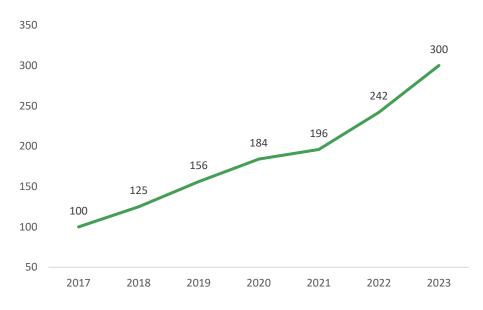
## The trend is upward, but the market is fragmented

# Median price per sqm: Index 2017-09/2024 Apartments, Athens Municipality



### Glyfada, Agios Tryfonas Case study of Distressed Vs Open Market (73 data points)



- Distressed properties average 40% lower prices (€2,108 vs €3,547).
- Distressed sales exhibit narrower price ranges and less variation.
- Estate agents handle a broader spectrum, including high-end properties.

The market is moving up, but there are significant differences even at micro location level depending on, amongst other, the seller. The price variation may stem from **unrealistic expectations**, **property differences**, potential **under-the-table dealings**, or distressed sellers prioritizing quick, lower-value sales.

### Μαύρα, κόκκινα, κίτρινα, μπλε

#### **Athens Municipality**

	Apartments (#)	Apartments (Median Price)	Apartments (Median Price/m²)
Transactions (12 months)	2716	€65,000	€1,093
Sold Foreclosures (12 months)	563	€63,501	€1,000
Asking Prices (live)	6854	€163,000	€2,246
Foreclosures (live)	225	€83,000	€1,266
REOs (live)	166	€67,500	€949

#### Glyfada Municipality

	Apartments (#)	Apartments (Median Price)	Apartments (Median Price/m²)
Transactions (12 months)	142	€217,413	€2,475
Sold Foreclosures (12 months)	46	€180,001	€2,191
Asking Prices (live)	1046	€497,500	€4,836
Foreclosures (live)	23	€192,000	€2,449
REOs (live)	8	€238,500	€2,122

- 80-100% difference between listing websites and where properties transact at?
- The market is split into two, where the focus is on (i) special purchasers (visa) and (ii) landmark projects (Hellenikon, Green offices, etc) but the market isn't there.
- Key considerations:
  - Purchasing power
  - Demographics
  - Aging stock
  - Overhang of NPLs

Is it a case of "The Emperor's New Clothes"?