

Selling on Ithaca



*We pride ourselves
on quality work and
service excellence to
meet your needs.*



Your local property experts

Simplifying the buying, selling and management process of your property

MV Properties is a family run business that specialises in simplifying the buying, selling, renting and management process of your house, land or ruin on the island of Ithaca in Greece.

We represent and accept all new properties to our portfolio which hold correct paperwork and are fit to sell.

We suggest realistic market evaluations and offer equal exposure of the properties on our portfolio.

Acting as the agent for both seller and buyer, we aim for fair negotiations between the two parties in order to reach a mutual and satisfactory agreement of purchase.



Selling made simple

MV Properties specialises in simplifying the selling process of your house, land or ruin on the island of Ithaca, Greece.

We endeavour to provide a professional and proactive service to achieve your desired price of purchase.

We accept all property types and try meet the wishes of our sellers with the utmost respect and confidentiality. Equal effort, attention and detail is provided to all properties on our portfolio.

Your property benefits from MV Properties' effective and extensive advertising and marketing campaigns, reaching thousands of potential property buyers and investors.

Should you not live on the island permanently and would like us to safeguard the keys to your property we are able to do so.



What to expect

We are a professional and friendly team who aim to promote your property to a high standard; offering maximum exposure and guaranteed interest for your property.

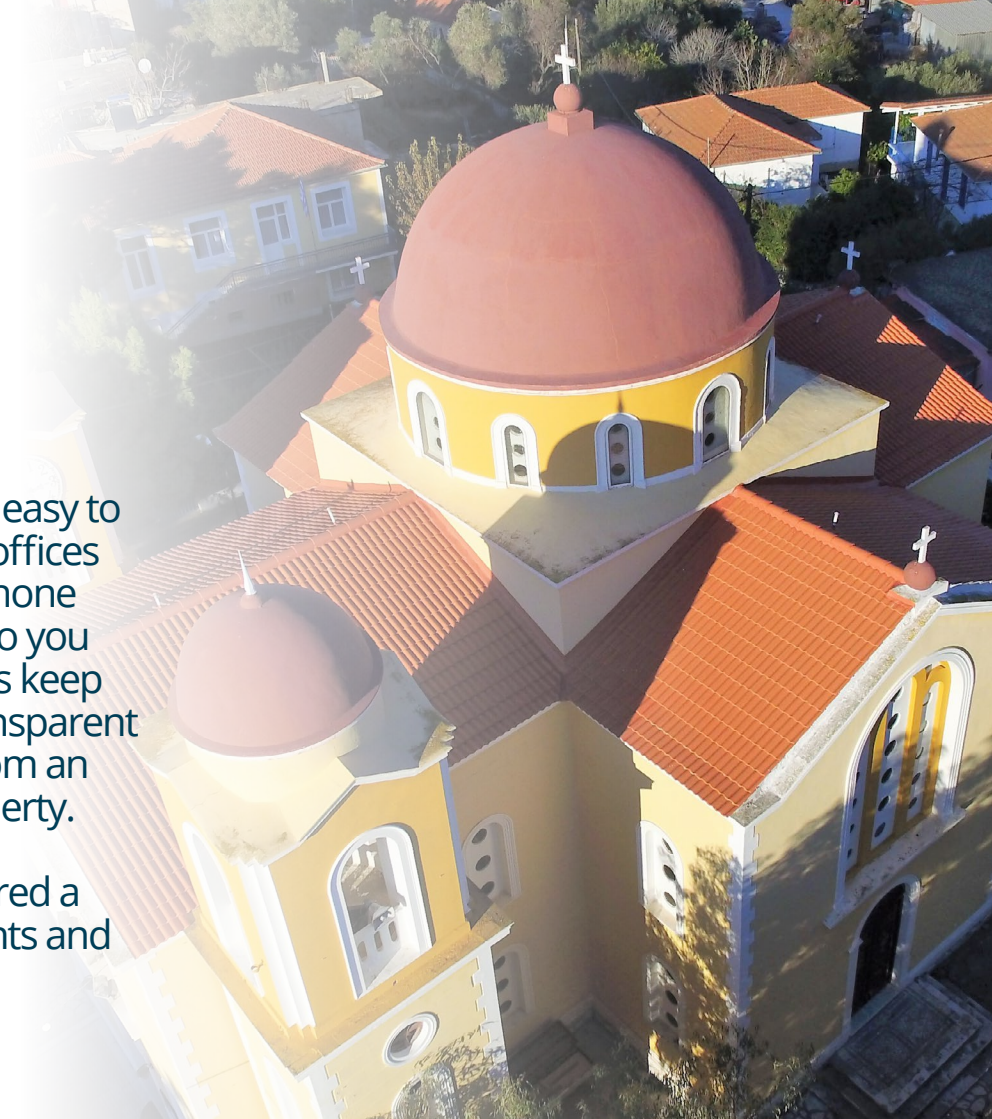
To start the selling process with MV Properties we require the mandatory paperwork: Title deeds, survey diagram, property registration and agreement to say all title deed holders agree to sell the property.

We offer realistic evaluations, relevant advice and will always let you know when there is keen interest in your property. At this point, we may ask you for more information and paperwork.

We publish your property over various property advertisement platforms, local and international, ensuring your property reaches a wide target audience of potential buyers and investors.

We are always accessible and easy to reach either in person at our offices in Stavros and Vathi; via telephone or email. We aim to get back to you within 24 hours and will always keep communication clear and transparent when relaying information from an interested party for your property.

Over the years we have acquired a great reputation with our clients and within the industry.



The selling journey

1

Decision to sell – it is the responsibility of the seller to supply all required paperwork available to start the process.

2

Arrange a meet and greet to discuss property particulars, agree to terms and conditions and supply MV Properties with your paperwork.

4

MV Properties to take internal and external photos and a virtual tour video of the property as well as drone pictures and videos.

6

MV Properties team compile your property including detailed property description, edited photos and video links for online advertisement including MV Properties website and other online platforms.

8

Property further highlighted on website under 'recent properties' and will be used in a marketing campaign for our social media 'post of the day' to raise awareness of your new property.

10

Interested buyer makes an offer. MV Properties coordinates with the seller to get to an agreed offer.

12

It is advised that the seller appoint their own lawyer (should they not have one already).

3

Visit the property for sale together, or a trusted member who may look after your property.

5

Sign contract of agreement to all terms and conditions with MV Properties.

7

Final checks done by Seller, once approved by Seller the advertisement is published to MV Properties website and other online platforms.

9

MV Properties finds buyer/s and property viewings arranged.

11

Offer accepted by the seller. We proceed to contracting and paperwork.

13

Seller is required to provide all relevant documentation to their lawyer who will work with the buyer's lawyer.

The selling journey

14

A new survey diagram of the property needs to be done if necessary.

15

All taxes and declarations to be settled to date according to the new survey diagram.

16

Engineer to provide their certification with updated survey diagram stating property is legal.

18

All forest approvals (if property lies out of the town zone) would need to be presented with a certified stamp from the Forest Department, the updated survey diagram would also need to be certified.

20

The pre-contract is drawn up by the notary where both lawyers ensure both parties involved are protected and agree to this process in order to proceed.

21

Once the buyer's lawyer has the completed property file, it is then presented to the Notary who will check all before proceeding to Final Contract.

23

If the seller or buyer cannot be present on the date of the final contract, a Power of Attorney would need to be arranged prior to this date.

25

Sign and exchange contracts is completed by both parties and money is received.

17

The updated survey diagram (Topografiko) is presented to the buyer's lawyer and any other title deeds/documents necessary for the specific property.

19

Should the seller owe monies or have an outstanding loan a pre-contract is set in place, in which the deposit paid by the buyer will cover the amount owed by the seller.

22

Once the notary checks and agrees to all the information presented in the completed property file a decision is made to complete the Final Contract.

24

The agreed agent fees are paid on the day the final contract is exchanged via bank transfer.

26

Property Sold



*Providing a professional service with
exceptional communication*

Did you know?

There is a new law which will be implemented in two years' time which states that there is no 'zone' allocation for a property. Your property will clearly state if it is in either 'town', or 'out of town'

If you have a property which is 'out of town' and less than 4000m², you are not permitted to build/develop. However, always check with the engineer, as there are exceptions.

All monies owed on the property and taxes would need to be settled by the seller before sale of property goes through. This can be done by your accountant.

It is advised to have a lawyer who will be able to assist you with any outstanding paperwork you may require in order to complete the selling process. This is the responsibility of the seller.

Every property sale is subject to a 2% agent fee, 3% notary fee, 1% lawyer fee, as well as country property taxes such as VAT.

It is possible to complete a sale if you are not present in Greece in person. You can appoint a Power of Attorney to sign on your behalf.


MV Properties advises all properties to have the necessary paperwork in order, before we advertise.

Property sale checklist

It is the responsibility of the seller to ensure the property is ready to sell.

This means you need to have the below documents in order:


- > A new and updated version of the property/s survey diagram (Topografiko)
- > Title deeds, as far back as possible
- > Property registration and agreement to say all title deed holders agree to sell the property.
- > All taxes and declarations to be settled to date according to the new survey diagram.
- > Must agree and sign MV Properties Terms and Conditions Contract Agreement

A wide-angle landscape photograph showing a deep blue bay nestled between steep, forested mountains. The water transitions from a deep blue to a lighter turquoise near the shore. In the foreground, a dense forest of tall, thin evergreen trees covers a hillside. A small town is visible on a ridge in the background.

*"Bright Ithaca is my home: it has a mountain,
Leaf-quivering Neriton, far visible."*

— Homer, The Odyssey

What our clients say about us



We wanted to say another thank you for making the process of buying the land so easy and stress free.

Despite us being 100's of miles away MV Properties were very accessible & really very prompt in answering any queries we had. It's fair to say we cannot speak highly enough of Melanie and the team at MV Properties.'

It's refreshing to find a friendly and accommodating real estate business with agents who are willing to do anything to ensure a comfortable and easy transition when selling a property in Ithaca

It is always a pleasure dealing with a professional outfit that is organized, to the point and communication through the whole process. Clarity and transparency go a long way to create a trusting relationship and you guys have that in abundance. Keep up the good work ethic and you will go from strength to strength.



Great service from Melanie. Would highly recommend.

Meet the team

If you'd like to own a piece of paradise, get in touch with the MV Properties team to begin your property Odyssey.



Melanie Haralambous

Melanie is MV Properties owner and founder. She is Greek South African, with Ithacan heritage now living on Ithaki permanently. Prior to her time on Ithaca, Melanie brings years of project management and evert experience from working in England and South Africa. Ithaki makes Melanie happy and she especially loves the natural beauty of the island. Helping people find their dream home and land is very rewarding, and she enjoys being able to give new homeowners the same privilege. When Melanie is not running MV Properties, she is a busy mom to two young children, spending time with family, running and baking.



Vasilis Galatis

Vasilis is MV Properties co-owner, he is Ithacan and has lived on Ithaca his whole life. He feels privileged to live in such a safe and un-spoilt place in the world and call it his home. By trade, Vasilis is a qualified plumber and is connected to a network of local tradesmen. Vasilis has vast knowledge in building and construction work, he is hands-on with fixing, restoring and building. Views himself as a perfectionist therefore achieving the best results. He enjoys the logistics of renovations and being on-site alongside and managing contractors and the project at hand. On his own time Vasilis enjoys time with his family, loves the challenge of trying to fix something and enjoys the summer months. If you don't see him in the office, it's because he is more than likely working on-site.

Meet the team

If you'd like to own a piece of paradise, get in touch with the MV Properties team to begin your property Odyssey.

Alexia Sfetsios



Alexia is MV Properties Executive Assistant, is Greek South African with Ithacan heritage, and lives on Ithaca permanently. She loves the freedom and serenity the landscape provides, the hospitality of the locals, the unspoiled beaches and ultimately the authenticity of this beautiful island and its historic heritage. Alexia studied fashion design and worked for international designers as a luxury Bridal Stylist while living in London. Prior to that, she owned a corporate catering company in Johannesburg, South Africa. She believes in doing what you love and what makes you excited about life. She enjoys an active lifestyle – she has been playing tennis since a child and it still is one of her greatest passions along with cooking, hiking and writing.



Valentini Zogopoulou

Valentini is the newest member of the MV Properties' team. She is based at our Vathi office as an Administrative Assistant. Valentini is responsible for customer service, sales, office services and admin for MV Properties. She is a qualified pre-school teacher and one of her passions lies in teaching English. Fluent in both Greek and English, Valentini's years of teaching and love of languages will be put to good use with our local community, customers and partners. Valentini was born and raised in Athens and first came to Ithaca 11 years ago for a summer job. She fell in love with the beautiful landscape and the island's slow-paced lifestyle. On her own time, Valentini likes to experiment in the kitchen with cooking and baking, reading, making crafts and spending quality time with her daughter.

Meet the team

MV Properties

📍 Stavros, 28300,
Ithaca, Greece

📍 Vathi, 28300,
Ithaca, Greece

melanie@mvproperties.biz
sales@mvproperties.biz
rentals@mvproperties.biz
projects@mvproperties.biz

Melanie: +30 6980315291
Vasilis: +30 6973899120
Stavros: +30 26740 31387
Vathi: +30 26740 32365

Mon - Fri: 08.30 AM - 14.00 PM and
Saturday 8.30 AM - 13.00 PM





*A proven track record
of delivering the best results*

MV Properties

Stavros, Ithaca,
Greece, 28300

Vathi, Ithaca
Greece, 28300

melanie@mvproperties.biz
sales@mvproperties.biz
rentals@mvproperties.biz
projects@mvproperties.biz

Melanie: +30 6980315291
Vasilis: +30 6973899120
Stavros: +30 26740 31387
Vathi: +30 26740 32365

Office Hours:
Mon -Fri: 8:30 - 14:00
Saturday: 8:30 - 13:00

www.mvproperties.biz

