident, with Ancient Greek (Asklipio of Kos), Venetian (Castle of the Knights, Antimachia Castle) and Muslim monuments (The Muslim Mosque of Lozia, Mosque of Defterdar) creating an amazing alloy of history and culture that fascinates. Kos has a highly developed tourist product, offering a variety of choices to the visitor. A particular highlight are the island's endless bicycle paths that offer great rides for cycling enthusiasts and beyond, which is why Kos is also characterized as 'the island of cycling'.

Key Features

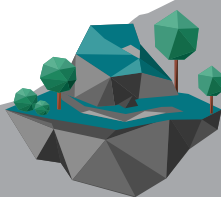
— KOS —



POPULATION
(2011 Census)
33,388



Population Density
(people per km of land area)
113.17



TOTAL
LAND
295.3KM²

40min.
Accessibility
from Athens



SHORELINE
112KM



Kos

Key Markets | Holiday Homes

SUPPLY

Total Holiday Home Stock: ≈ 200

EOT Licensed Villas: 38

Comments: Despite the booming of tourism in recent years, the holiday home stock remained small as the market was never particularly developed. Of the existing holiday home market, mostly properties are private residences.

DEMAND

Key Areas of Interest: Marmaroto and Fokalia (city of Kos), Zipari, Tigkaki, Mastihari

Investors' Preferences: 2-3bd villas, with pool and high end amenities

Average Budget: €300,000 - €600,000 (For luxury detached properties could reach €1,000,000)

PRICE - YIELDS

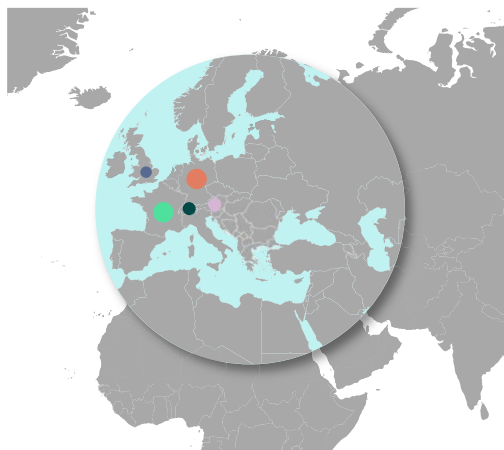
Average Asking Price: €2,500 - €3,500/m² (For newly built exclusive luxury villas, prices can reach €7,000/m² or even more)

Average Rental Rate: €3,000 - €5,000/week (This rate can reach €10,000/week for the island's exclusive villas)

Comments: Holiday home rental in Kos is nascent compared to other popular holiday destinations in the region. Kos is a destination where most of its visitors prefer staying in a hotel rather than in a villa, hence the respective small supply and demand. The asking prices for a prime holiday home in Kos remain in competitive levels, as a result of the slow demand volume.

INCOMING ETHNICITIES

- Germany
- UK
- Austria
- Switzerland
- France



SALES/m² | €1,800

RENTAL/
week | €2,000

YIELD | 5.5%

**Holiday
Home
Market
Analysis**

Kos

Key Markets | Hospitality & Tourism

TOURISM

International Airport Arrivals 2017(p): 1,027,342
2016- 2017 D%: +19.2%

SUPPLY

Hotel Capacity: 257 units (-2.3% since 2011)
5* Hotel Units: 25 (+47.0% since 2011)
Hotel Average Size: 79.4 rooms/unit



HOTEL CAPACITY 2011-2016			5* HOTEL EVOLUTION 2011-2016		
2011	2016	%	2011	2016	%
263	257	-2.3%	17	25	47.0%
21,621	22,602	4.5%	3,176	5,881	85.2%
42,582	44,985	5.6%	6,743	12,282	82.1%

PERSPECTIVES - TRANSACTIONS

Main Transactions:

The most important project that has been announced is the acquisition of Club Med in Kefalos by Sani/Ikos Group. The group will be fully renovated and expand, operating as Ikos Kefalos in 2019. The total amount of the investment will reach €90mil.

Perspectives:

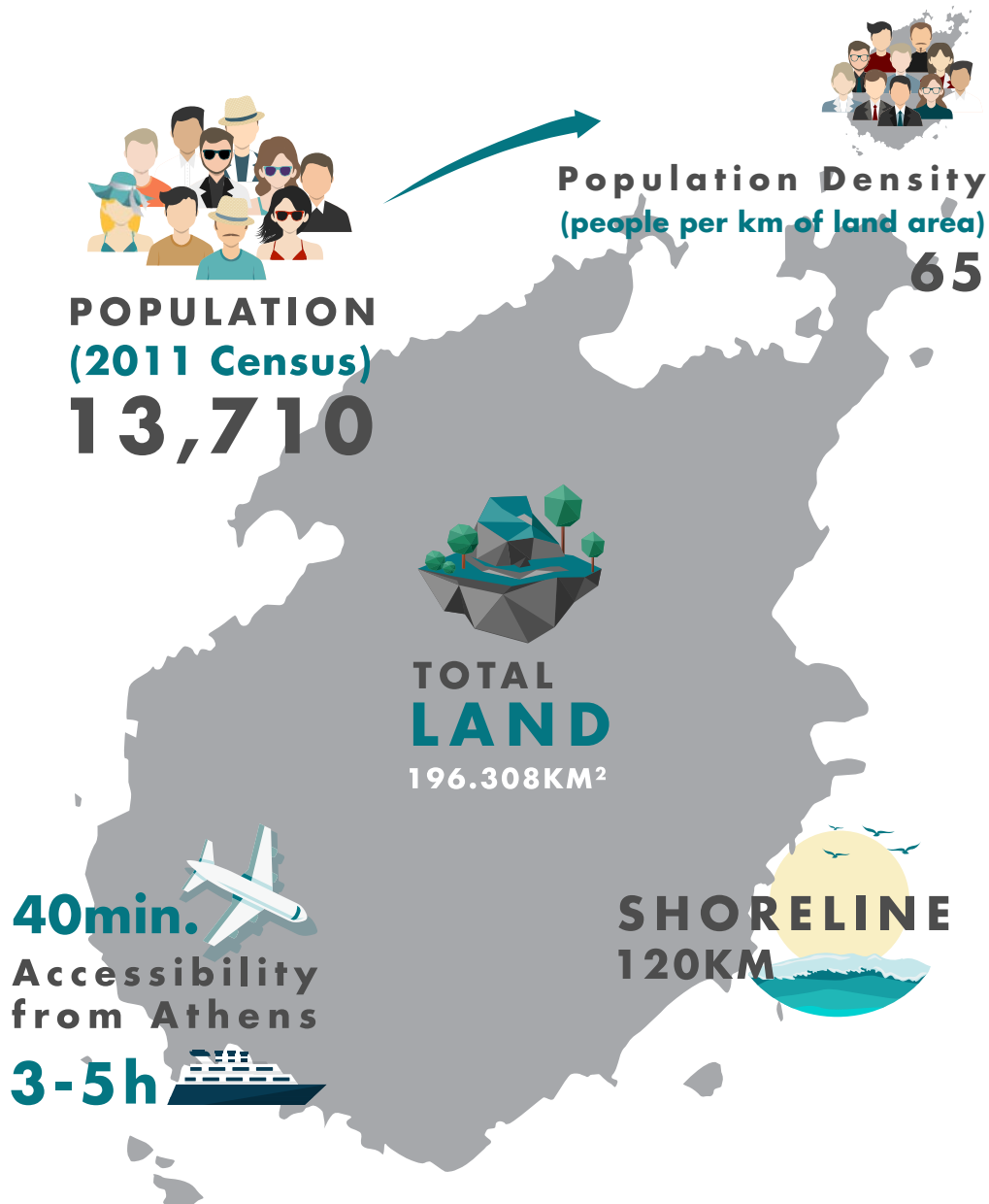
2016 was a transitional year for the island because, due to the refugee issue, there was a significant decrease in the number of international arrivals. According to latest figures, Kos bounced back strongly in 2017 recording an increase.

Paros

Key Markets | Overview

The island of Paros is located in the central Aegean Sea and is one of the most popular destinations in the Cyclades. The island is made up of numerous seaside and mountain villages and is known for its contrasting scenery. Visitors can enjoy the charming atmosphere of Naooussa with its picturesque alleys, the interesting architecture of Paroikia, and by the typical Cycladic island character of Lefkes and Marpissa. Paros has a variety of fine restaurants and taverns, elegant shops and trendy bars. Due to the strong winds characteristic of the Cyclades, the island is ideal for wind surfing and kite surfing, but at the same time, there are tranquil beaches and secluded hideaways that wait to be discovered. The majority of tourists arrive during the summer months, however the spring and autumn months are ideal for visiting established wineries, hiking the trails or cycling across the island. Regardless of the visitor's age and taste, Paros is a year-round destination.

Key Features — PAROS —



Paros

Key Markets | Holiday Homes

SUPPLY

Total Holiday Home Stock: ≈ 1,400

EOT Licensed Villas: 479 (360 received the license in the years 2014 and 2015)

Comments: The stock did not record any significant changes. The vast majority of existing holiday homes in the island are private residences.

DEMAND

Key Areas of Interest: Naoussa, Santa Maria, Chryssi Akti

Investors' Preferences: 2-3bd villas, with pool, high end amenities, sea views and close proximity to the sea

Average Budget: €700,000 - €1,000,000
(For luxury detached properties could reach €2,000,000)

PRICE - YIELDS

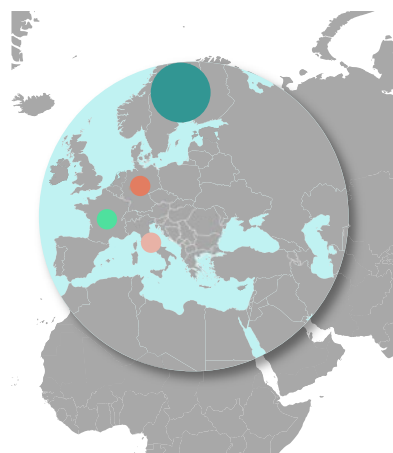
Average Asking Price: €3,500 - €4,500/m²

Average Rental Rate: €4,000 - €7,000/week (This rate can reach € 10,000/week for the island's exclusive villas)

Comments: Paros is one of the top performers in terms of investment return in the Mediterranean, achieving a 6.4% gross average rental yield.

INCOMING ETHNICITIES

- Scandinavian Countries
- Germany
- France
- Italy



SALES/m² | €3,750

RENTAL/
week | €5,000

YIELD | 6.4%

**Holiday
Home
Market
Analysis**

Paros

Key Markets | Hospitality & Tourism




TOURISM

Domestic Airport Arrivals 2017(p):	74,171
2016- 2017 D%:	+95.8%

Comments: The opening of the new airport in Paros last July played a very important role in the island's booming tourism growth this year, as both the airport's capacity and quality of the services provided were significantly improved. It is estimated that, upon the project's completion ((further extension of the reception areas and the take-off runway), the airport will be able to directly compete the respective airports of Mykonos and Santorini, in terms of arrivals.

SUPPLY

Hotel Capacity:	138 units (+0.0% since 2011)
5* Hotel Units:	3 (+50.0% since 2011)
Hotel Average Size:	25.6 rooms/unit

	HOTEL CAPACITY 2011-2016			5* HOTEL EVOLUTION 2011-2016		
	2011	2016	%	2011	2016	%
	138	138	0.0%	2	3	50.0%
	3,448	3,540	2.7%	96	154	60.4%
	6,557	6,735	2.7%	180	312	73.3%

PERSPECTIVES - TRANSACTIONS

Main Transactions:	No significant transactions were recorded in the last few years.
Perspectives:	The increased tourist inflow seen in the island over the last few years, had a positive effect on the island's key performance indicators, producing a steady growth rate. Seasonality remains the island's main issue. Over the last few years the local tourist operators constantly promote the alternative forms of tourism found on the island (wine tourism, walking tourism) in an attempt to diversify the island's tourist mix and prolong the tourist season.

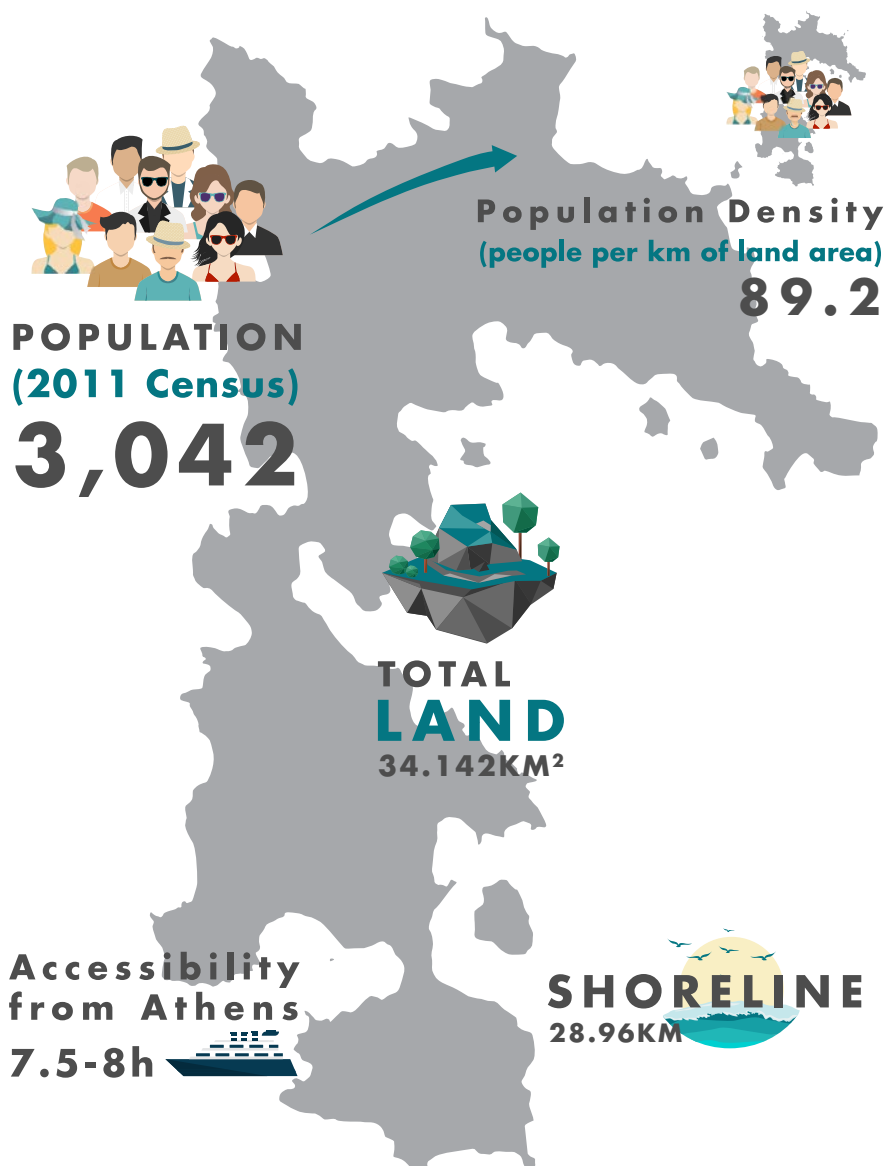
Patmos

Key Markets | Overview

Patmos is Europe's most idyllic place to live. One of the southeastern islands of the Aegean Sea, and the northernmost in the Dodecanese complex. A charming, picturesque island which is away from the mass tourism and ideal for those looking for alternatives. Patmos can be visited for long stretches of time, and enjoyed throughout the year, though is more attractive to visitors during the spring and summer months. It is especially popular amongst a wide range of talented people, who are in search of a laid back life and a quiet place to write or create. Patmos provides a number of investment opportunities, and is a popular island for summer rentals and exclusive award winning hotels. The elegant architecture of the neoclassical mansions and the cobbled alleys as well as the cave of Apocalypse is known as a World Heritage Site by UNESCO since 1999. Although not easily accessible by boat from Athens its neighboring islands of Leros and Kalymnos, are a short boat connection. Patmos has incredible untouched nature with beautiful sandy beaches and coves. Its organized beaches, not easily reached bays, hidden beach coves and numerous islets can be easily discovered by boat. Patmos offers a variety of experiences, from sailing, religion, nightlife, shopping and exceptional dining.

Key Features

— PATMOS —



Patmos

Key Markets | Holiday Homes

SUPPLY

Total Holiday Home Stock: ≈ 500

EOT Licensed Villas: 110

DEMAND

Key Areas of Interest: Chora, Skala, Kampos, Grigos, Sapsila

Investors' Preferences: 3-4bd villas, with pool and high end amenities

Average Budget: €300,000 - €600,000 (For luxury detached properties could reach €1,000,000)

PRICE - YIELDS

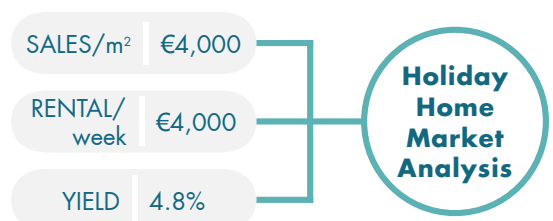
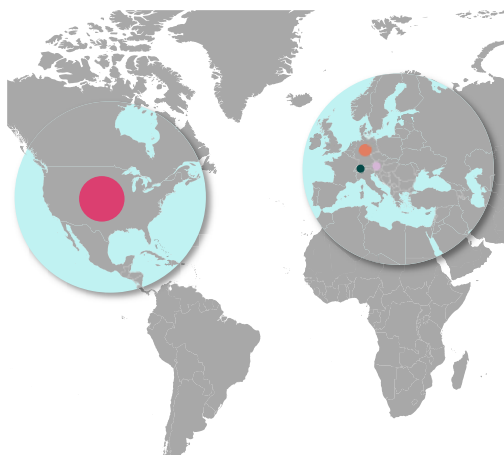
Average Asking Price: €4,000 - €5,000/m² (For newly built exclusive luxury villas, prices can reach €7,000/m² or even more)

Average Rental Rate: €3,000 - €6,000/week (This rate can reach €8,500/week for the island's exclusive villas)

Comments: The gross average rental yield is set at 4.8%

INCOMING ETHNICITIES

- Germany
- USA
- Austria
- Switzerland



Patmos

Key Markets | Hospitality & Tourism

TOURISM

Cruiseship Arrivals 2017(p): 110,878




2016- 2017 D%: +20.8%

SUPPLY

Hotel Capacity: 38 units (-11.6% since 2011)

5* Hotel Units: 1 (0.0% since 2011)

Hotel Average Size: 24.1 rooms/unit

	HOTEL CAPACITY 2011-2016			5* HOTEL EVOLUTION 2011-2016		
	2011	2016	%	2011	2016	%
	43	38	-11.6%	1	1	0.0%
	994	916	-7.8%	64	64	0.0%
	1,937	1,784	-7.8%	175	175	0.0%

PERSPECTIVES - TRANSACTIONS

Main Transactions:













































No significant transactions were recorded during the last few years.

Perspectives:

No new hospitality developments have been announced for the near future. The participation of the island's Tourism Union in many conventions is expected to boost its international profile. The continuous investment in its strategic advantages (Religion Tourism) as well as exploring alternative forms of tourism (Wedding, Athletic, Yachting), will further enhance Patmos tourist performance and potential.













































South Aegean Sea

Hotel Capacity

			5*	4*	3*	2*	1*	TOTAL
	AMORGOS		1	-	2	9	-	12
			54	-	47	123	-	224
			89	-	89	246	-	424
	ANAFI		-	-	1	-	-	1
			-	-	12	-	-	12
			-	-	24	-	-	24
	ANDROS		1	3	12	7	5	28
			17	68	369	187	87	728
			39	96	722	340	143	1,340
	ANTIPAROS		-	-	1	3	5	9
			-	-	17	78	81	176
			-	-	31	150	160	341
	ASTYPALAIA		-	-	5	10	1	16
			-	-	109	109	17	235
			-	-	221	209	29	459
	CHALKI		-	-	5	1	2	6
			-	-	37	3	29	40
			-	-	90	6	49	96
	FOLEGANDROS		1	3	14	13	-	31
			44	53	223	204	-	524
			100	111	450	389	-	1,050
	IOS		1	3	7	26	8	45
			38	102	221	593	135	1,089
			70	205	454	1,161	269	2,159
	IRAKLEIA		-	-	-	1	-	1
			-	-	-	12	-	12
			-	-	-	28	-	28
	KALYMNOS		-	2	7	31	-	40
			-	53	219	609	-	881
			-	149	421	1,152	-	1,722
	KARPATOS		2	11	31	68	5	117
			364	372	953	1,483	72	3,244
			750	729	1,774	2,750	122	6,125













































South Aegean Sea

Hotel Capacity

			5*	4*	3*	2*	1*	TOTAL
	KASSOS		-	-	1	3	-	4
			-	-	13	22	-	35
			-	-	25	41	-	66
	KASTELLORIZO		-	1	2	3	-	6
			-	19	8	29	-	56
			-	39	18	49	-	106
	KEA		1	-	1	4	1	7
			38	-	20	88	16	162
			74	-	34	173	32	313
	KIMOLOS		-	-	1	-	-	1
			-	-	5	-	-	5
			-	-	8	-	-	8
	KOS		25	39	54	133	6	257
			5,881	7,858	3,643	5,118	102	22,602
			12,282	15,709	7,182	9,612	200	44,985
	KOUFONISSI		-	-	2	4	5	11
			-	-	42	92	73	207
			-	-	86	189	151	426
	KYTHNOS		-	-	1	3	-	4
			-	-	18	82	-	100
			-	-	30	163	-	193
	LEIPSOI		-	-	2	-	1	3
			-	-	58	-	10	68
			-	-	104	-	21	125
	LEROS		-	2	2	17	4	25
			-	132	79	407	48	666
			-	260	145	739	93	1,237
	MILOS		-	1	4	24	7	36
			-	29	36	510	96	671
			-	58	77	1,016	183	1,334
	MYKONOS		33	52	29	31	34	179
			2,009	1,008	1,008	741	465	6,011
			4,046	2,019	2,019	1,466	931	12,082

South Aegean Sea

Hotel Capacity

			5*	4*	3*	2*	1*	TOTAL
	NAXOS		3	10	20	75	24	132
			87	375	830	1,408	319	3,019
			177	790	1,645	2,707	632	5,951
	NISYROS		-	-	1	3	-	4
			-	-	20	53	-	73
			-	-	37	105	-	142
	PAROS		3	18	30	71	16	138
			154	825	903	1,442	216	3,540
			312	1,501	1,714	2,773	435	6,735
	PATMOS		1	1	5	27	4	38
			64	3	226	556	67	916
			175	6	426	1,045	132	1,784
	RHODES		39	107	130	157	45	478
			9,895	18,702	7,911	6,559	890	43,957
			20,450	36,078	15,229	12,382	1,717	85,856
	SANTORINI		27	81	64	71	37	280
			984	2,191	1,253	1,745	577	6,750
			2,028	4,188	2,458	3,326	1,160	13,160
	SCHOINOUSSA		-	-	-	2	-	2
			-	-	-	46	-	46
			-	-	-	93	-	93
	SERIFOS		-	-	2	5	2	9
			-	-	25	103	29	157
			-	-	46	196	49	291
	SIFNOS		1	1	8	18	2	30
			50	12	148	293	25	528
			78	19	295	569	53	1,014
	SIKINOS		-	-	1	-	-	1
			-	-	18	-	-	18
			-	-	37	-	-	37
	SYMI		-	5	6	4	-	15
			-	63	103	82	-	248
			-	128	202	152	-	482

South Aegean Sea

Hotel Capacity



SYROS



5*	4*	3*	2*	1*	TOTAL
4	10	10	23	2	49
34	416	285	496	23	1,254
66	781	541	951	39	2,195

THIRASSIA



1	-	-	-	-	1
2	-	-	-	-	2
6	-	-	-	-	6

TILOS



-	-	8	3	-	11
-	-	214	46	-	260
-	-	391	89	-	480

TINOS



-	4	13	19	5	41
-	276	300	533	62	1,171
-	511	581	1,005	98	2,195

South Aegean Sea

Facts & Figures

	Total Land (km ²)	Population (2011 Census)	Population Density (people/ km of land area)	Shoreline (km)	Accessibility from Athens
AMORGOS	121.0	1,859	15.36	126	10h by ship
ANAFI	38.4	190	4.95	38	10h by ship
ANDROS	374.0	9,221	24.65	117	2h by ship
ANTIPAROS	34.8	1,211	34.80	57	5h by ship
ASTYPALAIA	96.7	1,334	13.80	110	8.5h by ship
CHALKI	28.5	478	16.77	35	22h by ship
FOLEGANDROS	32.0	780	24.34	32	11h by ship
IOS	108.7	1,883	17.32	80	7h by ship
IRAKLEIA	18.1	151	8.36	29	7h by ship
KALYMNOS	134.5	16,179	120.29	69	8h20min. by ship
KARPATOS	301.0	7,310	24.29	180	15h by ship, 1h by plane
KASSOS	62.0	1,084	17.48	50	10h by ship
KASTELLORIZO	9.5	498	52.70	18	20h by ship
KEA	134.6	2,455	18.24	88	1h by ship
KIMOLOS	35.7	910	25.49	38	5h by ship
KOS	295.3	33,388	113.17	112	11-15h by ship, 40min by plane
KOUFONISSI	26.0	366	14.08	n/a	7h by ship
KYTHNOS	99.3	1,310	13.19	104	3h by ship
LEIPSOI	15.8	790	49.94	33	9h by ship
LEROS	53.0	7,917	149.38	71	10h by ship
MILOS	158.0	5,129	32.46	139	5h by ship, 30min by plane
MYKONOS	86.929	10,172	118.10	81	3-5h by ship, 40min by plane
NAXOS	435.0	17,970	41.31	91	5h by ship, 40min by plane
NISYROS	41.4	987	23.84	28	13h by ship
PAROS	196.308	13,710	65.00	120	3-5h by ship, 40min by plane
PATMOS	34.142	3,042	89.20	29	7.5-8h by ship

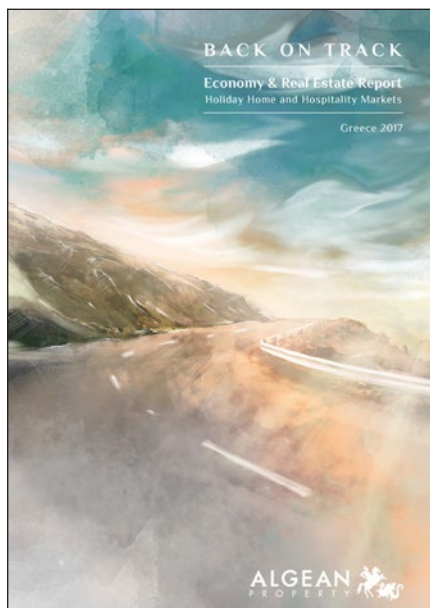
South Aegean Sea

Facts & Figures

	Total Land (km ²)	Population (2011 Census)	Population Density (people/ km of land area)	Shoreline (km)	Accessibility from Athens
RHODES	1,4000.684	115,490	82.45	253	13-17h by ship, 50min by plane
SANTORINI	76.19	15,250	200.15	69	5-7h by ship, 45min by plane
SCHOINOUSA	7.8	256	32.82	8	8h by ship
SERIFOS	73.2	1,420	19.40	83	3h by ship
SIFNOS	73.2	2,625	35.86	70	4h by ship
SIKINOS	41.0	260	6.34	40	8h by ship
SYMI	58.1	2,690	46.30	85	16h by ship
SYROS	84.0	21,390	254.64	87	4h by ship, 30min by plane
THIRASSIA	9.2	319	34.52	n/a	20min by ship from Santorini
TILOS	61.5	780	12.68	75	14h by ship
TINOS	197	8,574	43.52	114	4.5h by ship



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Sources: Bank of Greece, European Commission, International Monetary Fund (IMF), Eurostat, Hellenic Statistical Authority (ELSTAT), OECD, Association of Greek Tourism Enterprises (SETE), Hellenic Chamber of Hotels, Foundation for Economic & Industrial Research (IOBE), Global Review, Ministry of Finance, Ministry of Economy, Development and Tourism, Hellenic Republic Asset Development Fund, CBRE, GBR, HotelCompset Database and Algean Property Research.

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