

PAXOS PROPERTY AGENCY
FACTSHEET NO 6: SELLING YOUR PROPERTY ON PAXOS

There is a good market for land, modern villas, old houses and businesses on the island of Paxos. Paxos Property Agency specialises in helping people to buy and sell such properties and so, even if you did not buy your property through us, we would like to help you by placing it on the market and advertising it for you when it comes to the time to sell.

The options for selling your property

You do not, of course, have to appoint an agent to sell your property and there are several other options open to you: advertise it in the classified advertisements of UK newspapers or specialist overseas property publications; advertise it on overseas property or Paxos websites; appoint a UK-based estate agent who handles overseas property sales; or simply spread the word among your friends and people you may meet on Paxos. There are, however, several good reasons for appointing a locally based agent, such as Paxos Property Agency.

Why appoint a locally based agent

Just as buying a property in Greece may have seemed a very complex process surrounded by extensive bureaucracy, so selling a property can too. For a start, there is a whole range of documentation that you need to produce. Before you can even put your property on the market, you will need to produce the title to the property to prove that you are the owner and actually have the right to sell. You will then need to produce documentation to prove that you do not have any outstanding liability for Greek taxes or national insurance before the sale will be allowed to go ahead. An agent will put you in touch with lawyers and other professionals to help guide you through this maze. An agent will also be able to advise you on how to present your property for sale, so that you obtain the highest possible price. Using an agent will be particularly important if you are not going to be living on Paxos throughout the period that your property is on the market, as they will be able to show your property to potential buyers to its best advantage, while at the same time helping to eliminate any potential time-wasters.

Why appoint Paxos Property Agency as your agent

Paxos Property Agency has a wide range of professionals with many years experience in property work and tourism in its team and offers a wide range of services to its clients. It was established three years ago by Chris Griffiths, an Englishman who, since obtaining a degree in law in the UK, has been involved in the marketing of tourism and other industries for over 25 years. Chris has been living on the island of Paxos for six years, speaks Greek and is involved on the tourism as well as the property side. Chris is the person you will meet first and with whom you will discuss and agree a suggested guide price for your property. He will explain the various processes involved to you and put you in touch with lawyers to help you deal with the various stages of the sale.

Working with Chris is Babis Kangas, a well-respected Paxiot who is an experienced project manager and also runs his own local travel agency and car hire business on the island. Babis will show your property to prospective buyers and help you liaise with the various professionals involved throughout the various stages of the sale.

Appointing Paxos Property Agency to sell your property will ensure that it is given maximum exposure to potential buyers. Our office occupies a prominent position on the waterfront at Loggos, next to the famous olive soap factory and receives many visitors, as it also the Paxos office for two specialist tour operators. In addition to advertising your property in our office, we will also advertise it on our website (www.paxospropertyagency.co.uk) and through the newsletters and mailshots that we issue from time to time. We also have a number of clients who are looking for building land, old houses for renovation, modern villas and businesses on Paxos, registered with us.

Once you have appointed us, we will provide regular updates about viewings and pass on any feedback we receive to help you make the property more attractive to potential buyers. If you are unable to sell your property as quickly as you would like, then we can provide advice on renting it out in the shorter term, to enable you to secure rental income from it.

Costs associated with selling your property

Like most other agents on Paxos, Paxos Property Agency usually charges 3% commission. This covers providing initial advice, putting you in touch with lawyers and other professionals, advertising your property in our office, on our website and in our newsletters and mailshots, arranging viewings for prospective buyers and accompanying them to view the property, providing reports of viewings and any feedback from these. There may, however, be some additional costs associated with the sale, such as lawyers' and notary's fees.

We hope that you will choose Paxos Property Agency to help you sell your property. For further information or to arrange an appointment, please contact Chris Griffiths at:

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