

ISSUE 06

2024

SELLERS

GUIDE



WWW.A1-ALGARVE.COM



Reputation
FOR
DISCRETION

A1 ALGARVE LUXURY REAL ESTATE
AMI 15091

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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
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.

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 A1 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.

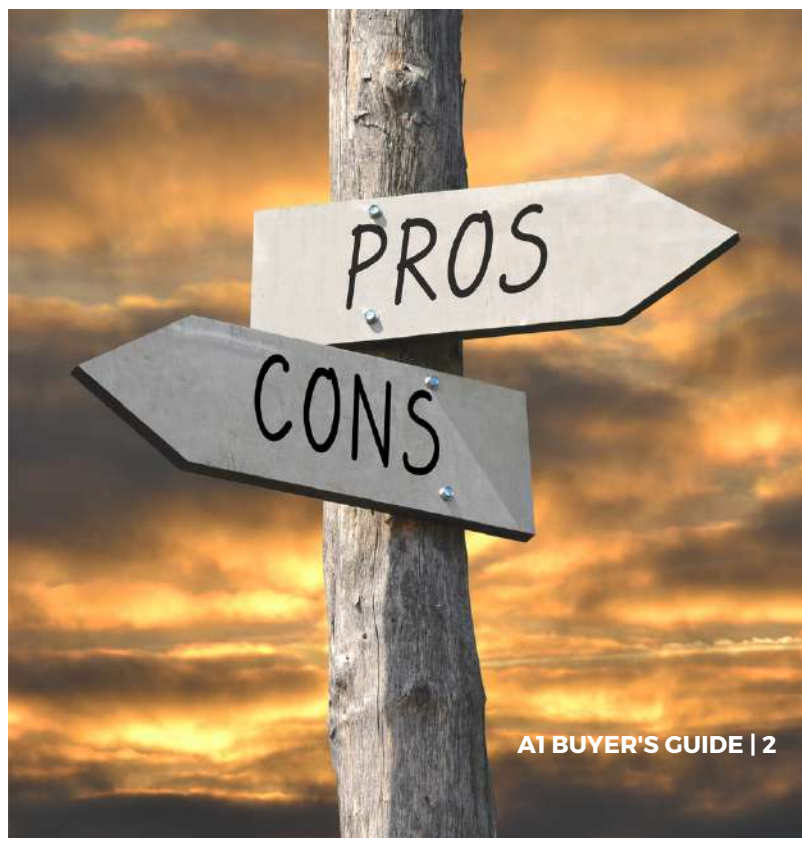
Your Motivation

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.



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 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.

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

- Capital gains tax
- Brokerage fees

Brokerage fees are completely deductible from 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 corporate ownership (whether white-listed or black-listed) is 28%.

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

Occurring

2024

Agency Fees



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.

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 securitized 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 proof for the official entities that there was no money laundering.

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

MAXIMIZE YOUR PROPERTY EXPOSURE WITH ACTIVE MARKETING.

Time to get your property sold! Your broker should zero in on the most enticing features and pick a winning marketing strategy. Next up, team up with your real estate agent to agree on a marketing campaign that showcases your pad in the best light. Then, make sure your property is "online" and has top-notch pictures, virtual tours, or even drone footage to make those buyers' hearts flutter.



STAY OPEN-MINDED TO ALL OFFERS AND PREPARED TO NEGOTIATE

Don't sweat the small stuff when it comes to lowball offers. Just whip up a savvy counteroffer and keep the conversation flowing. Ignoring those offers is a no-go.

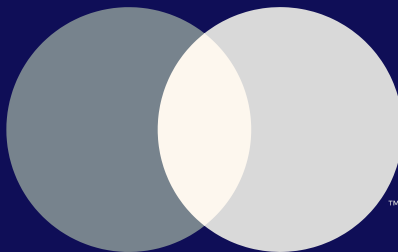
If the initial offer isn't too shabby, go ahead and give it a thumbs up. No need to fret that your asking price is too steep, the buyer and your real estate agent know what's up.

But if you've done your homework and your asking price is on point, confidently respond with a counteroffer that confirms your price. And if you're sitting pretty with a competitive price tag, get ready to crack open that bottle of bubbly because multiple offers are coming your way.





Who's the go- to for legal advice on real estate law?



To ensure a secure acquisition of real estate in Portugal, it is essential to enlist the services of a lawyer commissioned by the buyer. In contrast to the UK, the notary in Portugal only performs a notarization function. The lawyer is responsible for advising the buyer and drafting the contract.

One of the primary responsibilities of the lawyer is to apply for the buyer's obligatory tax number (NIF).

Additionally, the appointed lawyer must scrutinize the property documents, including but not limited to the absence of encumbrances, building law compliance, the land register extract, the tax office register extract, floor plans, the certificate of use from the building authority, the technical certificate of habitation, and the energy certificate.

WHAT DOES AI FOR YOU?

WHAT DO WE DO FOR YOU?

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

Brochures & Private Collection Magazine

We'll craft a stunning multi-page brochure for your property, perfect for wowing potential buyers. Whether we hand-deliver it at an event or send it as a sleek and interactive flipbook, it's sure to impress.

Journals

Our secret to success? Hand-picking the perfect medium to target a like-minded audience. With constant exposure, we've got our eye on the prize.



International Portals

Our secret to generating authentic leads? Years of partnership with trusted online portals and a knack for the job!

JamesEdition
The World's Luxury Marketplace.

LUXURYESTATE

ZEIT  ONLINE

EUROPAS GRÖSSTES IMMOBILIEN-MAGAZIN
BELLEVUE


CHAUMET
PARIS

LLX
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



The A1 Website

Our squad of pro photographers are geared up to snap shots of your pad, capturing every angle with stunning 360° tech. We'll even throw in some gorgeous interior footage and epic drone vids. Then, we'll showcase your spot on our website in a whopping 4 languages.

HOME PROPERTIES BUY SELL ALGARVE LUXURY RENTALS FINANCES RESOURCES MEET US



LATEST PROPERTIES



QUARTEIRA TOP FLOOR ONE BEDROOM APARTMENT WITH ROOF TERRACE

€300,000

Bedrooms: 1 **Bathrooms:** 1

Type: Apartment, Sale

Location: Quarteira

Built area: 77 m²

Offer type: City centre **Ref:** A1543F

DETAILS >



VILAMOURA DAZZLING CONTEMPORARY LUXURY TURN-KEY PROJECT WITH 5 BEDROOMS

€3,500,000

Bedrooms: 5 **Bathrooms:** 8

Type: Sale, Villa **Location:** Vilamoura

Built area: 762 m²

Plot size: 2403 m²

Offer type: New in the market

Ref: A1502A

DETAILS >



SPECTACULAR PLOT WITH PROJECT IN MONTE REI

€700,000

Bedrooms: N/D **Bathrooms:** N/D

Type: Plot, Plot with approved project, Sale, Villa

Location: Monte Rei

Plot size: 1869 m²

Offer type: Building plot, Golf Resort

Ref: A1542A

DETAILS >

A DEDICATED TEAM TO SERVE YOU

➞ Full of dedication and fiery passion



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!

OWNER & FOUNDER
A1 ALGARVE LUXURY REAL ESTATE

➞ Cool, calm, and logical



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!

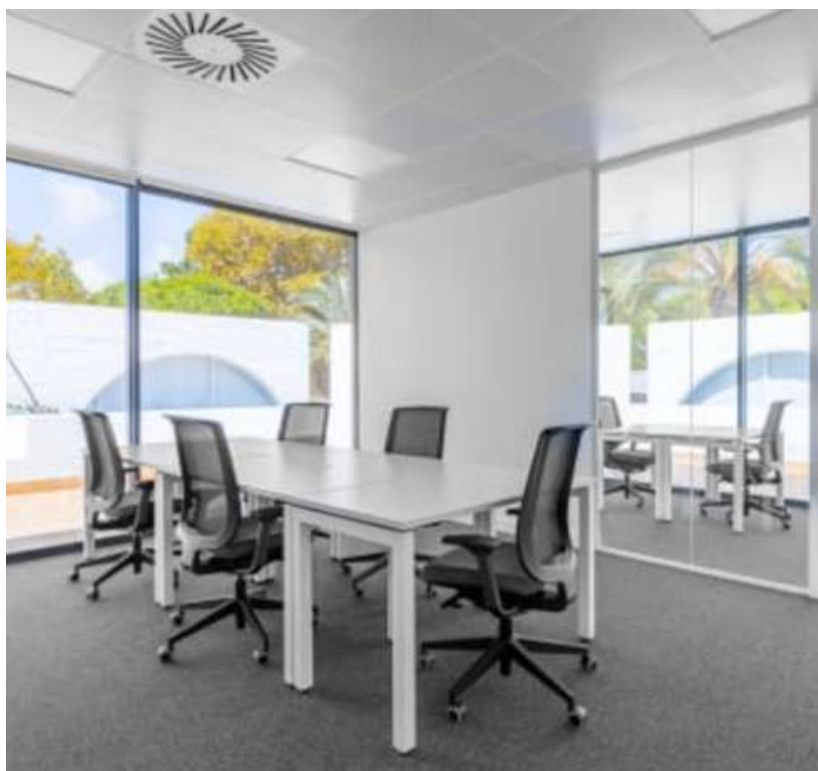
COO & PARTNER
A1 ALGARVE LUXURY REAL ESTATE

➞ Fired up and dedicated to the cause



Picking the perfect real estate agent is like finding a needle in a haystack, only way more crucial. It's the key factor in whether your home sits on the market gathering dust for months or flies off the shelf for a fortune.

From marketing magic to dazzling design, every detail counts. Eye-catching photos, virtual tours, perfectly staged interiors, spot-on pricing strategy, and sly networking all play a role in making or breaking the deal. So, make sure you choose an agent who's ready to go above and beyond to help you achieve your dream sale.



OUR OFFICE

QUINTA DO LAGO & VALE DO LOBO

We're proudly located in the heart of the Central Algarve, rubbing shoulders with the crème de la crème like Vale do Lobo, Vale Formoso, Quartos, Goldra, Santa Barbara de Nexe, Vilamoura and Boliqueime.

Our office, nestled in the Regus building, speaks volumes about our values: In a sea of brokers who love to hog the limelight, we prefer to let our clients shine. And hey, we're all about saving the planet too! That's why we've ditched the flashy digs and opted to shrink our Carbon Footprint by sharing office space with other companies. Plus, it's a win-win, 'cause it means we've got a crack team of lawyers, accountants and property management pros at our fingertips whenever we need 'em.

So, why not swing by and say hello? We'd love to treat you to a steaming cup of coffee and show off our incredible portfolio of properties on the big screen. With stacks of parking and an easy-to-find location, you can't go wrong. Just give us a buzz beforehand, 'cause we're open by appointment only.

DO YOU HAVE ANY PRESSING
QUESTIONS? CHAT WITH US
NOW AND RECEIVE PROMPT
ANSWERS!

OUR TEAM



Our Media

We're supercharging our marketing game and taking our client presence to the next level! With a multi-channel strategy that includes podcasts, snappy videos, informative newsletters, jaw-dropping property presentations, and engaging blogs, we're keeping both our sellers and buyers in the know. Plus, we're always cooking up fresh updates to keep things current and exciting!





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