

Cyprus Apartment Rentals And Sales - Guide To Selling A Property In Cyprus



Church at Ayia Thekla near Ayia Napa

My name is **Paul Alcock** and I am a specialist property consultant at **Cyprus Apartment Rentals And Sales** with **personal** experience of **buying, selling, renting** and **renting out** property in **Cyprus**.

This brief guide outlines what we consider to be the most important aspects of **selling a property in Cyprus**.

It is in bullet form for easy reading and we would be happy to answer any questions you may have on **buying a property in Cyprus**.

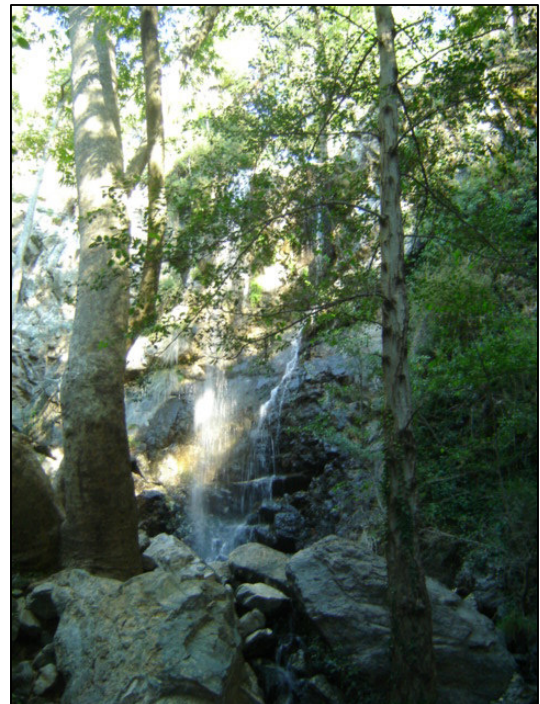
We are based in Cyprus and have a wide selection of **properties** currently available at **post credit crunch** prices. For details please email selling@cyprus-apartment-rentals.co.uk

- Ensure you are aware of **ALL** the selling costs and obtain a fixed price from your solicitor and appointed agent(s). We can recommend reliable local solicitors if you need one.
- Consider the different ways to sell your property including offering it as a **rent to own sale**
- Ensure the contract of sale allows for a **full refund of your costs** if the buyer pulls out of the sale

- Provide video footage as well as photos of your property for marketing purposes
- Ensure the contract of sale includes **full details** of your property and any guarantees you are able to offer the buyer
- Try online **and** offline marketing with as many agents as possible unless you are prepared to wait years to sell your property
- It is currently a buyers market the world over so your property will only sell if it is offered at the **latest market price**. It doesn't matter what you paid for it some years earlier or what you think it might be worth some time in the future.
- If your property has title deeds or they are expected soon state this in your marketing materials

Selling a property in Cyprus is quite similar to selling a property in the UK with the exception that many properties are sold in Cyprus **without** title deeds. The position with **title deeds** is far from satisfactory and hopefully this will improve over time. Cypriots are however quite used to buying properties without title deeds so it doesn't have to be a major problem for you as they are the main buyers at present. If you can obtain your title deeds prior to marketing your property for sale you should be able to achieve a higher price.

If you would like us to help you sell your Cyprus property or have any questions about **selling a property in Cyprus** please email us at: selling@cyprus-apartment-rentals.co.uk



Waterfall at Troodos Mountains

Thank you

Paul Atcock

P.S. Your feedback on this guide, including additional information you think property sellers in Cyprus may find useful would be appreciated.