

SELLERS

GUIDE



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seller's guide

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Selling in Portugal

Selling a property abroad can be an exciting experience for you. In most cases, not only are the legal requirements and procedures significantly different from the practices in your home country, it is also a significant decision with consequences for your financial and tax circumstances.

The AI team will guide you through the process, but we strongly advise you to engage the services of an accredited solicitor to ensure that you have satisfactory professional legal assistance. Your solicitor will act on your behalf to check property, title, any encumbrances, charges or third party interests. Here is a brief overview of selling property in Portugal and what to look out for.

The Sale

Before you make expensive repairs, it is wise to make a plan. How quickly are you intending to sell your property? Are you gambling or are you seriously decided to sell?

No doubt you want to get the highest amount you can, but you could make costly mistakes if your enthusiasm leads you to run out and put a "FOR SALE" sign on your gate before you are fully prepared to sell your property.

Your Motivation

Ask yourself why you want to sell your property. Everyone has a reason to sell.

If you are not really motivated or have not completely decided to sell, you will not be able to avoid disappointment. Think: is it the right time for you to sell? Maybe next spring would be better?

Try to compare the pros and cons in a written list to see if you are making the right move. Talk to trusted professionals.

We are here to help you make the sale of your Algarve property a pleasant experience.



Under standing

EVERY STEP 

Our unwavering guiding principle is to be a boutique company focusing on a select number of exceptional villas and flats. We present an individual marketing plan for a strategic sale of your property.

Take advantage of our extensive experience in the industry and list your property with us.

*Agnieszka
Kijonka*

Founder & CEO



The Promise We Give

Since our inception, we have followed a simple idea: to provide exceptional personal service at an unparalleled level to high-net-worth individuals and businesses from around the world. Let us offer your property to the extensive data base of our clients.

THE PROFESSIONAL VALUATION OF YOUR PROPERTY

Some Legal Advice



FERNANDO COSTA
COO & LLB

Supply all needed documents and be prepared to sign a Brokerage Contract. No real estate agency in Portugal is entitled to promote your property without a legal contract in place.

Also, don't forget to ask your Broker how much the remuneration is to be able to calculate your gains.

ASK YOUR BROKER

A professional real estate agent should represent you and take responsibility for looking after your interests.

Don't choose your real estate agent based on the suggested selling price. Some estate agents will overbid to get the listing. But you should be careful not to overprice your house. Homes that are overpriced often sell below market value. Try to compare similar houses that have sold within the last 3 months to determine the value.

How much experience does your Broker have? Ask questions about your brokerage contract: what documents are needed, how long does the contract run, how can you terminate the contract?

Ask to present a comprehensive marketing plan explaining what they plan to do to market your home.

Also ask the agents to prepare a comparative market analysis for you and ask for a professional valuation. The biggest mistake a seller can make is to overprice their home. Set your asking price in line with sold homes identified in a comparative market analysis report. Let your Broker help you to consider whether your market is a buyer's market or a seller's market and price, depending on the market environment.

Once you have agreed about the sales strategy, the price and remuneration with your Broker, instruct your lawyer to release the property documents unless you have them yourself. Let the Broker check if all documents are updated and if all licenses are in place. If not, make sure your Broker sorts these out.

UNDERSTAND THE STEPS OF A SALES PROCESS



Selling in Portugal is similar to many other countries.

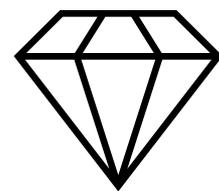
REPAIRS - Check what needs to be fixed in your home. Not all resale repairs pay off. You should not spend a lot of money on improvements, but you should fix obvious maintenance problems. Ask a professional otherwise you could spend more on repairs that don't need to be done.

STAGING - Ask your agent if they know how to professionally adapt the space to encourage a sale. Surveys of US real estate agents have shown that this can reduce selling time by a third to a half and increase the selling price by 10-15%.

Once your Broker receives all property documents, he will prepare the Brokerage Contract. Make sure you will receive a translated version of the Portuguese original.

Our contracts are verified and certified by the IMPIC (Instituto dos Mercados Públicos do Imobiliário e da Construção), **the state supervisory organisation for the real estate market**. We explain the exact process, marketing plan for the sale of your property as well as our fee structure. We handle all steps in a transparent way so you can feel at ease.

THE STEPS of a Sales Process





THE SALES PROCESS IN PORTUGAL

SIMPLIFIED TIMELINE



DAY 1

We find a buyer for your property

DAY 2

Agreement on price and key points of the sale --> Draw up an agreement document so that all points are clear. Buyer and seller sign that they agree with the agreement. This document is used by the lawyers to immediately find their way around and draw up the preliminary agreement accordingly. The document is not legally binding and can be renegotiated.

DAY 5

Agreement document, house documents and all relevant information are forwarded to the lawyers.

DAY 14

CONTRATO DE PROMESSA - PROMISSORY CONTRACT is signed. This is a legally binding document and should definitely be drawn up with the help of a lawyer. You will receive 10% to 25% of the purchase price as a deposit on your account and pay the brokerage fee pro rata or in full.

DAY 30-60

EESCRITURA - FINAL DEEDS to sign at the notary. You will receive the remaining amount. You have sold your house! You pay the rest of the brokerage fee at the notary.



WHAT NEEDS TO BE REPAIRED BEFORE YOU SELL?

Not all resale repairs pay off. You should not spend a lot of money on improvements, but you should fix obvious maintenance problems. Ask a professional otherwise you could spend more on repairs that don't need to be done.



PREPARING YOUR HOUSE FOR VIEWINGS

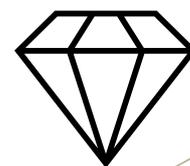
HOME STAGING?

Ask your agent if they know how to professionally adapt the space to encourage a sale. Surveys of US real estate agents have shown that this can reduce selling time by a third to a half and increase the selling price by 10-15%.

MARKET PRICE?

Don't choose your real estate agent based on the suggested selling price. Some estate agents will overbid to get the listing. But you should be careful not to overprice your house. Homes that are overpriced often sell below market value. Try to compare similar houses that have sold within the last 3 months to determine the value.

10% deposit
is most common



THE SELLER'S COSTS

The seller of a property in Portugal has to bear the following costs when selling:

- Capital gains tax
- Brokerage fees

THE CAPITAL GAINS TAX

When you sell your property at a profit, you pay capital gains tax. For owners who are non-residents in Portugal, this is a flat rate of 28% on the difference between the purchase and sale price. The purchase price can be reduced if you can provide invoices and receipts of the property (with your Portuguese tax number). Your estate agent's brokerage fee can also be deducted.

Portuguese residents will have a property sale counted against their income (IRS) and taxed respectively.

Exceptions:

- Any property purchased in private name before January 1989 is charged 0% capital gains tax.
- Portuguese residents pay only 50% of the capital gains tax.



- If you sell your main residence and invest the capital in a new main residence in Portugal or within the EU within 36 months of the sale or 24 months before, you pay 0% capital gains tax. To do so, you must live in the said main residence for at least 6 months of the year.
- Capital gains tax on property purchased from off shore companies (whether white listed or black listed) is 28%.

How do you calculate the taxable amount ? We can estimate the taxable amount using our spreadsheet which we are happy to provide. Alternatively, please consult your lawyer or tax advisor.



Agency Fees

In Portugal, conveyancing fees are payable by the seller. The habitual amount is 5% + VAT of the total sales price.

The brokerage fees are part of the property transfer and as an operating cost they can be deducted from the taxable capital gains.

The participation of the respective brokerage agency must be noted in the contract and the brokerage payment confirmation is officially securitised as part of the sales process.

Cash payment of any kind is to be refrained from. This is illegal and may be punished.

You will also be asked to sign a form stating your identity, profession and financial integrity. This is compulsory conduct and a proof for the official entities that there was no money laundry taking place.

The broker has subsequently to inform IMPIC, the market regulator, about the character of the sale, the property, the sales price, the buyer and seller.

Conveyancing fees are usually payable 50% at the signing of the Promissory Contract (Contrato de Promessa) and 50% at the Final Deeds (Escritura Pública).

Some Brokers expect the payment of the full amount of the commission at the signing of the Promissory Contract as that is the rightful moment when the Real Estate Agent has fulfilled his or her job and introduced a qualified buyer who is entering the buying process.

At the Promissory Contract the seller is entitled to receive 10% (or more if so agreed) onto his account.



LET YOUR PROPERTY BE ACTIVELY MARKETED

Your broker should identify the key selling points and choose a marketing strategy.

Agree on a marketing campaign together with your estate agent. Confirm that your property is "online" for sale and that good quality photography or virtual film or drone footage has been taken.



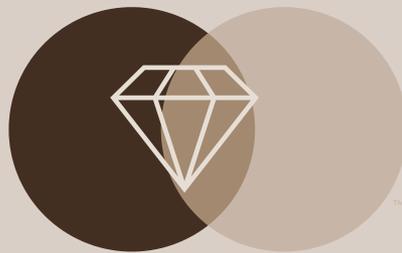
BE OPEN TO ALL OFFERS AND READY TO NEGOTIATE

Don't feel offended by a low offer - just make an honest counteroffer. Never ignore offers.

If you feel the first offer is perfect, accept it. Don't think your asking price is too low. The buyer has the right feeling for the value of your home and your real estate agent has done a good job.

If your asking price is fair to the market, make a counteroffer by confirming your asking price. If your asking price is competitive and your home is reasonably priced, prepare for a plurality of offers.

Who gives legal advice on real estate law?

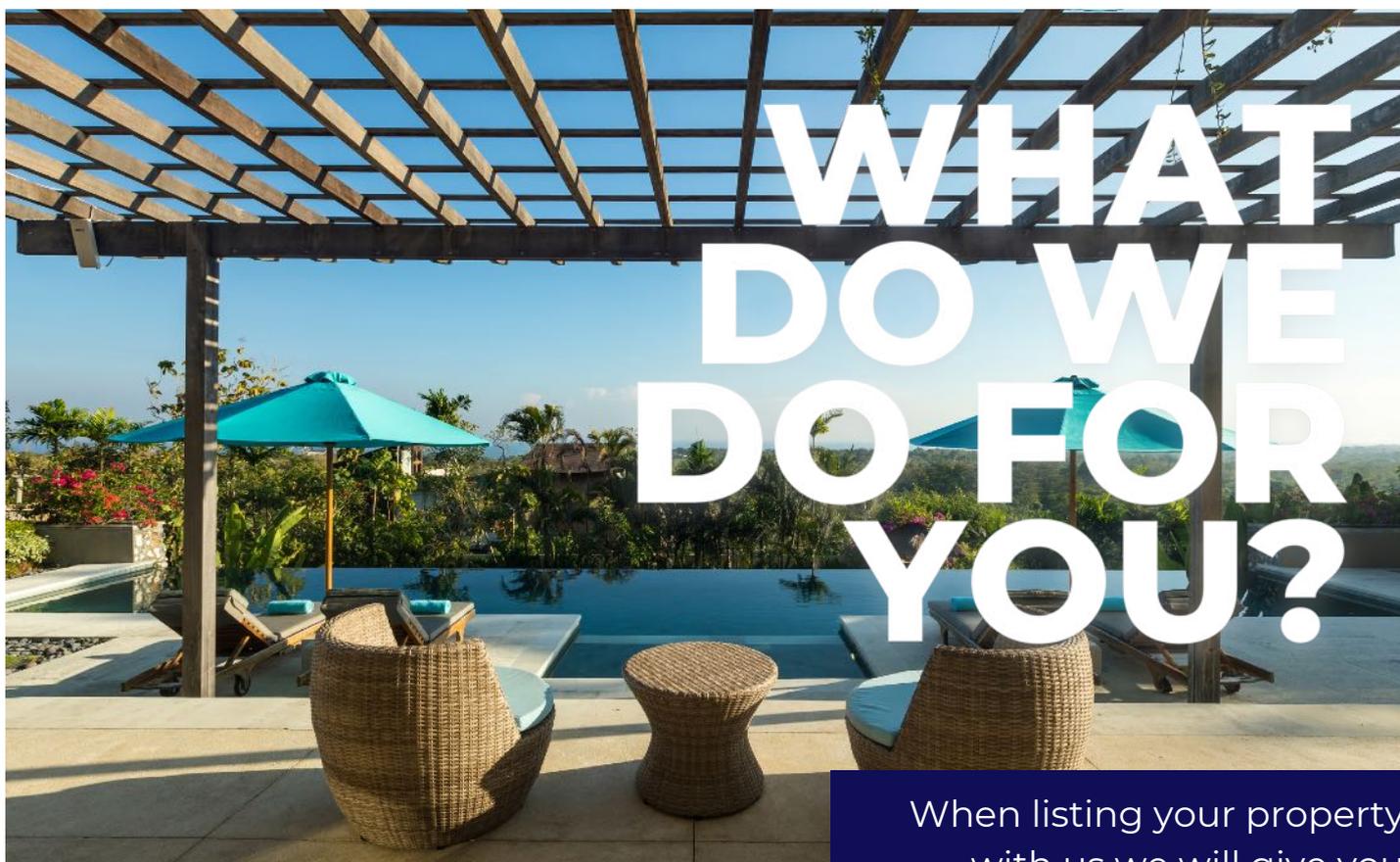


The safe completion of the real estate sale in Portugal is best accompanied by a lawyer who is commissioned by the seller. Unlike in the UK, the notary in Portugal only performs a purely notarising function. The lawyer is responsible for advising the seller and drawing up the contract together with his/her counterpart.

The appointed lawyer has the task of providing the documents of the property, such as the absence of encumbrances, the legality under building law, the extract from the land register, the extract from the register of the tax office, the floor plans, the certificate of use from the building authority, the technical certificate of habitation and the energy certificate.

Your lawyer will make sure that the contracts are not drawn up to your disadvantage and protects your interests.

WHAT DOES AI FOR YOU?



When listing your property with us we will give you 100% exposure

Brochures

We create a multi-page glossy brochure for your property, which we hand over personally as an exposé or also send to clients as a PDF.



Journals

We reach regularly specifically targeted audience by advertising in selected mediums delivering constant exposure.



International Portals

We have contracts with online portals which we are working with for years and experience to produce genuine leads.

JamesEdition
The World's Luxury Marketplace.

LUXURYESTATE

ZEITUNG ONLINE

EUROPAS GRÖSSTES IMMOBILIEN-MAGAZIN

BELLEVUE

CHAUMET
PARIS

kyero

LDX
RESIDENCE



WSJ | REAL ESTATE

PROPRIÉTÉS
LE FIGARO

MANSION GLOBAL

MER ET DEMEURES
Waterfront, Sea view and Close to beach real estate.

Baerz & Co
LUXURY HOMES

Zoopla

SURFACE
PRIVEE

LUXURY ESTATES
International

PrimeLocation.com

BLOOMBERG
PROPERTIES

The A1 Website

We have our professional photography team taking pictures, a virtual 360° tour, interior shootings and drone videos of your property and advertise it on our website in 4 languages.

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HOME PROPERTIES MEET US BUY SELL ALGARVE FINANCES MEDIA CONTACT



CHOOSE YOUR STYLE



SEA VIEW PROPERTIES



GOLF RESORT PROPERTIES



MODERN DESIGN



GOLDEN VISA ELIGIBLE



POCKET LISTINGS



QUINTA STYLE PROPERTIES



FREE BUYERS GUIDE



FREE SELLERS GUIDE



DIGITAL NOMAD VISA

A DEDICATED TEAM TO SERVE YOU

➔ Ambitious and passionate



I believe that everything comes down to the communication and connection between people. In everything I do, I respect these relationships. Once you decide to work

with me, I will invite you to explore the Central Algarve through my loving eyes and share my 24-year long local experience with you. My goal is to discover the one property you are searching and to manage the process carefully from start to finish, so that you have peace of mind - all the way forward successfully!

➔ Calm and analytical



My clients are everything. I am incredibly dedicated to helping buyers find the home of their dreams, and helping sellers seamlessly sell their

homes. Making the entire process easy, low-stress and fun in every transaction that I'm involved with. If you are looking for an amazing experience the next time you need to buy or sell real estate I would love to help!

➔ Proactive and enthusiastic



Choosing the correct real estate agent to sell your home is one of the most important decisions you'll make. It can be the difference between your home sitting on the market for months or selling quickly, for hundreds of thousands if not millions of euros more.

Marketing and advertising, remodelling and/or upgrading, photography, internet exposure, staging, design, floor-plan measurements, videography and presentation, viewings, agent outreach and relationships, pricing, and lots of more nuances and subtleties all make up the difference between failure and a successful sale.



OUR OFFICE

QUINTA DO LAGO & VALE DO LOBO

Our physical presence manifests in our office in Quinta do Lago - close to the exclusive top locations of the Central Algarve, such as Vale do Lobo, Vale Formoso, Quartos, Goldra, Santa Barbara de Nexe, Vilamoura and Boliqueime.

There is plenty of parking and we are easy to find. Please call ahead as we are open by appointment.

Our office in the Regus building reflects our concept and philosophy: In an industry dominated by brokers who tend to outshine their star clients when it comes to self-promotion, we work pretty hard to stay somewhat in the background.

However the main motif is sustainability. With an office in a shared business center reduces our carbon footprint to a maximum.

Come and sit with us, have a cup of coffee and get to know the beautiful properties on the large screen our portfolio has to offer.

A1 ALGARVE LUXURY REAL ESTATE

Our Media

We have created a multi-channel marketing strategy for a better and up-to-date client presence.

Our podcast, informative video-clips, newsletters, property video presentations and blogs are regularly updated and inform sellers and buyers equally.





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A1 ALGARVE LUXURY REAL ESTATE



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