



J. Aristodemou Ideal Homes is one of the most reputable Cyprus Property Developers in Paphos established in 1979. Whether you are a first time investor, or seeking a holiday homes J. Aristodemou Ideal Homes will strive to offer the best personal services, assisting you to find the right property. Our philosophy with selecting or recommending properties is quite simply based on accurate up to date information and good old fashioned common sense.

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## **How can we help you find a home?**

We can make the process of buying a new Cypriot property easier, more enjoyable, less time-consuming and less expensive than it would be if you performed it alone. Our first priority in our relationship with you, the buyer, & that your home buying experience is pleasant, cost-efficient, and successful. We have full-time expert sales executives who are completely dedicated to your special needs. Let's take a look at each step of the buying process in more detail.

### **Step 1? Define the need of your perfect home**

Congratulations on your decision to possibly purchase a new home in Cyprus! Your first step toward buying your new home will be to analyze your needs in order to get a clear picture of exactly what you want your new home to look like and how it should function for you and your family.

First, you should write down why you are looking for a new home. For example, are you currently looking for a retirement home where you can relax and enjoy sunshine all year round? Maybe you feel that a holiday home for you, your friends & family would be a lovely way to reward yourself for all the hard work you do. Or maybe you feel that investment returns in the UK are not what they used to be & would like to invest abroad to receive a great yearly rental salary & good capital growth returns.

Second, establish a time frame that you would like to stay within for buying your home. Depending on your reasons for wanting a new home and the current state of the market in the area you are looking to buy, you should be

able to come up with a rough guideline, which you can finalize at a later time.

Lastly, you most likely have a mental picture of what you would like your house to look like and what features it should have. It's very important to write these ideas down to avoid any ambiguity later in your home search. You should make at least two lists: one should be a list describing your dream home and the other should list the features of the home that are an absolute must have in order to buy it. In a perfect world, your new home would fulfill both lists 100 percent. It is more likely that you will end up blending the two lists into a schedule of prioritized items as you progress through the buying process. This is a natural and evolutionary process, as you get clearer about what you want and what Cypriot property is available.

### **Step 2? Finance your home**

Now that you have your list of features you want in your new home, you are ready to start looking! Well, not just yet. You are going to need to know in what price range to look & how you will finance the property. Are you going to finance the property from the UK or in Cyprus? After consulting with one of our experienced consultants you will receive details about the financial procedure & the different ways that you can finance your property in Cyprus. You will then decide the best way to suit you. We advise that you look at this early on in the buying process as you need to be aware of how & if you can purchase your property in the time scale you ideally require.

### **Step 3? Area information**

Now that you have your list of needs and wants and you know how much you can afford to spend, its time to look at some houses! An important consideration is the area in which you want to live. People don't only buy the house; they buy the area the house is in too. So, you will need to make another list of what type of area you want to live in. You will most likely want to consider things like what amenities are offered (shops, restaurants, tennis courts, parks, etc.), whether the property is by the beach or maybe in a quite suburb or village and, if you have children who are attending school or soon will be, what school district you will be in and how close the schools are. The information from your list of needs and wants for your home and neighbourhood can be incorporated into a broad search profile, which will then be narrowed down to specific areas dictated by the market in which you will be looking.

#### **Step 4? Check for available properties**

Once you have a good idea of the type of property, price & location you desire we will then tailor make the property search for you so we will be able to supply you with property literature based on the information you have collated & passed onto us. We feel that this is far more personalised & you won't have to search through a host of endless, unsuitable properties.

#### **Step 5? Arrange a visit to Cyprus**

We can help you to arrange a 3 or 4 day inspection trip to Cyprus. Please be aware we are NOT like other companies who provide inspection trips, we treat you like adults! What we DON'T do is keep you under lock & key for 4 days not letting you out of our sight. What we will DO is arrange all flight

& accommodation, we pick you up at the airport, show you around different locations highlighting each ones pros and cons so that you can familiarise yourself with the area & you will see and inspect several Cypriot properties that match your requirements and you will have the opportunity discuss and analyse each one, receive additional information on houses you like and revisit properties if needed.

We will also cover all aspects of the legal side, financing, schooling & bringing personal effects & pets over to Cyprus, basically our property consultant will provide you with as much information as you require to enable you to be able to decide whether Cyprus is for you. (We even throw in a lunch or two!!) At the end of the day we will take you back to your hotel & leave you to spend the evening chatting over the day's events. For the duration of your time in Cyprus we will accommodate you in every way & hopefully you will find that Dream Home.

### **Step 6 □ Negotiate the offer**

Now that you have found the home you would like to purchase, its time to make an offer. Our consultants will advise you on how to create an offer that will have the best chance of being accepted.

Once your offer is made, you and our consultant may need to enter some negotiation in order to reach an agreement. Your consultant will have the market knowledge and negotiating expertise necessary to make sure that your offer is accepted at the best price and terms possible for you.

Some of the things that you may have to negotiate are:

- the price
- Terms of Payment
- Repairs that need to be done if a resale property
- Appliances and fixtures
- Landscaping
- Occupancy time frame

The key to successful negotiating is keeping in mind that the end result must make both of you, the buyer and the seller happy. Otherwise, negative feelings will persist throughout the remainder of the process and someone may walk away feeling that they were not treated fairly.

### **Step 7 □ Pre-close preparation**

Once the negotiation process is over and a price has been agreed, you will need to pay the reservation fee, which is about 1% of the sale price. The reservation fee will enable us to take the property off the market so no one else can put an offer on it. It shows to the seller that you are committed and this way you avoid gazumping. Your consultant will also contact the solicitor to make sure that all the necessary documents are being prepared, and that they are complete and accurate. An appointment will arrange to see your solicitor at a later time.

### **Step 8? Closing**

The contract is then drawn up by a solicitor, and though not limited to this list, it should include the following 7 points in order for it to be a valid contract of sale: Reference to the vendor , Reference to the purchaser, The subject matter has to be described as accurately as possible. If it does not exist at the stage of signing the contract, for example if it's a Cypriot property to be built in the future, reference to subject specifications must be determined accurately ,The purchase price ,The terms of payment ,The delivery date and & The transfer date.

Remember that the legalities of this phase are very important. If you have any questions or concerns, they need to be addressed right away with our company, the lawyer & the vendor.

### **Step 9? After Sales activity**

Congratulations on the purchase of your new home! Now that you have bought a Cypriot property you will need to have your local services such as electricity, water, and telephone set up. Our Experts along with your solicitor can help you coordinate the set-up of these local services. Also, you should already be aware of the expenses that are typically associated with owning a home. Neighborhood association fees, landscaping costs, and annual communal expenses should be budgeted for throughout the year.

### **Step 10? Moving in**

When it is time to take delivery of your new home you will most likely need to shop for furniture, appliance and other relevant goods. Our company works with several other quality companies that can provide you with

everything you need and one of our consultants will willingly accompany you around the relevant shops to get you the best possible prices.