

Nuno
Duarte



REAL ESTATE
GLOBAL ADVISORS

Why Portugal?





Why Portugal?

- Who we are?
- Why PORTUGAL so Interesting?
- What is the Outcome
- Golden Visa
- D7 Visa / NHR Tax Benefit
- Digital Nomad Visa
- General Info on Property Purchase





Who we are?

The Nuno Duarte Group operates as a team of global real estate advisors, specializing in property transactions internationally. Nuno Duarte himself is an experienced real estate advisor associated with KW Lead Santos, a part of Keller Williams, in Lisbon, Portugal. His focus is on providing tailored real estate solutions for clients seeking properties across different markets. The group operates with a global perspective, assisting buyers and sellers by leveraging an extensive network of resources, especially in international property markets

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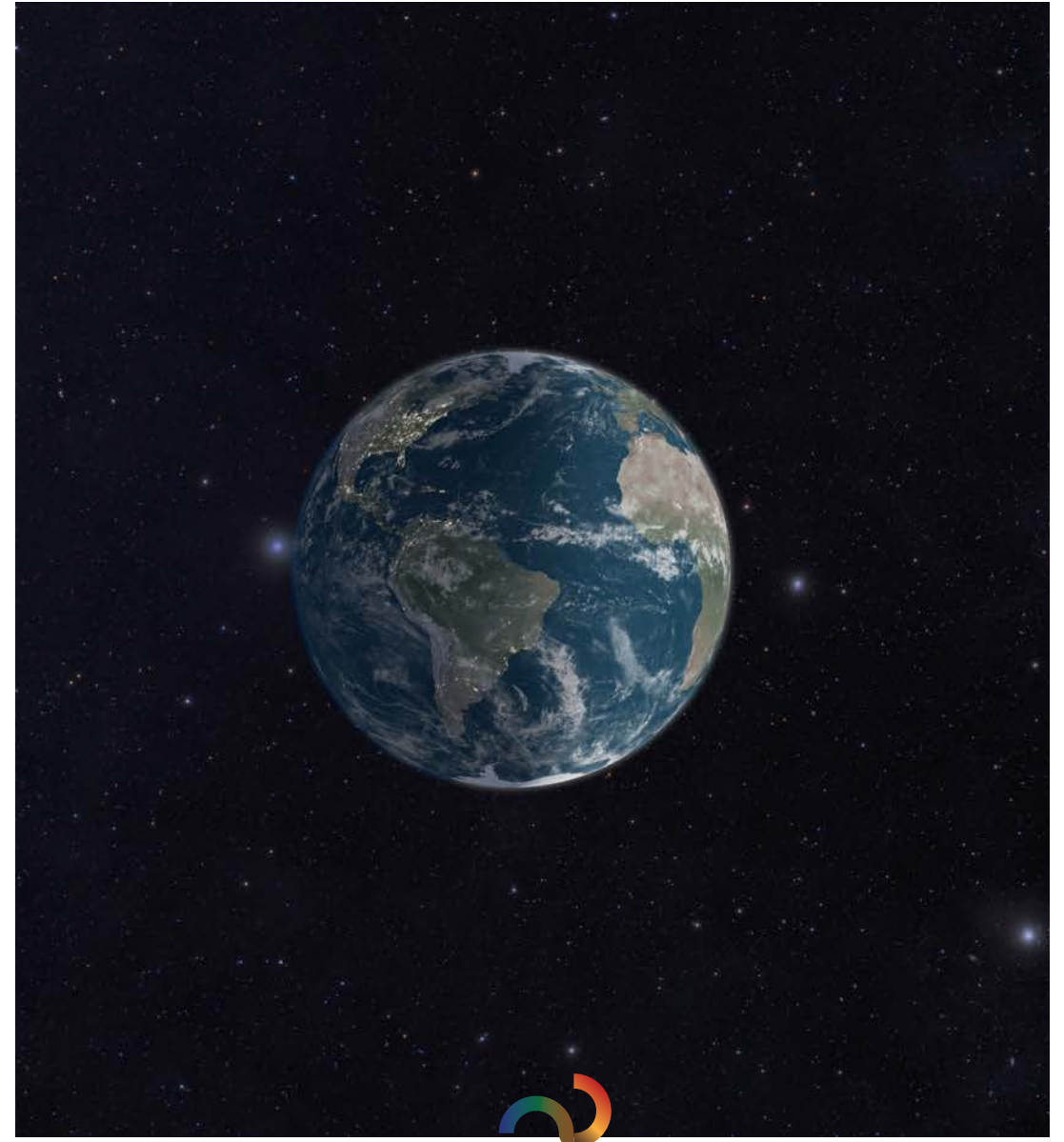
The Geography

Excellent geographical location.

At the meeting point between three continents: Europe, Africa and the Americas.

Here you can find international airports all over the country - Lisbon, Faro and Oporto have regular connections to major cities in the world.

Being in the Southwest of Europe, it has half of it's borders as sea shore, mostly with wonderful beaches, but also with mountains and plains in the interior, where a quiet life can be appreciated, yet, never too far from the main cities.





The Climate

Portugal is one of the sunniest countries in Europe.

Living on the shore side or in country side have is specific characteristics.

It is great living in a place where you can enjoy beach days in October or March or where you can sit comfortably outside at a café terrace in February.

Portugal is also a set of plains and mountains, where a calmer, yet pleasant weather always makes part of it's charm.

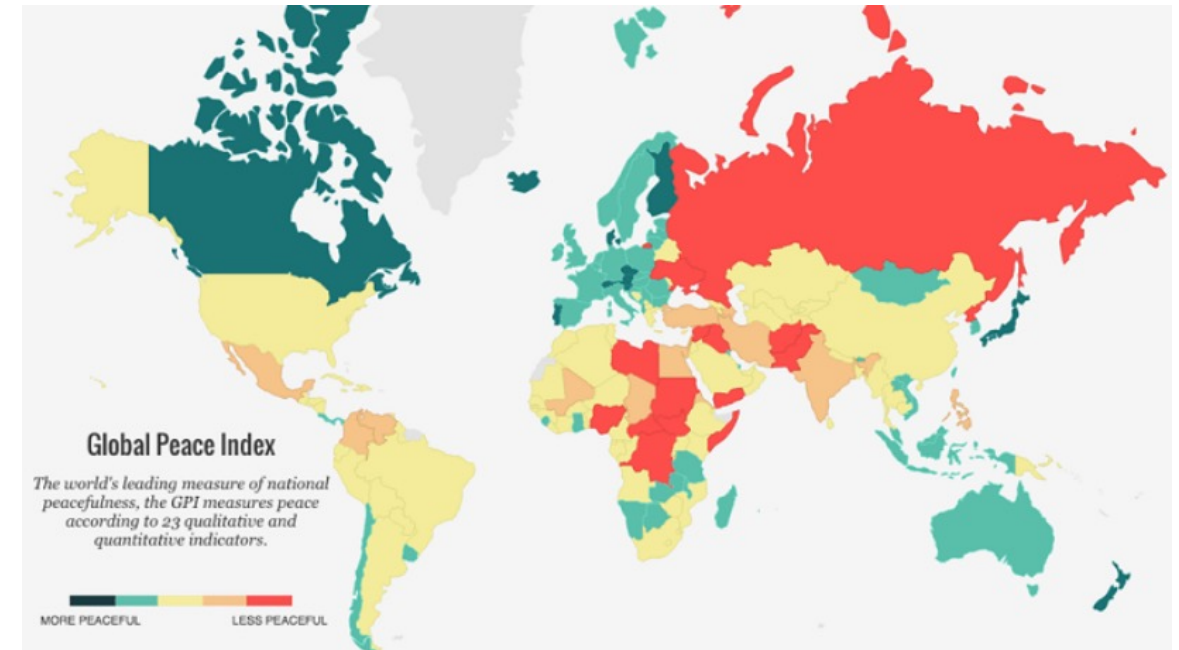


Security

Portugal is the 6th most peaceful country in the World, only after Iceland, New Zealand, Ireland, Austria and Denmark.

Lisbon officially has the lowest homicide rate of any European capital and the lowest number of residents who have been victims of any crime, in the previous 5 years, making it Europe's safest place.

RANK	COUNTRY	SCORE	CHANGE
1	Iceland	1.107	↔
2	New Zealand	1.269	↔
3	Ireland	1.288	↑ 3
4	Denmark	1.296	↓ 1
5	Austria	1.3	↑ 2
6	Portugal	1.301	↓ 1
7	Slovenia	1.316	↓ 3
8	Czech Republic	1.318	↑ 1
9	Singapore	1.326	↑ 1
10	Japan	1.336	↑ 1



That doesn't mean that there is no crime, you hear about pickpocketing and car break-ins, but once in Portugal, you begin to sense how much safer life you can enjoy.



The Portuguese

The Portuguese are gracious and friendly, welcoming all visitors, regardless of where they come from.

Actually, many do come to Portugal from all the continents of the world, from all ethnical origins.

Due to it's location in the South West of Europe, it is a point of entrance to Europe and the Schengen Zone.

A large part of the Portuguese population speaks foreign languages, especially English.





The Gastronomy

Grilled fish, the 1001 ways to cook “Bacalhau” (cod fish), “Caldo Verde” and “Pastel de Nata”.

Portugal has a very rich gastronomy culture, differing from region to region in fish, sea food, meat and pastry. And of course the wine.

The comprehensive assortment of cheese and wine, the latter from the different certified regions like the over-known Douro and Alentejo, and the different Portuguese grapes singled or carefully blended makes a wine choice difficult, because all are having a high quality and taste.





The Public Health System

The healthcare system in Portugal consists of three coexisting systems:

- National Health Service (SNS)
- Special social health insurance schemes (health subsystems) that are occupation-based schemes used in the public sector and in certain professions such as police, military and banking
- Voluntary private health insurance in Portugal

If you are a foreigner living or working in Portugal, you will typically be eligible to access subsidized state healthcare. The Portuguese healthcare system incorporates both public and private healthcare services and the standard of healthcare in Portugal is high.

Private insurance averages \$50 per person monthly!





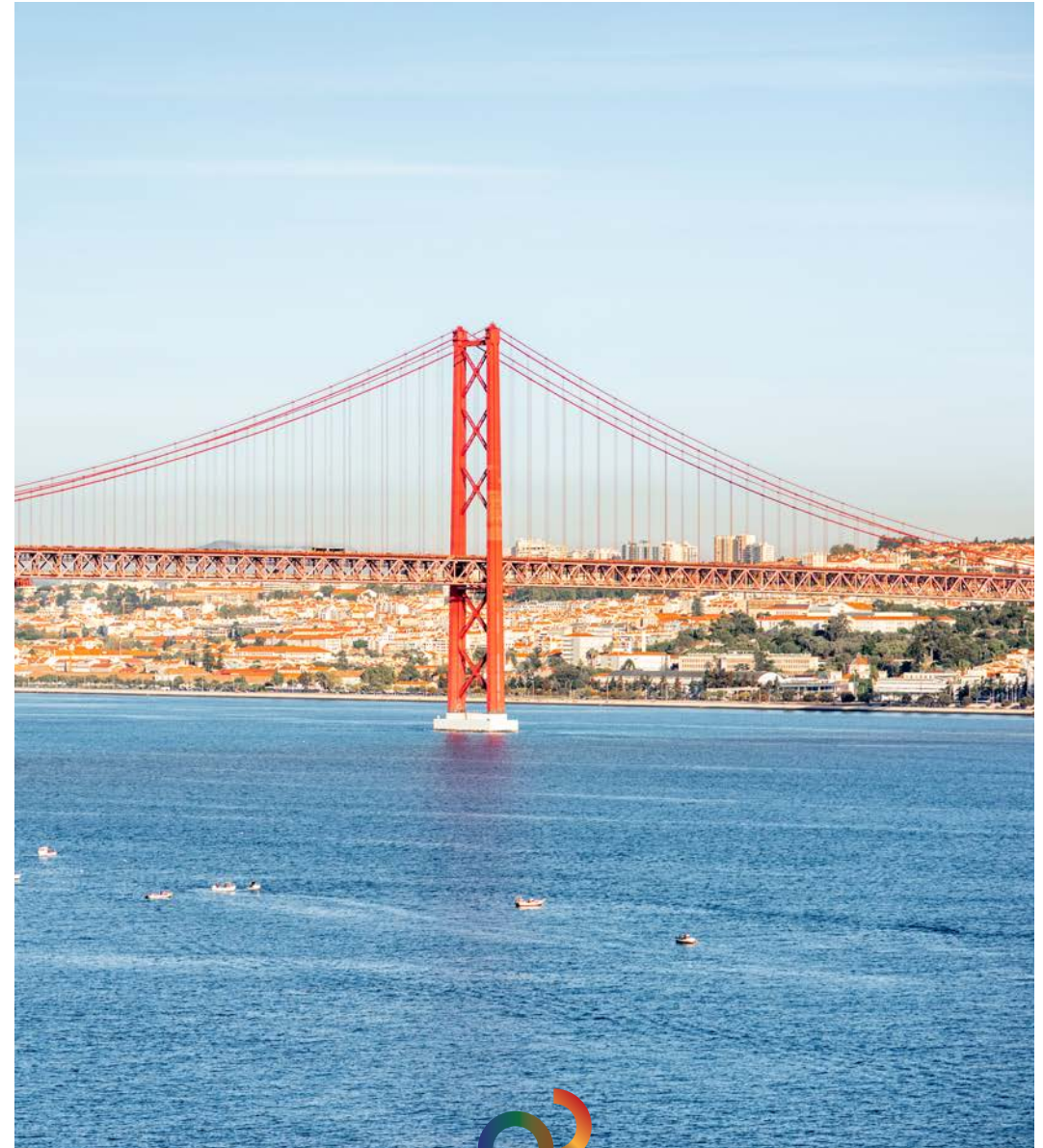
Tax Benefits For Foreigners

For non tax residents (those who have tax domiciliation out of Portugal)

- IRS and IRC tax exempt from capital gains in transmission of corporate social participation, fund liquidation or stock, warrants.

For Residents in Portugal:

- NHR benefits (Non Habitual Resident):
The foreign resident working in Portugal in one of the eligible professions (pretty much comprehensive) will pay a flat rate tax of 20% from his/her working income in Portugal, during 10 years.





The Cost of Living & Quality of Life

Portugal was voted to be one of the 37 cities in the world with the best quality of life, by the Worldwide Quality of Living Survey.

It is also considered a low cost country by most of the foreigners. This makes Portugal, a wonderful country to appreciate a high life quality at an affordable cost.





The Cost of Living & Quality of Life

Restaurants	New York	Lisbon	Difference
Meal, Inexpensive Restaurant	25.00\$ (22.70 €)	10.60 \$ (12.00 €)	-47.1 %
Meal for 2 People, Mid-range Restaurant, Three-course	100.00 \$ (90.80 €)	55.07 \$ (50.00 €)	-44.9 %
McMeal at McDonalds (or Equivalent Combo Meal)	12.00 \$ (10.90 €)	8.26 \$ (7.50 €)	-31.2 %
Domestic Beer (1 pint draught)	8.00 \$ (7.26 €)	2.75 \$ (2.50 €)	-65.6 %
Imported Beer (12 oz small bottle)	10.00 \$ (9.08 €)	3.30 \$ (3.00 €)	-67.0 %
Cappuccino (regular)	5.30 \$ (4.81 €)	1.98 \$ (1.81 €)	-62.6 %
Coke/Pepsi (12 oz small bottle)	2.74 \$ (2.49 €)	1.77 \$ (1.61 €)	-35.4 %
Water (12 oz small bottle)	2.19 \$ (1.99 €)	1.33 \$ (1.21 €)	-39.3 %



The Cost of Living & Quality of Life

Rent Per Month	New York	Lisbon	Difference
Flat (1-bedroom) in City Centre	3,884.00 \$ (3,526.52 €)	1,350.64 \$ (1,226.33 €)	-65.2 %
Flat (1-bedroom) Outside of Centre	2,414.51 \$ (2,192.28 €)	871.02 \$ (790.85 €)	-63.9 %
Flat (3-bedroom) in City Centre	7,297.03 \$ (6,625.41 €)	2,491.90 \$ (2,262.55 €)	-65.9 %
Flat (3-bedroom) Outside of Centre	4,052.87 \$ (3,679.84 €)	1,522.81 \$ (1,382.65 €)	-62.4 %

Buy Apartment Price	New York	Lisbon	Difference
Price per Square Feet to Buy Flat in City Centre	1,388.94 \$ (1,261.10 €)	559.19 \$ (507.72 €)	-79.1 %
Price per Square Feet to Buy Flat Outside of Centre	903.07 \$ (819.95 €)	293.08 \$ (266.11 €)	-57.9 %



The Cost of Living & Quality of Life

Childcare	New York	Lisbon	Difference
Preschool (or Kindergarten), Full Day, Private, Monthly for 1 Child	2,408.24 \$ (2,186.58 €)	463.58 \$ (420.91 €)	-80.8 %
International Primary School, Yearly for 1 Child	40,818.18 \$ (37,061.28 €)	10,653.78 \$ (9,673.21 €)	-73.9 %

Salaries And Financing	New York	Lisbon	Difference
Average Monthly Net Salary (After Tax)	6,194.38 \$ (5,624.25 €)	1,294.17 \$ (1,177.73 €)	-79.1 %
Mortgage Interest Rate in Percentages (%), Yearly, for 20 Years Fixed-Rate	5.68	2.39	-57.9 %



The Cost of Living & Quality of Life

Crime Comparison between Lisbon and New York, NY

	LISBON	NEW YORK, NY
Crime Index	28.95	49.29
Safety Scale	71.05	50.71

Level of crime

Crime increasing in the past 3 years

Worries home broken and things stolen

Worries being mugged or robbed

Worries car stolen

Worries things from car stolen

Worries attacked

Worries being insulted

Worries being subject to a physical attack because of your skin color, etchnic origin, gender or religion

Problem people using or dealing drugs

Problem property crimes such as vandalism and theft

Problem violent crimes such as assault and armed robbery

Problem corruption and bribery



Low 24.49



Moderate 52.91



Moderate 52.12



Moderate 58.47



Low 21.89



Moderate 40.68



Low 29.24



Moderate 48.63



Low 21.95



Low 39.39



Low 35.28



Moderate 48.30



Low 22.80



Moderate 47.65



Low 23.07



Moderate 54.18



Very Low 14.50



Low 38.96



Low 39.60



Moderate 59.71



Low 35.47



Moderate 56.80



Low 22.26



Moderate 52.33



Moderate 53.17



Moderate 53.50

Safety comparisons Lisbon vs New York, NY

Safety walking alone during daylight

Safety walking alone during night



Very High 87.38



High 71.03



















High 65.28



Moderate 48.32

The Cost of Living & Quality of Life

Health Care Comparison between Lisbon and New York, NY

	LISBON	NEW YORK, NY
Health Care System Index	73.73	62.41
Skill and competency of medical staff	 High 79.77	 High 74.67
Speed in completing examination and reports	 High 63.42	 High 66.94
Equipment for modern diagnosis and treatment	 High 79.22	 Very High 86.15
Accuracy and completeness in filling out reports	 High 74.77	 High 73.49
Friendliness and courtesy of the staff	 High 77.50	 High 64.84
Responsiveness (waitings) in medical institutions	 Moderate 51.37	 Moderate 49.84
Satisfaction whit Cost to you	 High 75.80	 Low 37.25
Convenience of location for you	 Very High 82.65	 High 71.22



The Cost of Living & Quality of Life

Indices Difference

Consumer Prices in Lisbon are **46.7% lower** than in New York, NY (without rent)

Consumer Prices Including Rent in Lisbon are **55.3% lower** than in New York, NY

Rent Prices in Lisbon are **64.5% lower** than in New York, NY

Restaurant Prices in Lisbon are **47.7% lower** than in New York, NY

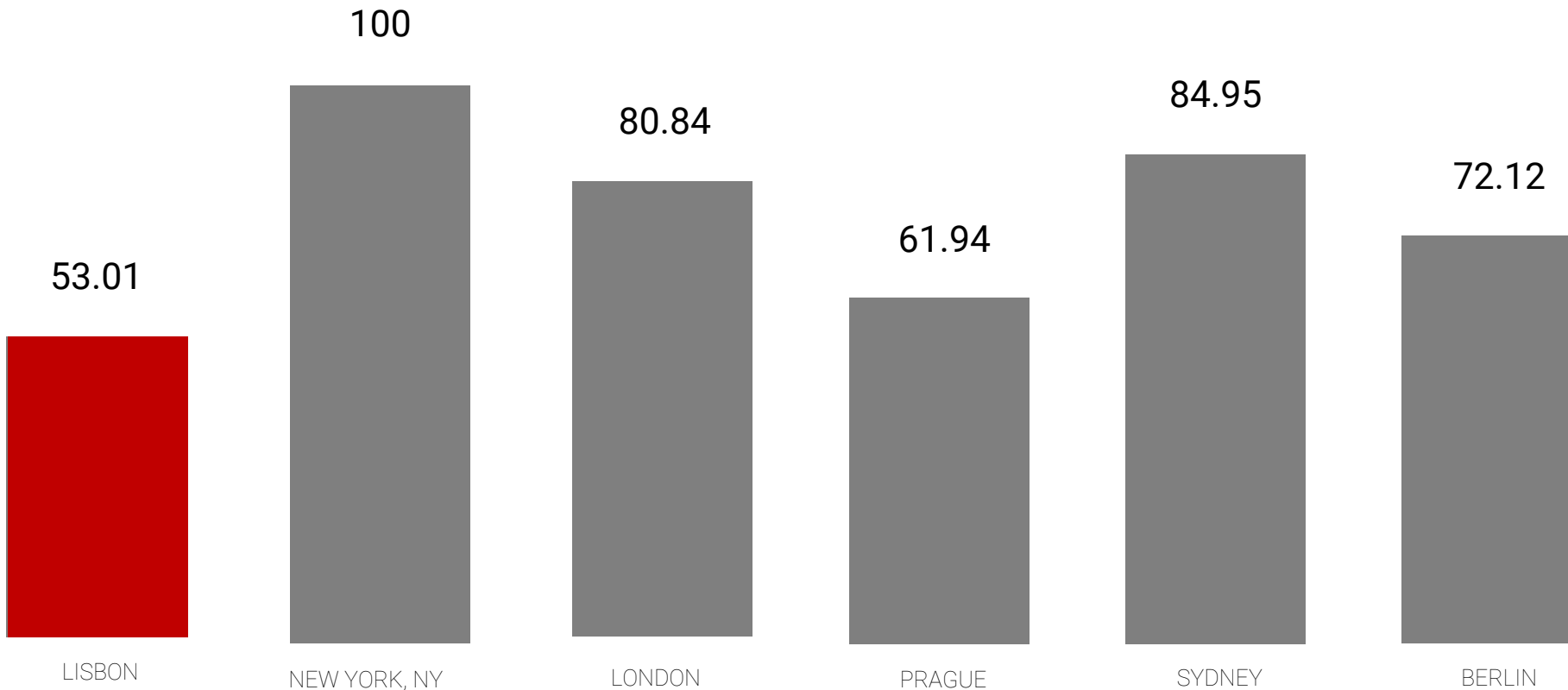
Groceries Prices in Lisbon are **56.3% lower** than in New York, NY

Local Purchasing Power in Lisbon is **53.3% lower** than in New York, NY



The Cost of Living & Quality of Life

Cost of Living Index (Current, By City)



Why Portugal Is Considered The Friendliest Country In The World

thetraveler.com

Portugal reaches the best ever ranking in tourism competitiveness ranking

Portuguese Council of Diaspora

Why Lisbon Is The Best City In The World To Freelance

t24hs.com

Property valuations reach new record

thenews

Lisbon Ranked as the Best Place to Live for an “Executive Nomad”

Savills Executive Nomad Index

Lisbon is europe’s most underrated city and here’s why

Award-winning food and drink, grand architecture and beautiful countryside. What’s not to love
Condé Nest Traveller



The World's Best Places to Retire in 2024

The World's Best Places to Retire in 2024

Categories

- Housing
- Cost of Living
- Visa/Benefits
- Affinity Rating
- Climate
- Development
- Healthcare

Rank	Country	Housing	Cost of Living	Visa/Benefits	Affinity Rating	Climate	Development	Healthcare	Average
#1	COSTA RICA	66	76	94	96	82	82	89	83.57
#2	PORTUGAL	64	79	78	89	88	93	92	83.2
#3	MEXICO	74	84	89	88	86	80	80	83
#4	PANAMA	72	77	98	86	79	86	82	82.8
#5	SPAIN	68	75	78	89	72	88	88	79.7
#6	ECUADOR	72	91	84	73	87	56	79	77.4
#7	GREECE	68	79	76	86	70	78	82	77
#8	MALAYSIA	76	96	56	68	72	80	82	75.7
#9	FRANCE	62	59	68	79	82	88	86	74.8
#10	COLOMBIA	64	98	68	63	87	60	83	74.7

International Living



What is the Outcome?



This 52 year old early retiree left the U.S. for Portugal with his family and spends \$2,450 a month:
"We cut our expenses by 50%"



"Portugal checks all the boxes for us. Since moving here, **we have quality of life, fresh food, everybody is very welcoming, it is a very safe environment**, the kids are thriving here and it has been a great experience."

Renée Hernandez, from Manchester



"The Portuguese people are just wonderful! **They welcome you, they are like Family**"

Catherine, living in the Algarve

What is the Outcome?

Lisbon is the 11th European best city to invest in real estate in 2023, from 15th in 2022.

Emerging Trends in Real Estate-PwC



Millionaires are on the move again, here is where they are going!

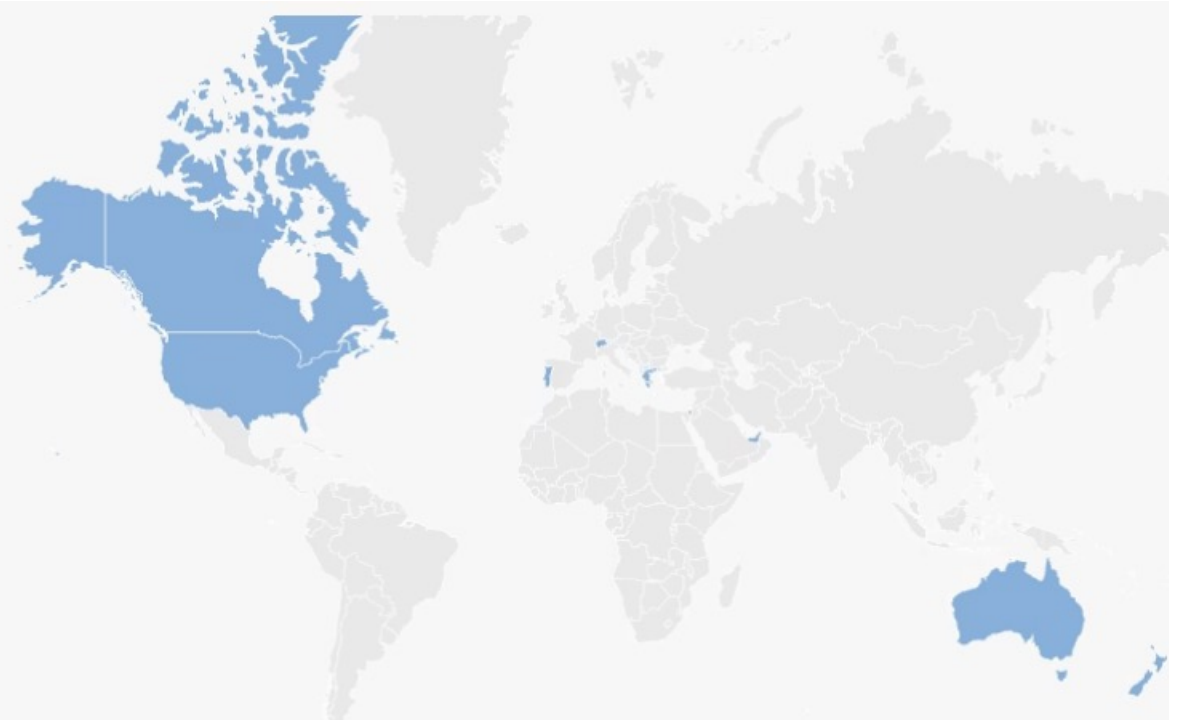
Global Citizens Report-2022

H&P Henley & Partners

Projected net inflows of HNWIs 2022

• UAE	4,000
• Australia	3,500
• Singapore	2,800
• Israel	2,500
• Switzerland	2,200
• USA	1,500
• Portugal	1,300
• Greece	1,200
• Canada	1,000
• New Zealand	800

These are projected figures for the full year 2022. They are based on year-to-date HNWl movements. Numbers rounded to the nearest 100.





Real Estate Comparison

NYC



4-bedroom
3549 sqf
\$5,495,000

Lisbon



4-bedroom
2583 sqf
\$2,375,000



How to step in

MOST USUAL RESIDENCY WAYS

- Golden Visa
- D7 Visa
- Digital Nomad
- Permanent residency / citizenship possible after 5 years of temporary residence

NON RESIDENCY WAY

- Purchase of property for usage during 90 days/year under tourist visa
- Mortgage for non-residents possible as well



Golden Visa

- The Golden Visa is a 5-year program for non-EU citizens
- Allows you to get a temporary residency permit by investment
- Eligible investments include fund investments, job creation, capital donation to cultural entities
- The minimum investment is 250k for donation to cultural entities and 500k for other kind of investments
- Get 20% discount if your investment is located in low density areas
- After 5 years of legal residency you can apply for Portuguese citizenship





What is the D7 Visa?

The D7 Visa is providing Temporary Residence Visa to non-EU/EEA/Swiss citizens who have a reasonable passive income.

Usually meant for:

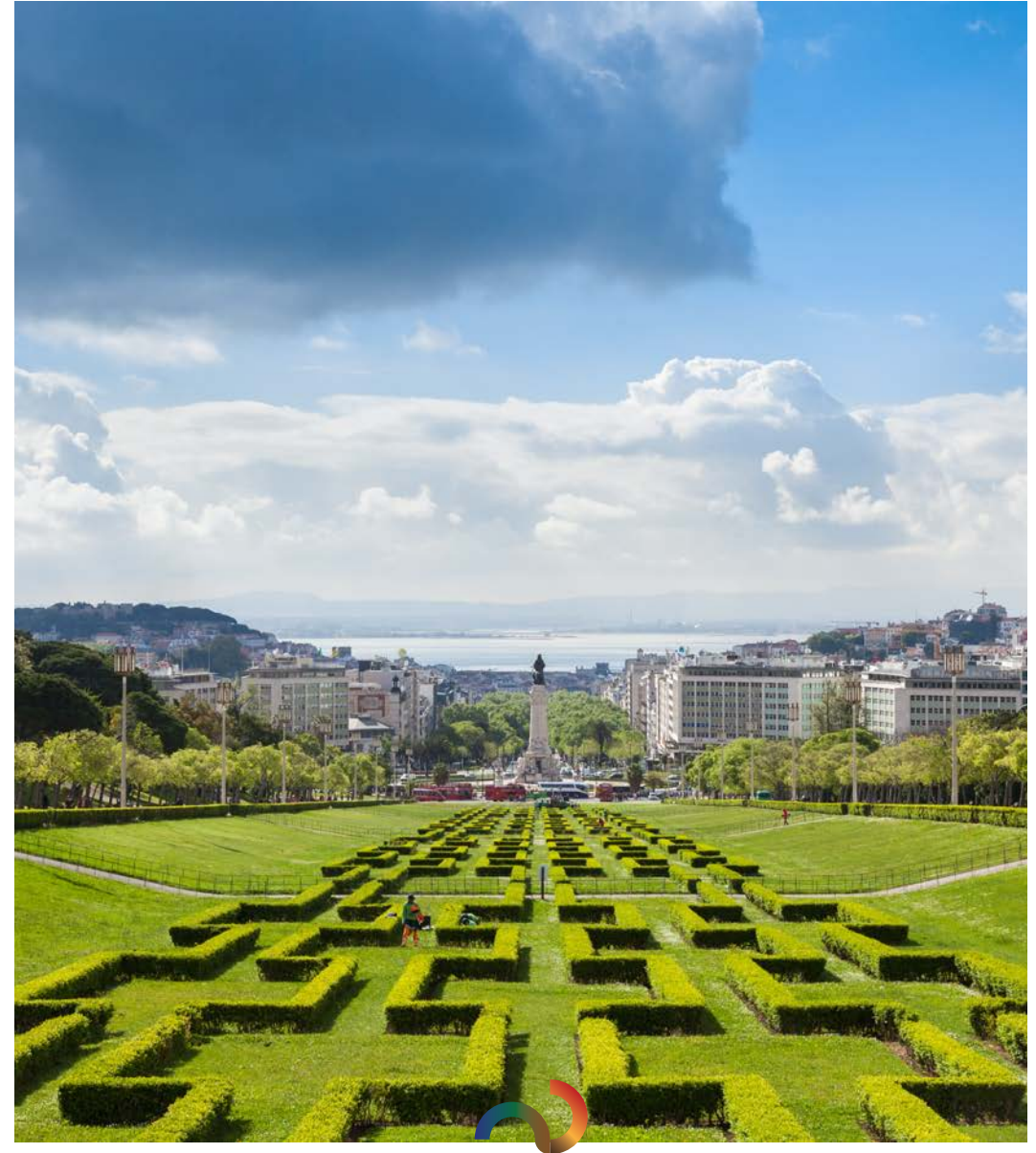
- Retired people;
- Living from their own passive income:
- From financial investments (interest rates, dividends, etc)
- From Real estate investments
- From intellectual property





Main Requirements for D7 Visa

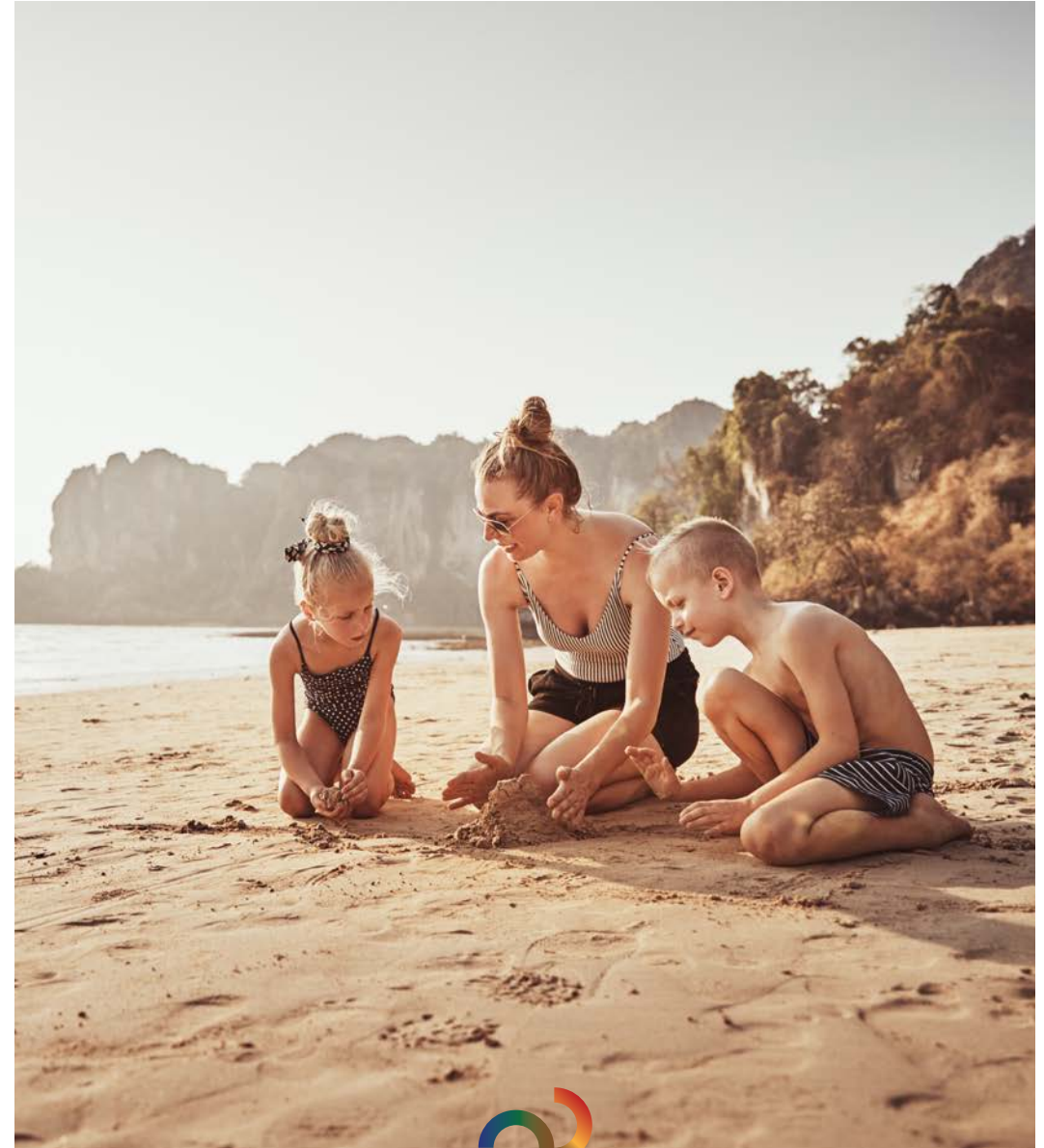
- Must have a minimum anual income corresponding to 12 months of Portuguese minimum salary (820€ x 12 = 9,840€) for the applicant, 50% of that for the spouse and 30% per each dependent.
- Must have a proof of residence in Portugal (rental for the residence period validity or purchased)
- Must reside in Portugal for a minimum of 183 days (6 months) per year
- Must have a Portuguese Tax Number (NIF)
- Must have and keep a clean criminal record
- First residence permit of 2-year, renewable for 3-year periods





The D7 Benefits

- Possibility to live, work or study in Portugal;
- Free circulation within the Schengen Countries without need for additional visa;
- Benefit of public health system;
- Non Double Taxation Agreement with origin income country
- Family Reunion ability. The residence permit can be extended to the spouse, dependent minor children, adult children, if single and studying in Portugal, dependent parents.
- Portuguese citizenship after 5 years





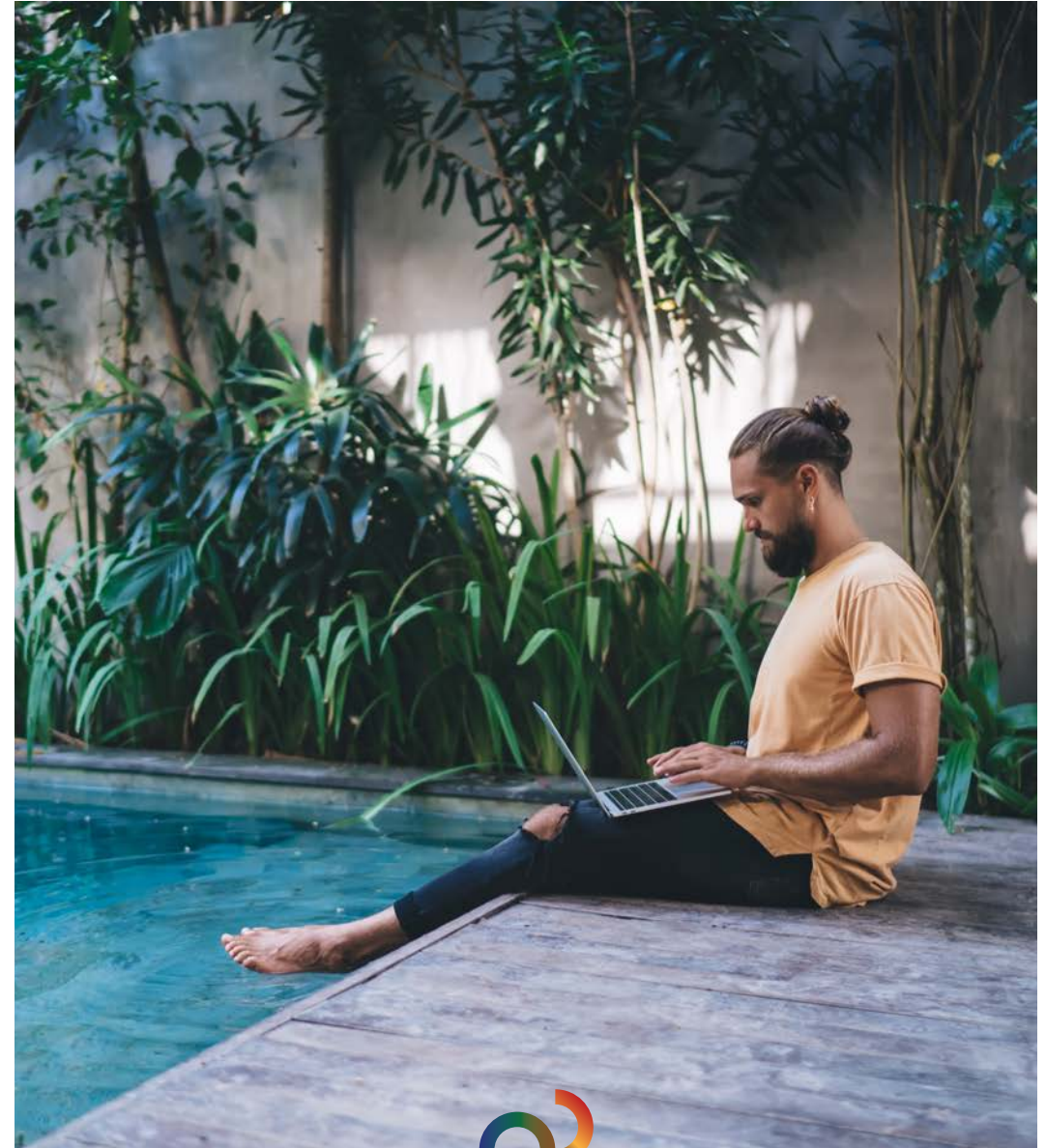
The Digital Nomad Visa

Possibility to have temporary residence card for remote work

For independent or subordinated professional, working for an individual or a corporation having its office or headquarters in a foreign country.

Main Requirements:

- Labor contracts with the foreign employer
- Statement from foreign clients stating the provided services
- Proof of monthly income corresponding to average 4 portuguese minimum salaries
- Proof of tax residency





Procedures of Purchasing

(recommendation)

PURCHASING A PROPERTY WITH MORTGAGE FINANCING
(WITH OR W/O APPLYING FOR RESIDENCE):

- Acquire a tax number (NIF) and open a portuguese bank account. These steps can be done remotely, with a PoA to a local lawyer.
- In case of mortgage, have a pre-approval from the bank before starting the search for a property. The market demand highly exceed the available offer.
- Banks usually can finance between 50% to 75% of their LTV to a foreigner, depending on the client-bank relationship.

Once the property is found, the purchaser has to be ready and be fast!





Costs within Property Purchase

IMT and Stamp Duty:

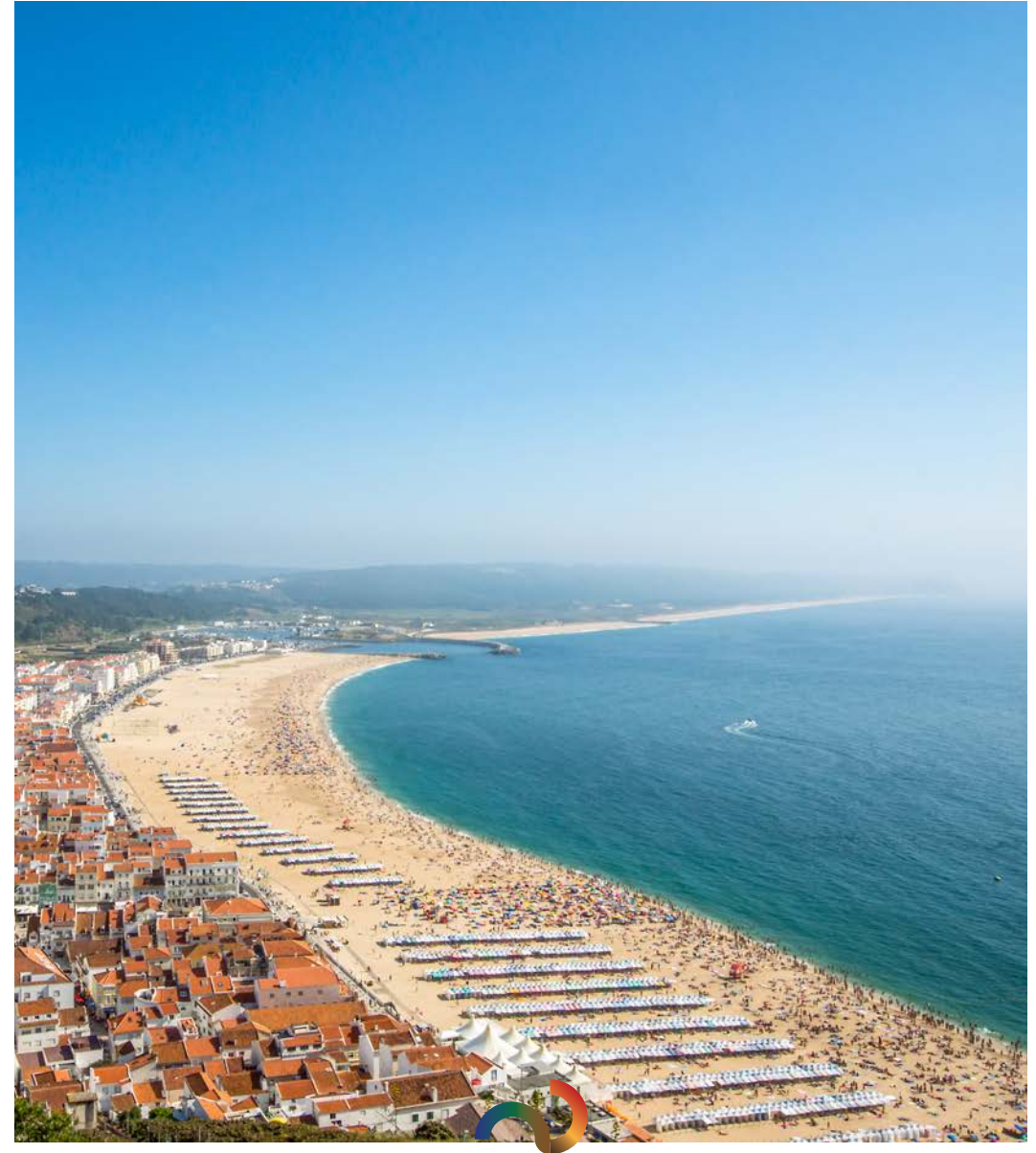
Up to 7% tax + 0.8% stamp duty over purchase price, up to 1M€ transaction, 7.5% + 0.8% stamp duty if higher than 1M€

Registration and Notary:

usually around \$1,000, added by lawyer's fees (it is highly recommended to have a lawyer to support purchase)

IMI:

Property ownership tax: On around 0,20% and 0,25% over property's tax evaluation, which is usually lower than purchase value.





OBRIGADO!

Thank you!

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