



WELCOME TO **PORTUGAL HOMES**



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PORTUGAL HOMES

ABOUT

Portugal Homes is a Real Estate and Investment company based in Lisbon, Portugal. The company aims to be an open office that offers an umbrella of services tailored for foreign clients and investors interested in being part of Portugal's ever increasing Real Estate market.

The Portugal Homes brand was founded on the 1st September 2017 with an initial seven staff. During the past 3 years the brand has grown tremendously. Doubling the sales from 2018, in just the first half of 2020 and quadrupling their staff size, Portugal Homes has continued to grow and expand year-on-year. Now the company operates in more than 30 markets worldwide, has 50+ staff members, and sales grew a staggering 60% during the pandemic.

With new offices opening in the Algarve, the brand will expand its reach to a more European clientele with holiday and second homes. The company's ability to work remotely has allowed Portugal Homes to grow significantly during the Covid-19 pandemic, with it now taking a huge share of the Golden Visa market, hence their expansion into the Algarve and second home market is a natural progression for the company.



OUR VISION

There are many companies to choose from when looking for a property and the Portuguese market is no different. You can potentially look at the same property with several different agents, so why choose Portugal Homes?

With over 24 years experience of the Portuguese market, the founders of Portugal Homes, David Poston and Gary Harland have clear visions for the company. They aim to build a strong client base that will work with them after they have purchased a property. This is why Portugal Homes has a dedicated After Sales team and various services that assists clients.

90% of all Real Estate agencies have joint listers and sales staff within their company. This means that staff can earn 2 commissions per sale, which could lead to tainted investment advice and for these reasons Real Estate agents can get a bad name. At Portugal Homes we have dedicated departments for both Listings and Sales allowing our staff to be impartial when advising clients.

Our After Sales staff are also trained and paid separately which means their future is dependent on your happiness and their ability to keep your business.

Understanding our strengths and weaknesses

No company in Portugal can claim to have the best properties to suit every client's needs all the time. So if we do not have what you are looking for, we will gladly take you to view properties with either independent or large real estate companies that we have good relationships with. In Lisbon, many of the big real estate companies are franchises, which means anyone with some spare cash can open a company; they're very rarely experts and usually individuals looking for a change in career. This means you can get offices within the same brand competing for the same business, this ultimately results in the advice you receive as less than perfect and very rarely impartial. Our philosophy is simple, "Understand our strengths and accept our weaknesses".

In areas we fall short, we employ the help of others when needed, and in Lisbon where we are very strong, we employ the best and most experienced staff to ensure that we list the right properties in the right areas and ensure they are priced correctly. Work with us and we will do our best to find you a home anywhere in the country!

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WHAT WE CAN OFFER YOU

Viewing a property

In recognition that not all clients are in the same position, we offer many different ways to view properties with us, from talking over the phone and exchanging emails, to a meeting in the boardroom to go through options that culminate in viewing properties in the areas that suit your needs.

Our experts are trained to ask the right questions to help narrow down your search so you already have a plan before you arrive in Portugal. We also offer personal business trips to investors, from collecting you at the airport to arranging meetings with Legal Experts, Tax Advisors, Rental Agencies and much more. We will set aside 3 days with one of our experts to make sure you learn everything you need to know about the market and what is available.

Once you arrive, you will meet with one of the

We offer a variety of properties, including:

OFF-PLAN,
REFURBISHED,
PROJECT,
KEY READY,
FULLY FURNISHED,
GUARANTEED RENT,
SHORT LETTINGS,
COMMERCIAL,
LONG TERM.

Not only do we have them all, we have the best of them all. Our staff are highly trained and experienced. They provide knowledgeable advice along with guidance on the market, helping you to decide what is right for you and allowing you to make a decision that makes sense both financially and emotionally.

partners of the company to discuss the best investments we have and to plan a strategy to suit your personal needs. We will be available day and night to make sure you have everything you need to make your trip a successful one.

What are off-plan properties?

When buying a property in Portugal one of the options is off-plan. The term loosely means something that isn't ready yet, it could be a property that is in the process of being refurbished or a new build project that hasn't even started. When choosing one of these options it is important that you fully understand the process, as every property will be different not only in looks but in licences and timescale. It is also vital that you have a lawyer to check everything for you.

The Off-Plan Property term loosely means something that isn't ready yet, it could be a property that is in the process of a new build project that hasn't even started.

We have many clients that buy Off-Plan properties and not always for the same reasons. Below, we have listed some of the many ways to buy Off-Plan to show you the reasoning behind why it is a very popular way to purchase property in today's market.

Resources we provide to help you

Renovation Projects

In the historical centre of Lisbon at the moment there is a huge renovation project happening, many properties from the 17th, 18th and early 19th century are in need of full renovation. Many developers will start to sell the properties at the point of licence approval by the municipality, which means that although they haven't started the renovation they have all the licences needed and have set out time scales to start and finish because of the high demand in the historical centre.

The big advantage for a buyer is that they get a property usually at a discounted price against the market value as they are buying something that isn't ready, and the main disadvantage is that you need more imagination as the property isn't finished.

Project Approved

This refers to properties that are newly built and have a project already approved, this means if it is a building, then the number of apartments and sizes/layouts will have already been approved by the municipality and it's a case of waiting for it to be finished. This can be developments or standalone properties.

The advantage, in particular with standalone properties, is that you can usually change the finishings to suit your taste, however the fundamentals of the project will have to remain the same.

Plot of land or ruin

This is the original way to buy off-plan. It is basically buying a piece of land and creating something between you and your architect, submitting it to the municipality and waiting for approvals. This way is obviously a lot more daunting. There are a lot more factors involved, but it is always the most rewarding both financially and mentally for the majority of clients that do it, though it does take a lot of vision and patience due to the average off plan without a project already approved will take around 3 years to complete from start to finish.

**PORTUGAL HOMES
OFFERS THE CLIENT
SERVICES THAT
RESULT FROM 30
YEARS OF ADVISORY
EXPERIENCE.**



GOLDEN VISA

The Golden Visa in Portugal has proven to be one of the most successful schemes in Europe, mainly because of its ease and flexibility to be obtained - along with the advantages that come with it. Launched in 2012, the visa programme has been promoted by the Government as a way to invest in real estate.

There are many different ways to obtain the visa, with the most popular being an investment of 500,000 euros into a freehold property in Portugal. (There is a 350,000 euros version, however, to obtain this you must meet certain criteria). This visa allows you and your dependent family members, specifically children and parents, to gain a residency permit in Portugal. The programme enables non-EU citizens the right to gain a residency permit in exchange for a 6-year real estate investment.

The application is valid for 2 years, and you may renew it 3 times over 2 year periods. Finally, At the end of year 5 you may apply for citizenship or permanent residency within Portugal, while holding the Golden Visa for a further year whilst waiting for your citizenship application to be approved. This visa will allow you to travel freely across Europe within the Schengen Zone for the duration of the 6 years, it will also allow you to live and work in Portugal.

The minimum requirements to qualify are the initial investment, a clean criminal record and the ability to spend a minimum of 14 days in Portugal every 2 years, without the need to reside in Portugal this visa has become the most attractive and popular option across Europe.

The property market in Lisbon at the moment is very buoyant and in the historic centre there has been a huge amount of re-development over the last 4-5 years that will continue for the foreseeable future. One of the big attractions for investors is the returns from rental, as tourism in Lisbon has grown from 6 million to nearly 13 million over the past 6 years.

Price per sqm in major EU cities

in EUR (€)

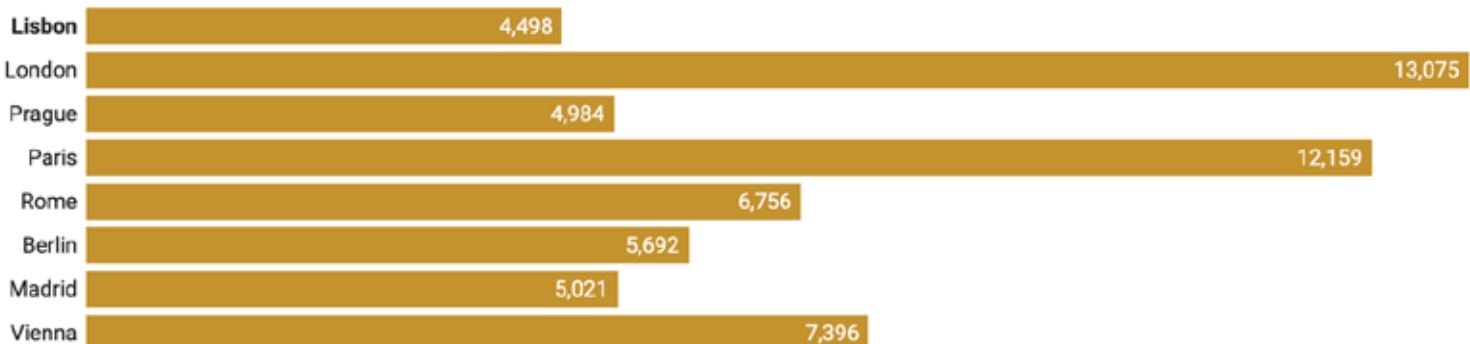


Chart: Portugal Homes • Source: Numbeo • [Get the data](#) • Created with [Datawrapper](#)

Read the "[Housing prices in Lisbon historic centre rose 2,9%](#)" article on Portugal Homes website for further information on the observed evolution of the property market in Portugal.

What requirements are there to get a Golden Visa?

The rules governing the granting of Residence Permit for Investment (ARI / Golden Visa), in force from 8 October 2012, enable third country nationals to obtain a temporary residence permit to conduct business activities with visa waiver to enter national territory.

The beneficiaries of ARI / Golden Visa are entitled to:

- Living and working in Portugal, on

condition that they stay in Portugal for a period of 7 or more subsequent years;

- Visa exemption for travelling within the Schengen Area;

- Family reunification;

- Applying for permanent residence, pursuant to the Aliens Act - Act number 23/2007 of 4 July with the current wording;

- Applying for Portuguese citizenship, by naturalization, provided all other requirements set out by the Nationality Act are fulfilled (Act number 37/81 of 3 October, with the current wording).

WHO MAY APPLY

All third country citizens who conduct an investment activity, as an individual businessperson or through a company set up in Portugal or in another EU Member State and who, in addition, are stably settled in Portugal, provided these citizens fulfill the quantitative requirements and the time requirements set out by the relevant legislation, may apply for a Residence Permit for investment, by one of the following routes:

- Capital transfer with a value equal to or above 1 million Euros;
- The creation of, at least, 10 job positions;
- **The purchase of real estate property with a value equal to or above 500 thousand Euros;**
- **The purchase of real estate property, with construction dating back more than 30 years or located in urban regeneration areas, for refurbishing, for a total value equal to or above 350 thousand Euros;**
- Capital transfer with a value equal to or above 350 thousand Euros for investing in research activities conducted by public or private scientific research institutions involved in the national scientific or technologic system;
- Capital transfer with a value equal to or above 250 thousand Euros for investing in artistic output or supporting the arts, for reconstruction or refurbishment of the national heritage, through the local and central authorities, public institutions, public corporate sector, public foundations, private foundations of public interest, networked local authorities, local corporate sector organisations, local associations and public cultural associations, pursuing activities of artistic output, and reconstruction or maintenance of the national heritage;
- Capital transfer of the amount of 350 thousand Euros, or higher, for the acquisition of units of investment funds or venture capital fund of funds dedicated to the capitalisation of companies, capital injected under the Portuguese legislation, whose maturity, at the moment of the investment, is, at least, of five years and, at least, 60% of the investments is realised in commercial companies with head office in national territory;
- Capital transfer of the amount of 350 thousand Euros, or higher, for constitution of a commercial society with head office in the national territory, combined with the creation of five permanent working jobs, or for the reinforcement of the share capital of a commercial society with head office in national territory, already existing, with the creation or keeping of working jobs, with a minimum of five permanent jobs, and for a minimum period of three years.



General Requirements:

- Passport or other valid travel document;
- Supporting documents on the legal entry and stay in Portugal;
- Criminal record certificate - duly certified by a Portuguese diplomatic or consular post abroad - of the country of origin, or country of residence in case the applicant has lived in another country for over one year. This document must be translated into Portuguese and must have been issued within the prior three months;
- Completed application form with permission for checking in Portuguese Criminal Records;
- The applicant must declare his / her word of honour that he / she shall comply with the minimum quantitative requirements and maintain the investment for a minimum of 6 years;
- Up-to-date declarations issued within the prior 45 days by the Portuguese Tax Authorities and by the Portuguese Social Security, confirming the absence of any debts to those authorities, and where that is not applicable, declaration confirming that the applicant is not registered with those authorities.

For this type of investment, the investor must prove his / her ownership of the real estate (or in case this is not feasible, must deliver a copy of the promissory contract, indicating a payment of an initial deposit in value equal to or above 500.000 Euros), which can be done in one of the following ways:

- Purchasing the real estate in co-ownership, provided that the applicant invests 500 thousand Euros or more;
- Purchasing the real estate by means of a single member limited company of which he/she is the proprietor;
- Mortgaging, or otherwise, encumbering, the property in the share exceeding the minimum investment value of 500 thousand Euros;
- Lease the real estate for business, agriculture or tourism purposes.

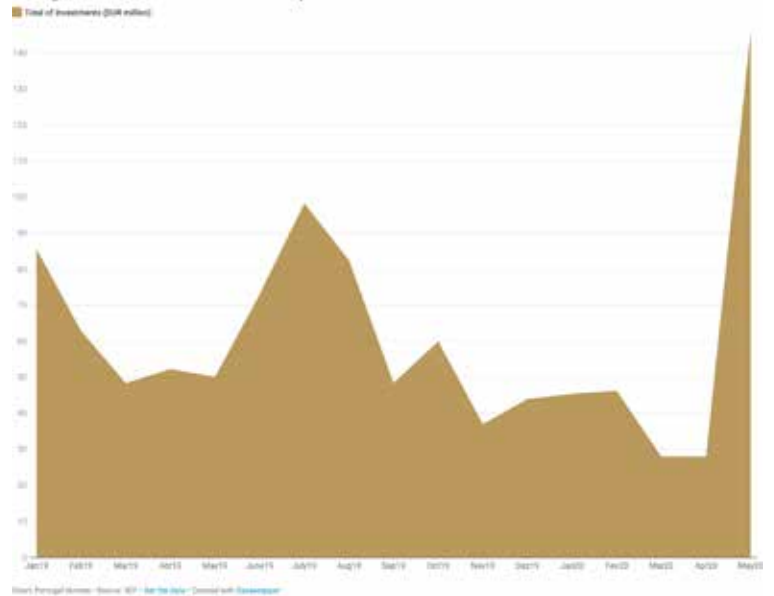
Investment requirements:

For investments by way of purchase of real estate property with a value equal to or above 500 thousand Euros, the investment amount may be reduced in 20% (400 thousand Euros) in case such investment is made in sparsely populated territories (NUT III level with less than 100 inhabitants per sq.km. or where the GDP per head is below 75% of the national average). This type of investment may be carried out by the applicant as an independent entrepreneur or as proprietor of a single member limited company.

Documents:

- Final Deeds of purchase, or Promissory Contract;
- Declaration issued by a financial institution accredited or registered in national territory by the Bank of Portugal, confirming an actual international bank transfer for purchasing or for payment as initial deposit [Sinal] of the sale agreement, amounting to 500 thousand Euro or more;
- Certificate of the Land Registry Office [Conservatória do Registo Predial] issued within the prior 45 days, comprising the registrations, endorsements and entries in force and proving the ownership of the real estate, free of any encumbrances, or certificate of registry comprising the provisional record of purchase, when legally feasible, with an initial deposit [Sinal] of 500 thousand Euros or more;
- Official Tax Description [Caderneta Predial] of the real estate, when legally feasible;
- Excerpt of the Commercial Register [Registo Comercial] issued within the prior 45 days in case the investment is made by means of a single member limited company of which the applicant is the proprietor.

Portugal Golden Visa - Total investment by month



This visa will allow you to travel freely across Europe within the Schengen Zone.

The minimum requirements to qualify are the initial investment, a clean criminal record and the ability to spend a minimum of 7 days in Portugal each year, without the need to reside in Portugal this visa has become the most attractive and popular option across Europe.



NON-HABITUAL RESIDENT

The NHR programme in Portugal is considered to be Europe's Best Kept Secret. It aims for the Algarve and Lisbon areas as a retirement haven in Europe, and it is quickly becoming a hotspot for French, British and Scandinavian professionals looking to benefit from reduced taxes and tax-free pensions this wonderful programme has to offer.

This is a tax status granted by the Portuguese government to allow those who qualify to gain a special tax rate. The Portuguese government made the decision in 2020, to tax foreign pension income at 10%. This will apply only for new NHR beneficiaries in 2021 and onwards. People who arrive in 2020 can still request current NHR status with 0% IRS tax.

With the lure to spend your retirement in Portugal as a foreigner and not have to pay any tax on the pension you receive for the next 10 years. The Portuguese NHR programme is attracting some of Europe's wealthiest individuals that in turn are helping to build a much stronger economy.

The programme was created in 2009 and updated in 2013 to reflect that pensions would be tax free. When this happened, the number of applications raised dramatically, from 2009-2012 only 100 applications were submitted but after the update there were more than 1000 applications in 2013 alone, in 2014 this rose to 3474 applications and the numbers just keep rising.

The regime is focused on 2 sets of people: retirees that are receiving pensions from overseas; and professionals that are either employed or self-employed.

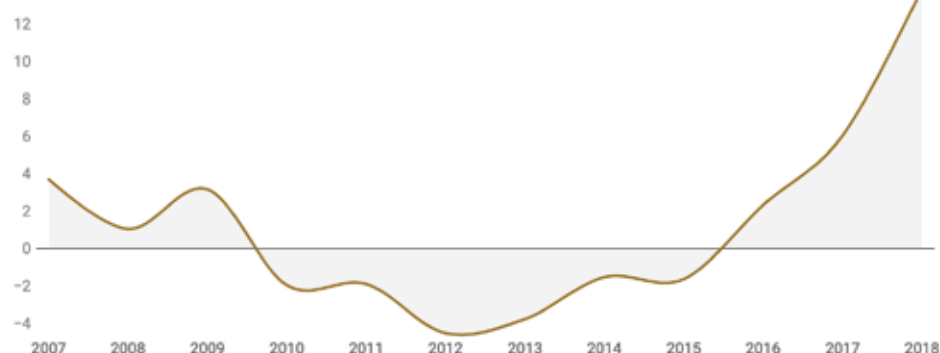
Some of the professions accepted are: Directors or Company Managers, Doctors, Architects, Engineers, Artists, University Managers and other professions of similar stature. To qualify for the regime, you must not have been resident in Portugal during the last 5 years and there are several documents that the government will request to prove this fact.

Once accepted into the programme you will qualify for all the tax breaks and conditions for 10 years, with pensions from outside of Portugal becoming tax-free workers in high added value professions, who will pay a tax rate of 20% on earnings in Portugal and a significantly reduced rate on any income earned outside of the country.

The rate paid on foreign income from outside of Portugal is dependent on the tax agreements Portugal has in place. Every nationality is different, and it is important to get some financial advice from tax experts to ascertain exactly what reductions you qualify for and to work out how much you could benefit from the Portuguese NHR scheme.

Registered Foreign Residents in Portugal

% changes in previous years



Read the "**Tax break, Pastel de Nata and Quality of Life in Portugal**" article on Portugal Homes website for further context on the Registered Foreign Residents in Portugal

Chart: Portugal Homes • Source: SEF • [Get the data](#)

ENJOY 10 YEARS OF TAX-FREE PENSIONS IN PORTUGAL

Under article 13, capital gains are treated differently according to whether they originate from the disposal of immovable or movable property. While capital gains from the alienation of real estate may under the double taxation treaty be taxed in the country in which the property is located, it will therefore be exempt in Portugal and capital gains from the alienation of other types of property (notably securities are taxable only in the beneficiary's country of residence).

As such, capital gains from the sale of securities will be subject to tax in Portugal, currently at a flat rate of 28%.

Before becoming a Non-Habitual Resident in Portugal, tax advice should therefore be taken by anyone who anticipates significant capital gains from the sale of securities.

This is, of course, only a superficial initial approach and it is recommended that you take proper tax advice in order to make sure all your circumstances are taken into account.

Residential Requirements

Although the individual must be deemed a resident of Portugal when he/she submits the application, there is no minimum stay requirement afterwards and it is even possible to stop being a Portuguese tax resident for one or more years without losing the Non-Habitual Resident status.

Eligibility Requirements

In order to qualify as a Non-Habitual Resident, a Portuguese national or a foreign individual having the right to live in Portugal must register as a tax resident of Portugal after not having been resident in this country during at least the previous 5 years. It should be noted that under the law an unregistered individual will be deemed resident for tax purposes if he/she either spends more than 183 days in the country during a 12-month period, or has a place of residence in the country, "in a way that may lead to the supposition of an intention to keep and occupy it as a habitual home". However, there is no minimum stay requirement for a Portugal-registered tax resident.



EU, EEA and Swiss citizens have an automatic right to live in Portugal, and individuals of other nationalities must obtain a residence permit.

Recognition of non-habitual resident status is not automatic and is granted for a period of 10 years upon successful application to the Portuguese tax authorities up until March 31st of the year following that in which Portuguese residence was taken up.

In order to apply, all that is required is the filling of a request and of a statement to the effect that the applicant was not resident for tax purposes in Portugal during the 5 years preceding the arrival in Portugal. Only in the event, the tax authorities have doubts concerning the truth of what is stated will they request additional documentation, which may include a tax residence certificate from the previous country and/or document proving that the vital and economic interests of the applicant were centred in another country during the previous 5 years.

Under this regime, the following taxation rules apply:

- Foreign-source self-employment or sole trader income derived from an eligible occupation that is detailed below.
- Royalties, capital gains and investment or rental income will be exempt from Portuguese tax as long as they may be taxed in the source country either under a double taxation agreement or under the OECD model tax convention. In addition, such income must not be deemed Portugal-sourced under applicable Portuguese law, and must not be sourced from a blacklisted tax haven.
- Foreign-source employment income will be exempt from Portuguese tax as long as it is liable to tax (at whatever rate) in the source country either under a double taxation treaty or under the OECD model tax convention, and is not deemed Portugal-sourced under applicable Portuguese law.
- Occupational pension income will be exempt from Portuguese tax as long as it is liable to tax in the source country under a double taxation treaty or it is deemed as not being Portuguese-source income under applicable Portuguese law.
- If your occupation is eligible, Portugal-source employment or self-employment / sole trader income will be taxed at a flat rate of 20%, while other Portugal-sourced types of income will be taxed at the normal rates applicable to resident taxpayers, the calculation of the applicable marginal tax rate taking into account all income, including exempt income.
- In Portugal there is no wealth tax or capital duty, and an inheritance or a gift received by a spouse, descendant or ascendant is tax exempt. Inheritance or gifts received by other individuals will be either not taxable under territoriality rules, or else may be subject to a flat 10% stamp duty.

APPLICABILITY OF DOUBLE TAXATION AGREEMENTS

One interesting feature of this regime is that many double taxation treaties (of which Portugal signed 79) grant the source country the possibility of taxing income paid to residents of the other country, although in practice many countries abstain from using this possibility so as to attract foreign investment. This means that in practice many types of income will often be zero-taxed in the hands of the "Non-Habitual Resident", since Portugal will not tax them merely on account that they may be taxed in the other country.

Taking the UK/Portugal treaty and 2 types of income as an example, if you are a resident of Portugal but receive income from the UK, then, in respect of such income, the UK has the power to:

- Tax dividends under article 10, although it does not if the recipient is not a UK resident
- Tax royalties under article 12, although it does not if the recipient is not a UK resident

IF YOU RECEIVE DIVIDENDS OR ROYALTIES FROM A UK COMPANY, SUCH INCOME MAY BE SUBJECT TO TAX IN THE UK UNDER THE UK/PORTUGAL AGREEMENT. AS A CONSEQUENCE, ALTHOUGH IN PRACTICE IT WILL NOT BE TAXED IN THE UK, IT WILL NOT BE TAXED IN PORTUGAL EITHER IF YOU BENEFIT FROM "NON-HABITUAL RESIDENT" STATUS.

RELOCATING TO PORTUGAL

Iceland remains the most peaceful country in the world, a position it has held since 2008. It is joined at the top of the index by New Zealand, Portugal, Austria and Denmark, all of which were ranked highly in last year's GPI. There was also very little change at the bottom of the index. Syria remains the least peaceful country in the world, preceded by Afghanistan, Iraq, South Sudan, and Yemen.

Portugal is a diverse accommodating country that is enriched on many levels, 300 plus days of sunshine, warm climate, beautiful beaches, stunning scenery, fine local wines, fresh fish and low cost of living for Europe. Portuguese are friendly, hospitable and very accommodating to expats. Portugal is a great choice for families as it's considered a safe country with many outdoor activities for fun such as golf, surfing, skydiving, mountain biking, and water sports. Infrastructure and roads are excellent, Faro, Lisbon and Porto have international airports with direct flights.



FURNITURE PACKS

At Lisbon Furniture Packs we specialise in providing our clients with a wide selection of affordable and luxury furniture packages. We have a wide range of packs suited to all kinds of budgets, that will transform your dream property into a home.

We also have top designers in Lisbon available to any client wanting something special.

Our company has gone from strength to strength, offering a unique service for clients that live abroad. We are able to design and fit your apartment without you having to visit Lisbon. We have designers that will create a package to suit your individual needs, at affordable prices that won't break the bank.

Our knowledgeable staff are experienced in helping you find the perfect items for your home. We promise you we will be able to find something for every taste and style.

Lisbon furniture packs offer featured collections with satisfaction guaranteed, professional approach and personalized attention, guaranteed to add a personal touch to any home.

We offer different types of furniture packs, depending on what you are after.

We offer the following:

- **Elegant Luxury:** White gloss and crushed velvet gives you a new elegant luxury. Whilst still keeping the charm and sophistication of this great city. Keep the romance in your apartment with this marriage of modern & traditional designs.

- **Elegant Unique:** With so many changes happening in Lisbon at the moment our furniture blends the old with the new, good quality at a great price.

- **Elegant Urban:** With 17th & 18th Century Buildings Setting the Landscape Across Lisbon's Old Town it was important to us to incorporate a Package of Solid Pine that is abundant in many of these old buildings and obviously built to last.

- **Practical Luxury:** With a modern feel of chunky solid oak in both the living room and bedrooms this practical luxury pack offers a robust yet stylish feel to any apartment or home.

- **Practical Unique:** With a chic painted grey finish our practical unique pack brings both elegance & style to your home that compliments both classic and contemporary interiors.

- **Practical Urban:** With its clean and minimalist feel the contemporary grey and warm walnut panels create an understated and versatile look that will compliment most colour schemes.

- **Bespoke Design Option:** This particular option is useful if you just want to use your own designer. We have one of the top designers in Lisbon to offer you a unique package that will fit your needs.



AFTER SALES SERVICE

The After Sales department is one of the main differentiators of Portugal Homes. We have designed something very unique and beneficial for our clients. We have an in-house team that is solely committed to satisfying clients' needs post-purchase; and to be with them every step of the way, if needed, ensuring any and every issue can be addressed. We believe that by providing this service for all clients we are making it clear that our company's core values of honesty, trust and accountability are ingrained in everything we do - even after a client has made a purchase.

Each client is different and has different needs, hence the After Sales service provided is always personalized. From picking up your forgotten bunny in the property, to attending the condominium meetings, the After Sales is available to meet your needs at all times.

Investing in a foreign country can be daunting and understanding Portuguese laws can be quite difficult. We understand this and have created an After Sales Package that allows our clients to benefit and centralize all problem-solving and can concentrate their time on enjoying their property and the beautiful Portuguese lifestyle.

With over 15 years experience in the Portuguese Real Estate Market, we are experts within this field. We realise that there are amazing opportunities for investment in Lisbon, however, we also know what is required to invest in a property in Portugal. We are able to help our clients through the entire process, making the whole experience easier.

Hence, our mission is to attentively serve our clients with excellence while delivering the highest representation services with integrity, honesty, and fairness. Whether it's Property Management, Fiscal Representation, Concierge Services, Renewing the Golden Visa application or Building Project Management, we always make sure we are the clients' eyes in the field.

Property management

From detailed reports after checking your property to problem solving of unexpected issues, property management is a service included in the After Sales Package that enables you to have a hassle free experience. We will be holding your property keys and will make sure that everything runs smoothly.

If you are looking to rent your property whether it is on the short or long-term we will make sure that you adhere to all the Portuguese State requirements. This will include helping you around City Hall visits, license requirements and mandatory items that need to be bought for your property.

We have developed different After Sales Packages in order to better suit your needs:

Basic Property Management

- Full report and checking of the property every 3 months
- Maintenance and Repairs
- Keyholding
- Condominium Representation
- Insurance advice and support

Full property management

- Short rent support and liaison
- City hall appointments
- Meet, Check and sign for all furniture deliveries

Fiscal Representation

- Annual fiscal representation
- Opening a Portuguese bank account
- Obtaining a fiscal Portuguese number
- IMI payment, tax returns, VAT returns, issuing rental receipts

Leisure Consultancy

- Providing guidance and all arrangements needed regarding your stay in Portugal.
- 1 free arrival and departure transfer to the airport.

Fiscal Representation

The Fiscal Representation Pillar is the most related to our Pre-sales, being a crucial stage of the After Sales Service.

In order to purchase a property in Portugal, the client is required to have a Portuguese Bank Account and a Portuguese Fiscal Number.

The Bank Account, Portuguese Fiscal Number, Fiscal Representation and Lawyer's Representation are the four essential requirements to buying a property in Portugal. The After Sales department provides Fiscal Representation and the Portuguese Fiscal Number in a matter of days.

The department also facilitates the bank opening by setting up a meeting at the Portugal Homes offices, and also advises on lawyer representation. The main goal is to facilitate clients' investments and allow them to make the right decision, without the hassle of setting up the whole documentation.

We are highly committed and willing to go as far as we can to assist a client; our team is always 100% available and focused on making the process as easy as possible for them. By the time the purchase is made,

the After Sales department, will also be in charge of every Tax Returns, VAT Returns, issuing receipts and every other aspect related to the client's responsibility towards the Portuguese Finance Department - for example, Council Tax Payment.

Leisure Consultancy

Investment is a serious business, but Portugal requires a little bit of relaxing too. In order for our clients to enjoy the trendiest city in Europe, we will facilitate all arrangements needed. Hotel reservations, free transfers from the airport or even an arrangement for a Guided Tour, we are here to help. Our team has Portuguese collaborators and they can certainly advise on the best places to discover across Portugal.

Types of After sales packages

If you are thinking about buying an off plan property, our after sales team is very accommodating. In the case of an off plan we ensure monthly visits to your property, keeping up with all the developments and making sure there are no delays. We also issue a full report about the visit we make in order to keep you in the loop at all times.

Update from the developer:

If you also want to add furniture to your Property, there are several timing issues that need to be accurate. The After Sales Services allows you to relax and not worry about delivery and timescales since we ensure a direct contact with the furniture company in order for you not to have storage costs. Since we have been in the real estate market for more than 24 years, we are experts working with developers. Our After Sales services provide direct contact with the developer in order to rescue any issues.

Short term rental requirements:

Portugal Homes knows that investors can't have access to all the information needed. The short-term rental requirements are one of the subjects that need to be carefully analysed. From opening activity in the Finance Department of Portugal State, related to the short-term rental activity, to getting a short rental licence, mandatory for these situations, After Sales staff will be available to help you throughout the process. It's important you don't forget about all the mandatory items that an apartment needs to have in order for the short-term rental to be legal. For example: fire extinguishers, Fire blankets, First aid Kit and emergency signs.

GOLDEN VISA AFTER SALES PACK

Portugal Homes provides a service that no other Real Estate agency does. After a consultant sells you a property their job is already done. However, you still have a long way to go. And this is where we, as the After Sales department come in. You will be in excellent hands from start to finish and our job will only end when you've successfully received your European citizenship.

The Golden Visa process can be bureaucratic and time-consuming, nonetheless with the right set of skills and knowledge your process will be smooth and efficient. This is the various types of services offered that will embrace all your needs. We will start by getting you a Portuguese Bank account and a Tax ID, after these steps you will be ready to choose and purchase your property. Only after taking these stages into account will you start the Golden Visa application.

We know that investing in real estate is a big deal that is why we have developed a full property management service that will take care of your property.

What does the full management include?

- Doing an every 3-month check up and report of the property.
- Dealing with any repair and maintenance that might be needed.
- Portugal Homes will take care of your property as you would. On your visits to Portugal, we will welcome you by having a free transfer from the airport to your chosen accommodation.



INVESTING IN PORTUGAL

With so many attractive financial incentives offered by the Portuguese government it's easy to see why the Algarve, Lisbon and Porto have clear advantages when it comes to return on investment.

The 3 main regions are experiencing continued growth over the last few years. Tourism in Porto and the Algarve have seen similar increases of around 50% over the last 6 years and Lisbon has experienced huge growth with a rise from 6 million to nearly 13 million during the past 6 years, with the Golden Visa attracting visitors from across the globe and the Non-Habitual Tax Resident welcoming high net worth individuals the government have seized this opportunity and have put funds into key areas to boost tourism.

In 2018, the contribution of travel and tourism to GDP (% of GDP) for Portugal was 19.1 %. Contribution of travel and tourism to GDP (% of GDP) of Portugal increased from 9.4 % in 1999 to 19.1 % in 2018 growing at an average annual rate of 4.03%. So how has this affected prices in these areas and is now really the time to buy in Portugal and if so where? Our Co-Founder David Poston has given his opinion on the 3 main areas and where he thinks you should invest your money.

Algarve

With beautiful beaches, the best climate that Portugal has to offer and the wonderful laid-back lifestyle, the residents and tourists alike enjoy all the wonderful things the Algarve has to offer with over 300 days of sunshine per year.

It's easy to see why so many Europeans are

relocating to the south coast, at the moment there are unprecedented numbers of Scandinavians and French moving across to take advantage of the tax-free pensions and many people are also leaving Britain to the rest of Europe.

So where are they all moving to and has it affected the market?

In the financial crisis of 2008, the Algarve's prices suffered just like the rest of Europe and it has taken a long time for them to recover. In fact, along the East Coast the market prices are still below that of 2008. The central areas are now back to where they were pre-crisis and certain areas of the West Coast are now starting to see increased values of that before the crisis.

From an investment viewpoint, the market is now looking good in the Algarve, as it has seen consistent steady growth over the last 7 years and areas such as Lagos and Carvoeiro are flourishing. Vilamoura is also seeing steady growth and with the number of new builds very low across the entire South Coast, the market is becoming not only stable but a place to seriously start looking at.

With the added bonus of low interest rates the buy-to-let market, in the Algarve, not only offers a good investment option but a place in the sun to enjoy when you can find the time. However, my advice would be to avoid the main season as the returns are much higher this time of the year and this is when your investment will give you the best returns. Faro Airport has just undergone a huge renovation to help cope with the increased number of flights being added and the government have improved several beaches across the coast with walkways and restaurants to make the holidaymakers experience more welcoming. The EN125 is the main road through the Algarve and during 2018 the government has again invested heavily to improve the infrastructure to reduce traffic and make travelling from town to town much easier. In summary, I believe the Algarve makes for a steady mid to long term investment, and it will depend on the type of property you're looking to add to your portfolio. With the added benefit of being able to enjoy your purchase this will obviously have a factor on the area you look at and the type of property you buy. My advice is to not let your heart rule your head and stay within your means; 2 bedroom apartments give the best yearly yields and offer much lower maintenance costs than an independent dwelling, however every investment is different so please seek independent advice before you purchase.

Porto

Since being declared a World Heritage Site just over a decade ago, Porto, also known as Oporto, has seen a sharp increase in direct foreign investment, a trend which is set to continue. With 301 foreign multinational companies in Porto and 872 corporates in the city's Metropolitan Area alone (as of January 2020), Porto is seeing an increased number of large corporations across various industry sectors purchasing into the city's lifestyle and real estate developments. "Porto appears to be the destination with the greatest number of new investments and jobs created," stated Ernst and Young in their 2017 Attractiveness Survey on Portugal. Porto offers the perfect balance of old-world charm and modern lifestyle requirements. Trendy bars are located in beautiful old gardens and dining along the Douro river is a magical experience. As a popular holiday and tourist destination – even more so now. With the city's economy flourishing, and prices at the point Lisbon's were 3 years ago, we are seeing a greater influx of investors (individuals and corporates alike) looking to diversify their portfolios with investments offering higher yields, long leases and excellent capital growth.

The 3 main regions are experiencing continued growth over the last few years. Tourism in Porto and the Algarve have seen similar increases of around 50% over the last 6 years and Lisbon has experienced huge growth with a rise from 6 million to nearly 13 million during the past 6 years!





Lisbon

The Historical centre of Lisbon is undergoing a huge renovation. Areas such as Baixa, Chiado, Cais Do Sodré, Santa Catarina, Alfama, Príncipe Real and Graça are experiencing major overhauls, as these areas are of historical value and have some fantastic buildings dating back to the 16th century before the 1755 earthquake.

The plan for these areas is to renovate the properties without losing the historical look. In general the façade of the building is kept along with any historical features and then a new building is built behind it offering all the mod cons and safety of today's technology, entwined with the historical elements that could be saved and then eventually attaching the façade to the front of the building.

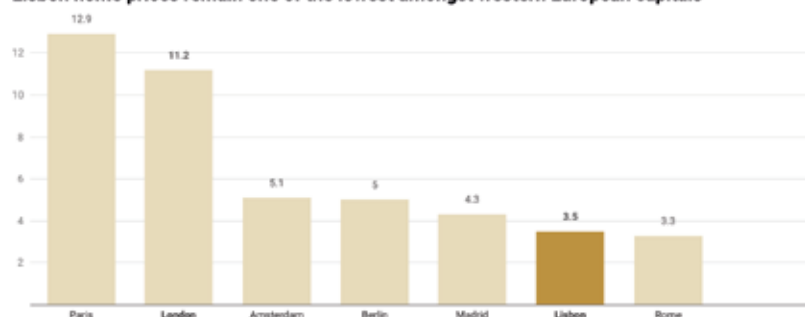
The reason for this is when you walk through Lisbon in the future it will be like visiting in the 17th & 18th century with all the historical buildings fully renovated and in pristine condition.

What this has done for the city is bring tourists from across the world that are fascinated in viewing the history Lisbon has to offer, this accompanied by the 8654 plus properties that have been sold for the

Golden Visa since 2012, and then again even more for the NHR programme gives a very buoyant market in Lisbon's historical centre.

Areas such as Baixa and Chiado have seen significant growth during the past 6 years and there doesn't seem to be any signs of it slowing down, occupancy rates in these areas are above 80% and newly refurbished properties are achieving as high as 90%.

Lisbon home prices remain one of the lowest amongst western European capitals



Legal Advice

When Buying or Selling a property in Portugal we would always advise you to seek legal advice, although the law does not state that it is mandatory when it comes to the purchasing of property there are lots of licences that need checking. It's mandatory that all the property documents are up to date and that any alterations that have been made to the property are already registered with the municipality.

It is now mandatory for properties to have a habitation licence if you are planning to live in or rent out the property, In Lisbon it is very common that properties are converted from retail to habitation due to many old buildings in the centre having shops and offices within them, it is important to check that this alteration is registered and approved by the municipality before purchase.

If buying a renovation or off plan property then a lawyer is a must, there are many documents that need to be checked and it is important that the work set out in the renovation or building process is approved and the timescale given to you matches the timescale that is registered with the municipality.

Here at Portugal Homes we have listened to our clients over the years to find out what they are looking for in a law firm, one thing about Portugal is the laid back way of life and the relaxed feeling that comes over you when here, the people are friendly, helpful and speak excellent English allowing you to feel relaxed and safe in the country, however this is not a trait anybody seems to want from their lawyer, yes obviously you want the friendly and helpful side but not the laid back and relaxed part that we fall in love with when here.

With this in mind and after listening to our client's feedback we would recommend you find a law firm that has previous experience dealing with international clients, they are usually very efficient and answer emails and questions in a timely manner, all lawyers here are obviously trained in the same way and pass the same exams however we have found that firms who deal with international clients on a daily basis are much more efficient in and complete the process much quicker than lawyers who work mainly in the Portuguese market.

The market in central Lisbon at the moment is very buoyant and once you take a property from the market at reservation it is important to sign a promissory contract at the earliest possible opportunity to avoid delays and losing the property. Here at Portugal Homes we are happy to assist you and your lawyer with anything they may need, when listing a property, we request many documents from the seller to make the process as quick as possible for you

IMT

In Portugal, the biggest tax you pay when you buy a property is called IMT (Imposto Municipal Sobre Transmissões) and this is payable when you do the deeds and is calculated as a percentage of your purchase price; there is a variable discount against your percentage that is also dependant on your purchase price. The tables below will give you the full breakdown, however don't worry if it's confusing as we can explain it much clearer for you in person.

Tax Basis

Property Transfer Tax is a municipal tax levied on the transfer for consideration of real estate located in the Portuguese territory. Such transfers may also be subject to Stamp Duty. The acquisition of more than 75% of the share capital of a company incorporated as "sociedade por quotas" (as well as of a privately placed closed-end Real Estate Investment Funds), which owns real estate located in Portugal, is also subject to IMT.

TABLE 1 (Mainland – OWN AND PERMANENT HOUSING)		
Value on which IMT is levied (Euros)	Marginal Rate to Apply	Deductible Amount
Up to 92.407	0	0
From 92.407 to 126.403	2	1.848,14
From 126.403 to 172.348	5	5.640,23
From 172.348 to 287.213	7	9.087,19
From 287.213 to 574.323	8	11.959,32
From 574.323 to 1.000.000	Unique 6% rate	
Over 1.000.000	Unique 7,5% rate	

TABLE 2 (Mainland – HOUSING)		
Value on which IMT is levied (Euros)	Marginal Rate to Apply	Deductible Amount
Up to 92.407	1	0
From 92.407 to 126.403	2	924,07
From 126.403 to 172.348	5	4.716,16
From 172.348 to 287.213	7	8.163,12
From 287.213 to 550.836	8	11.035,25
From 550.836 to 1.000.000	Unique 6% rate	
Over 1.000.000	Unique 7,5% rate	

Some acts are exempt from Stamp Duty, namely as mentioned below; the exemption may depend on certain requirements:

- Interest on loans for permanent housing;
- Free transfer of property to a spouse or descendants and ascendants;
- Under the Investment Promotion, Tax Regime (RFAI) companies are exempt from Stamp Duty on the acquisition of real estate property that constitutes relevant investment, according to the terms of this regime.



CONTINUOUS REAL ESTATE GROWTH IN PORTUGAL

As of September 2018:

After almost a decade during which the value of real estate in Portugal stagnated at best, comes news that house prices have recorded their biggest increase in 26 years.

Latest numbers out this week show that the cost of buying a house in Portugal has risen by 14.2 percent in the space of just one year. According to the Residential Price Index, published by Confidencial Imobiliário this increase was recorded during the first quarter of the year. Is the biggest since 1992.

The cost of housing has now climbed for 11 consecutive quarters, with urban areas seeing the biggest rises. This latest increase also brings the average price of properties to above the highs recorded in 2007, shortly before the financial crisis.

According to the Bank of Portugal, overall foreign investment in real estate in the country in 2017 represented 80 percent of all transactions. Foreign buyers, encouraged by the Golden Visa rule and the non-habitual residence programme, have been buying up properties across the country. With increased tourism again across the main regions of Porto, Lisbon and the Algarve Portugal is becoming the go to destination for many Europeans with an average 15% increase month on month for over a year, there seems to be no end to how popular the country is becoming as a holiday destination.

COVID

The current worldwide pandemic will have prompted many people to re-evaluate their personal circumstances and lifestyle. Health problems may have led them to consider their own private healthcare, or life insurance cover, as well as better protection for their property and assets. Besides this, factors like immediate profit, rental income, or housing appreciation, and several economical reasons also motivated worldwide investors to purchase real estate overseas. Portugal's Golden Visa Program, which was supposed to be suspended for property investments in the greater Lisbon and Porto regions from 2021, is to stay unaffected for the time being as a consequence of the coronavirus pandemic.

In fact, the first third of 2020 has been heavily compensated by May alone as Portugal Golden Visa investments exceeded, blustering over €146 million (an increase of 192% compared to May 2019 that recorded €50 million). Numbers released by SEF for May 2020 show that in a single month, 270 applicants invested €146.2 million, bringing Portugal back on track for a statistically normal year, despite the pandemic. The graph below shows how the buying and selling of houses in August has been on the rise. Despite COVID, in August of 2020, the buying and selling of houses in 2020 was at a record high!

It becomes important to mention that real estate prices in Portugal also continue to be competitive with those of other Western European countries, especially in the segments of international funds and Portugal Golden Visa investors.

Lisbon is amongst the only four cities that will experience growth over the price level in the segment of luxury real estate, still in 2020, thanks to the way the country is handling the pandemic combined with strengthening demand and limited prime supply. Monaco, Vienna and Shanghai are on the list, too, because of historic supply shortages and because transactions were able to continue in these countries during the lockdown. **So the time to make an investment in Portugal is now!**

Portugal Golden Visa Programme: Number of Visas Issued

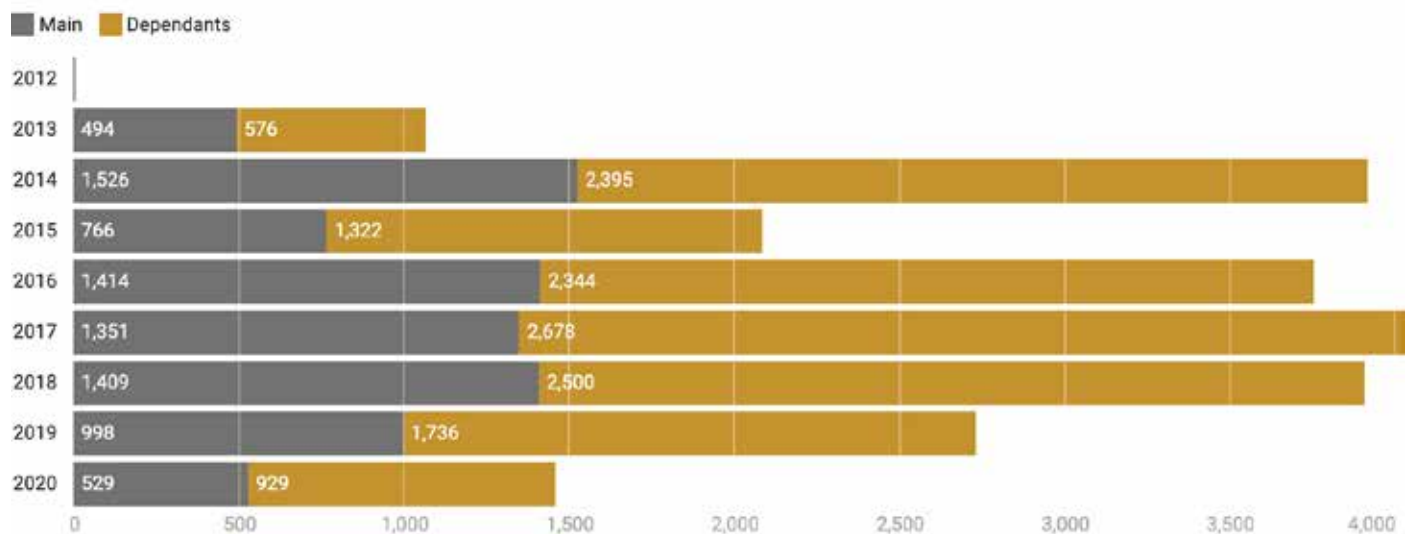


Chart: Portugal Homes • Source: [SEF](#) • [Get the data](#) • Created with [Datavrapper](#)

MOVING FORWARD WITH PORTUGAL HOMES

2019 was a year of massive growth for Portugal Homes! The company grew exponentially in 2019 and 2020 and is expected to keep growing. Here are a few highlights of the our achievements since 2018:

- We had **€124 million** of Real Estate transaction volume;
- We have reached over **28 different nationalities**, from **30 different countries** worldwide;
- We closed over **300 sales**, of which many clients resorted to the **After Sales Department** to have their investments taken care of while they were away;
- Our staff grew from only 18 to more than 40 people!;
- We won 5 international awards, from the **International Property Awards**;
- We partnered up with more than 50 other companies worldwide to create an ecosystem that supports our services;
- We published 250 articles on the website, from which we had 1,324,054 total users and 18 444 active clients;
- We made business with partners worth €2 million;
- With this information and the news of the real estate market in Portugal still continuing to grow despite of covid, **the time to invest in real estate is now.**

Harland & Poston
GROUP



15.316
active
clients



+794,886
website
users



€60 million
worth of
business



+40
team
members



+150
deals
closed



**20
20**
in
numbers



3
international offices
opening
(Hong Kong, London, Dubai)



€1 million
paid to
partners



2
offices (Lisbon,
Algarve)



38
client
nationalities



+1000
private
meetings



+170
After Sales
clients



5
awards



110
articles



35
market
countries



4
property
development



+100
partnerships
worldwide

MANAGING DIRECTOR'S PERSONAL COMMENT:

When myself and Gary decided to launch Portugal Homes our main objective was to provide our clients with a complete service, although there were many good companies already in the market we felt there was still room for improvement, the structure for Real Estate companies is still a little draconic and we felt it was time to offer a more modern and complete service. Our first point was Aftersales, its a service that didn't exist when we launched and it has filled a huge void for clients, our After Sales division is now unrivalled in Lisbon and will soon be launched in the Algarve. The second point was to offer a more tailored investment approach, by talking to clients in person long before they arrive in Portugal, our dedication to travel and meet clients across the world has allowed us to build some fantastic relationships and understand your needs much better, allowing us to prepare everything for you before your arrival.

During 2020 we have experienced a worldwide pandemic and our staffs resolve and ability to adapt has astounded both me and our clients, we have built networks across the globe allowing our clients to purchase remotely without any extra cost or delays, this approach has allowed us to increase our sales by more than 60% for the year, something that makes me very proud to be a part of. We will continue to try and adapt to your needs during 2021 and hopefully get back to normal as soon as possible, however in the meantime you can rest assured that our dedication to offering you the best possible service will continue for as long as you keep putting your faith in us.

I would like to say thank you for spending the time to look through our brochure and please feel free to contact any of our staff should you need anything, Myself and Gary will be travelling again during 2021 and we look forward to meeting you in the near future.

In the meantime, please stay safe and I look forward to meeting you soon, either here in Portugal or where you reside.

Best Regards,

David Poston
Managing Director



KEEP UPDATED

Follow Portugal Homes on all digital platforms to keep updated on the real estate market:



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PORTUGAL HOMES NEWS

Visit the Portugal Homes media page to check our company's media features:

PORTUGAL HOMES MEDIA PRESENCES



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