



## **Do you absolutely need a Realtor to buy a home?**

There's no law that says you can't go it alone. But the real question is: "Why would you not want to avail yourself of the free services of a professional whose whole career is spent helping people turn the dream of home ownership into reality?"

- ▶ A REALTOR® is a client advocate, the market expert and the negotiating tiger all wrapped up into one independent contractor.
- ▶ Because REALTORS® are usually solo practitioners, they wear many hats. They are sales people, but they are also marketing directors, social media managers and data analysts all in one.
- ▶ One of the REALTOR®'s most important roles is as the unbiased voice of reason. The REALTOR® is the objective set of eyes in the transaction. They help sellers see outside their personal connection to a property, and they help buyers stay level when faced with a multiple-bid situation.
- ▶ A REALTOR® can help a buyer save money and help a seller to make the most money. Because they go through the home buying and selling process daily, they can warn clients of potential dangers and looming changes.
- ▶ A REALTOR® maintains a customer-focused approach. Showing properties and writing offers is just a percentage of what happens in the course of the typical REALTOR®'s day: no two days are alike, and no two transactions are alike.
- ▶ The REALTOR® is the only constant in the real estate transaction. Can you afford not to have that experience on your side?

## **What do I do to help you, the buyer?**

- ✓ I can help you determine your buying power.
- ✓ I can guide financing options and refer you to those lenders best qualified to help you.
- ✓ I communicate with your lender to guide you in making a choice that is financially sound versus risky now and/or in the future.
- ✓ I have unique resources not available to most other professionals to assist you in your home choice.
- ✓ I have daily exposure to what is happening in the real estate world.
- ✓ I can assist your selection process by providing objective information about the property.
- ✓ I can research background information and sales data for the property.
- ✓ I secure the property disclosures needed to make you an informed buyer.
- ✓ I can help you negotiate the myriad factors, including but not limited to price, financing, terms, date of possession and often the inclusion or exclusion of repairs and furnishings or equipment, that come with buying a home.
- ✓ I cannot give you legal advice but I do have the authority to complete sales contracts and the additional addendum to protect you as the buyer. These documents are all legally binding contracts.
- ✓ I provide due diligence during the evaluation of the property, including finding qualified responsible professionals to do inspections, testing, and even repairs.
- ✓ I am your time keeper and organizer of documents during a transaction.
- ✓ I am your voice of reason when concerns and questions arise.
- ✓ I review inspection and testing reports to advise you on what needs to be addressed by the seller versus your responsibility as a buyer.
- ✓ I communicate with the lender, title personnel and sellers during the process to make sure all tasks are complete and timely.
- ✓ I review the title documents to verify we are good to close.
- ✓ I guide you through the closing process to assure smooth sailing.

## What is a buyer's agent?

Everyone knows there can be a lot of stress involved in buying a property, particularly one in another country. Whether you're looking for a holiday home on the beach, relocating or making an investment, there's always a lot to consider, and using a buyer's agent in Portugal can make the process a lot simpler.

While many people are used to dealing with an estate agent or realtor, the concept of a buyer's agent is very different, and one which can be far more beneficial to buyers.

## What's the difference between a realtor and a buyer's agent?

Whereas a traditional realtor works only for the seller, a property buyer's agent is an independent specialist who handles everything related to your purchase, from start to finish. A buyer's agent (or buying agent in the UK) can help take all the stress out of buying property in Portugal and make sure that the buyer always gets the best deal.

The role of a buyer's agent isn't just about finding the right price, but also the right property that fits the requirements of the buyer. A buyer's agent in Portugal will also provide much-needed support during the transaction process, liaising with lawyers and service providers for the buyer's convenience and peace of mind.

## Why do you need a buyer's agent in Portugal?

There are many advantages to using a buyer's agent in Portugal, not least because the Portuguese real estate market and legal processes can be incredibly difficult to navigate, especially when you don't speak the language and are unfamiliar with the country.

### - It's difficult to find the right information

Buying a property in another country always requires a leap of faith. However, you may find it difficult to get the right information about buying a property.

While you may find a lot of content online about buying property in Portugal, a lot of it is incorrect or out of date. Ultimately nothing can beat the advice of an expert who fully understands your requirements and has your best interests in mind.

It is also worth noting that some premium luxury properties are not available online, and working with a buyer's agent can give you access to more opportunities.

### - You might make avoidable mistakes

If you don't know much about Portugal, you could end up buying a property in the wrong area, or in an area that is unsuitable for you. You might also find yourself underestimating the amount of restoration work that a property requires, or end up buying a house which is not exactly what you were looking for.

## - You could have legal issues

There are many legal requirements in purchasing property in Portugal that you are probably not aware of. The benefit of enlisting the help of a buyer's agent in Portugal is that they know the processes, and they know what to look out for. In some cases, when you buy a property in Portugal, there can still be debt attached to it. Other problems to watch out for are the dispersion of ownership, where a property can have multiple owners, some of whom might not even live in Portugal. In older properties, it is also important to know legal construction. Although we know the process, we recommend the use of a lawyer. We work with lawyers with experience in real estate. You can use ours or choose one that you trust.

## What can a buyer's agent do for you?

### - A buyer's agent will conduct your search for you

Portugal is different from other countries in that there is no central database of real estate. This means that property searches can be fragmented and difficult to conduct.

A buyer's agent will do an extensive search of the Portuguese real estate market based upon your requirements, using local contacts to find the best property for you.

### - A buyer's agent will ensure legal checks are carried out

The benefit of enlisting the help of a buyer's agent in Portugal is that they know the processes, and they know what to look out for. They can help you ensure that a property is ready to buy by checking the building's administrative record. The use of a lawyer is mandatory, because a buyer agent may know the process but cannot work as a lawyer.

If you enlist the services of builders and developers, using a buyer's agent will guarantee that the work contract is fulfilled.

### - A buyer's agent speaks the language

Another added benefit of using a buyer's agent in Portugal is that you will have someone to liaise with all the necessary contact, such as architects, builders, and surveyors, which can be difficult if you don't speak Portuguese.

If you are dealing with someone who benefits directly from selling you the property, then they will always be working for interests that aren't yours.

This is something to bear in mind when considering hiring a buyer's agent. A buyer's agent in Portugal will work only for your interests, ultimately meaning you get the best deal.

### - A buyer's agent will negotiate for you

Using the services of a buyer's agent in Portugal means that you don't have to fear being overcharged for a property.

Foreign buyers who are not familiar with the Portuguese market prices and terms may find information from local estate agents to be contradictory. A buyer's agent knows the price that you should be paying and will negotiate on your behalf so that you get it.

## - A buyer's agent will make sure you have the right documentation

Just a small mistake in your documentation could lead to costly setbacks. Using a buyer's agent will mean that you have all of the correct paperwork in regards to:

- Property tax
  - [Imposto Municipal](#) sobre Transmissões (IMT) property transfer tax, between 2-8%
  - [Imposto de Selo](#) (IS) stamp duty, 0.8%
  - [Imposto Municipal sobre Imóveis](#) (IMI) taxable property value, between 0.3-0.8%
- Contracts
- Conveyance
- Inspections and surveys
- Fees

## A buyer's agent will save you time and money

The extra hassle involved in moving to a different country means that it makes even more sense to hire a buyer's agent. You won't have to make multiple journeys, canvassing the country yourself and wasting energy looking at properties that don't suit you.

Having an agent who works directly for you means that you will get the perfect property for you, and save time and money in the process

### Properties we work with

Your property purchase may be either an investment in the short term, with a view of turning it into your home in the long run, or vice versa. We factor everything in when advising you.



Used residential



New residential



Commercial



Buildings for investment



Agricultural land



Land for construction