



Covid-19 and Real Estate in Greece (and globally)

A preliminary approach to the current crisis

by Left Sikalidis, MRICS

- CEO, SIRE
- Managing Partner, Primera Advisors
- President, Real Estate & Development Committee, American-Hellenic Chamber of Commerce

April 2020

What just happened?

Defining the situation

Short Answer: We don't know yet



We need to define:

Depth

Impact on

- Local communities
- Business
- Travel

Economic cycle vs total disruption

Width

- Far from ironing the curve
- Local response to a global issue
- Depend on noneconomic factors (transmission, cure/vaccine, weather conditions, healthcare system, casualties)

Availability of funds

- EU / USA / Other countries & organizations
- Local governments
- Enterprises
- People

An aerial photograph of a coastline, showing a large body of water on the left and a narrow strip of land on the right. The water is a deep blue, and the land is a lighter, textured blue. The perspective is from a high angle, looking down at the water and land.

Where are we now?

Current market segments - Greece

	Office			Retail			Warehouse			Hotel			House		
	Prices	Price Trend	Transactions	Prices	Price Trend	Transactions	Price	Price Trend	Transactions	Prices	Price Trend	Transactions	Prices	Price Trend	Transactions
New	-20%	↓		N/A	↓↓		Same	↑	Same		↓↓↓		-20%	↓	
Existing	-30%	↓↓		N/A	↓↓↓		Same	↑	Same		↓↓↓		-30%	↓	
Under development	N/A	↓		N/A	-		+15%	↑	Same		↓↓↓		N/A	↓	

	Office	Retail	Warehouse	Hotel	House
Occupancy rate	↓	↓↓	-	↓↓↓	-

What next day will bring



Consequences would include:

Development

- Environmentally friendly solutions
- More Space
- No humans where not needed
- Better building specifications
- Focus on health
- Minimization of cheap schemes

Real Estate

- More opportunities in the market
- Focus on local interest
- More opportunistic approach
- Lower prices for existing schemes
- Investment based on RE fundamentals
- Market differentiation

Debate

- New business/ market segments?
- How to leverage our county's success?
- How to implement healthcare provisions in real estate assets?

What about us?

RE&D Amcham Committee Role

- Flow of information to AmCham members
- Regularly communicate with other committees and authorities to establish synergies, propose viable solutions and
- Spread the belief that RE&D is key to growth
- Promote RE&D in Greece and attract key players in the market
- Reduce completion time in transactions
- Establish and develop key metrics about the market and its trends



A close-up, underwater photograph showing a diver's gloved hand gripping a metal rod. The water is clear and blue, with light rays filtering through. The rod is out of focus in the foreground, while the hand and part of the diver's gear are in focus.

We should always keep in mind that
Earth is our Home