

Alex Papazianis

Business Portfolio Overview

Real Estate | Athens



Hello!

I am Alex Papazianis, and my journey in **real estate** began with a vision fueled by my unique background and an unshakable commitment to excellence. Growing up in a family deeply rooted in the business industry, I had the privilege of understanding the big picture of marketing from an early age. Yet, I soon realised that there was more to life than just the external façade and I embarked on a personal quest to discover the essence of my own life, to build my own meaning.

After finishing my first bachelor in Physics & Optics studies, I took a leap of faith and jumped into the real estate world. It was a journey that began with zero experience but with tons of enthusiasm and hard work, that evolved into a relentless pursuit of success. After years in the industry and hundreds of experiences later, I can say that **my work is defined by vision, persistence, and an authentic drive to seek one challenge after another.**

Looking for the best home.

My career in real estate has been shaped by **my ever-expanding expertise in the Athenian market, particularly in prominent and historic neighbourhoods**. What I believe sets me apart, throughout my professional path, is my intuition, relentless persistence, and profound understanding of every aspect of the areas I oversee. This deep understanding has allowed me to excel at harmonising supply and demand, ensuring that my clients' dreams find their perfect match in this fast-evolving city.

However, my professional growth can be traced back to my time in **London** from 2011 to 2014. With minimal experience in the British real estate landscape, I boldly entered uncharted territory. I hustled, going door-to-door in search of opportunities until I secured a probationary role with a reputable agency. Armed with an audacious promise to boost profits by 5% in a mere three months, I not only met but far exceeded expectations. Recognizing the untapped potential, I adopted an unconventional approach by leveraging Airbnb, which was groundbreaking at the time and **skyrocketed the agency's profits by an outstanding 35%**.

In 2014, life led me back to Athens with a clear mission: to trust my instincts and pioneer innovation that would elevate industry standards, making the quest for the perfect home easier, more efficient, and faster for people. That's when, **in 2015, I co-founded "Ogust" an all-inclusive real estate company** that distinguished itself from conventional agencies. Ogust swiftly became the go-to name, a one-stop-shop offering a wide range of services that extended well beyond traditional real estate transactions.

At OGUST, we provided exclusive access to some of Athens' most exquisite residences.

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Our offerings extended to include **legal advice, consultancy, and specialized programs such as securing golden VISAs for residence permits**. Beyond closing deals, we were dedicated to meticulous after-sales support, covering both property and B&B flat management. In doing so, we positioned ourselves not just as service providers but as trusted partners and steadfast allies in our clients' real estate journey, embodying the essence of innovation within the industry, all under one roof.



Creating the best home.

Ogust's commitment goes deeper than market trends; **it's about creating homes and re-shaping neighbourhoods**, by serving the ever-evolving concept of the ideal home.

Our business model is not just about property ownership but rather the creation of a full-package of the finest investment options for our current and new clients. To that direction, our activity expanded in property development, with our team meticulously selecting, acquiring, building and renovating spaces around Attica.

Our mission: To create new, value-for-money residences that demonstrate operational efficiency, sustainability, high aesthetics, and quality materials in strategic Athenian locations and nearby Greek islands, such as Tinos, Paros, Hydra, and Aegina.

The great news: Our journey skyrockets as we currently work on an innovative, disruptive tool that will redefine property management and transform the future of real estate.

In the years that followed,
my journey shaped **my dream;**

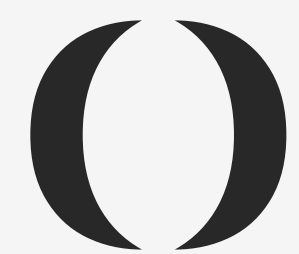
**I believe that the real estate world
transcends mere experience, and I found my
vision in the space between finding the
perfect home and creating the very essence
of personal space and modern living.**



A new era.

The new era finds Ogust on the verge of a brand new collaboration with a dedicated team of multi-talented individuals, including **acclaimed artists, experienced personal stylists, strategic thinkers, and market connoisseurs**. This collaboration exclusively focuses on interior design, with a profound passion for elevating the aesthetic and functional value of living spaces, by curating and bringing some of the world's finest furniture, design, and art items to Greece.

→ **Our vision:** To craft aesthetic excellence that transcends the idea of home, by offering unique design elements that will adorn the renovated properties of Ogust and find their way to the market through selected merchants.



Our philosophy.

At Ogust, we believe in the transformative power of aesthetics and its profound impact on people's lives. Thus, **we embrace a philosophy that revolves around the essence of modern living**—an ideology that fuses the art of design, curated lifestyle, concept living, and a holistic approach to creating spaces that inspire, comfort, and elevate the human spirit.





→ A Symphony of Aesthetics & Design

Aesthetics is more than mere visual appeal; it's about the harmonious blend of form and function. **Our commitment to aesthetics goes beyond the surface**, diving deep into the very essence of beauty that enriches our everyday existence. Each piece of furniture and every design element we choose embodies this philosophy, reflecting elegance, sophistication, and modernity.

→ Modern Living Redefined

Our homes have evolved into more than mere living spaces; they are **sanctuaries where we recharge, create, and connect**.

We understand that modern living transcends mere functionality; it's about embracing a personalized style that reflects the souls of individuals who wake up every day with the determination to conquer their worlds.



→ Curated Lifestyle

In a world of constant motion, **we believe in creating spaces that are an extension of our lives.** We do not curate pieces, but lifestyles. All of our choices are an invitation to live life fully, to savour every moment, to nurture connection, inspire creativity and surround ourselves with beauty.



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→ Concept Living & Holistic Approach

Concept living is about understanding the intricate dance between functionality and beauty. It's about creating spaces that align with our values and aspirations. Our holistic approach ensures **that every aspect of a home's interior, from the largest piece of furniture to the tiniest detail, contributes to a harmonious whole**, where every element serves its purpose.

Join our vision

Let's shape the homes of tomorrow.

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Thank you.