

Checklist to Unlock Portugal Real Estate



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INDEX

Property Sourcing	04
Market Analysis	05
Financing Options	06
Scouting Trip	07
Legal Due Diligence.....	09
Structuring Your Deal	10
Getting Professional Help	11
Documentation	12
Executing the Deal	13
Final Tips	14

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CHECKLIST TO UNLOCK PORTUGAL REAL ESTATE



Hello, I'm April Elias! With years of experience navigating Portugal's real estate market and a local team in Portugal, we've helped U.S. investors uncover unique opportunities, from traditional purchases to creative financing solutions tailored to Portugal's dynamic market. I founded **NaviGo Portugal** to empower U.S. investors with the knowledge, resources, and connections needed to confidently expand their real estate portfolios in Portugal's thriving market.

I hope you enjoy the checklist I've put together to support your journey.





PROPERTY SOURCING

Look In Emerging Markets

SEARCH LISTINGS ONLINE

Start with sites like Idealista, Imovirtual, and OLX for a feel of what's out there.

BUILD LOCAL AGENT CONNECTIONS

Local agents can open doors to off-market properties and unique opportunities.

TAP INTO INVESTOR NETWORKS

Join expat and investor communities to hear about private deals and hidden gems.



MARKET ANALYSIS

Stay Updated on Market Trends: Keep an eye on property values, demand, and growth in your target area.

- **Evaluate Rental Yields:** Check average rental yields (57% in Lisbon and Porto) to gauge potential income.
- **Follow Price Trends:** Track quarterly or yearly changes for insight into growth potential.
- **Check ShortTerm Rental Potential:** Look at tourism data to see if the area suits short-term rentals.
- **Review Infrastructure Projects:** New roads, public transport, or other developments can boost property values.





FINANCING OPTIONS

OPTION		
Look Into Seller Financing/Creative Financing	Some sellers are open to financing, especially for higher priced or unique properties.	This is a newer concept in the last year for Portugal.
Consider Lease Options	A lease option arrangement lets you “try before you buy” in prime locations.	This concept is becoming more popular in Portugal.
Partner Up with Equity Sharing	Teaming up with local investors can help split costs and profits on larger deals.	This is a familiar concept in Portugal.
Research Portuguese Mortgages	Banks adjust lending terms for foreign investors.	This is a familiar concept in Portugal.



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SCOUTING TRIP

NOTHING BEATS A SCOUTING TRIP TO GET A REAL FEEL FOR THE
PROPERTY, NEIGHBORHOOD, AND MARKET VIBE.





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SCOUTING TRIP

- **Schedule Site Visits:** Line up tours of properties in Lisbon, Porto, Algarve, and emerging areas like the Silver Coast.
- **Visit Emerging Hotspots:** See cities like Coimbra, Évora, Estoril and Setúbal in person to gauge growth potential.
- **Meet Agents and Lawyers Face to Face:** Having trusted local contacts is invaluable, especially for creative deals.
- **Get a Feel for the Local Scene:** Check out the neighborhood, amenities, and overall vibe.
- **Experience Short Term Rentals:** Stay in an Airbnb or short-term rental in the area to see what your future tenants might experience.

WE OFFER AN EXCLUSIVE, DONE-FOR-YOU SCOUTING TRIP OPTION—SPACES ARE LIMITED, SO RESERVE YOUR SOON!

LEGAL DUE DILIGENCE

DOCUMENTS AND LAWS

- **Verify Ownership Documents:** Confirm the seller has a clear title with no legal issues or debts attached.
- **Check for Liabilities:** Make sure there are no outstanding liens or debts tied to the property.
- **Understand Zoning Laws:** Confirm that property usage aligns with your investment plans (e.g., residential vs. short term rental).



- **Get an Energy Certificate:** Required for all properties in Portugal; this certificate assesses energy efficiency.
- **Know the Short-Term Rental Rules:** Stay informed on Alojamento Local (AL) regulations, as new restrictions affect short-term rentals in Lisbon, Porto, and the Algarve. Verify licensing requirements, zoning laws, and rental caps before purchasing to ensure compliance.



STRUCTURING YOUR DEAL

DOCUMENTS AND LAWS

- **Clarify Financing Terms:** Outline specifics if you're using seller financing, lease options, or equity sharing.
- **Include Contingencies:** Protect yourself with clauses for financing approval, inspections, and any unforeseen issues.
- **Budget for Repairs or Renovations:** Factor in any potential renovation costs upfront.



- **Account for Currency Fluctuations:** Exchange rates can vary, so plan for this if moving funds internationally.
- **Negotiate Thoughtfully:** Be prepared to negotiate! Often, you can get 10-15% off the asking price.





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GETTING PROFESSIONAL HELP

- **Work with a Real Estate Lawyer:** A good lawyer familiar with foreign investors is crucial for a smooth process.
- **Order a Property Inspection:** Make sure the property's condition is solid before you finalize anything.
- **Get Tax Advice:** Explore NHR 2.0 tax benefits, capital gains tax rules, and structuring deals through Portuguese entities for tax efficiency. A cross border tax expert can help you understand U.S. and Portuguese tax obligations.
- **Find a Property Manager:** If you plan to rent, a reliable manager will take care of tenants and upkeep.
- **Secure a Notary:** Notaries play a key role in the legal process, officially documenting the property transfer.





DOCUMENTATION

Prepare Yourself To Transact Smoothly

- **Get a Portuguese Tax Number (NIF):** Required for property transactions, bank accounts, and tax filings.
- **Open a Portuguese Bank Account:** Handy for paying taxes, fees, and other property expenses.
- **Prepare Identification Documents:** Passport, proof of address, and financial details are often needed.
- **Show Proof of Funds:** Sellers and lenders will likely request proof of funds for foreign buyers.
- **Prepare Residency Documents:** If you're seeking a Golden Visa, have these documents ready.





EXECUTING THE DEAL

- **Submit a Formal Offer:** Include terms, contingencies, and an estimated closing timeframe.
- **Negotiate Final Terms:** Tweak details until both sides are satisfied before signing.
- **Sign the Preliminary Contract:** This contract, “Contrato de Promessa de Compra e Venda,” secures the deal.
- **Pay a Deposit:** Typically, this is 10% of the purchase price to lock in the sale.
- **Inspect the Property:** Do a final walkthrough to ensure it meets agreed conditions before closing.

Closing

- **Sign the Final Deed:** The “Escritura Pública de Compra e Venda” officially transfers ownership to you.
- **Settle All Payments:** Pay the remaining balance, transfer tax, and any closing fees.
- **Register the Property:** Ensure it’s registered with the Conservatória do Registo Predial for legal ownership.
- **Transfer Utilities:** Get utility accounts set up in your name for a smooth transition.
- **Collect the Keys:** Congratulations—you’re officially a property owner in Portugal!

After Closing

- **Arrange Property Insurance:** Protect your new investment with adequate insurance.
- **Register with Local Authorities:** Meet any local requirements for property registration.
- **Implement Your Investment Plan:** Start renovations, list your property, or begin renting based on your goals.
- **Get Involved Locally:** Join expat and investor groups to stay connected and in-the-know.
- **Monitor Market Changes:** Real estate laws and tax policies may change, so stay updated to protect your investment.



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FINAL TIPS

- ALWAYS VET YOUR TEAM: MAKE SURE ANY AGENTS, LAWYERS, AND CONTRACTORS ARE REPUTABLE AND EXPERIENCED.
- AVOID PAYING UPFRONT FEES TO UNVERIFIED AGENTS OR SELLERS.
- A SHORT TERM STAY IN YOUR TARGET AREA CAN GIVE YOU A FEEL FOR THE LOCAL MARKET.
- REASSESS YOUR STRATEGY PERIODICALLY TO KEEP UP WITH SHIFTS IN PORTUGAL'S REAL ESTATE LANDSCAPE.



Contact Us



For any questions or to learn about our NaviGo done-for-you scouting trip [book a call](#) with me to see if you're a fit for the experience or to find out how you can master these strategies!

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