



THE DREAM

- Real estate in European countries and in Israel grows extremely expensive, and makes investment in those countries not worthwhile
- People wish to buy assets abroad but find it hard to focus on the right location. Moreover, most of them lack the know-how, skill-set and time to materialize their dream
- Some companies dealing with real-estate abroad create bad reputation which might keep investors away

NITZAN PARDESS



Real-estate entrepreneur

Hi-tech leader

- Lived in Europe, Asia, USA, LATAM
- Portuguese and Israel citizenship
- Speaks English, Italian, 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 realms, which are obligated and part of my integral team
- Without acquiring ownership or any property rights on your asset

THE VALUE

- **Optimize Profit:** by focusing on a winning asset, on which you will gain high yields for years; access to the best assets in the market
- **Save time and money:** no need to travel back and forth, while spending a fortune in the process; reduce expenses across all phases
- **Peace of mind:** professional and transparent work, involving the customer only when required; avoid failures with an asset, complex, and/or professionals

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Project Scope:	5-7 months	
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:	€ 170,000 - € 220,000
	2 Bedroom Townhouse:	€ 230,000 - € 260,000
	3 Bedroom Apartment:	€ 240,000 - € 280,000
	3 Bedroom Villa:	€ 450,000 - € 600,000
	4 Bedroom Villa:	€ 650,000 - € 800,000
	Building 10-12 units	€ 1.3 MM - € 1.7 MM
Return-on-Investment: EBITDA	Short-Term Airbnb:	7.5% - 10%
	Long-Term Tenants:	5.5% - 7.0%
	Capital-Gain Sale:	~10% a year (in 2023 – 30%)
	Personal Use:	Holiday vacations
Deal Management's Fee:	7% from deal's value, 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 for the 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, take 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: current account opening, 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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