

Real Estate

From Boston to the Aegean: A Seamless Three-Villa Investment at One&Only Kéa Island



How we helped a U.S. client acquire three prime villas in a landmark Greek resort, with guaranteed returns and full-spectrum support across legal, tax, and construction matters.

A Boston-based client came to us seeking trusted, on-the-ground legal and strategic support to navigate the complexities of acquiring high-end real estate in Greece—without ever setting foot in the country. The project was three villas under construction in **One&Only Kéa Island**, one of Greece's most exclusive resort developments, and the outcome was a textbook example of how a well-executed cross-border investment can unfold when guided by the right team.

The Opportunity

One&Only Kéa Island is a flagship ultra-luxury development, featuring 75 resort villas and 40 private residences. Situated in a quiet bay less than an hour from Athens, it offers an ideal blend of accessibility, privacy, and natural beauty. Our client acquired three villas off-plan: two two-bedroom homes and one larger three-bedroom residence, each with uninterrupted views and full access to the resort's world-class amenities.

What made the investment particularly attractive was the structure. Each villa of the two-bedroom villas qualified for participation in the resort's managed rental program, offering a guaranteed annual return for eight years. The client saw not just a lifestyle purchase, but a structured income-producing asset in a destination with long-term appeal.

A Structured, Risk-Managed Approach

Acquiring real estate abroad, especially during construction, involves layers of legal and logistical complexity. We broke the transaction into two defined stages. First, we negotiated the pre-contract terms while the villas were still under development. This secured the units and locked in financial conditions, including rental income guarantees. Final purchase agreements were executed only upon completion of each villa.

Throughout the process, we worked in close collaboration with the client's attorney in the United States. The entire acquisition moved forward smoothly, with clear roles and full transparency.

Local Execution with Global Coordination

Our role extended far beyond legal advice. We provided complete project management on the ground in Greece. We established Greek corporate entities to hold each property, advised on tax treatment, and took care of all administrative compliance. A trusted local engineer was appointed as the client's representative, overseeing construction quality, verifying delivery milestones, and acting as the technical liaison with the resort.

We also coordinated with experienced accountants to manage VAT, property taxes, and income reporting for the rental program. Every detail was handled on behalf of the client, from tax ID registration and company formation to regulatory filings and financial setup. There was no need for them to navigate Greek bureaucracy or local processes.

A Turnkey Result

The two-bedroom villas are already delivered, with titles properly registered and the rental program activated. The properties are now generating income under the agreed terms, while remaining fully available to the client for personal use. Ownership is structured efficiently, compliance is assured, and ongoing administration is minimal. Completion of the three-bedroom residence is expected during the second phase, as initially scheduled.

What This Investment Proves

Cross-border real estate can offer exceptional returns when approached with the right expertise. This project demonstrates how legal, tax, and technical complexity can be managed in a coordinated, investor-focused way. Our client was able to secure a high-value asset in a competitive market, with guaranteed returns and no friction.

We continue to support the client with all necessary follow-up, including annual reporting, document reviews, and future investment planning. For serious investors seeking exposure to European property, this is what a well-executed acquisition looks like: strategic, structured, and stress-free.

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Let's talk

If you're exploring investment opportunities in Greece or need guidance on managing a cross-border acquisition, we'd be happy to help.

Contact us for a confidential consultation or visit www.logaraslaw.com to learn more.

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