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LUXURY COLLECTION

REAL ESTATE



2023

PORTUGAL

BUYERS GUIDE

OUR BROKER

INTRODUCING



KEELY

LICENSED REAL ESTATE AGENCY

With over 16 years of experience in the Portuguese real estate market, Keely is not only the owner and broker of Private Luxury Collection but also supports the industry as a certified coach helping guide agents in growing their knowledge, experience and businesses.

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03

04-05

WELCOME

06-09

UNDERSTANDING THE PORTUGUESE REAL ESTATE MARKET

10-12

LEGAL AND REGULATORY CONSIDERATIONS

13-15

FINANCING OPTIONS

16-19

PROPERTY SEARCH AND SELECTION PROCESS

20-22

PROPERTY VIEWING AND DUE DILIGENCE

23-24

NEGOTIATING AND MAKING AN OFFER

25-27

CLOSING THE DEAL

28-30

POST-PURCHASE CONSIDERATIONS

31

ADDITIONAL RESOURCES AND SUPPORT

32

FREQUENTLY ASKED QUESTION

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WELCOME

JULY EDITION 2023

Welcome to the comprehensive buyer guide presented by Private Luxury Collection, the esteemed real estate brokerage with an established presence in Portugal. Under the guidance of our Managing Broker, Keely Capel, we have been diligently serving international clients for the past 16 years, connecting them with luxurious properties in the captivating Portuguese market.

The purpose of this buyer guide is to provide discerning international buyers like yourself with an exclusive glimpse into the world of luxury real estate in Portugal. Our aim is to equip you with valuable insights and knowledge that will empower you to make well-informed decisions as you embark on your journey to find your perfect piece of luxury real estate in this enchanting country.



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REAL ESTATE

This buyers guide is specifically tailored for international buyers who aspire to own a luxury property in Portugal. We understand that luxury real estate transactions require specialised knowledge and attention to detail, which is why our services are designed to cater to the unique needs of discerning buyers like yourself. Whether you are seeking a prestigious coastal villa, a historic estate in the countryside, or an opulent penthouse in the heart of a vibrant city, Private Luxury Collection is dedicated to helping you discover the epitome of luxury living in Portugal.

By entrusting your real estate aspirations to Private Luxury Collection, you gain access to an exclusive portfolio of exceptional properties, as well as our extensive network of high-profile clients and industry professionals. Our expertise in working with international clients ensures that we are well-versed in addressing the specific challenges faced by buyers from different countries. With our guidance and personalised approach, your journey to owning a luxury property in Portugal will be seamless, enjoyable, and tailored to your unique preferences and requirements.

We invite you to immerse yourself in the pages of this buyer guide, as it contains a wealth of invaluable information that will empower

you to make the most informed decisions. Keely Capel and our team of experts are ready to assist you throughout your luxury real estate journey in Portugal. Feel free to reach out to us with any questions or to begin the process of discovering the extraordinary properties that await you.

Welcome to Private Luxury Collection, where exceptional properties and impeccable service converge to create the ultimate luxury real estate experience in Portugal. Let us guide you towards the realisation of your dreams.

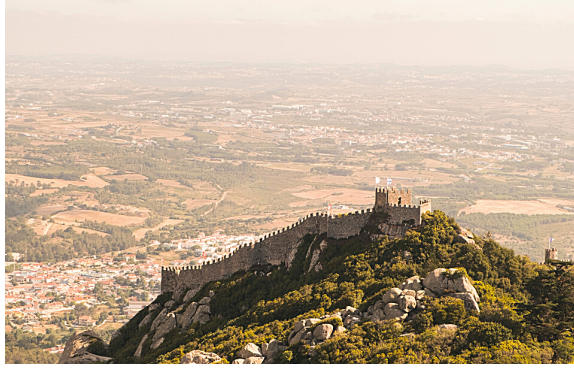
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UNDERSTANDING THE PORTUGUESE REAL ESTATE MARKET

THE CURRENT REAL ESTATE MARKET IN PORTUGAL

The Portuguese real estate market has gained significant momentum in recent years, presenting a lucrative opportunity for international buyers. With its robust economy, favourable investment conditions, and thriving tourism sector, Portugal has emerged as a desirable destination for overseas investors seeking to acquire property.

The market has experienced notable growth across various property segments, including residential, commercial, and vacation homes.



FACTORS INFLUENCING THE MARKET: ECONOMY, DEMOGRAPHICS, LEGAL REGULATIONS

Several key factors contribute to the dynamics of the Portuguese real estate market, making it an attractive investment choice for buyers coming from overseas.

Firstly, Portugal boasts a stable and growing economy, creating a favourable environment for property investment. The country's economic performance, driven by sectors such as tourism, technology, and renewable energy, offers a solid foundation for real estate growth and ensures the stability of the market.

Demographics also play a significant role in shaping the market landscape. Portugal's exceptional quality of life, affordable living costs, and warm hospitality have made it an appealing choice for international investors and expatriates. The multicultural environment and welcoming nature of the Portuguese people contribute to a seamless integration process for overseas buyers.

Legal regulations and policies further enhance Portugal's attractiveness as a real estate investment destination.

The Portuguese government has implemented measures to facilitate property acquisition for foreign investors, streamlining processes and offering residency and citizenship incentives. These regulations create a favourable investment climate and ensure a smooth buying experience for overseas buyers.



POPULAR REGIONS AND CITIES FOR REAL ESTATE INVESTMENT:

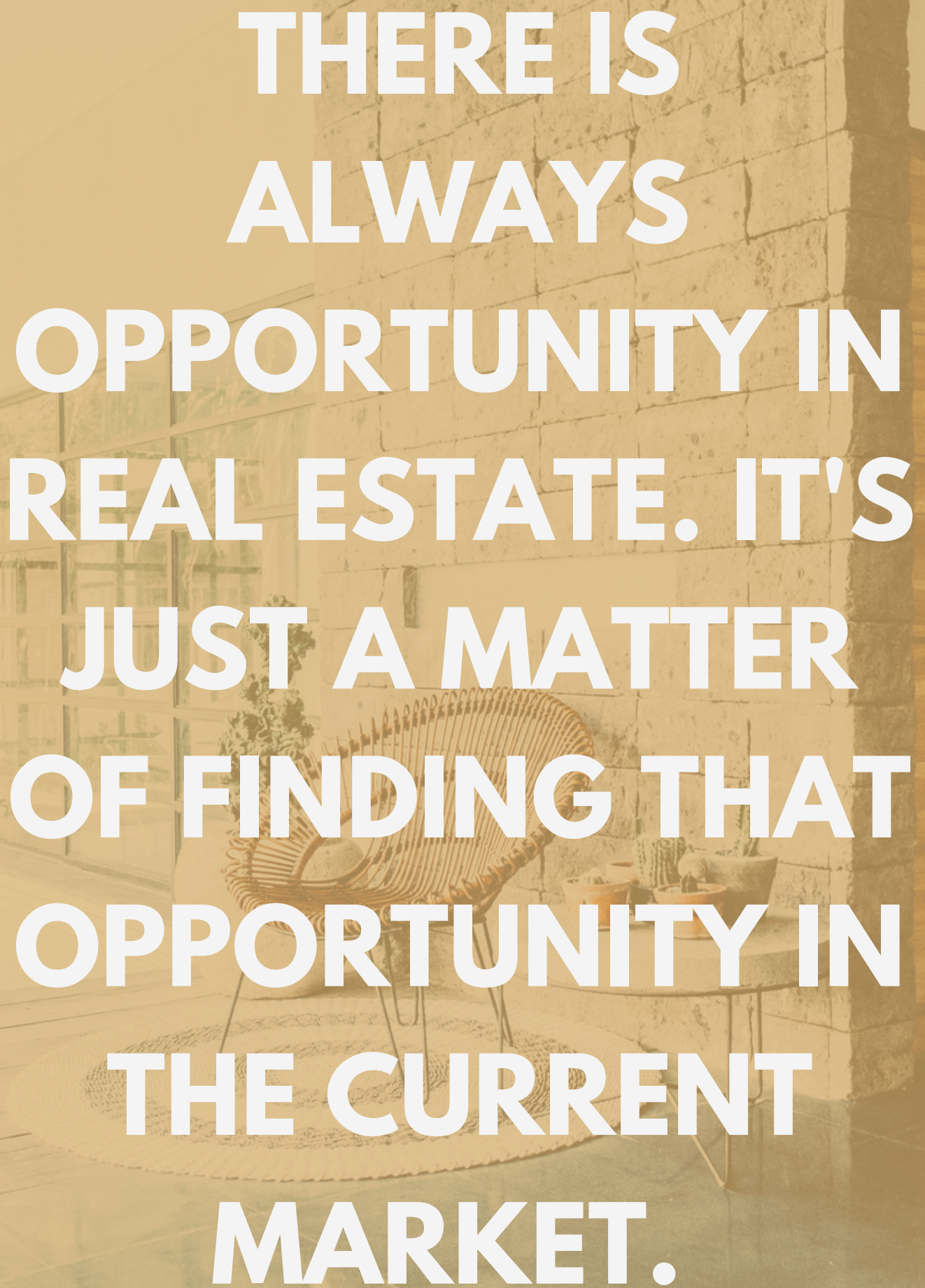
Portugal offers a range of regions and cities that present compelling investment opportunities for overseas buyers. Here are some sought-after locations:

1. Lisbon: The vibrant capital city of Lisbon holds immense appeal for international investors. With its rich history, stunning architecture, and thriving cultural scene, Lisbon offers a diverse range of real estate opportunities. Neighbourhoods like Chiado, Baixa, and Avenida da Liberdade are particularly popular among overseas buyers, offering a blend of historical charm and cosmopolitan living.
2. Porto: Located in the north, Porto captivates investors with its old-world charm, picturesque streets, and renowned port wine production. The city has witnessed significant revitalisation in recent years, making it an enticing destination for international buyers. Areas such as Ribeira, Foz do Douro, and Boavista are highly sought after for their investment potential.
3. Algarve: The stunning southern region of Algarve is renowned for its pristine beaches, world-class golf courses, and picturesque coastal towns. It is a preferred destination

for overseas buyers seeking vacation homes, retirement living, or rental investment properties. Areas like Lagos, Vilamoura, and Albufeira offer an array of property options with excellent potential for overseas buyers.

Investing in Portuguese real estate allows overseas buyers to capitalise on the country's flourishing market and tap into its exceptional lifestyle offerings. While Lisbon, Porto, and the Algarve region are highly popular, it's important to note that Portugal presents opportunities in various other regions as well. Each area offers its unique charm, investment prospects, and lifestyle benefits.

Understanding the current state of the Portuguese real estate market, along with the factors influencing it, empowers overseas buyers to make well-informed decisions. In the next section, we will delve into the legal and regulatory considerations that pertain to purchasing property in Portugal, providing you with the necessary knowledge to navigate the process smoothly.

A modern interior space featuring a stone wall, a wicker chair, and a small table with plants. The scene is bathed in warm, golden light, creating a cozy and inviting atmosphere. The text is overlaid in a bold, white, sans-serif font, centered on the image.

**THERE IS
ALWAYS
OPPORTUNITY IN
REAL ESTATE. IT'S
JUST A MATTER
OF FINDING THAT
OPPORTUNITY IN
THE CURRENT
MARKET.**



LEGAL AND REGULATORY CONSIDERATIONS

FOREIGN OWNERSHIP REGULATIONS

Portugal has favourable regulations that encourage foreign ownership of real estate. As an international buyer, you have the right to purchase property in Portugal with the same rights and legal protections as Portuguese citizens. There are no restrictions on the types of properties that can be purchased, whether it's a residential home, commercial property, or land.

LEGAL PROCEDURES FOR PURCHASING PROPERTY IN PORTUGAL

When purchasing property in Portugal, it is essential to follow the necessary legal procedures to ensure a smooth and secure transaction. Here are the key steps involved:

1. Engage the services of a lawyer: It is highly recommended to hire a Portuguese lawyer who specialises in real estate transactions. They will guide you through the legal process, review contracts, conduct due diligence, and ensure compliance with all legal requirements.
2. Obtain a Portuguese tax number: Before entering into a property transaction, you will need to obtain a Portuguese tax number (NIF). This identification number is necessary for various legal and fiscal purposes.

3. Conduct due diligence: Your lawyer will conduct thorough due diligence on the property, including verifying ownership, checking for encumbrances, and ensuring all necessary permits and licenses are in place.

4. Sign a promissory contract: Once you have selected a property, you will sign a promissory contract (Contrato Promessa de Compra e Venda) with the seller. This contract outlines the terms and conditions of the sale, including purchase price, payment schedule, and any contingencies.

5. Finalise the purchase at the notary office: The final step is to complete the purchase at a notary office (Cartório Notarial). The notary will verify all documents, ensure compliance with legal requirements, and register the property in your name.



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TAXES AND FEES ASSOCIATED WITH BUYING REAL ESTATE

When purchasing real estate in Portugal, it is important to be aware of the taxes and fees involved. Here are some of the key financial considerations:

1. **Property Transfer Tax (IMT):** The IMT is a tax imposed on the transfer of property ownership. The rate varies depending on the type of property, purchase price, and buyer's status (individual or company).

2. **Stamp Duty:** Stamp Duty (Imposto do Selo) is a tax levied on certain legal documents, including property purchase agreements. The rate is typically 0.8% of the purchase price.

3. **Municipal Property Tax (IMI):** The IMI is an annual tax imposed on

property owners based on the assessed value of the property. The rate varies depending on the property location and its value.

4. **Notary and Registration Fees:** Notary and registration fees are payable to the notary office for their services in the purchase process and property registration. The fees are calculated based on the purchase price and other factors.

5. **Legal and Professional Fees:** You will incur legal and professional fees for the services of your lawyer and any other professionals involved in the transaction. These fees can vary depending on the complexity of the purchase.

It is important to consult with your lawyer and tax advisor to fully understand the specific taxes and fees applicable to your property purchase in Portugal. They will provide guidance on the exact amounts and ensure compliance with all legal and fiscal obligations.

Understanding the legal and regulatory considerations, including foreign ownership regulations, legal procedures, and taxes/fees associated with buying real estate, is crucial to navigate the Portuguese market successfully. In the next section, we will explore financing options available to international buyers, providing you with insights into securing the necessary funds for your real estate investment.



FINANCING OPTIONS

FINANCING OPTIONS AVAILABLE TO INTERNATIONAL BUYERS

As an international buyer, you have various financing options available to facilitate your real estate purchase in Portugal. These options include:

1. **Personal Funds:** If you have sufficient personal funds, you can use them to purchase the property outright. This option eliminates the need for financing and streamlines the buying process.
2. **Mortgage Loans:** Many international buyers opt for mortgage loans to finance their real estate investments in Portugal. Local and international banks, as well as mortgage brokers, offer financing solutions tailored to the needs of non-resident buyers.



MORTGAGE REQUIREMENTS AND PROCESS

When considering a mortgage for your property purchase, it is essential to understand the requirements and process involved:

1. **Eligibility Criteria:** Mortgage eligibility criteria may vary among lenders. Typically, lenders assess factors such as your income, creditworthiness, employment history, and the value of the property you intend to purchase.
2. **Down Payment:** Lenders typically require a down payment, which is a percentage of the property's purchase price. The down payment amount can vary, but it is typically between 20% and 30% of the property value.
3. **Documentation:** To apply for a mortgage, you will need to provide relevant documentation, including identification, proof of income, bank statements, and tax returns. Your lender will guide you through the specific documentation requirements.

4. **Mortgage Process:** The mortgage process involves submitting an application to the lender, who will assess your eligibility, review the property valuation, and perform due diligence. If approved, the lender will provide a loan offer, and upon acceptance, the loan agreement will be finalised.

To make an initial enquiry on a mortgage in Portugal please click [here](#):

[Mortgage Enquiry](#)

CURRENCY EXCHANGE CONSIDERATIONS

When purchasing property in a foreign country, such as Portugal, currency exchange considerations play a crucial role. Here are some important factors to keep in mind:

1. **Exchange Rate Fluctuations:** Exchange rates between your home currency and the Euro can fluctuate, impacting the cost of your property purchase. It is important to monitor exchange rates and consider strategies to minimise potential currency risks.
2. **Currency Exchange Services:** Engaging the services of a reputable currency exchange provider can help you secure competitive exchange rates and facilitate the transfer of funds for your property purchase.
3. **Forward Contracts:** Some currency exchange providers offer forward contracts, allowing you to lock in an exchange rate in advance for future transactions. This can help mitigate the impact of adverse exchange rate movements.

4. **Seek Professional Advice:** Consulting with a currency exchange specialist or financial advisor can provide valuable insights into managing currency exchange risks and optimising your funds for property purchases.

Understanding the financing options available, mortgage requirements and processes and currency exchange considerations is crucial for international buyers looking to invest in Portuguese real estate. By exploring these aspects and seeking expert advice, you can make informed decisions and navigate the financing process effectively.

In the next section, we will delve into the types of properties available in the Portuguese real estate market, ranging from luxurious villas and apartments to charming countryside estates and commercial properties.

**To register for a currency account please visit:
this site: [GC Partners](#)**



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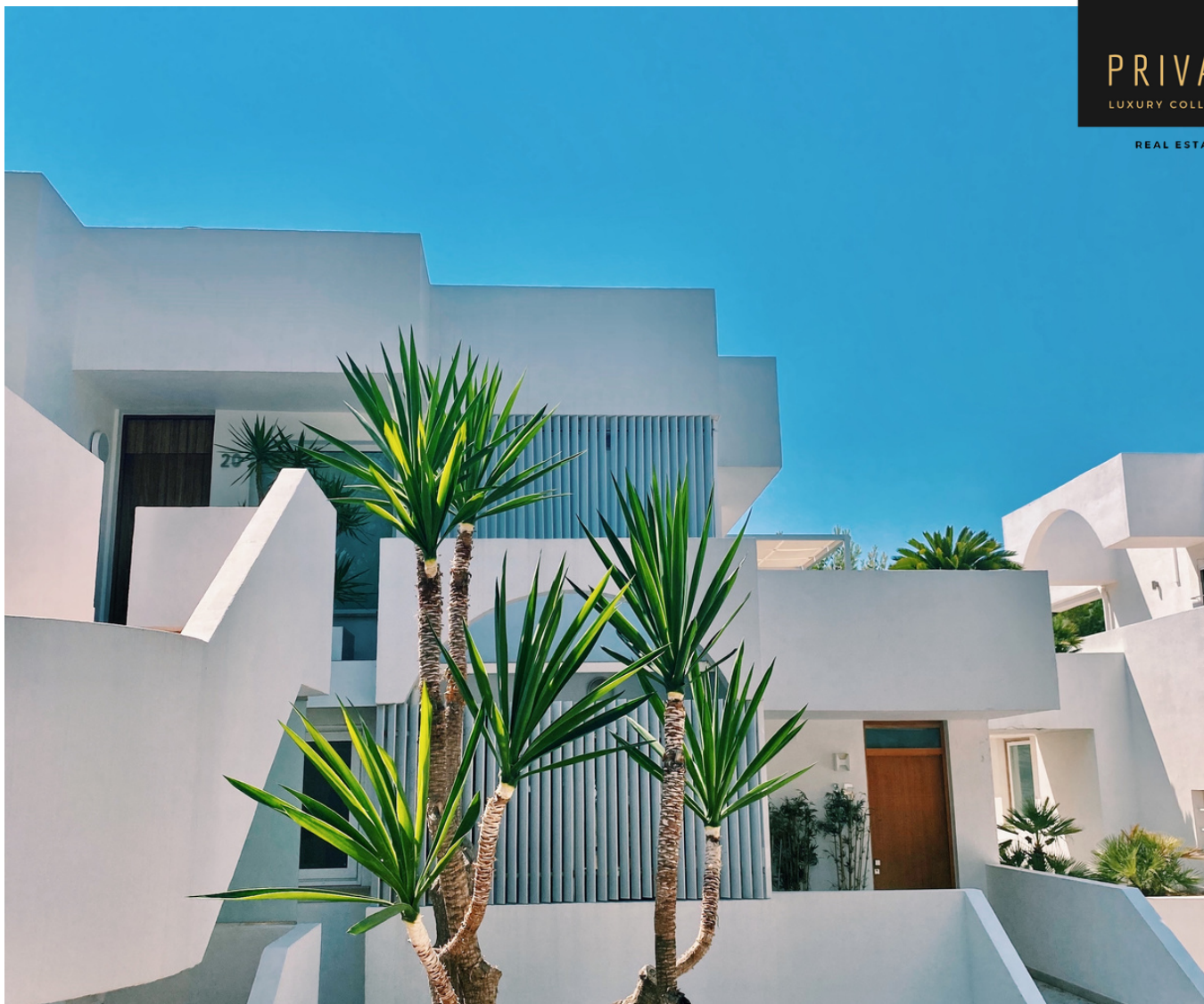
PROPERTY SEARCH AND SELECTION PROCESS



UNDERSTANDING YOUR REQUIREMENTS AND PREFERENCES

Before embarking on your property search in Portugal, it is crucial to have a clear understanding of your requirements and preferences. Consider the following factors:

1. Budget: Determine your budget range for the property purchase, taking into account any financing options or funds available.
2. Property Type: Define the type of property you are seeking, such as a villa, apartment, townhouse, or commercial property. Consider the number of bedrooms, bathrooms, and other amenities you desire.



3. **Location:** Identify your preferred location or region in Portugal. Consider factors such as proximity to amenities, transportation, schools, and lifestyle preferences.

4. **Lifestyle and Amenities:** Determine the lifestyle and amenities that are important to you, such as access to golf courses, beaches, cultural attractions, shopping centers, or vibrant nightlife.

5. **Investment Objectives:** If your property purchase is an investment, consider factors like rental potential, growth prospects, and the local market conditions to ensure your objectives are met.

By clearly defining your requirements and preferences, you can streamline your property search and focus on options that best align with your needs.

WORKING WITH A REAL ESTATE AGENT

Engaging the services of a reputable real estate agent specialised in the Portuguese market can greatly facilitate your property search and selection process. Here's how a real estate agent can assist you:

1. **Local Market Expertise:** A skilled agent will have in-depth knowledge of the local real estate market, including current property trends, pricing, and investment potential.

2. **Property Shortlisting:** Based on your requirements, the agent can provide a curated selection of properties that meet your criteria, saving you time and effort in the search process.

3. **Property Viewings:** The agent will arrange property viewings,

accompanying you to visit the selected properties and providing valuable insights and advice during the tours.

4. **Negotiation and Offer Assistance:** Once you have found a property you wish to purchase, your agent will help negotiate the best terms and guide you through the offer and acceptance process.

5. **Contract Guidance:** Your agent will work alongside your lawyer to review contracts and ensure that all legal aspects of the transaction are properly addressed.

Working with a knowledgeable and experienced real estate agent can provide invaluable guidance and support throughout the property search and selection process.



ONLINE RESOURCES AND PROPERTY LISTINGS

In addition to working with a real estate agent, online resources and property listings can be valuable tools in your property search. Here are some key online resources to consider:

1. **Real Estate Websites:** Utilise reputable real estate websites that specialise in the Portuguese market. These platforms often have comprehensive property listings, allowing you to filter results based on your criteria.
2. **Online Portals and Marketplaces:** Explore online portals and marketplaces dedicated to property listings in Portugal. These platforms provide a wide range of property options, including residential, commercial, and investment properties.
3. **Social Media:** Follow real estate agencies and property developers on social media platforms, as they often showcase their latest property listings and provide updates on the market.

4. **Virtual Tours:** Take advantage of virtual tours and 3D visualisations available for some properties. These tools allow you to explore properties remotely and gain a better understanding of their layout and features.

When using online resources, it is important to cross-reference the information with your real estate agent to ensure accuracy and receive professional guidance.

By combining the expertise of a real estate agent with the convenience of online resources, you can efficiently search for properties that meet your requirements and preferences.

In the next section, we will discuss the importance of property inspections and due diligence when purchasing real estate in Portugal, ensuring that you make an informed decision and secure a property of high quality.

**"DON'T
WAIT TO
BUY REAL
ESTATE.**

**BUY REAL
ESTATE
AND
WAIT."**

JASON KEYS

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PROPERTY VIEWING AND DUE DILIGENCE

SCHEDULING PROPERTY VIEWINGS

Once you have identified potential properties that align with your requirements, it is time to schedule property viewings. Follow these steps to make the most out of your property viewing experience:

1. Coordinate with your real estate agent: Inform your agent about the properties you are interested in viewing and provide them with your preferred dates and times. They will schedule the viewings and coordinate with the property owners or listing agents.
2. Plan your visit efficiently: If you are travelling from overseas, consider planning multiple viewings in a single day to maximise your time. Your agent can help you create an itinerary that ensures you see all the properties of interest.



3. Prepare a checklist: Prioritise your requirements and preferences, and create a checklist of important aspects you want to assess during the viewings. This will help you stay organised and make objective comparisons.

ASSESSING PROPERTY CONDITION AND QUALITY

During the property viewings, it is crucial to assess the condition and quality of the properties. Consider the following factors:

1. **Structural Integrity:** Examine the overall structural integrity of the property, including the foundation, walls, roof, and floors. Look for signs of water damage, cracks, or any other potential issues.
2. **Interior Features:** Evaluate the interior features, such as the quality of construction, flooring, fixtures, and finishes. Pay attention to the condition of plumbing and electrical systems, as well as the functionality of appliances.

21



2023 BUYERS GUIDE

3. Exterior Space: If the property includes outdoor areas, assess the condition of the garden, landscaping, pool (if applicable), and any other outdoor amenities.

4. Natural Light and Ventilation: Take note of the natural light and ventilation in the property. Adequate light and fresh air can greatly enhance the living experience.

5. Noise and Surroundings: Consider the noise levels inside and outside the property. Assess the surroundings, including neighbouring properties, road traffic, and proximity to any potential sources of noise or disturbance.

CONDUCTING DUE DILIGENCE: LEGAL CHECKS, SURVEY, AND INSPECTION

Performing due diligence is essential to ensure that the property you intend to purchase is free from legal issues and meets your expectations. Consider the following steps:

1. Legal Checks: Work closely with your lawyer to conduct legal checks on the property. This includes verifying the ownership status, ensuring the property has proper permits and licenses, and assessing any potential legal encumbrances.

2. Survey and Inspection: Engage a qualified surveyor or inspector to conduct a thorough assessment of the property's condition. They will identify any structural or maintenance issues that may not be immediately apparent during the viewing.

3. Title Search: Your lawyer will perform a comprehensive title search to ensure there are no outstanding debts, liens, or disputes related to the property.

4. Review Contract and Terms: Your lawyer will review the purchase contract, ensuring that all the terms and conditions align with your agreement with the seller. They will also guide you through the necessary steps to proceed with the transaction.

By conducting due diligence, you can make an informed decision about the property and negotiate any necessary repairs or adjustments before finalising the purchase.

In the next section, we will delve into the negotiation and purchase process, providing you with insights on making competitive offers, securing the property, and completing the transaction in Portugal's real estate market



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NEGOTIATING AND MAKING AN OFFER

UNDERSTANDING THE NEGOTIATION PROCESS IN PORTUGAL

Negotiating the purchase of a property in Portugal follows a customary process. Familiarise yourself with the local negotiation practices to navigate this stage effectively:

1. Initial Offer: After conducting due diligence and deciding on a property, you will submit an initial offer to the seller. This offer serves as a starting point for negotiations.
2. Counteroffers: The seller may respond with a counteroffer, proposing changes to the purchase price, terms, or conditions. Negotiations typically involve multiple rounds of counteroffers until both parties reach a mutually acceptable agreement.



3. **Good Faith Deposit:** In Portugal, it is common for buyers to provide a good faith deposit when making an offer. This deposit demonstrates your commitment to the purchase and is typically held in escrow until the transaction is finalised.

4. **Negotiation Etiquette:** Negotiations in Portugal tend to be polite and respectful. While bargaining is expected, maintaining a professional and courteous demeanour can foster a positive negotiating environment.

FACTORS TO CONSIDER WHEN MAKING AN OFFER

When making an offer on a property in Portugal, take into account the following factors:

1. **Market Conditions:** Assess the current market conditions and comparable property sales to determine a reasonable and competitive offer price. Your real estate agent can provide valuable insights and help you gauge the market value.

2. **Property Condition and Market Demand:** Consider the property's condition, desirability, and demand in the market. Highly sought-after properties may require more competitive offers.

3. **Seller's Motivation:** Understand the seller's motivations, as it can impact their willingness to negotiate. For example, a seller in need of a quick sale may be more open to price negotiations.

4. **Financing and Contingencies:** Consider your financing options and any contingencies you may have, such as mortgage approval or property inspections. These factors can influence your offer terms.

TAXES AND FEES ASSOCIATED WITH BUYING REAL ESTATE

As negotiations progress, counteroffers may occur until a final agreement is reached. Consider the following steps when finalising the purchase agreement:

1. **Review the Counteroffer:** Carefully review any counteroffers from the seller, paying attention to changes in price, terms, or conditions. Assess the impact on your budget and preferences.

2. **Consult with Professionals:** Seek advice from your real estate agent and lawyer to evaluate the counteroffer and ensure that it aligns with your objectives. They can provide guidance on negotiating terms that protect your interests.

3. **Negotiate Terms:** If necessary, engage in further negotiations to find common ground. This may involve adjusting the price, conditions, or timelines to reach a satisfactory agreement for both parties.

4. **Acceptance and Signing:** Once both parties agree to the terms, the final purchase agreement is prepared. Review the agreement thoroughly with your lawyer, addressing any questions or concerns before signing.

5. **Payment and Completion:** Arrange for the payment of the agreed-upon deposit and discuss the timeline for the remaining payments. Work closely with your lawyer to ensure a smooth completion of the transaction.

By understanding the negotiation process, considering relevant factors, and effectively communicating with the seller, you can navigate the negotiation stage successfully and secure your desired property.

In the next section, we will discuss the important steps involved in completing the purchase process, including property registration, tax payments, and the final transfer of ownership.



CLOSING THE DEAL

THE CLOSING PROCESS

The closing process in Portugal involves the finalisation of the property purchase, ensuring the legal transfer of ownership from the seller to the buyer. Here's an overview of the typical closing process:

1. **Completion Date:** The completion date is agreed upon by both parties and specified in the purchase agreement. It marks the official transfer of ownership and the culmination of the buying process.
2. **Settlement Statement:** Prior to closing, your lawyer will prepare a settlement statement detailing all financial transactions involved in the purchase. This statement outlines the total amount due, including any applicable taxes, fees, and the remaining balance.



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DOCUMENTS AND PAPERWORK REQUIRED FOR CLOSINGS

3. **Final Walkthrough:** Your real estate agent should conduct a final walkthrough of the property shortly before the completion date. This allows you to verify that the property is in the agreed-upon condition and that any repairs or obligations have been fulfilled.

4. **Property Registration:** Your lawyer will initiate the process of registering the property in your name at the Land Registry Office (Conservatória do Registo Predial). This step ensures the legal recognition of your ownership rights.

To facilitate a smooth closing, ensure you have the necessary documents and paperwork in order. Your lawyer will guide you through the process and help gather the required documentation, which may include:

1. **Purchase Agreement:** The legally binding purchase agreement, signed by both parties, outlines the terms and conditions of the sale.

2. **Identification Documents:** Provide valid identification documents, such as passports or identification cards, for all involved parties, including the buyer and seller.

3. **Fiscal Number (NIF):** Obtain a fiscal number (Número de Identificação Fiscal or NIF) from the Portuguese

tax authorities. This unique identification number is required for property transactions.

4. **Proof of Funds:** Provide evidence of available funds to complete the purchase, such as bank statements or loan approval documents.

5. **Certificates and Reports:** Your lawyer may request various certificates and reports, such as an energy performance certificate (Certificado Energético), to ensure compliance with legal requirements.

6. **Title Deed:** The seller's lawyer will provide the title deed (Escritura) for the property, which is the legal document transferring ownership rights to the buyer.





TRANSFERRING OWNERSHIP AND COMPLETION OF THE PURCHASE

The final steps in closing the deal involve the transfer of ownership and the completion of the purchase process. Here's what to expect:

1. **Escritura:** On the completion date, both the buyer and seller, or their representatives, will meet at the Notary Public's office (Cartório Notarial) to sign the escritura. This deed formalises the transfer of ownership and finalises the purchase.
2. **Payment of Funds:** Prior to signing the escritura, you must ensure that the necessary funds are available to complete the purchase. This includes paying any outstanding balances, taxes, fees, and the agreed-upon purchase price.
3. **Public Notary Registration:** Following the signing of the escritura, the Public Notary will register the transaction with the Land Registry Office, updating the property's ownership records.
4. **Tax Payments:** Your lawyer will assist you in fulfilling your tax obligations, including paying the applicable property transfer tax (IMT) and any other taxes or fees associated with the purchase.
5. **Completion Certificate:** Once the transaction is registered, your lawyer will provide you with a completion certificate (Certidão de Registo Predial), confirming your ownership of the property.

By adhering to the closing process, gathering the necessary documents, and working closely with your lawyer, you can successfully transfer ownership and complete the purchase of your property in Portugal.

Congratulations! You have now reached the final stage of the buying process. In the next section, we will explore post-purchase considerations and offer guidance on settling into your new property and life in Portugal.



POST-PURCHASE CONSIDERATIONS

PROPERTY MANAGEMENT AND MAINTENANCE SERVICES

Once you have completed the purchase of your property in Portugal, it is important to consider property management and maintenance services. These services can help ensure the upkeep and smooth operation of your property, especially if you are residing overseas or have multiple properties. Consider the following:

1. **Property Management Companies:** Engage the services of a reputable property management company that can oversee the day-to-day management of your property. They can handle tasks such as rent collection, property maintenance, repairs, and tenant communication.

2. Maintenance and Repair: Regularly maintain your property to preserve its value and address any potential issues promptly. This may include routine inspections, landscaping, cleaning, and repairs. Utilise local contractors and service providers who are familiar with the local market and can deliver quality work.

3. Homeowners Association (HOA): If your property is part of a condominium or a community with a homeowners association, familiarise yourself with the rules, regulations, and fees associated with the HOA. Comply with their guidelines to maintain a harmonious living environment.

RENTING OUT THE PROPERTY: LEGAL REQUIREMENTS AND CONSIDERATIONS

If you plan to generate income from your property by renting it out, it is essential to understand the legal requirements and considerations in Portugal. Follow these guidelines:

1. Rental Regulations: Familiarise yourself with the local rental regulations, including landlord and tenant rights and obligations. Consult with your lawyer to ensure compliance with the legal framework.

2. Rental Licensing: In some cases, obtaining a rental license (Licença de Alojamento Local) is mandatory for short-term rentals. This applies to properties that are rented for tourism purposes, such as holiday rentals. Ensure you meet the necessary requirements and obtain the appropriate license.

3. Tax Implications: Understand the tax obligations associated with rental income. Consult with a tax professional or accountant to ensure you comply with the tax regulations and reporting requirements.

4. Property Management for Rentals: If you opt to rent out your property, consider working with a property management company that specialises in vacation rentals or long-term rentals. They can handle marketing, guest management, bookings, and maintenance on your behalf.

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RESELLING THE PROPERTY: MARKET TRENDS AND TIPS

Should you decide to resell your property in the future, it is important to stay informed about market trends and employ effective strategies. Consider the following:

1. **Market Research:** Stay updated on the local real estate market trends, including property values, demand, and buyer preferences. Work closely with a knowledgeable real estate agent who can provide valuable insights and guide you through the selling process.

2. **Property Staging:** Present your property in its best light by staging it appropriately. Consider making necessary repairs, enhancing curb

appeal, and highlighting the property's unique features to attract potential buyers.

3. **Pricing Strategy:** Set a competitive and realistic asking price based on market conditions and comparable property sales. Your agent can assist you in determining the optimal price point to attract buyers while maximising your return on investment.

4. **Marketing and Advertising:** Utilise various marketing channels and online platforms to promote your property effectively. Engage in professional photography, create compelling listings, and consider virtual tours to showcase your property to a wider audience.

5. **Legal Assistance:** Seek legal guidance during the selling process to ensure all legal requirements are met, including drafting the necessary contracts, handling negotiations, and



facilitating the smooth transfer of ownership.

Remember, market conditions and trends can change, so it is crucial to stay informed and adapt your selling strategy accordingly.

By considering property management and maintenance services, understanding the legal requirements for renting out your property, and staying informed about the real estate market, you can make informed decisions regarding the post-purchase aspects of your property in Portugal.



USEFUL CONTACTS AND SERVICES FOR INTERNATIONAL BUYERS

As an international buyer in Portugal, it is beneficial to have access to reliable contacts and services. Here are some useful resources:

1. Real Estate Agents: Private Luxury Collection, led by Managing Broker Keely Capel, can provide expert guidance and assistance throughout the buying process. Contact our team for personalised support.

info@privateluxurycollection.com

+351 915 471 151

www.privateluxurycollection.com

2. Legal Advisors: Consult with experienced legal advisors who specialise in real estate transactions in Portugal. They can provide legal advice, review contracts, and ensure compliance with local regulations. Please reach out and we will be happy to make recommendations.

3. Mortgage Advisor: If you require financing for your property purchase, consult with a mortgage advisor who specialises in international mortgages in Portugal. They can guide you through the mortgage application process and help you secure competitive financing options.

[Mortgages Direct](#)

4. Currency Exchange: Consulting with a currency exchange specialist can provide valuable insights into managing currency exchange risks and optimizing your funds for property purchase. Engaging the services of a reputable currency exchange provider can help you secure competitive exchange rates and facilitate the transfer of funds.

[GC Partners](#)

5. Tax Advisor: Seek the assistance of a tax advisor or accountant with knowledge of Portuguese tax laws. They can help you understand your tax obligations, optimize your financial position, and ensure compliance with local regulations.

[Spectrum IFA](#)

Here are some commonly asked questions by international buyers in Portugal:

CAN FOREIGNERS BUY PROPERTY IN PORTUGAL?

Yes, foreign buyers are generally allowed to purchase property in Portugal. However, it is important to be aware of any specific restrictions or requirements that may apply to your nationality or property type.

WHAT ARE THE TAXES ASSOCIATED WITH BUYING PROPERTY IN PORTUGAL?

The main tax associated with property purchases is the Property Transfer Tax (IMT). Additionally, there are other taxes and fees such as stamp duty, notary fees, and registration fees. Consult with your lawyer or tax advisor for a comprehensive understanding of the taxes and fees applicable to your purchase.

DO I NEED A RESIDENCY PERMIT TO BUY PROPERTY IN PORTUGAL?

No, you do not need a residency permit to buy property in Portugal. Property ownership does not automatically grant residency rights. However, there are various residency programs available for non-EU citizens who wish to reside in Portugal.

CAN I RENT OUT MY PROPERTY AS A VACATION RENTAL?

Yes, you can rent out your property as a vacation rental in Portugal. However, there may be specific regulations and licensing requirements depending on the type and duration of the rental. Consult with your lawyer or a property management company for guidance on legal requirements and best practices.

WHAT DOCUMENTS DO I NEED TO HAVE TO MAKE A PROPERTY PURCHASE?

You will need your photographic ID, for example, your passport. Proof of your residential address and a Portuguese tax number (NIF) if you are making a cash purchase. If you are looking to finance the purchase then additional documentation will be required by the bank lending you the funds.

CAN I GET A MORTGAGE AS A FOREIGNER IN PORTUGAL?

Yes, it's possible for foreigners to obtain a mortgage in Portugal. Many Portuguese banks offer mortgage loans to non-residents. The maximum loan-to-value ratio for non-residents is generally lower than for residents, often around 70% of the property value. It's advisable to contact multiple banks to compare terms and requirements.



CONTACT US

For personalised assistance and to start your real estate journey in Portugal, please contact Private Luxury Collection:

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Our dedicated team is ready to guide you through every step of the process and provide exceptional service tailored to your specific needs.

Thank you for choosing Private Luxury Collection as your trusted partner in finding your perfect property in Portugal. We look forward to assisting you in making your real estate dreams come true.

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2023

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