
Fair Value Valuation report of

a car parking station at 49 Aghiou Constantinou &
Grammou Street, Maroussi

Valuation Date: 30-06-2019

Fair Value Valuation Report of

a car parking station at 49 Aghiou Constantinou & Grammou Street,
Maroussi

Valuation Date: 30-06-2019



KENTRIKI

An International
Associate of
Savills

Table of Contents

1. Description, statutory and legal aspects	1
1.1. Location.....	3
1.2. Description	3
1.3. State of Repair	4
1.4. Public Utility Services	4
1.5. Tenure.....	4
1.6. Planning Status	5
1.7. Environmental Considerations	5
2. Market Commentary & Valuation Advice	7
2.1. Generic market commentary	9
2.2. Valuation Approach.....	9
2.3. Valuation result.....	12
3. Appendices	13
3.1. Map of the area	15
3.2. Photographs.....	16
3.3. Land value calculation.....	17

Fair Value Valuation Report of

a car parking station at 49 Aghiou Constantinou & Grammou Street,
Maroussi



KENTRIKI

An International
Associate of
Savills

Valuation Date: 30-06-2019

1. Description, statutory and legal aspects

Fair Value Valuation Report of

a car parking station at 49 Aghiou Constantinou & Grammou Street,
Maroussi



KENTRIKI

An International
Associate of
Savills

Valuation Date: 30-06-2019

Valuation Date: 30-06-2019

The property was inspected on 18-06-19 by Linos Perchanidis.

1.1. Location

Kifissias Avenue is considered to be one of the major business thoroughfares of greater Athens. It starts from the junction with Alexandras Avenue and ends in the municipality of Kifissia, connecting the municipalities of Amaroussion, Chalandri, Psychiko and Kifissia with the Athens city centre. Kifissias avenue is a dual bound carriageway moving in a southerly-northerly direction.

The section of Kifissias Avenue that passes through Athens was mainly developed in the decades of 50s and 60s, whereas the rest of the Avenue was developed in the 1980s. During the 1960s the part of Kifissias Avenue within the boundaries of the Municipality of Athens was developed mainly with residential multi-storey buildings, which are currently used mainly as offices offering accommodation mainly to freelancers. From N. Psychiko and as we move to a northern direction the image of Kifissias Avenue is changing with the main characteristic of the built environment being commercial buildings. The eastern carriageway of the Avenue has been developed with modern and contemporary retail and office buildings. The opposite side is developed with residential buildings due to the austere zoning imposed in the areas of Filothei and Psychiko. The higher commercial degree on Kifissias Avenue can be met in the Municipality of Amaroussion.

In the immediate area there is the headquarters of the Greek Telecommunications Company (OTE) which constitutes one of the most characteristic properties in the region due to its size and design (70,000 m²). In the same area we can also find the headquarters of Hewlett Packard, WIND, Cosmote, AIG Insurance, Aspis Insurance, Omikron, DDBO Group, etc. On Kifissias Avenue there are various retail stores located such as Bo Concept, Divani & Divani, as well as branches or major banks such as Geniki Bank, Eurobank and Alpha Bank.

Local streets such as Aghiou Constantinou and Sorou attract various office tenants, a fact that generates more demand for further development of the above streets. What is expected in the near future is that this area is going to be developed to a high degree as many neighbouring areas are going to be incorporated in the approved town plan of the municipality of Maroussi.

Access in the area can be achieved via means of public transport as well as buses and taxis. The area is easily approachable by private vehicles, but at this point we could say that parking is not easy due to the limited number of off-street parking spaces available in the area and also due to the lack of organized car parks in the area. The Attiko Metro extension is expected to facilitate further the public transport connection in the area, as it is planned to move alongside Kifissias Avenue.

We enclose a General Location Map showing the location of the property in its regional context as Appendix 3.1 below.

1.2. Description

The subject property is a mixed use, office/retail building which has been built on a land plot measuring 4,007.37 m² according to the most recent site topographic. It comprises three (3) basement levels, ground level and three above ground levels. All levels have the following areas and use as described in the table below:

Fair Value Valuation Report of

a car parking station at 49 Aghiou Constantinou & Grammou Street,
Maroussi



KENTRIKI

An International
Associate of
Savills

Valuation Date: 30-06-2019

s/n	Level	Use	Gross Area (m ²)
1	Basement C	Parking Area	3,852.85 (155 spaces)
2	Basement B	Parking Area	3,852.85 (146 spaces)
3	Basement A	Parking Area, M&E and power substation	3,770.83 (137 spaces)
4	Basement A1	Parking Area	701.61 (29 spaces)
5	Ground Floor	Offices, Common use areas	1,151.72
6	1 st Floor	Offices, Common use areas	843.04
7	2 nd Floor	Offices, Common use areas	1,006.10
8	3 rd Floor	Offices, Common use areas	1,006.10
			16,185.10

The building's supportive frame is made of reinforced concrete and disposes of walls made of brick which are plastered and painted. Vertical communication between all levels is achieved via a central staircase and two elevators

The building is fully air-conditioned and is also equipped with ventilation system. As regards the basement levels, these are used as parking spaces with a capacity of 389 cars, whereas the ground level areas can have either retail or office uses. The building is fully equipped with a fire protection system.

The parking spaces that are owned and managed by CITY PARK S.A. (KRONOS S.A.) are shown in the following table:

s/n	Level	Use	Number of Spaces
1	Basement C	Parking Area	149 spaces
2	Basement B	Parking Area	146 spaces
3	Basement A	Parking Area	94 spaces
			389 spaces

We enclose photographs of the property as Appendix 3.2 below

1.3. State of Repair

We are not instructed to carry out a structural survey of the building, therefore we have not inspected the property in this respect and we cannot provide you with detailed comments as to the condition of the structural elements of the property.

Generally, we could say that the property is in a very good state of repair and the only maintenance issues of the building are the result of fair, wear and tear and can be fixed through standard maintenance.

1.4. Public Utility Services

The property is fully connected by mains electricity, telephone, sewage and water.

1.5. Tenure

The land plot is held in an *ab indiviso* basis by three companies with the following shares:

Fair Value Valuation Report of

a car parking station at 49 Aghiou Constantinou & Grammou Street,
Maroussi



KENTRIKI

An International
Associate of
Savills

Valuation Date: 30-06-2019

s/n	Company	Co-ownership Percentage
1	LAMDA ESTATE DEVELOPMENT S.A.	76%
2	GRIVALIA PROPERTIES REIC	19%
3	CITY PARK S.A. present KRONOS PARKING S.A. (Car Parking Company)	5%

The above derive from the following title deeds:

- Contract number 5034/8-12-00 of Athens notary Anastasia Kariniotakis
- Contract number 5402/25-07-01 of Athens notary Anastasia Kariniotakis

The last of the above-mentioned contracts refers to the devolution of the co-ownership share from the company CITY PARK S.A. (current KRONOS S.A.) which owns and administers 389 car parking spaces at the basements of the building. LAMDA DEVELOPMENT has full ownership of KRONOS S.A.

We have not proceeded to any kind of legal due diligence or any other verification of the title deeds. This valuation is conducted under the assumption that the property has fully marketable title deeds and is free of any restrictive covenant, burden or any other defects, blockages or legal encumbrances that could adversely affect its fair value.

1.6. Planning Status

The property has been built pursuant to Building Permit 226/12-09-01 that was issued by Town Planning Office of Maroussi, as amended with 33320/03 planning consent, which is applicable until the present day and has not been modified, suspended or reviewed. The planning rules are as follows:

- Minimum Surface = 600 m², Minimum Frontage on a public road = 16 m., Government Decree 400/16-9-36
- Plot Ratio = 40%, Planning System free of potential limitations
- Building Coefficient = 1.0, Maximum Height and Land Plot Coverage according to ΓOK 2000
- Planning Characterisation of the area: General Residential – Planning centre according to resolution 50/2000 of Maroussi City Council
- Minimum required car parking spaces: 141 (due to the land use)

In valuing the property, we have assumed that the premises are used in accordance with its present lawful uses and that the structures comply with current planning laws and building regulations, that they are not subject to any adverse proposals or possible enforcement actions and that it has fully marketable titles.

1.7. Environmental Considerations

1.7.1. Informal Enquiries

As instructed, we have not carried out a soil test or an environmental audit. Based on the general picture of the subject property and the neighbouring area we are of the opinion that it would appear unlikely that land contamination exists. We have also observed that there are not any hazardous or potentially hazardous uses near the property. These comments are subject to the extent of the on-site survey and are made without liability.

Since it appears that land contamination is unlikely, we have valued the property on the basis that it has not suffered any land contamination in the past, nor is it likely to become so contaminated in the foreseeable future. However, should it subsequently be established that contamination exists at the property, or on any neighbouring land, then we may wish to review our valuation advice.

Fair Value Valuation Report of

a car parking station at 49 Aghiou Constantinou & Grammou Street,
Maroussi



KENTRIKI

An International
Associate of
Savills

Valuation Date: 30-06-2019

Fair Value Valuation Report of

a car parking station at 49 Aghiou Constantinou & Grammou Street,
Maroussi



KENTRIKI

An International
Associate of
Savills

Valuation Date: 30-06-2019

2. Market Commentary & Valuation Advice

Fair Value Valuation Report of

a car parking station at 49 Aghiou Constantinou & Grammou Street,
Maroussi



KENTRIKI

An International
Associate of
Savills

Valuation Date: 30-06-2019

Valuation Date: 30-06-2019

2.1. Generic market commentary

The subject property lies on one of the main roads of Maroussi. More specifically it is located on Aghiou Constantinou Street, some meters off the junction of the latter with Kifissias Avenue. The area has started to develop the last ten years mainly with commercial buildings. In a distance of 500-600 m., from the junction of Kifissias Avenue with Aghiou Constantinou Street there are a significant number of companies that accommodate their headquarters. As both sides of Kifissias Avenue are characterized by commercial properties the east side is considered to be more developed than the west side. However, due to the very limited supply of land plots in the areas situated on the east side of the Avenue, the west side development is expected to show some greater signs of activity within the next two years compared to the development of the east side.

2.2. Valuation Approach

In order to value the subject property, we applied the Investment approach and more specifically the Direct Capitalization Method.

2.2.1. Investment Method – Fair value of the subject property

For the application of this method we have calculated the income that can be generated by the premises, based on comparable evidence found in the nearby area. From research that we conducted in the greater area of Maroussi we could identify the following comparables regarding car parking spaces available for rent:

s/n	Description	Parking Spaces (number)	Rent (€/parking space)	Rent (€/parking space/month)	Asking	Promotion	Adjusted rent (€/space/month)
	Subject property						
1	Konitsis 3-5, car parking spaces in a serviced parking station.	1	70	70.0	0%	0%	70.0
2	Dear Park, Dimitsanas & Kaltezon, basement car parking spaces in a serviced parking station.	1	100	100.0	-10%	+10%	99.0
3	Actual Lease - Four underground parking spaces in a building next to Kifissias Ave.	4.0	300	75.0	0%	0%	75.0
4	Leased underground parking space in a building located next to Kifissias Ave.	1.0	60	60.0	0%	0%	60.0
5	Kifissias Avenue, basement car parking spaces in an office building, Actual lease	1.0	80	80.0	-10%	-20%	57.6
6	Actual Lease - Underground parking space in close proximity to Kifissias Ave.	1.0	75	75.0	0%	-20%	60.0

We understand that adjusted rents in the area range from €50/space/month to €100/space/month approximately depending on the characteristics of each space such as the exact location (proximity to office blocks, parking level, size of space etc.).

In general, achievable car parking rents in Maroussi are relatively high as the area has a quite serious lack of parking space, due to the large number of local residents and the large number of workers and visitors of the shops and offices that create a constantly large flow of vehicles. This car flow combined with restrictions imposed by the Municipality creates the need for parking spaces, which explains the existence of several car parking stations in the vicinity and their good performance.

Based on the rental evidence above and the market outlook we are of the opinion that the subject property can achieve rents of €70/space/month.

In order to capitalise the ERV we have used a gross initial yield of 9.00%, which we are of the opinion that reflects the risks and the prospects of this property. The calculation of the Fair Value of the property is as follows:

Fair Value Valuation Report of

a car parking station at 49 Aghiou Constantinou & Grammou Street,
Maroussi



KENTRIKI

An International
Associate of
Savills

Valuation Date: 30-06-2019

INVESTMENT METHOD

Floor	Use	Number of Parking Spaces	ERV (€/space/month)	Yield	Price (€/space)	Value (€)
Basement C	Parking Spaces	149,00	70,0	9,00%	9.333	1.390.667
Basement B	Parking Spaces	146,00	70,0	9,00%	9.333	1.362.667
Basement A	Parking Spaces, M&E and power substation	94,00	70,0	9,00%	9.333	877.333
		389,00	27.230			3.630.667

2.2.2. Residual Method – Fair value of the land

In order to calculate the Fair Value of the land that corresponds to the property's share of common ownership we have used the Residual Method of valuation due to the lack of vacant land plots in the area. For this reason, we have assumed a "highest and best use" scenario that includes the construction of an underground car station, retail units at ground level and office suites on the upper floors by using an average building cost in accordance with the type of the development. Regarding the New Building Regulation (NOK), new developments in the area must include one car parking space for every 50 m² of superstructure for retail and office uses. Therefore, in our scenario we assume that the new development will include 481 car spaces allocated in the three basements. From the total number of the 481 spaces, 80 will cover the retail and office needs, whereas the remaining 401 will be available to be leased as part of the car station. The number of the basements derives from the assumption that a car space occupies 25 m² of gross space.

The applicable ERVs are based on the following comparative evidence regarding offices and retail units available for rent. The outcome of our survey is presented below:

Retail Lettings

s/n	Description	Surface (m ²)	Rent (€/month)	Rent (€/m ² /month)	Asking	Size	Location	Characteristics	Adjusted rent (€/m ² /month)
	Subject property								
1	Marousi, Paradeisos, retail store, built at 1978	206,0	7.000	34,0	-15%	0%	0%	+5%	30,3
2	Marousi, Soros, retail unit, 100 sq.m., ground floor, constructed '00	100,0	2.500	25,0	-15%	+10%	0%	+5%	24,5
3	Marousi, Soros, retail unit, 350 sq.m., ground floor, constructed '00	350,0	8.000	22,9	-15%	-5%	0%	+5%	19,4
4	Marousi, Paradeisos, retail store comprised of a retail unit, storage space, built at 1990, in good condition	263,0	5.260	20,0	-15%	-5%	0%	+5%	17,0
5	Actual Lease - Retail store along in close proximity to Kifisias Ave. and Attiki Odos, in good condition	190,0	3.800	20,0	0%	0%	-10%	0%	18,0
6	Actual Lease - Retail store along in close proximity to Kifisias Ave. and Attiki Odos, in good condition	135,0	4.000	29,6	0%	0%	-10%	0%	26,7

Fair Value Valuation Report of

a car parking station at 49 Aghiou Constantinou & Grammou Street,
Maroussi



KENTRIKI

An International
Associate of
Savills

Valuation Date: 30-06-2019

Office Lettings

s/n	Description	Surface (m ²)	Rent (€/month)	Rent (€/m ² /month)	Age (-1% p.a.)		Asking	Location	Size	Condition	Adjusted rent (€/m ² /month)	Parking (€)
	Subject property				1							70
1	Actual transaction, office area 3rd floor, at Aghiou Konstantinou Str.	435,0	6.730	15	15	+14%	0%	0%	-10%	+5%	17	
2	Aghiou Constantinou, 3rd floor office suite with a total surface of 405 m ² 8 basement car parking spaces and 8 m ² storage.	407,0	6.044	13	16	+15%	0%	0%	-10%	+5%	15	8
3	Amaroussiou - Chalandriou, office suite with a total surface of c.1,711 m ² . The surface includes storage areas. The office also disposes of 55 basement car parking spaces.	1.711,0	22.960	11	16	+15%	0%	+10%	+5%	0%	15	55
4	Marousi, close to Kifisias Av, Office unit with a size of 3,425.5 m ² and 18 parking spaces, excellent quality of building. Recorded	3.425,5	50.265	14	14	+13%	0%	0%	+10%	0%	18	18
5	Office space at Marousi, in good condition, built at 2004	3.200,0	54.400	17	15	+14%	-15%	0%	+10%	0%	18	
6	Actual Transaction - Office space in close proximity to Kifisias Ave. and Attiki Odos, in good condition, refurbished building	7.682,1	110.632	14	10	+9%	-15%	-10%	+15%	0%	14	
7	Actual Transaction - Marousi, close to Kifisias Av, Office unit with a size of 1,946.4 m ² and 7 parking spaces, excellent quality of building.	1.946,4	31.076	16	15	+14%	0%	0%	+5%	+5%	20	7
8	Office space at Marousi, along ring road, in good condition, 1st floor office space, with 88 parking spaces Recorded	1.920,0	26.157	10	14	+13%	0%	0%	+5%	0%	12	88

We have applied rental values of €22/m² and €16/m² for the ground floor (retail unit) and the upper floors (offices) respectively. Furthermore, we have applied a rental value of €70 per parking space. The aforementioned rental values are capitalized at 7.00% for the retail element and at the rates of 7.00% and 8.25% for the offices and car parking spaces respectively.

Furthermore, for the application of the residual method we have applied the following assumptions:

- Construction cost of € 1.000/m² for the ground floor, € 1.100/m² for the upper floors and € 500/m² for the basement
- Contingencies at 3.00% of the Construction Cost
- Professional Fees at 5.00% of the Construction Cost
- Building period of 14 months
- Void period of 4 months after completion
- Void period prior to the beginning of works equals with 3 months
- Short term interest rate at 5.50% p.a.
- Developer's profit at 12.00% of the Gross Value of Scheme
- Void period prior to the beginning of the works 3 months

The residual model has produced a land value of € 2,287,697 for the entire plot. The detailed calculations are attached as Appendix of the report. KRONOS S.A. has a co-ownership percentage of 5% over the land therefore the land value that corresponds to this right is calculated at:

Total Land Value	Co-ownership Right (%)	Land Value of the Right	Rounded
€ 2,287,697	5%	€ 114,385	€ 115,000

Fair Value Valuation Report of

a car parking station at 49 Aghiou Constantinou & Grammou Street,
Maroussi



KENTRIKI

An International
Associate of
Savills

Valuation Date: 30-06-2019

2.3. Valuation result

Having carefully considered the property, as described in this report, we are of the opinion that the Fair Value, as at the valuation date, of the freehold interest is € 3,630,667 which is rounded € 3,630,000 (Three Million Six Hundred Thirty Thousand Euros).

The Fair Value of the land is € 114,385 which is rounded to € 115,000 (One Hundred Fifteen Thousand Euros).

Fair Value Valuation Report of

a car parking station at 49 Aghiou Constantinou & Grammou Street,
Maroussi



KENTRIKI

An International
Associate of
Savills

Valuation Date: 30-06-2019

3. Appendices

Fair Value Valuation Report of

a car parking station at 49 Aghiou Constantinou & Grammou Street,
Maroussi



KENTRIKI

An International
Associate of
Savills

Valuation Date: 30-06-2019

Fair Value Valuation Report of

a car parking station at 49 Aghiou Constantinou & Grammou Street,
Maroussi

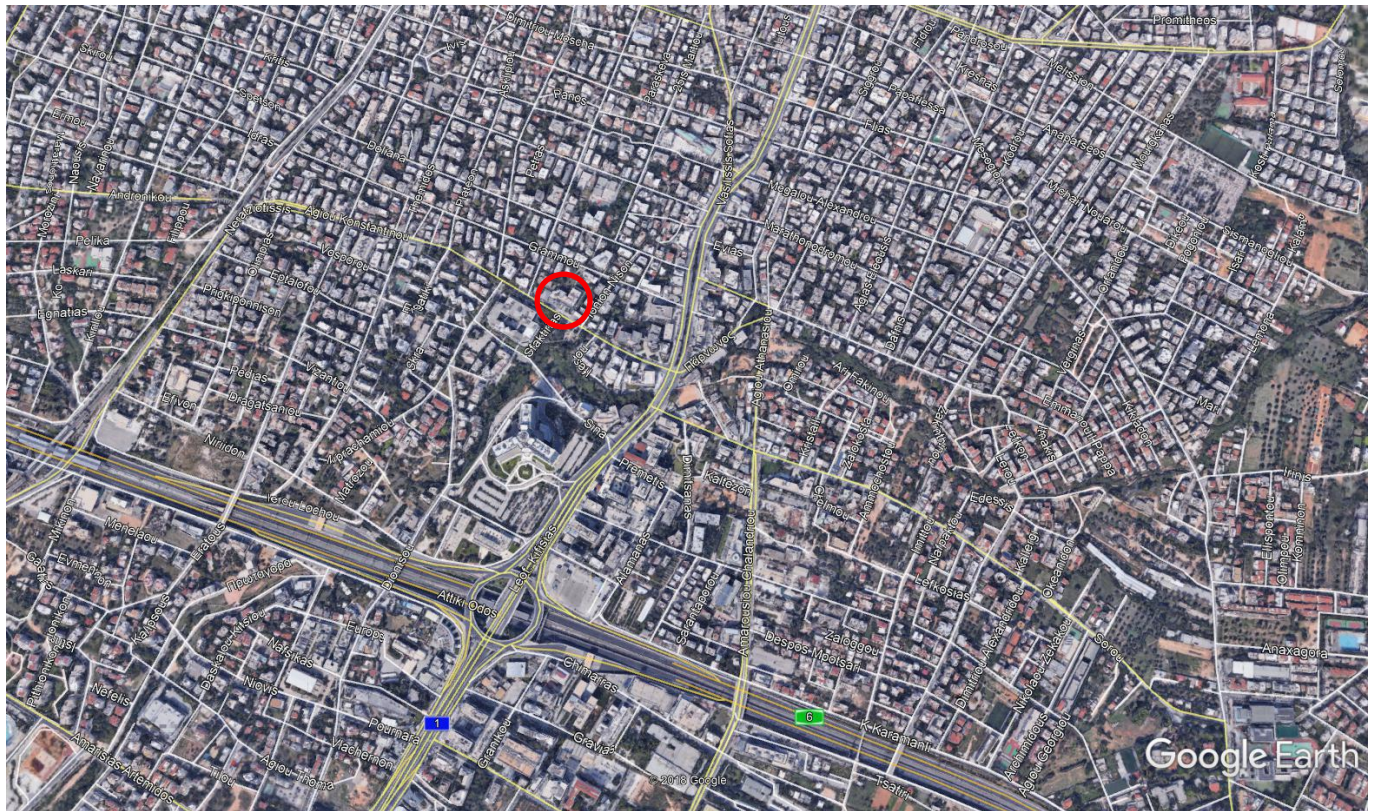


KENTRIKI

An International
Associate of
Savills

Valuation Date: 30-06-2019

3.1. Map of the area



Fair Value Valuation Report of

a car parking station at 49 Aghiou Constantinou & Grammou Street,
Maroussi



KENTRIKI

An International
Associate of
Savills

Valuation Date: 30-06-2019

3.2. Photographs



Fair Value Valuation Report of

a car parking station at 49 Aghiou Constantinou & Grammou Street,
Maroussi



KENTRIKI

An International
Associate of
Savills

Valuation Date: 30-06-2019

3.3. Land value calculation

Plot Surface	4,007.37 m ²
Building Coefficient	1.00
Plot Coverage Ratio	60%

A. GROSS VALUE OF SCHEME

A1. Gross Development Value

Level	Surface	Rent	Initial Yield	Value (€/m ²)	Total
Parking Spaces	401 spaces	€ 70/space/month	8.25%		€ 4,082,909
Basement	12,022.11 m ²				€ 0
Ground Floor	2,163.98 m ²	€ 22.0/m ² /month	7.00%		€ 8,161,295
Upper Floors	1,442.65 m ²	€ 16.0/m ² /month	7.00%		€ 3,956,992

€ 16,201,196

A2. Marketing, Letting & Sales Fees

	Lump Sum	%		
Marketing over Capital Value			€ 0	
Letting Fees over Income			€ 0	
Selling Fees over Capital Value		1.00%	€ 160,408	(€ 160,408)

B. NET VALUE OF SCHEME

€ 16,040,788

C. COSTS OF SCHEME

C1. Building Costs

Level	Surface	Net:Gross Ratio	Building Cost (€/m ²)	Total
Parking Spaces	401 spaces		€ 0/space	€ 0
Basement	12,022.11 m ²	100%	€ 500/m ²	€ 6,011,055
Ground Floor	2,404.42 m ²	90%	€ 1,000/m ²	€ 2,404,422
Upper Floors	1,602.95 m ²	90%	€ 1,100/m ²	€ 1,763,243

(€ 10,178,720)

C2. Ancillary Costs

Access roads, landscaping, services etc				€ 0
Demolition				€ 0

€ 0

C3. Contingencies

		3.00%		€ 305,362
--	--	-------	--	-----------

(€ 305,362)

C4. Professional Fees

	Lump Sum	%		
Architects		5.00%		€ 524,204
Quantity Surveyor				€ 0
Structural Engineers				€ 0
M&E Engineers				€ 0
Project Managers				€ 0
Others				€ 0

(€ 524,204)

C5. Short Term Finance

On total costs for 1/2 building period	7 months	5.50% p.a.	Interest charged 4 times p.a.	
--	----------	------------	-------------------------------	--

(€ 356,425)

Assuming 4 months of void period after completion

(€ 208,829)

D. RETURN FOR RISK AND PROFIT

Over Capital Value		12.00%	€ 1,924,895	(€ 1,924,895)
--------------------	--	--------	-------------	----------------------

E. TOTAL EXPECTED COSTS

(€ 13,498,434)

F. CALCULATION OF SITE VALUE

Void period prior to the beginning of works	3 months			
The future value of the site in	21 months		is calculated at	€ 2,542,354
The Present Value of the site for	21 months		@ 5.50% is	€ 2,310,574
Less Acquisition costs @	Notary	0.50%		
	Legal Agents	0.50%		
	Total Costs	1.00%		(€ 22,877)

G. VALUE OF THE SITE

€ 2,287,697