

# BUSINESS OPPORTUNITY:

## *Building for Sale*

### Established Coliving Business in Cyprus for Sale



Own To Hani Coliving: a vibrant and unique coliving space for digital nomads in Cyprus



# About To Hani Coliving

## Our story

One hundred years ago, travelling to town meant a two- to three-day journey on a donkey's back. Scattered across the island, "Hans", the traditional "travellers' inns", provided essential rest stops with a warm bed and a hot meal. This tradition has been passed down through generations.

Today, inspired by this history of bringing people together and world travel, To Hani has come full circle—no longer an inn for the weary traveller, but a home for the digital nomad.

## Founded in 2021

The building was refurbished and intentionally redesigned to create spaces for co-working, and connections, fostering a sense of community.

More than a place to live together, it's a community. A place for people to learn, grow, play, be productive and unwind.

## The Mission

To redefine the way people live, work, travel and play. We believe that spaces become enhanced when shared with people, and people lead more inspired lives when connected with a like-minded community.



# About To Hani Coliving

# The vision

To preserve abandoned historic buildings, transforming them into sustainable coliving hubs for digital nomads.

# The journey

To Hani started as an experiment in 2021, and four years later, people from all corners of the world, creatives, entrepreneurs, digital nomads, and remote workers, call it Home!

2021

# Experimentation phase - To Hani coliving opens in April!

Despite refurbishments still happening on the ground and COVID uncertain times, we hosted our first group of expats, remote workers and “local” travellers in May 2021.

# Digital Nomads are Back!

We hosted our first group of digital nomads in January 2022.

We are then officially the first coliving space for digital nomads on the island.

## Growing: a promising experiment!

From the knowledge gathered over the last 2 years, we increased our rates and refurbished an additional room (from 8 to 9), as well as introduced the virtual office agreements for residents.

## What's next?

Experiencing the current growth and looking at the promising potential. Taking some time for introspection to make big decisions.

# To Hani Coliving's new chapter starts!



# About To Hani Coliving

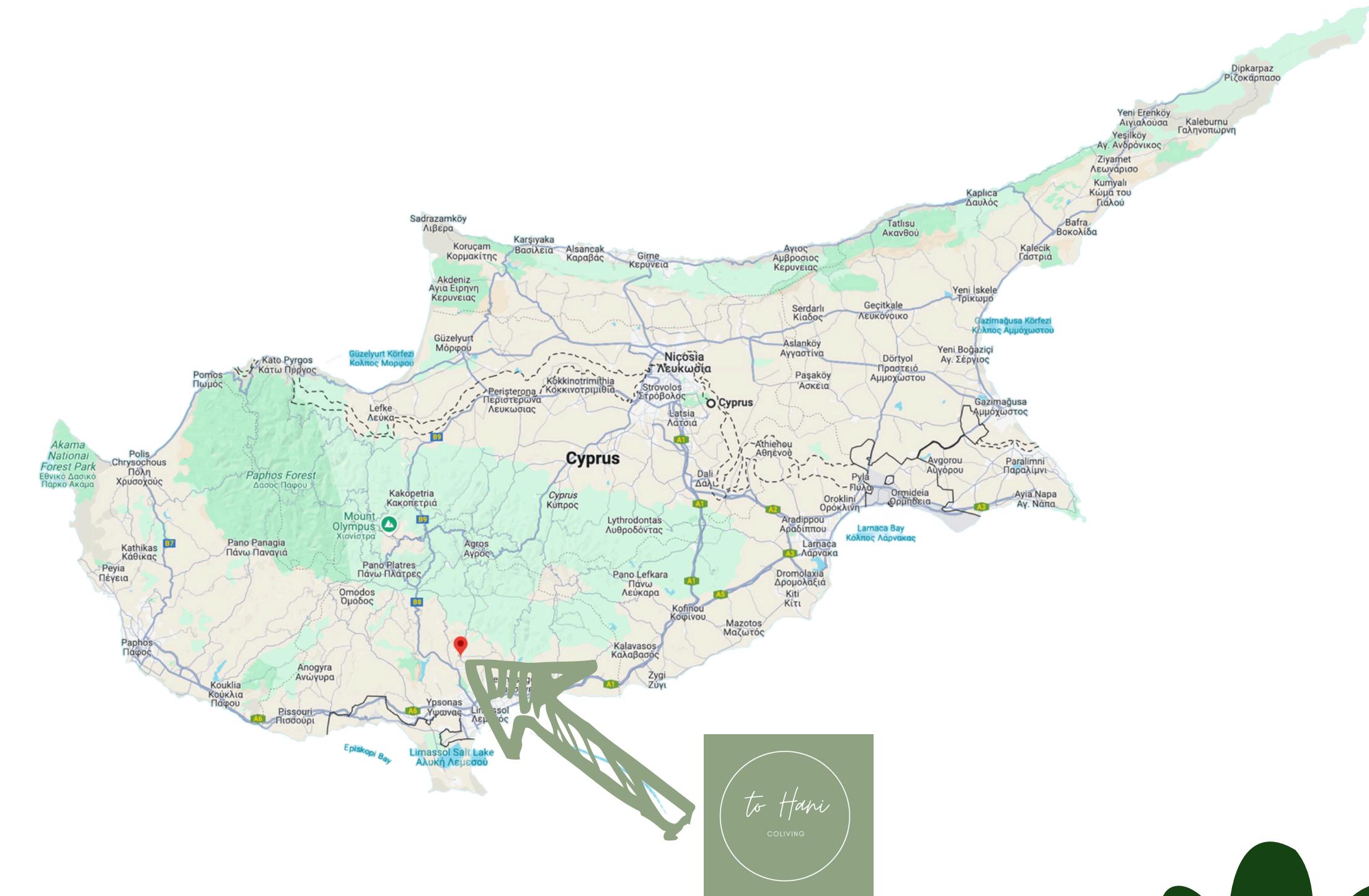
## The location



To Hani is the first coliving space for digital nomads in Cyprus, located in Paramytha village (12 km from Limassol's historic centre and the beach), 37km to the Troodos Mountains, offering a variety of outdoor activities and scenic views, and approx 1 hour drive from both main airports on the island.

It is based in a charming 100+ year-old historic building, recently revived to welcome digital nomads, remote workers, explorers, and slow travellers from all corners of the globe.

In Paramytha village, you'll find some local Cypriot taverns, scenic walks, and charming villages in the surrounding area (less than 20 minutes drive).



# About To Hani Coliving



"Han" means travellers inn, "happy" and "carefree" in Arabic!

## › The Founder: Christiana Melinioti

Back in 2017, Christy had the opportunity to live and work in many corners of the world, leading Unsettled retreats and contributing to building a community that refuses to settle in its pursuit of growth, meaning, and purpose.

When COVID hit, Christy knew that if she was to settle back and call Cyprus her home, she had to connect with, feel inspired by, learn from, and create a multicultural, like-minded community. That is how To Hani was born!



# Our Community: Who stays with us?



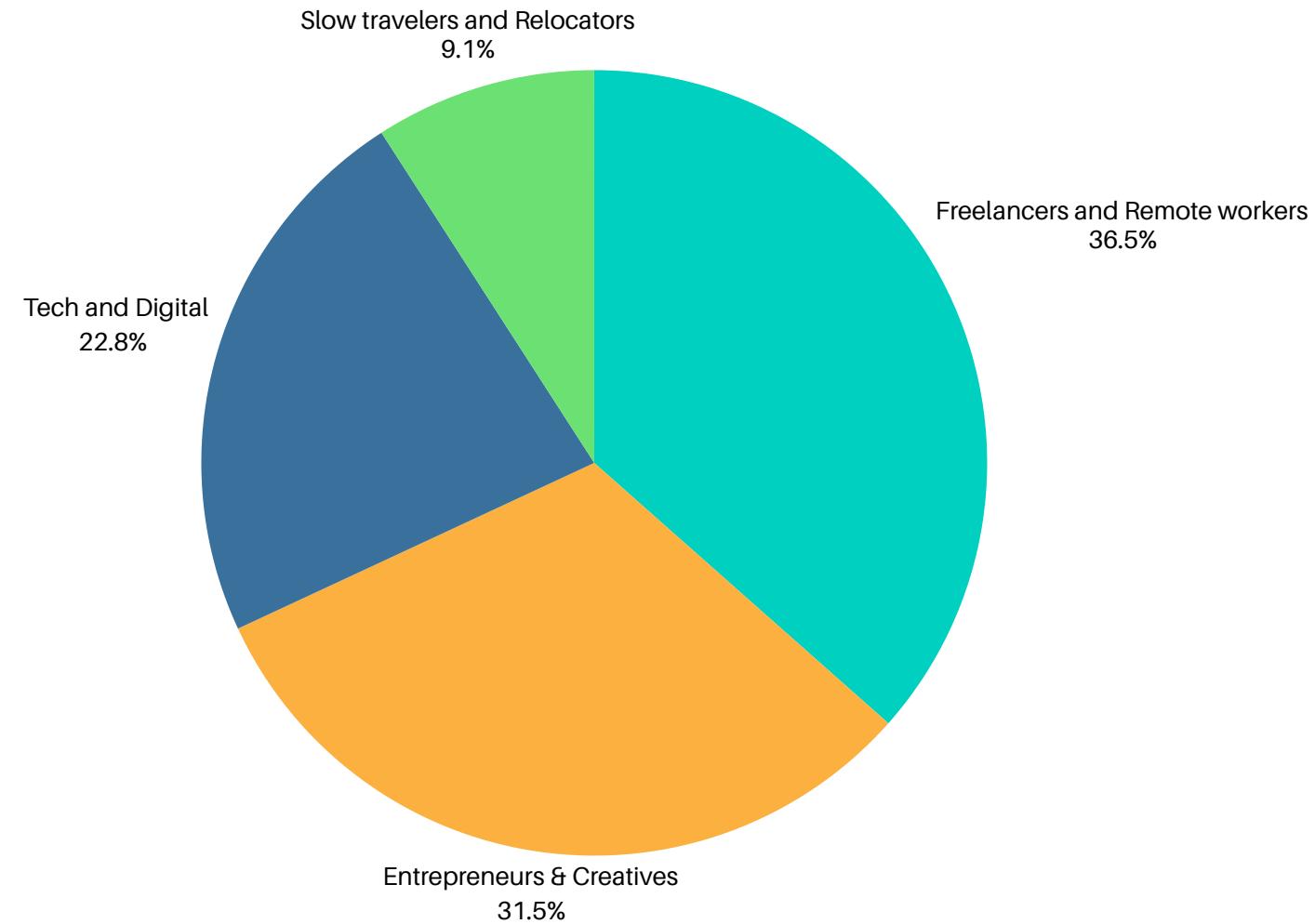
- **Digital Nomads & Remote Workers**
- **Tax Residents Seeking a Base**
- **Slow Travelers & Explorers**
- **Startups & Group Retreats**
- **Creatives & Entrepreneurs**



# Our Community: Who stays with us?



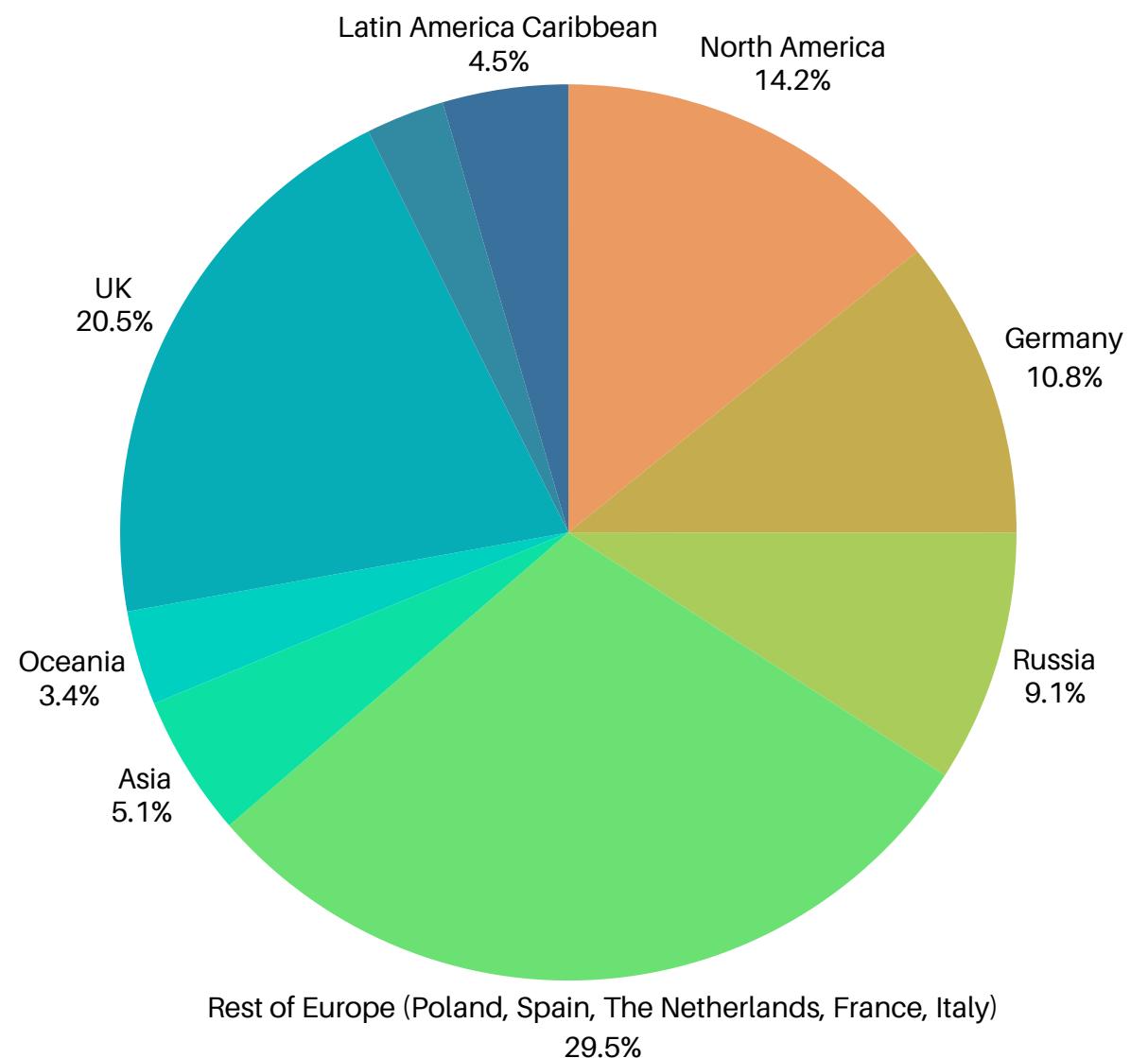
What do they do?



Average age:  
34



Where are they from?



Freelance and Remote Workers (professionals working independently from anywhere— across various industries)

Entrepreneurs and Creatives (Business owners or startup founder and other professionals in artistic fields)

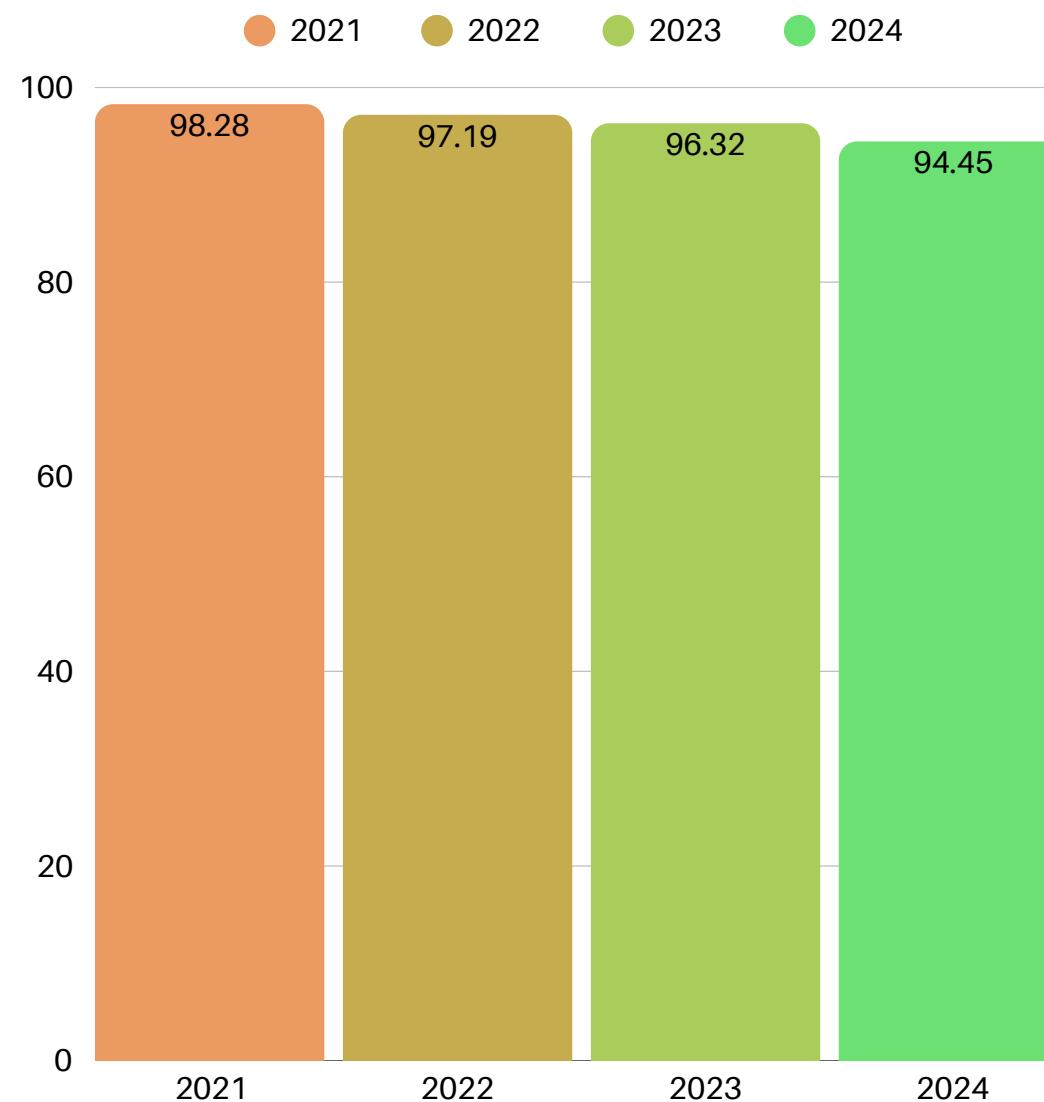
Tech & Digital (software developers, digital marketers, data analyst, UX/UI design, etc)

Slow Travelers & Relocators (digital nomads on extended stays, expats, professionals transitioning to a new home seeking community)

# Our Community: Who stays with us?



## Occupancy Rate



## > How long do they stay?

### On average- 2.5 months

Frequent returning members. Several members choose to return multiple times, with some securing their next stay before their current one ends.

At least 5 members visit To Hani annually.

2021: Based on 8 rooms - different set-up and pricing

From 2023: based on 9 rooms and current pricing

# Testimonials



## What our coliving members say about us?

### → Nicolo Amaglio, Digital Nomad, Entrepreneur

"I LOVE this place. It has become my home in Cyprus since the day I discovered it. Every time I am back, I feel welcomed by the awesome community. The place is perfect if you want to be in the countryside, away from the chaos of the city."

### → Henri Haaksiala, Digital Nomad, Digital & Tech

"It's a family-style coliving in VERY lovely old house with great big garden. Christy is very welcoming host and we had such amazing group of digital nomads. Every week everyone is invited to plan next weeks activities together so it's perfect for solo travelers. Go explore Cyprys and make To Hani your home away from home."

### → Kelly Van Velthoven, Digital Nomad, Entrepreneur

My time at To Hani was incredibly special and I am hugely grateful to Christy and the community for such a magical time. The rooms were super comfortable, there were great spaces to co-work from and I really liked the kitchen set-up. My favourite memories include dancing together by the fire, community dinners and making great, meaningful connections. Generally it was a warm, safe and comforting energy in the house. I highly recommend staying here if you're looking for a wholesome co-living experience.

### → Kristyana Papa-Adams, Digital Nomad, Holistic Wellness

To Hani is the most beautiful and magical place to live in Cyprus. From personal experience of living there for just over a year I can safely say you will be in good hands and looked after very well. You will be surrounded by like minded people who share the same/ similar values to you. You will be able to explore the island with a close community and make amazing memories. I have made the most amazing friendships and deep connections to others and it really showed me what true friendship is. I HIGHLY recommend living at To Hani, nothing but love for the place.

### → Angeliki Coletsou, Translator, Freelance, Remote Worker

I spent the last 6 months at to Hani without having any experience of another Co-living or of Cyprus and I absolutely loved my stay there! The house is amazing, well- equipped and the office space ideal for remote workers. There was always something going on and you had the chance to experience the authentic side of Cyprus first hand. During these months I had the chance to meet some of the coolest people I have ever met, built strong friendships, unwind and get to love Cyprus and to Hani like -maybe more than-my real home. Highly recommended to open-minded, free-spirited and community-oriented people :)

# The Coliving Space

To Hani is a beautiful two-storey building, traditionally constructed with stone walls, wooden beams, and clay mud brick elements, reflecting the authentic Cypriot architectural style.

It blends rustic charm with timeless craftsmanship. Surrounding the building is a large outdoor space filled with citrus, olive, and fig trees...



[The Rooms](#)

[Kitchen and Dining](#)

[Coworking & Community space](#)

[Living & Community Social Spaces](#)

[The Outdoors](#)

# The Rooms



## 10 Bedrooms - Up to 20 Guests

To Hani Coliving consists of nine ensuite bedrooms onsite and one ensuite room in the extension (formerly for staff).

Three rooms are located on the ground floor, while the remaining rooms are on the second floor. The rooms are a blend of modern amenities with a rustic charm, cozy and furnished with a double comfortable bed, a small work desk and wardrobe space.



*"Every now and then when travelling, you are lucky enough to come across somewhere that instantly feels like home. To Hani is one of those places. I spent three months here and it still didn't feel like enough time.*

*In fact, if I hadn't have run out of time on my visa, I would probably still be there! The communal space, the bedrooms, the garden, the atmosphere, the community and the range of activities are amazing.."*

Hugo (Digital Nomad, Content Creator)



# Kitchen & Dining

## Fully Equipped Kitchen

The kitchen is designed to be the heart of the space, where coliving members come together to cook, share meals, and connect. It is a spacious, fully-equipped chef-style space with four cooking stations, ovens, and refrigerators.

The dining area is a welcoming space designed for communal meals and social gatherings.

There is an extension space in the building that used to run as a professional kitchen for a tavern with full license operations. This space has the potential to be refurbished into a professional kitchen for a cafe/restaurant, additional coworking space, or to add extra bedroom units.

“

*“The kitchen is a culinary enthusiast's dream with its spacious and open design, making meal preparation an absolute pleasure...”*

*Rami Bishara (Digital Nomad, Entrepreneur)*



# Co-working & Community Space



## The Coworking & Community Space

The indoor open-plan coworking space at To Hani is designed to foster collaboration and productivity, with various seating options, one high-desk, a large round table, and 10 ergonomic chairs.

Coliving members use the indoor or outdoor space for co-working.

There's a designated space with a whiteboard for community weekly meetings, skillshares, and brainstorming sessions.

There is fibre-powered WiFi system with full coverage across the entire building using Unity technology



# Living & Community Social Spaces



## Large Flexible Spaces

On the ground floor, alongside the kitchen and dining area, there's a spacious open lounge space with a sofa, communal dining tables, and a fireplace.

That is where the community hosts movie nights (with a projector and screen), music jam sessions, board game evenings, conversation nights, skillshares, art nights, etc.

It's the heart of community social interaction.

On the second floor, there's a sofa and bookshelves offering a more quiet space, for unwinding and retreating.



# The Outdoors



## Another Community Space

The outdoor space is a large, open area surrounded by citrus and olive trees and a plot to create an organic veggie garden.

It's a place where people come together to socialize, relax, and enjoy nature. The space provides plenty of room for yoga, exercise, and community activities.

There's a bonfire pit for evening gatherings. For those who love working outdoors, there's a coworking-friendly space that allows you to work outdoors.

There's a further outdoor extension, part of the land of To Hani, with possibilities to add more units.



“...The spacious outdoor area is a real highlight: eating and celebrating together under fragrant lemon trees, relaxing in one of the hammocks or simply enjoying the peaceful surroundings - there is endless space, both inside and outside. For me, To Hani is much more than

just a coliving and coworking place - it is a heart project that is lived with love, passion, joy and great commitment. A place where people meet, ideas arise and life is celebrated in its most beautiful form.’



*‘Zoe Kuester (Artist)*



# How it is Run Today

## With Community at its Heart

We are known for the strong sense of community we've built over the years. It is at the heart of our experience.

Our Community Host plays a key role in fostering connections among members. The experience is co-created and evolves organically shaped by the interests of the people who join us at any given time. We schedule weekly family dinners, skillshares, workshops, and weekend excursions.

## The Team

The owner is active with the community for most parts of the year, and operates with volunteers and paid staff (employed a Community Manager in 2022- 2023) for the day-to-day operations, logistics, and facilitation of the community. There's an external team of cleaners, and suppliers that help with maintenance.

## The Logistics and Day-to-Day

We have developed operation systems, tools and processes to ensure the smooth running of the daily operations of the coliving, from cleaning schedules, to inventory management, check-ins & check-outs, and community facilitation. This allows us to offer a seamless experience for both our coliving members and the team. Our systems help manage tasks, communicate effectively, keep everything on track, and help with risk management.

## The Cleaning

Professional cleaning services are offered twice weekly for the shared spaces and co-working areas. The rooms are self-cleaned unless there's a request and is offered at an additional charge.

We have a network of offsite, on-demand maintenance support to ensure that any issues (plumbing, electricity, WIFI) are resolved promptly and hassle-free.

The Community Host on the ground (a volunteer) ensures the place is kept clean and tidy on a daily basis. There's a clean-after-yourself culture, and coliving members take an active role in keeping communal areas clean and tidy. It's their home, after all.

# How it is Run Today



## The On-Off Boarding

### → The Bookings & Promotion

We receive direct booking inquiries via our website contact page, social media, or coliving platforms (e.g., Coliving.com, Mapmelon,etc),

We made a conscious decision to personalize the booking experience of prospective members, inviting them to book a call with the founder.

We prioritize flexibility and long-term stays (one month minimum stay - weekly stays are only on special requests and as tasters of the coliving space).

Once a booking is confirmed, we share our coliving agreement, listing the terms of the stay.

Our network of alumni are spreading the word and a high number of bookings come from word-of-mouth referrals,as well as social media paid ads, and local media.

We prioritize a personalized, friendly, well-structured onboarding/offboarding process to ensure members immediately feel at home and part of the community prior to their arrival, and as soon as they arrive.

Members receive pre-arrival communication with all necessary details, including airport pick-up information, check-in instructions, house rules, community culture and values, and are added on to our SLACK group channel- the main communication tool.

Upon arrival, they are welcomed with an orientation, tour of the building (and a personalized Cypriot treat), we introduce them to the space, amenities, and fellow coliving members. We check-in with our members mid-stay to ensure all is good with their stay.

Our offboarding process includes a personalized friendly check-out, asking for feedback, and incentives for return stays or referrals (10% discount to our alumni), and as always a farewell card from the community.

# Business Overview

## Key Highlights

### A Unique Building

A character that takes us back to those early 19th century travel days.

This unique building is a rare find on the island, combining the cypriot charm with modern amenities offering the perfect layout for coliving life with private rooms and large shared areas.

### Vibrant Community & Brand Reputation

Most of the bookings are done through word of mouth or social media channels>

### Strong Network

Coliving Hub member  
Mapmelon community  
Collaboration with other international Colivings/Participation in coliving events  
Collaborative consultant: Haz Memon

### High Occupancy Rate

After only 4 years we have a 96% average occupancy rate and frequent returning members.

### Competitive Advantage

The first coliving on the island, and currently the only known coliving for digital nomads that has 10 bedroom units, with a layout suited for coliving life on the island.

### Ready to Go - Low Risk Turnkey Business

To Hani is available fully furnished and the owner is willing to bring training and consulting to allow a smooth transition.

### Untapped Opportunities

company retreats, seasonal coliving, events space...

# Market Opportunity

## Key Highlights

### Location Benefits

Cyprus's non-Schengen status allows digital nomads and long-term travelers to leave the Schengen Area, travel to nearby non-Schengen states—effectively giving more time in Europe without breaching the Schengen visa limits.

### Increase Demand in Coliving among millennials and remote workers

64% of digital nomads are Gen Z or Millennials.

### Rise of Digital Nomads & Remote work

Currently over 40 million remote workers - Projections reaching 55 by 2026.

### Target Market

Mid-range to high-earning digital nomads and remote professionals seeking an alternative to the usual Airbnb or hotel accommodation. The group of people we are targeting seeks community, meaningful connections.

### Company Retreats

Growth in the last 2 years in Company retreats demand - Especially looking for more rural, authentic places.

### Group retreats

Increased focus on health, stress management and wellness means more request for retreats in beautiful accessible places.

# Current Financial Overview

## → Additional Services

### ► Details Available Upon request (fill out this form)

- annual revenue & profit margins
- breakdown of operating expenses
- details of current logistics and operations

### → Current Packages

- Monthly coliving membership fee (accommodation+community facilitation)
- Min stay: one month, taster weekly stays available on request
- Double ensuite room (8 rooms)
- 1-3 months: 950 EUR pm (single occupancy) / 1,080 EUR pm (couple)
- 3-6 months: 900 EUR pm/1,000 EUR (couple)
- Single ensuite room (1 room)
- 1-3 months: 900 EUR pm/ 950 EUR (couple)
- 3-6 months: 850 EUR pm/900 EUR (couple)

- Virtual office/ tenancy agreement fee: 90EUR pm (this service is offered to entrepreneurs, business owners, and tax residents) - This service provides a professional business address, mail handling, and other administrative support—ideal for individuals or businesses who need a registered address without needing a physical office space.

- Hot desk coworking fee (limited number, on requests only and seasonal): 12 EUR per day - For entrepreneurs looking for a space with a sense of community outside of the city.

- Venue Hire for events, conferences, retreats, festivals: (varies min. 650EUR - 1,200 per day) - Seasonal venue hire for retreat coordinators, companies looking for space for gatherings. This includes access to the venue, basic amenities, and additional services like set-up support, catering (depending on the agreement).

# Business Model

The Building currently operates under a lease model but the owner is now looking to sell the building.

Members: 280 registered coliving members on our database.

## **Revenue Streams (2021- 2024):**

- Room bookings: Accommodation + Community Facilitation (monthly or weekly)
- Virtual Office Rentals & long-term tenancy agreements for tax-residents
- Hot desk coworking use - daily rate (seasonal, limited spaces, and on request)
- Venue Hire for retreats, conferences, events, festivals, workshops and other private events (i.e, yoga, company conferences, private dinners, cinema nights, digital nomad networking gatherings)

# Future Growth

Details Available Upon Request



annual revenue & profit margins  
breakdown of operating expenses  
details of current logistics and operations



## Potential Growth

- Possibility of rate increase (15-20% with small improvement) - We surveyed our guests and 85% stated that they'd be ready to pay 150EUR extra for monthly stays.
- Grow the scheme for Entrepreneurs and Tax Residents that are seeking virtual offices and flexible agreements for accommodation and work spaces; and tap even further into the location benefits for Travel Outside Schengen Cyprus's non-Schengen status



## Enter a New Market

- company or wellness retreats, seasonal events space. The venue is ideal for hosting retreats or/and other events. This is a unique venue on the island, with a large outdoor space. Over the past 4 years, we've witnessed high demand and possibilities to tap into this market, and we have seen examples of successful seasonal coliving spaces around the world.



## Further Investment Opportunities

- Further investment opportunities:
- Increase capacity - add more units - there's possibilities to add more bedroom units



## Cost Saving Opportunities

- Potential for solar power installation to lower electricity bills
- Water system to reduces dependenceon municipality supply



## Additional Potential Revenue Streams

- Host monthly pop-up markets, private events, workshops
- Onsite cafe: The space used to run as a tavern with all the relevant licensing. There's possibilities to renew the licensing and run as a co-working cafe onsite. We've gathered best practices from around the world following this specific business model in coliving spaces.

# Who is this for?

- **Business-Minded Operators** – People who understand what it takes to run a business, including financial planning, operations, and long-term sustainability.
- **Community-Driven Individuals** – Those who genuinely care about community building, understand hospitality, and creating a welcoming space. Ideally someone who has the knowledge of coliving spaces for digital nomads.
- **Individuals who are ready to invest time, energy, and resources** into growing and maintaining a successful coliving space

# Who is this not for?

- **Idea-Only Thinkers** – While we love great ideas, this opportunity is for someone ready to take full responsibility for running a business, not just brainstorming concepts.
- **People Without Financial Readiness** – Running a coliving space requires **capital, financial planning, and long-term commitment**, so this is not ideal for those without the means to sustain it.

# PR & Social Media

## Article & Interviews

Changing the Way We Perceive Home - Interview for Cyprus Mail.

Article in local media Philenews.

Podcast interview - Life on Fifth Podcast

## Social Media Presence

- Instagram - Followers: 3,183 IG followers (April 25)
- Listed on platforms: Coliving.com, Mapmelon, Nomadago
- Google Reviews 4.9



84 posts 3,186 followers 1,948 following

**To Hani**  
Community  
Live.Work.Play  
1st Coliving space for nomads in Cyprus  
Restored historic building  
Things happen when like minded... more  
linktr.ee/tohani\_coliving + 3

CyprusMail Cyprus Opinion World Business & Finance Sport Life & Style CM Videos SEARCH

### Changing the way we perceive home



Cyprus  
Saturday 29 May 2021 | 10:33

0 Comments

By [Alix Norman](#)

Share:



## Miscellaneous

We were mentioned in a BOOK: The Last Resort by Tracey Emerson is a psychological suspense novel based in a community in Cyprus. Tracey visited To Hani, and undertook her research on the island. To Hani is mentioned in the acknowledgements.

A few of our members now have To Hani tatoos!



May 31, 2023 • 44 min 51 sec

Podcast Episode  
**S3 - E11 - Christy - If I cannot find it, I must create it**  
The Humans Inside The Pods

Thank you for your interest.

If you are interested in learning more, fill in this form.

Due to the high number of requests, we ask you to get in touch only if you are a serious potential buyer.

See you down the road...

