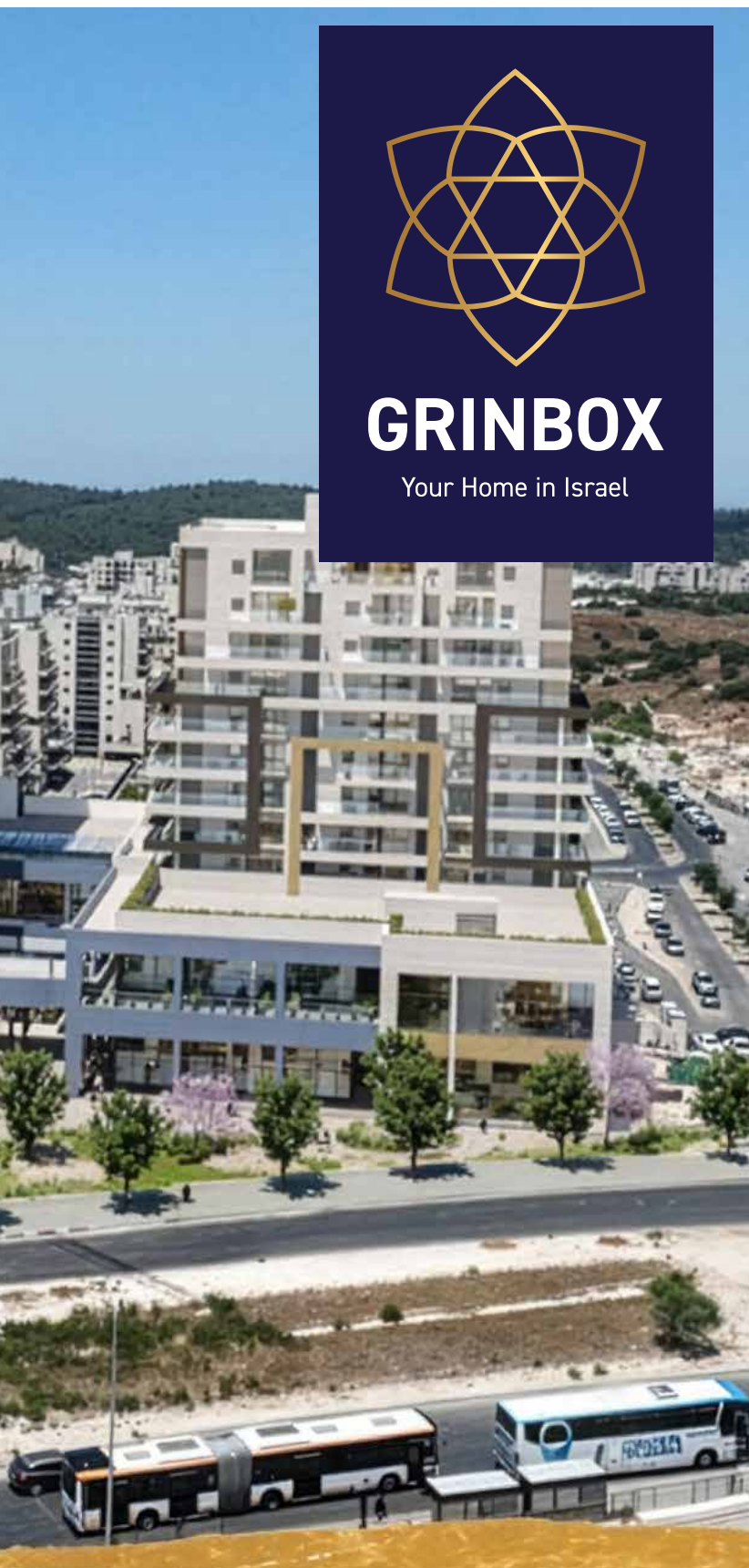


GRINBOX UK

to Help Buyers in Eretz Yisrael



By Chaim Stein

Turning the Dream of a Home in Eretz Yisrael into Reality

For many Yidden in Britain, owning a home in Eretz Yisrael is more than a financial investment. Whether as a future place to live, a holiday home or a long-term investment, it is often a lifelong aspiration. For those trying to navigate the Israeli property market from overseas, the process can feel overwhelming.

Grinbox UK has been established to bridge that gap. Backed by more than 13 years of experience in Israel, the company has opened its first UK offices, one in Golders Green and the other in Stamford Hill, to provide a complete, personalised service for those looking to buy, invest or prepare for a future in Eretz Yisroel. From finding the right home to managing it long after the sale, Grinbox offers support at every stage of the process.

In this exclusive interview with Hamodia, Grinbox UK partners David Dzimitrovski and Shia Uri explain how the company began, why it has chosen to open in London, and what sets its approach apart from a traditional estate agency.

Hamodia: Tell us about Grinbox. How did the company begin?

David: Grinbox began in Yerushalayim through Mr Yitzchak Greenwald. About 15 years ago, he found that people from overseas kept approaching him with similar requests: to check on a property they owned, to ask whether a particular neighbourhood would suit their family, or simply to find someone trustworthy who could inspect a flat, manage a property or offer advice.

As more people came to him, he realised there was a real need. Jews living abroad wanted someone they could trust on the ground in Israel — someone who would represent their interests as if they were their own.

What exactly does Grinbox UK offer?

Shia: We're far more than a traditional estate agency. Yes, we help people find properties, but that's only one part of what we do.

Every customer has different goals. One person may be looking for an investment, another may be planning to settle in *Eretz Yisrael* in five or ten years' time, and someone else may simply want a holiday apartment close to family.

We begin by understanding exactly what the customer wants. Which community do they wish to live in? Which schools? Which shuls? What is their long-term plan? From there, we guide them through the whole process, from identifying suitable properties and negotiating purchases to opening Israeli bank accounts, arranging mortgages, working with solicitors, providing tax guidance and, if required, managing the property after completion.

Our aim is that a client feels supported from the first conversation until long after they receive the keys.

What makes Grinbox different from other companies selling Israeli property in the UK?

Shia: Many companies simply introduce you to a property, and that's where their involvement ends. Our approach is different: we see the whole process through, from opening a bank account in Israel and arranging mortgage advice to working with solicitors on the legal side and, if needed, furnishing or managing the property afterwards. One trusted team coordinates all of it.

Because Grinbox has built strong relationships throughout Israel over many years, we're also able to introduce

clients to opportunities that may not always be available through the open market.

Grinbox has now opened in the UK. Why was that important?

Shia: One of the biggest concerns people have when purchasing overseas is trust. Many companies visit London for a property exhibition over a weekend and then return to Israel, leaving clients to communicate by email or telephone from then on.

We wanted something different. That's why we're establishing a permanent presence in London, so customers can walk into our office whenever they wish, ask a question without waiting days for a reply, or simply meet us face to face for an update. That local presence gives people reassurance that we're here for the long term.

Do you believe now is a good time to buy property in Israel?

David: That's probably the question I'm asked most often. The truth is, property markets always move up and down, and nobody can promise what will happen tomorrow. But look at the long term, and Israeli property has consistently shown strong growth; plenty of people who held off buying five or ten years ago now wish they had moved sooner.

For many Jewish families today, though, buying in Israel isn't only about the return on investment. Recent events in the UK have led many people to think seriously about their future, and owning a home in *Eretz Yisrael* offers something else: the knowledge that, whatever happens, they already have a place prepared

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for their family.

Is Grinbox aimed mainly at investors, or at families planning to settle in Eretz Yisrael?

David: Both. Some customers are looking purely for investment opportunities, others already know exactly where they'd like to live one day, and some haven't yet decided, but know they eventually want a home in Israel.

Every client receives individual advice. We don't recommend the same development to everybody; we listen first, and only then suggest locations and opportunities that genuinely fit their objectives.

Which areas of Israel do you cover?

David: Practically everywhere. We have experience across Yerushalayim, Beit Shemesh, Beitar Illit, Tzfas, Teve-ria, Telstone and many other communities throughout the country.

If someone already knows exactly where they would like to buy, we help them there; if they are still undecided, we advise them based on their family, their budget and their long-term plans. Because we're not tied to one development or one area, we can recommend what best suits each customer.

Does Grinbox also offer investment opportunities beyond residential homes?

David: Yes. Alongside residential properties, we also work with larger investment opportunities: some clients are interested in

development projects, others in land or commercial opportunities. We work with experienced professionals across many sectors, which allows us to introduce suitable opportunities depending on each investor's goals.

What reassurance can you give buyers who may be nervous about purchasing property overseas?

David: That's a completely understandable concern. Buying property anywhere is a major decision, and everything we do is designed to make clients feel secure: we handle funds professionally, carry out every transaction with proper legal representation, and work alongside experienced solicitors, mortgage advisers and financial professionals throughout the process.

We're building long-term relationships based on trust, not chasing quick sales, and our reputation depends on every client receiving honest advice and professional service.

Grinbox has managed hundreds of properties over the years. Does that experience benefit today's customers?

David: Absolutely. The Grinbox team in Israel manages more than 800 properties with a combined value exceeding ₪2.5 billion, and that experience has helped us build strong relationships with banks, developers and other professionals. It also means we've encountered almost every situation that can arise during a property transaction, which lets us anticipate problems before they occur and guide customers through what can otherwise be a complicated process.

David, Tell us a little about yourself.

I'm originally from Israel but have lived in the UK for almost 11 years, and my wife is from Golders Green. Alongside Grinbox, I've spent many years working in construction and property development, so I understand both the practical and commercial sides of real estate.

When the opportunity arose to bring Grinbox to Britain, I felt the timing was right. There's growing demand from people who want trustworthy guidance when buying in Israel, and I believe this

is a service our community has been missing.

Finally, what message would you like to leave with Hamodia readers?

David and Shia: If owning a home in Eretz Yisrael has always been your dream, do not let not knowing where to begin put you off. That is exactly what our London offices is here for.

You do not need a large amount of money to get started. Come in, and we will explain the process, the initial payment and the options that could work for you.

Whether you are planning years ahead, considering an investment or hoping one day to settle in *Eretz Yisrael*, walk in and talk to us. We will take it from there, with honesty, professionalism and the personal attention every client deserves.

