

TRISTINICA PROJECT , SITHONIA – HALKIDIKI, GREECE



FOR INVESTMENT USE

MARCH 2017

THE TRISTINICA PROJECT BY SIMONIS GROUP

Our project is located on the peninsula of Sithonia on the beautiful beach of Tristinica, on the second leg of Halkidiki. The project consists of 7 villas of 435 sq.m. and 4 suites of 100 sq.m. , built on a plot of 140.000 sq.m. directly in front of the sea.

The mild climate, the quiet atmosphere and the unique combination of natural beauty, the mountains, the sea and the gold coastline, create a perfect destination for resting and comfortable holidays.

The area has been characterized of superb natural beauty.

PROJECT'S DETAILS

Our project consists of 11 luxury residences with private pools and one big main lobby and one bar – restaurant on the hill, on a seafront plot in Tristinika, Sithonia - Halkidiki.

The villas will be divided into three categories and they will be build on a plot of 49.000 sq.m. , which is directly in the front of the sea.

The company's proposal refers to the construction of:

- 7 villas of 236 m² seafront
- 4 suites of 100 m² seaview lakeview and
- 1 big lobby of 600 m² lakeview
- 1 bar-restaurant on the hill with pool and spectacular view (200 m²)

Total estimated building surface : 2.876 m² (+ 1500 m². underfloor)

The proposal comes in response to the need for high quality tourism real estate projects in the form of either private villas, which are fully equipped to serve the needs of a family or a group of people who wish to buy or rent a villa equipped like their own home.

BRIEF ANALYSIS OF THE TOURISM REAL ESTATE MARKET IN GREECE

The last years the Greek tourism real estate market is characterized by:

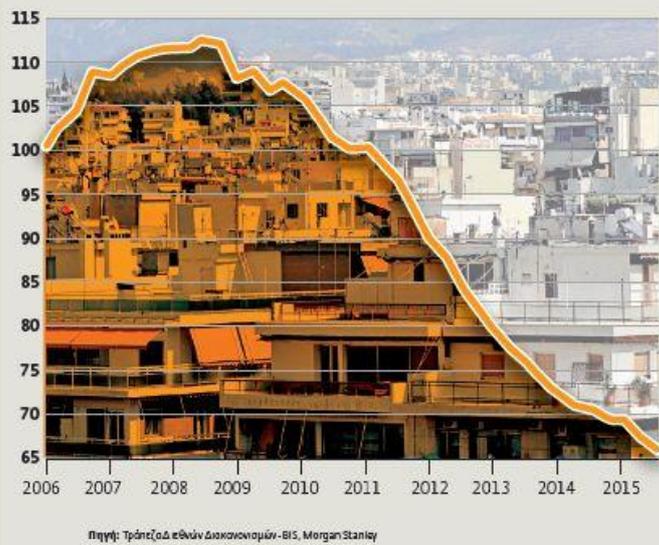
- 900.000 guests in Halkidiki every summer
- Big demand from foreign investors for tourism related high quality real estate projects
- Entrance from foreign investors through private placements or funds (Sani – Oaktree Capital, Miraggio, KSENIA in Halkidiki)
- Limited financing by the Greek banks.
- Lack of high quality projects which will attract affluent customers
- Slight increase in the volume of the construction activity- especially in the field of tourism real estate.
- Decrease in the properties' prices.

Source: Bank of Greece

GRAPH 1: The properties price index

Η πορεία των τιμών των ακινήτων στην Ελλάδα

(Βάση=100=2006)



Source : BIS, Morgan Stanley

COMPETITION

The following luxury hotels are the main competitors of the new project, due to their excellent quality and the services they offer, the exclusive clientele they have and their pricing policy.

Official prices 2017 (per night) from the hotels' official websites.

1. Eagle's Palace

	MEDIUM SEASON	HIGH SEASON
Type		
Suite 150 sq.m.	1000€	3185€

2. Danai Resort

	MEDIUM SEASON	HIGH SEASON
Type		
Danai Villa 190 sq.m.	3700€	€ 3950

3.Sani Beach Asterias Villas

	MEDIUM SEASON	HIGH SEASON
Type		
Deluxe Suite private pool 180 sq.m.	2848€	5932€

THE COMPETITIVE ADVANTAGE OF TRISTINICA PROJECT

1. The rare natural beauty and the infrastructure of the surrounding area , the architecture and the high quality of buildings

More specific:

- One of the biggest private seafront plots in Halkidiki
- Sandy beach.
- Crystal blue sea.
- The new project lies exactly at the beachfront.
- 90 minutes from the Macedonia Airport of Thessaloniki and 35 minutes drive from the nearest health center.
- Numerous of high quality restaurants, beach bars, coffees and archaeological sites(for example the ancient castle of Toroni).

2. There is limited space for future competitive projects.

There are limited free and big plots, so the threat of a new entrance is low.

3. The entire area is the only one in North Greece which attracts visitors all year around.

The existence of the Holy Mountain's monasteries guarantees a big pool of potential tenants.

4. The excellent construction and the inspired architecture of the new project's villas guarantee the convenient use all year around. This is very important as it fills the gap in the market where there is an absence of true big private villas on the sea.

5. The villas of our project new project combines the luxury with the roominess.

None of the competitive hotel businesses offer such big capacity and interior space, which are basic elements for a convenient accommodation.

6. All the necessary building permissions can be gathered and the construction of the project can start in short time.

INDICATIVE PRICES PER NIGHT

MEDIUM SEASON

TYPE	VILLA	SUITE
Days	40 (1-30/6, 1-10/9)	40 (1-30/6, 1-10/9)
Price per day	3000€	400€
Total:	120.000€	16.000€
Number of buildings:	7	4
Total:	840.000€	64.000€

HIGH SEASON

TYPE	VILLA	SUITE
Days	62 (01/7-31/8)	62 (01/7-31/8)
Price per day	5000€	650€
Total:	310.000€	40.300€
Number of buildings:	7	4
Total:	2.170.000€	161.200€

Indicative grand total turnover: €3.235.600

PENDING ACTIONS:

- 1) Coastline formulation
- 2) Public roads formulation
- 3) Environmental study formulation

Estimated timeframe: 6-12 months

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