

**WELCOME**



# LISBON, PORTUGAL 2020

LIVE AND INVEST OVERSEAS



## SUMMARY

1 - Introduction and Summary:

1.1 - Miguel Paninho and PIB;

1.2 - Portugal - Why Portugal?

2 - Real Estate Market

2.1 - Recent History;

2.2 - Present Reality;

2.3 - Future ?

3 - Lisbon Properties (Selection of examples available today)

3.1 - More affordable listings

3.2 - Whats the average house in Lisbon

3.3 - Record breakers

## 1.1 - Who Am I?

- ▶ Miguel Paninho
- ▶ Mobile: +351 91 303 302 1
- ▶ Mail: [mp@privateinvestmentbureau.com](mailto:mp@privateinvestmentbureau.com)
- ▶ [www.privateinvestmentbureau.com](http://www.privateinvestmentbureau.com)

## - What do I do?

- ▶ Consultant / Advisor;
- ▶ Market Analysis;
- ▶ Controlling and Reporting;
- ▶ Asset Selection;
- ▶ Information/Intelligence - Make Informed decisions;
- ▶ Project Development & Management;
  
- ▶ Your eyes on site;
- ▶ Your local asset on the ground;
- ▶ Think global act Local

## - Why am I here today?

## 1.2 – PORTUGAL: HISTORY (PAST), PRESENT (WHY), FUTURE

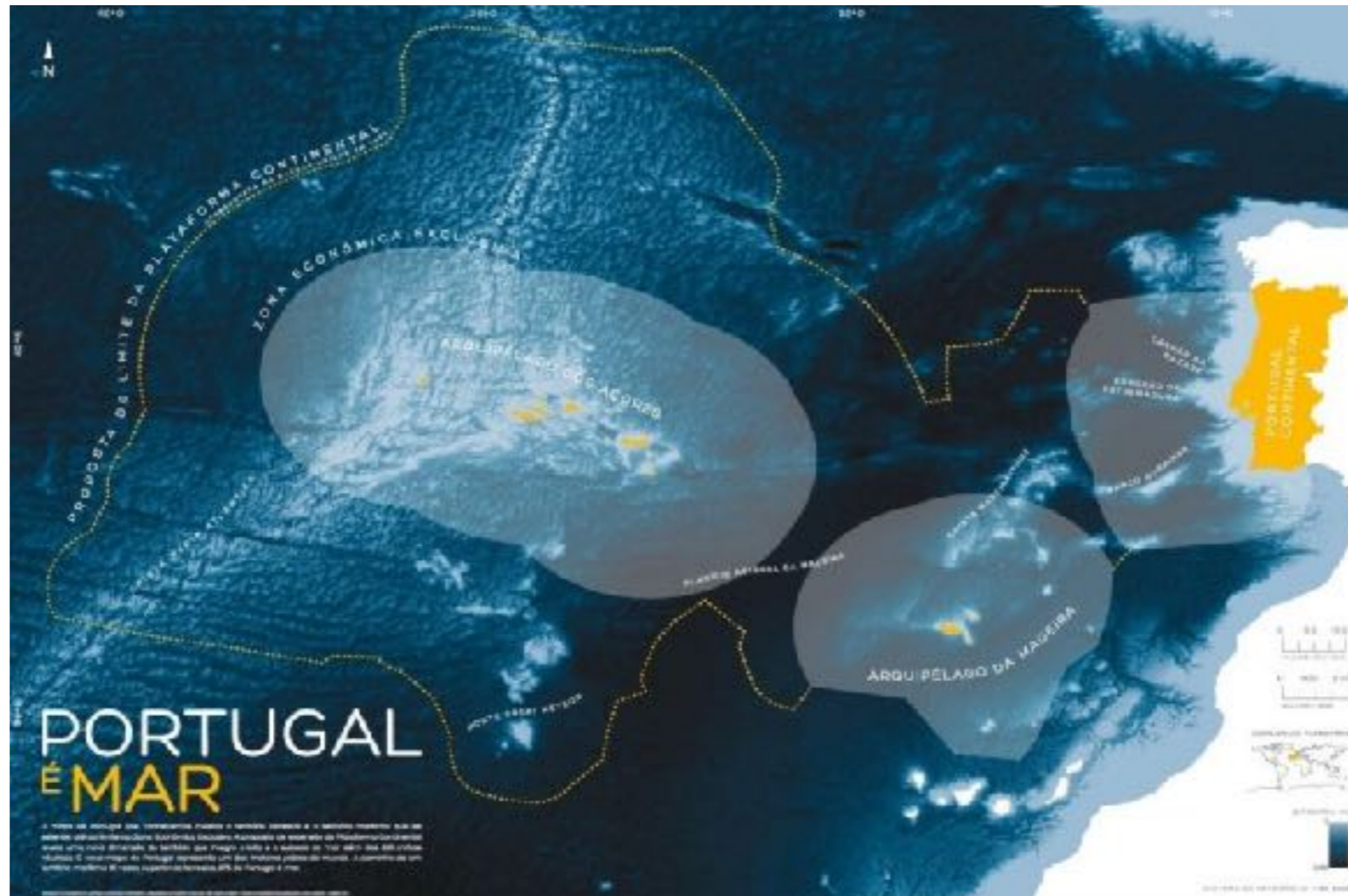
The country's History - here are some Facts:

- ▶ Portugal at the **center of the Globe Map** - \*Why?  
- How much of the World trade and routes use our waters or waters under our responsibility? (see pictures);
- ▶ **Portugal - one of the oldest countries in Europe** - Same defined borders since 1249 (almost 800 years ago).  
The name Portugal first appears in 868, during the Reconquista over the Muslims;
- ▶ **Lisbon is older than Rome** - Around four centuries older to be precise. It is in fact the second oldest European capital after Athens. Many historians believe that it was settled by the Phoenicians around 1200 BC, who used the excellent transport possibilities offered by the River Tagus;
- ▶ **First European Country sailing to China for Commercial purposes;**

## 1.2 – PORTUGAL: HISTORY (PAST), PRESENT (WHY), FUTURE



## 1.2 – PORTUGAL: HISTORY (PAST), PRESENT (WHY), FUTURE



- Estimations point for 70% of the Oceans as being unexplored and unknown;
- “95 percent of this realm remains unexplored and unseen by human eyes”  
NOAA - National, Oceanic and Atmospheric Administration.

## 1.2 – PORTUGAL: HISTORY (PAST), PRESENT (WHY), FUTURE

The country's History is simply mind blowing - here are some more Facts:

- ▶ **One of the oldest continuously serving Navies** in History with its origins traced to the 12th Century;
- ▶ **Alliance between England/UK and Portugal is the oldest alliance in the world which is still in force.** Originally signed in 1373. Both countries entered wars to defend the other, including the United Kingdom entering the Iberian Peninsular War and Portugal entering World War I.
- ▶ **Half of the "New World" once belonged to Portugal** - In 1494, the Treaty of Tordesilhas was signed which essentially gave Portugal the eastern half of the "New World", including Brazil, Africa, and Asia. The Portuguese Empire was actually the first global empire in history and one of the longest-lived colonial powers, lasting for almost six centuries from when Ceuta was captured in 1415, until Macau (now China) was handed-over in 1999;
- ▶ **How Portugal forged the first Global Empire**, Conquerors by Roger Crowley, a New York Times Best seller. ([NYTimes](#), [Amazon](#));
- ▶ First Neutral Country recognising the USA independency;
- ▶ **Portugal introduced the habit of drinking tea in Britain.** The world-famous tea ritual in England was in fact created by the Portuguese Catherine of Braganza, who married the King Charles II of England and brought this habit to the court;
- ▶ **Bond approved "On Her Majesty's Secret Services"** in 1969;
- ▶ 45 year old democracy (25 de Abril, 1974);



## 1.2 - PORTUGAL: HISTORY (PAST), PRESENT (WHY), FUTURE

- ▶ 3rd Safest Country in the World (Global Peace Index and the Institute for Economics and Peace) \*1st: Iceland and 2nd New Zealand;
- ▶ Weather - more than 220 days of sun;
- ▶ Location, Location, Location;
- ▶ Costs (Value for money) and returns;
- ▶ Properties and appreciation (We are all investors);
- ▶ The food;
- ▶ The wine;
- ▶ The People;
- ▶ "The old made new Again"



## 2 – REAL ESTATE MARKET 2.1 – RECENT HISTORY

- ▶ Real Estate Market (before 1974);
- ▶ Mostly new construction (2001 - 100.000) - majority of the market and deals made;
- ▶ Real Estate Market between 1975 and 2007/2008;
- ▶ Real Estate Market up until 2010/2011:
- ▶ Financed acquisition of Lands and Construction;
- ▶ Financed purchases (with twists\*);
- ▶ Used houses market;
- ▶ Old houses ...;
- ▶ Lisbon and most city centres were abandoned;
- ▶ Renting was a last resource for investors and customers (old renting law);
- ▶ The importance of sustainability and what happens without it.



## 2 – REAL ESTATE MARKET 2.1 – RECENT HISTORY

After 2011:

- ▶ Bailout and the Memorandum agreement;
- ▶ Reforms, changes and corrections done across multiple areas;
- ▶ Renting Law (changed in 2012) - The tipping point or the first rock thrown to the pawn);
- ▶ In 2015 - Elections - Present Government;
- ▶ Supply and Demand both changed - The market changed with them;
- ▶ Real Estate Market changed into a more mature and sustainable reality.



## 2 – REAL ESTATE MARKET 2.1 – RECENT HISTORY

Real Estate Market in Portugal in these recent years:

- ▶ Houses will always be bought/sold (or rented);
- ▶ 2014 was the first year more used houses were bought/sold (only 5000 new houses entered the market - 95% decrease compared to the 100.000 back in 2001);
- ▶ After peaking in 2010 and stumbling in 2011, 2014 was the comeback;
- ▶ 2015: 20% general increase (- 15% in Renting);
- ▶ 2016 - again 20% general increase - Renting market continues dropping around 11%;
- ▶ Licenses for rebuilding and remodelling had an increase in 2016 for the first time in more than 5 years and Construction Licensing more than doubled in 2017;
- ▶ Public Investment resumed (local Government first and than Central);
- ▶ Lisbon Metropolitan area (including Almada) represent significantly more than 60% of the Real Estate Market;



## 2 – REAL ESTATE MARKET 2.1 – RECENT HISTORY

Real Estate Market in Portugal - recent years:

- ▶ Annual appreciation (two digits) - Source: EuroStat (2017, 2018 and 2019);
- ▶ Annual Increase of market and market value coming from (average of around 20%/year) more properties being sold;
- ▶ Prices this high last happened back in 2010 (Record high also for Bank House Loans)  
\*Source: INE;
- ▶ Bank evaluations also have reached the previous bench mark (2010/2011) - Q12018;
- ▶ **\*Lisbon alone had officially 560.000 buildings needing renovation. 1M houses (INE - end of 2018);**
- ▶ **\*Estimated potential of more than 24 B€;**



## 2 – REAL ESTATE MARKET 2.1 – RECENT HISTORY

Real Estate Market in Portugal - recent years:

- ▶ Real Estate Market is now worth slightly more than 24.000 M€ (representing around 12% of the GDP);  
\*it was 5,5% back in 2014
- ▶ Tourism also represents around 12% of our GDP;
- ▶ Lisbon alone represents 48% of the real estate market;
- ▶ If we think of Lisbon and a 30Km radius we have more than 65% of our real estate market nation wide;
- ▶ 2018 was the first time since 2013 the number of deals in Lisbon vs Nationwide has reduced;
- ▶ 2018 Porto region registered the biggest increase since 2013 (number and value of deals)
- ▶ Only Porto and Alentejo have increased their weight.



## 2 – REAL ESTATE MARKET 2.2 – PRESENT REALITY

- ▶ Banks and Financing: Negative EURIBOR, lower interests and monthly payments, potential fiscal benefits (\*Banks can also close);
- ▶ Airbnb effect - AGAIN\*

\*First it was the reduction around 35% in traditional renting while at the same time there was an increase of around 35% on Airbnb - Lisbon alone) - Now its the opposite direction (now knowing official numbers YET).

- ▶ Tourism and its importance - (Increase of smaller houses (less bedrooms) - To many? - Renovations?;

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## 2 – REAL ESTATE MARKET 2.2 – PRESENT REALITY

### SHORT RENTAL VS LONGER RENTALS

Quick look at short rentals:

- ▶ Airbnb renting in Lisbon generates close to 100 M€/Year;
- ▶ More than 40% of Airbnb deals in the country are in Lisbon area;
- ▶ More than 150 M€ of revenue generated by more than 1,5 M guests each year;
- ▶ One single owner collected almost 3 M€ from his Airbnb's;
- ▶ Airbnb alone collected almost 4 M€ in daily fees from tourists (1€/night);
- ▶ 70% of the offers are NOT in the heart or center of areas with higher density of offer (traditional Hotels, hostels and so on);
- ▶ Stopped and more exposed therefore more volatile;
- ▶ Lisbon alone as more than 18.000 licensed short-rentals;
- ▶ Short Rentals represent(ed) around 1% of our GDP;
- ▶ 60% of short rentals were unused or even abandoned houses.

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# What happened with COVID-19 and how exactly did it affected the Real Estate Market.

FACTS AND NUMBERS, FROM RELIABLE SOURCES – INTELIGENCE

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## 2 - REAL ESTATE MARKET 2.2 - PRESENT REALITY



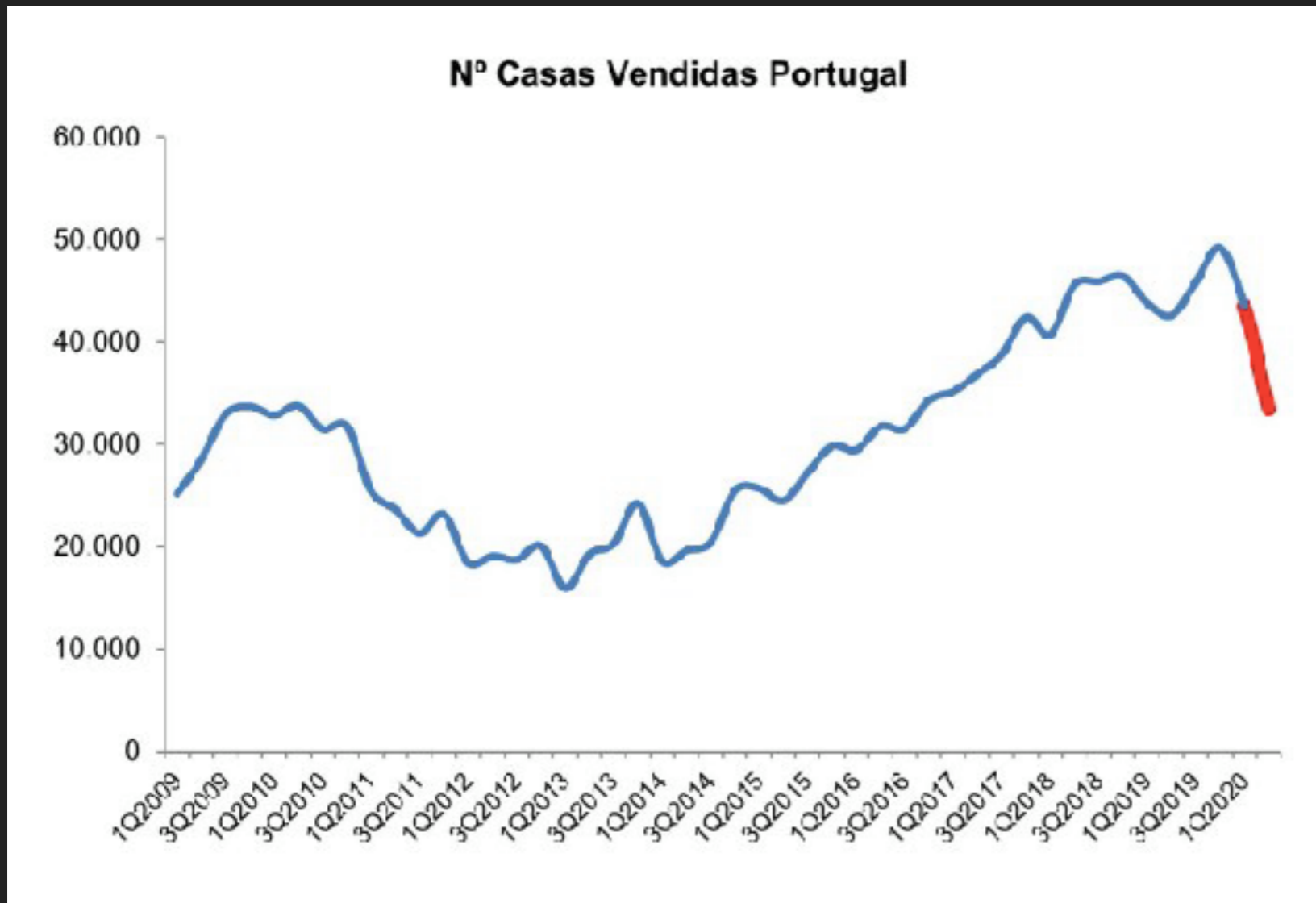
Prices continue increasing

European House price Index and INE confirm

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## 2 - REAL ESTATE MARKET 2.2 - PRESENT REALITY



Less Deals

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## 2 – REAL ESTATE MARKET 2.2 – PRESENT REALITY

Portuguese Real Estate 1.0 - Past Reality:

- ▶ New construction;
- ▶ Everything was Financed and with twists\*;
- ▶ Not Central;
- ▶ Mostly Portuguese buyers;
- ▶ Financed operations (\* % and % effort);
- ▶ All Social classes;



## 1.3 – REAL ESTATE MARKET – PRESENT REALITY

New Reality - Portuguese Real Estate Market 2.0 (Present time - Pre Pandemic):

- ▶ From abandoned to brand new properties, renovated or needing renovation, we now have more diverse market;
- ▶ A lot less and better debt being generated => considerably different in risk and sustainability;
- ▶ REAL added value coming from investments being done in rebuilding and / or renovating;
- ▶ Market not being so Centralised anymore and continuing to expand;
- ▶ At least 20 to 30% of non Portuguese buyers (10 to 15% => Rebound?);
- ▶ Portuguese are also buying and investing in Real Estate (Banks also close - BES);
- ▶ All Social classes (the only common factor).



## 1.3 – REAL ESTATE MARKET – PRESENT REALITY

New Reality - Portuguese Real Estate Market 2.0 (Present time - Pandemic):

- ▶ Data from the 3rd quarter 2020 (July, August and September) show that the market continues performing and transactions continue to happen. 20% less deals and that reflects on market value.
- ▶ September showing a considerable increase in acknowledgement and even acceptance for asking prices to be reduced, from both owners and brokers
- ▶ Plenty of the renovations, rebuilds and even new construction are now more oriented to smaller houses and aimed for higher prices and buyers. Will it continue? For how long?
- ▶ The “not so small” or more “normal” houses, 2 bedrooms and more are suffering less since people that wanted to sell and/or buy are still doing so.
- ▶ Back in 2010 banks still loaned more money than in 2019. What about 2020?
- ▶ Porto not as affected as Lisbon.

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## 2.3 - LOOKING INTO THE FUTURE

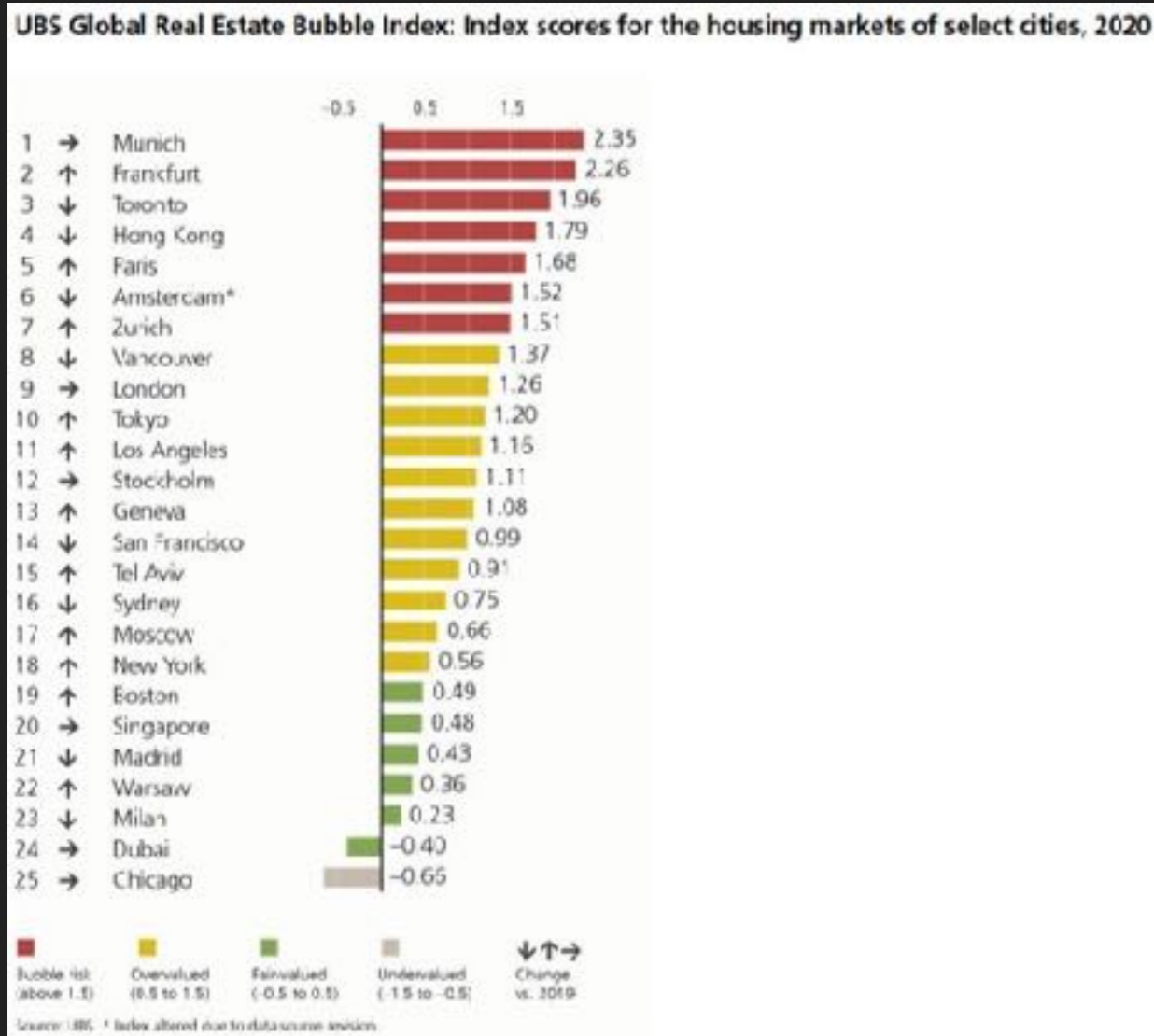
Key differences and facts:

- Demand - Less Tourism;
- Demand - Less people moving into the Country;
- Offer - Leveraged Short rentals
- Offer - Longer Rentals
- Rebound effect in Real Estate?
- Will Prices be affected? How much and When?
- Is the worst still to come? For Whom?

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## 2 - REAL ESTATE MARKET 2.2 - PRESENT REALITY



Lisbon (and Portugal) continue to be what they were.

Sustainable growth



## 2.3 – LOOKING INTO THE FUTURE – CONCLUSIONS

- ▶ Factual and verified Information is now even more important;
- ▶ The difference between good and bad decisions?  
Intelligence making decisions easy, supported and backed up;
- ▶ Negotiation is now even more important;  
(Would you negotiate directly with the hostage taker?)
- ▶ Go Pro, now more than ever!  
Hire Professionals and create your own A team
- ▶ The best is yet to come!

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## 2.3 – LOOKING INTO THE FUTURE – WORST CASE SCENARIO

- ▶ What if the Virus persists and things get worst?;
- ▶ What if Confinement comes back?;
- ▶ What “ifs”?

## WHY PORTUGAL (WHAT MATTERS THE MOST AND PROBABLY WONT CHANGE )?

- ▶ Perfect HQ for traveling - Worldwide;
- ▶ Health System - Public and Private;
- ▶ Education (Schools and Universities) - (public and private);
- ▶ Tax system and benefits (Businesses, Investments, Retirement haven);
- ▶ The costs (Living) - (1.000 to 1.500 €/month);
- ▶ Less risk => bigger safety => insured appreciation and better returns on investments all around - \*2 figure yield and easier BEP;
- ▶ The weather (> 220 sunny days per year in Lisbon, > 300 in the Algarve);

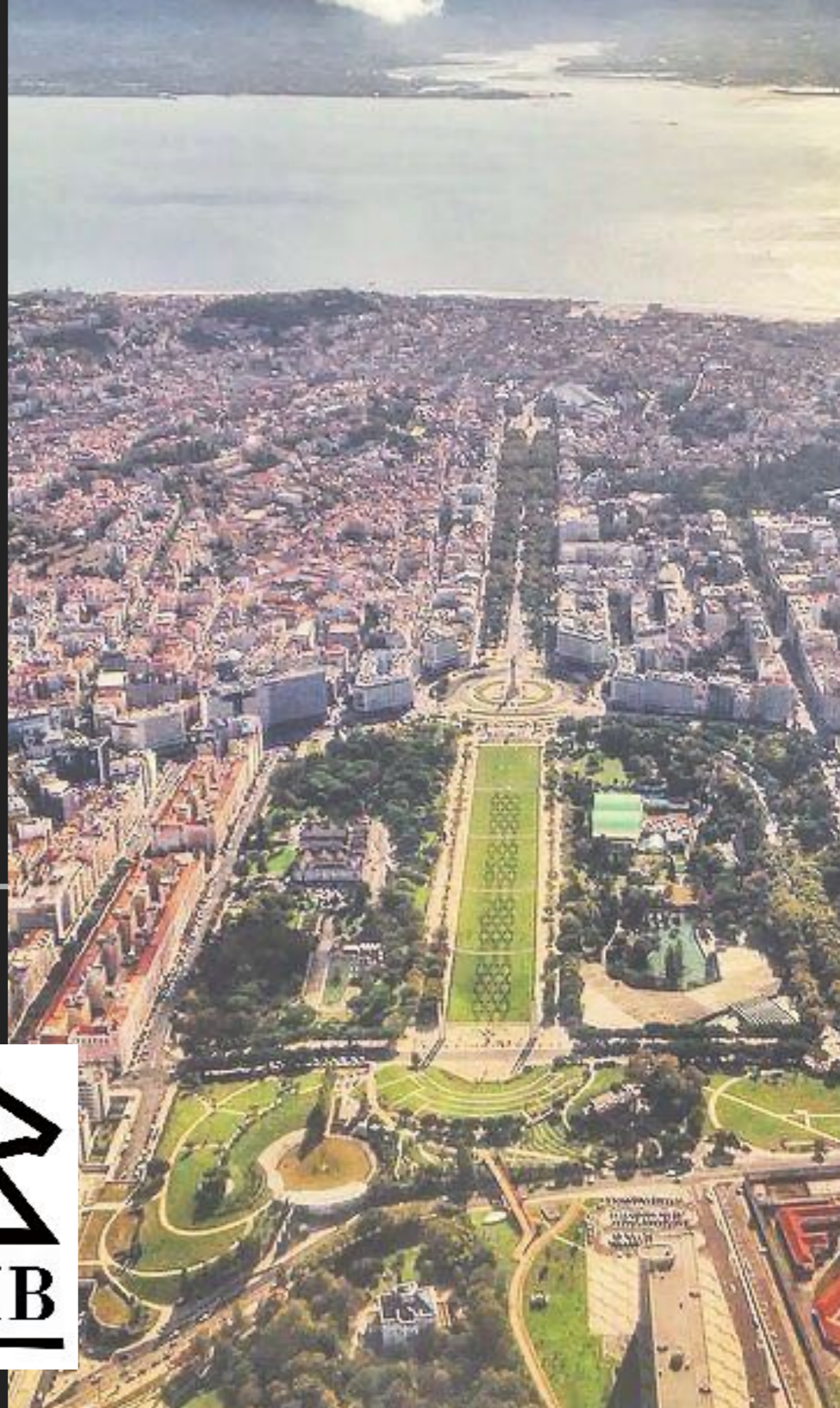


# CAN'T SKIP US, CAN'T SKIP PORTUGAL (2:54)

Madonna, Michael Fassbender, Jamie Oliver, John Malkovich, Monica Bellucci, Eric Cantona, Philippe Stark, Christian Louboutin, Julia Louis-Dreyfus (Elaine), Harrison Ford and Calista Flockhart, Joel Santini (French Director), David Beckham, John Giddings (Agent), Bonnie Tyler, Sir Cliff Richard, Pharell Williams, Gwyneth Paltrow, Ewan McGregor, several members from RadioHead, Noah Lennox, Marcelo Camelo, Mallu Magalhães, Gabriel o Pensador, Garret Macnamara, and so but so much more ...

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CANT SKIP A PERFECT WISH  
- CANT SKIP PORTUGAL

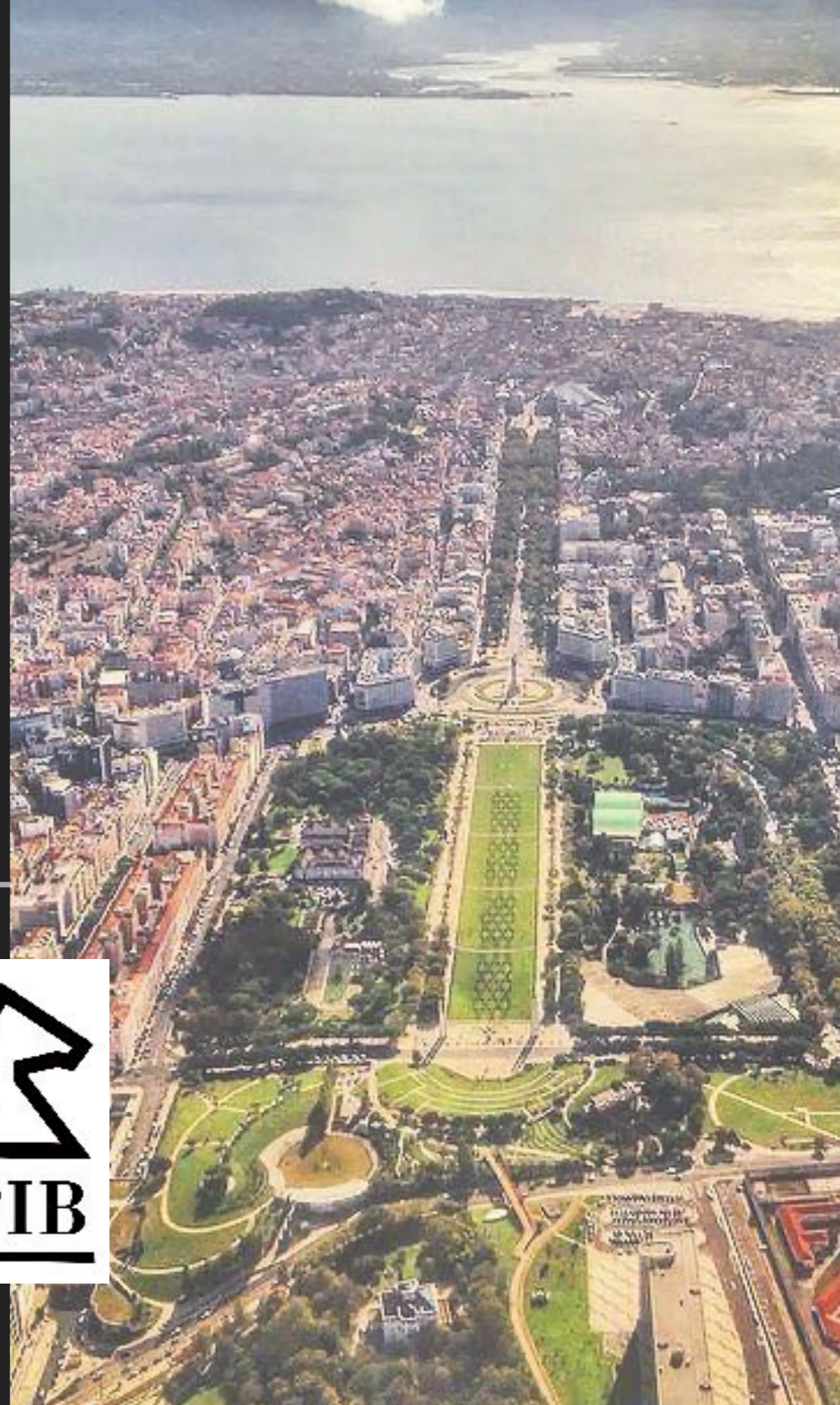
(1:33)

CANT SKIP HOPE - VISIT  
PORTUGAL

(2:18)

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# Last but not least

Where and what to buy?

Location, location, location;



## 3.1 - Location, location, location

Lisbon:

- ▶ “Hottest Areas” - Less offer and more demand => more expensive and challenging to find better deals;
- ▶ Central and Historical Downtown Area in general;
- ▶ The Triangle method;
- ▶ More Affordable options are now more disperse;
- ▶ Outskirts and into the interior
- ▶ Lisbon Metropolitan Area vs Lisbon



### 3.1 - Location, location, location





## 3.1 - Location, location, location



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## 3.1 - Location, location, location

Some key points about location: Why and how Portugal ends up behaving differently

- ▶ Beyond context, history and market performance as a whole, Real Estate market pricing and performance behaviour is mainly affected by offer and demand and stock availability;
- ▶ Portugal's size helps (see next slides).

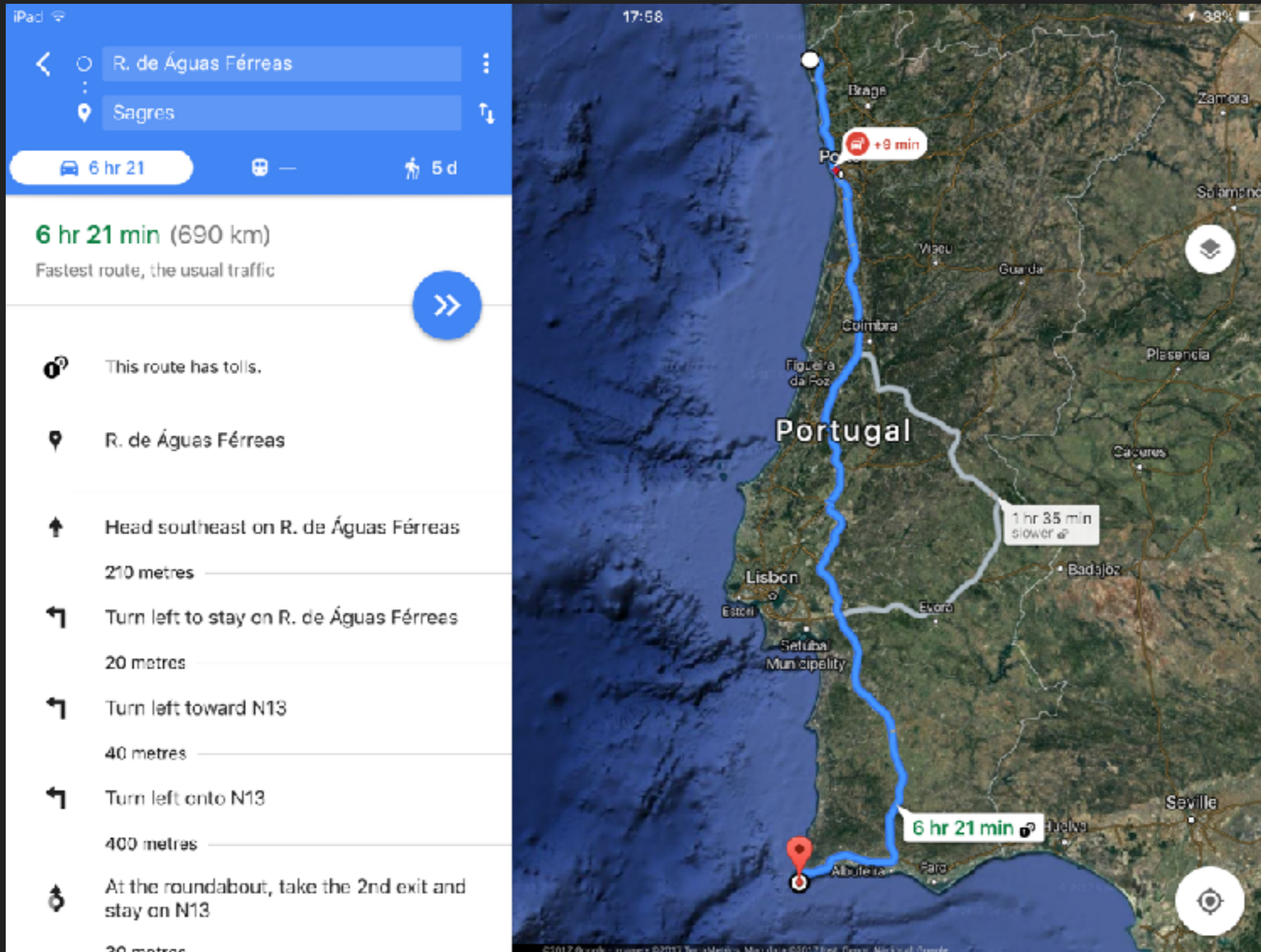
## 3.1 - Location, location, location

Portugal's size helps

The size of Portugal vs ... European countries and the USA



# IN LESS THAN 7 HOURS ...





## **3 - Lisbon Properties\* (Selection of examples available today)**

**3.1 - Affordable Properties;**

**3.2 - Opportunities;**

**3.3 - “Record breakers”**

- ▶ Selection of around 20 Properties, all available right now, all in premium locations, 15 below the €380.000 asking price with lots of potential both in appreciation and yield;
- ▶ \* Some of the Asking prices do require some intervention / correction => negotiation;
- ▶ From small properties to family houses, including several affordable units ready to go;
- ▶ Some ideal for renovations and even for Golden Visa (350K option);
- ▶ Residency, Vacations, Renting, Investment, or all the previous;
- ▶ Real Listings (selected and validated) with photos.

- ▶ 1 - € 120.000 - not 1 but 5 properties - In ruins  
Total of 204 Sqm (60+60+24+35+25)  
Total of 8 bedrooms and 5 bathrooms  
ARU (Urban Rehabilitation Area)  
Rua Maria Pia, Campo de Ourique  
€ 598/Sqm

For demolition

- ▶ 2 - €145.000 - 3 Bedroom apartment (+ 1 interior room)  
70 Sqm, 1 bathroom, high ground floor (more like 1st floor)  
Built in 1950  
Building was updated and reinforced  
Needs renovation  
Rua Washington, Santa Engrácia  
€ 2071 / Sqm (Needs negotiation)

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- ▶ 3 - € 145.000 - 2 Bedroom Apartment (Ground Floor)  
34 Sqm as it is with option to expand and connect making it close to 100 Sqm (basement and attic)  
Built in 1950  
Estrela  
€ 1450 / Sqm  
Small town vila with 6 properties and a private common area  
Needs proper intervention but has a lots of potential
  
- ▶ 4 - €150.000 - 2 Bedrooms, 1 Bathroom  
85 Sqm, Beato, Built in 1982  
5th floor, 2 lifts, plenty of natural light, EC C  
(€37/m condominium, € 212 / anual property tax)  
€ 1765 / Sqm  
Property in good shape  
**Sine Qua Non:** 78 YO Owner will continue to live there

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- |  |   |   |
|--|---|---|
| 1 Quarto   Bedroom: 10,5 m <sup>2</sup>        | 4 Corredor   Corridor: 5,5 m <sup>2</sup> | 7 Sala   Living room: 22 m <sup>2</sup> |
| 2 Quarto   Bedroom: 11,5 m <sup>2</sup>        | 5 Hall 5 m <sup>2</sup>                   | 8 Varanda   Balcony: 3,5 m <sup>2</sup> |
| 3 Casa de banho   Bathroom: 3,5 m <sup>2</sup> | 6 Cozinha   Kitchen: 7 m <sup>2</sup>     | 9 Varanda   Balcony: 10 m <sup>2</sup>  |

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- ▶ 5 - € 185.000 - 1(+1) Bedroom - 1st floor (no lift)  
65 Sqm built in 1950  
Updated  
São Bento, Misericórdia (close to Assembleia da República,  
Av. 24 de Julho, Santos and Chiado)  
€ 2846 / Sqm
  
- ▶ 6 - €189.000 - 2 Bedrooms and 2 Bathrooms  
60 Sqm, Alcantara (close to Lx Factory)  
Built in 1989 and fully renovated (2019)  
Small typical town vila  
Ready to Go  
€ 3150 /Sqm

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- ▶ 7 - € 205.000 - 3 Bedrooms and 2 bathrooms  
95 Sqm built in 1999  
Campolide (close to Monsanto)  
In good shape and ready to go  
€ 2180 / Sqm
  
- ▶ 8 - €219.000 - 2 Bedrooms and 1 Bathroom  
40 Sqm  
Built in 1951, fully renovated and ready to go  
Misericórdia (400 m away from Miradouro de Santa Catarina,  
fairly close to Assembleia da Republica, chiado and Principe  
Real)  
€ 3369 /Sqm

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## Raising the bar by adding some additional filters

- ▶ 9 - € 278.000 - 3 Bedrooms and 2 bathrooms - 1st floor  
98 Sqm built in 1988, fully refurbished  
Heart of Graça (close to where the 28 tram ends, close to miradouros da Senhora do Monte and Graça)  
Ready to go  
€ 2836/ Sqm
- ▶ 10 - €279.000 - 4 Bedrooms and 2 Bathrooms - 1st floor  
80 Sqm  
Built in 1951, fully renovated and ready to go  
Close to Amoreiras and El Corte Inglés  
€ 3487 /Sqm

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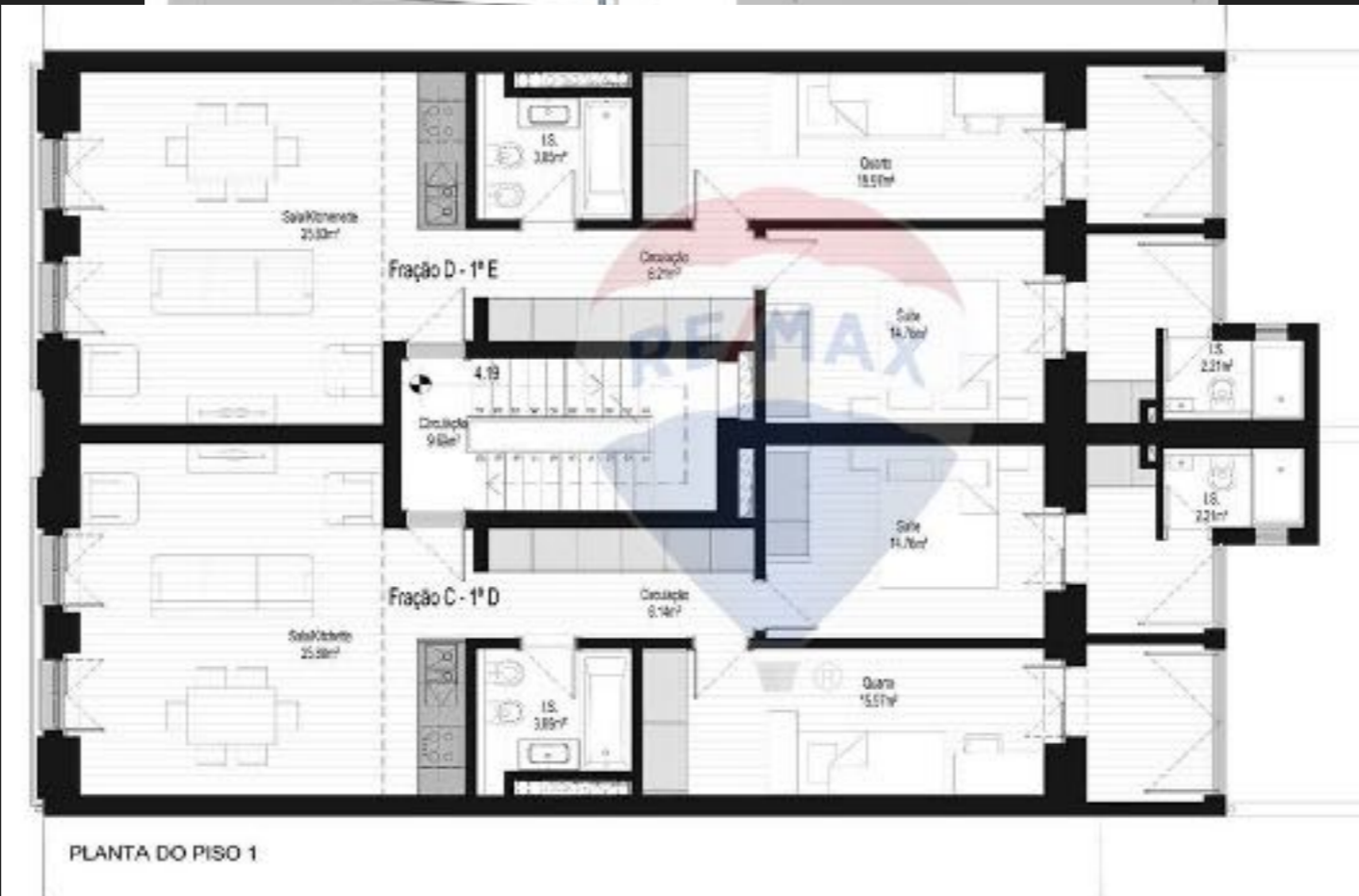


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- ▶ 11 - € 295.000 (each)  
2 Bedrooms and 2 bathrooms - 1st floor (2 units available)  
70 Sqm  
Building was fully rebuilt  
Top Finishes  
Ready to go  
For less than 580K => 2 units = complete floor (total of 150 Sqm)  
€ 4214/ Sqm
  
- ▶ 12 - €339.000 - 2 Bedrooms and 2 Bathrooms - Ground floor  
117 (84 + 33 outdoor private area) Sqm  
Built in 1950, fully renovated and reinforced building, units now being renovated (E T Conclusion: May 2021)  
Alcantara  
€ 2897 /Sqm

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- ▶ 13 - € 349.000 - 4 Bedrooms and 2 bathrooms - Duplex (4th floor no lift)  
115 Sqm (including 2 small terraces)  
Fully furnished and Ready to go (EC B-)  
Short Rental with 7% yield (around 25K/y)  
Close to Praça do Chile and Saldanha  
€ 2908/ Sqm
  
- ▶ 14 - €350.000 - 3 Bedrooms and 2 Bathrooms (2nd Floor no lift)  
106 Sqm  
Rua Damasceno Monteiro (São Vicente)  
Built in 1938, updated along the way  
€ 3301 /Sqm



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- ▶ 15 - € 350.000 - 2 Bedrooms (originally 4) and 2 bathrooms  
100 Sqm - 3rd floor (no lift)  
Built in 1951, building fully reinforced and renovated 10 years ago  
Unit was fully renovated in 2016  
Close to Avenida da Liberdade (Santo António)  
Good finishes and pretty much ready to go  
€ 3500/ Sqm
  
- ▶ 16 - €435.000 - Duplex - 3 Bedrooms and 2 Bathrooms (plus living room, dining room and small storage room)  
4th floor, 3 lifts and private indoor parking  
140 Sqm  
Built in 1981, updated and well kept (unit needs some attention)  
24/7 Private Security  
Condominium: € 100 / month  
IMI: €480 / Y  
€ 3107 /Sqm  
TOP CHOICE

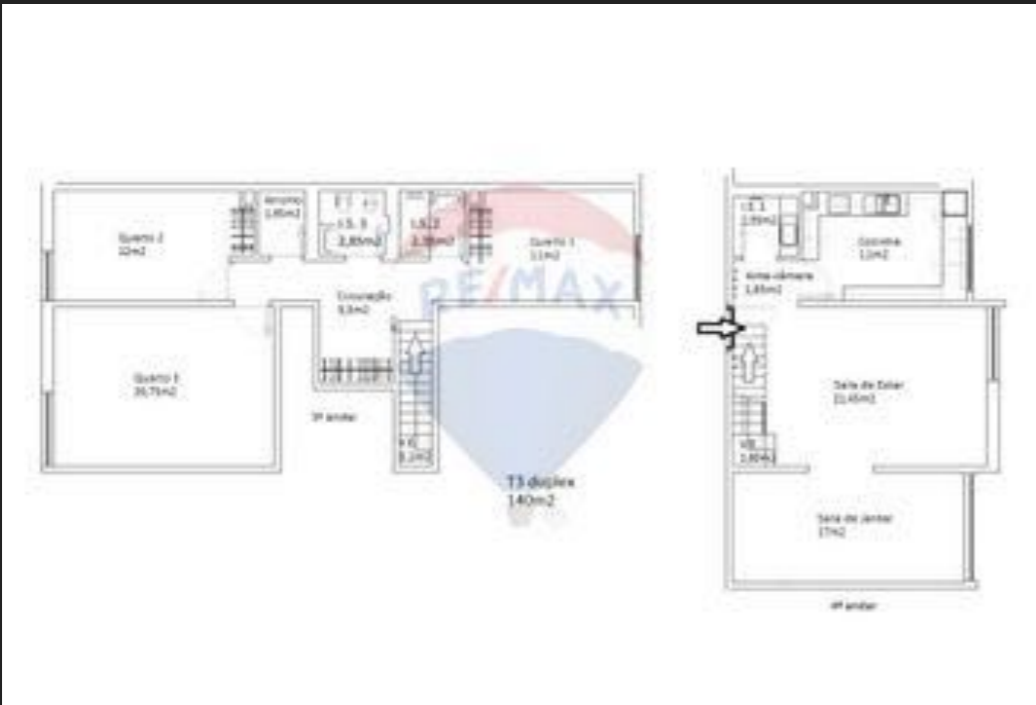
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- ▶ 17 - € 498.000 - 4 Bedrooms and 2 bathrooms (1st floor, with lift)  
144 Sqm  
Built in 1945, in good shape needing some attention and negotiation  
Rua Tomás Ribeiro - Bairro de Picoas (Close to Parque Eduardo VII, El Corte Inglés and Sheraton Hotel)  
€ 6586/ Sqm (Clearly needing negotiation)
- ▶ **Lets look at what a bigger budget can get you**
- ▶ 18 - €698.000 - 2 Bedrooms (en suite) and 3 Bathrooms  
Originally a 5 bedroom unit, Full renovation done in 2017 by Architect INês Moura  
4th floor with lifts  
162 Sqm  
Bairro de Santos, Estrela (Close to the Market (Ribeira / Time Out) and less than 500 meters from the future subway station (confirmed for early 2022))  
€ 4308 /Sqm

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- ▶ 19 - € 750.000 - 3 Bedrooms and 2 bathrooms - 2nd floor with lift  
135 Sqm  
Built in 1951, building fully redone in 2003 and than fully updated in 2012.  
Rua da Rosa, Misericórdia (right between Miradouro de São Pedro and Jardim do Principe Real)  
One unit per floor with private indoor parking and lift  
Plenty of natural light, includes a storage room and already has AC and central heating  
Condominium: € 70/mês  
IMI: € 260 / Y  
€ 5.555,55(6) / Sqm (N)
- ▶ 20 - € 1.095.000 - 3 Bedrooms (1 en suite) and 3 bathrooms  
2nd floor (with lift)  
Lapa, Estrela (Close to Janelas Verdes)  
Private Condominium (Community Gate) built in 2004  
Architect: Frederico Valsassina  
Includes storage room and 2 parking spaces  
€ 6843 / Sqm

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- ▶ 21 - €2.100.000 - 3 Bedrooms and 3 Bathrooms  
186 Sqm  
Being finished as we speak  
266 Liberdade (Iconic building - Diário de Notícias)  
T0 to T3 with parking included  
€ 11.290 /Sqm (potential Record price here)
- ▶ 22 - € 2.290.000 - 4 Bedrooms (1 en suite) and 3 bathrooms  
316 Sqm  
Penthouse (duplex) on the 5th floor (2 lifts) including an amazing terrace (180° view over Parque Eduardo VII, Graça and the Castle)  
Storage room and 3 parking spaces Building was redone in 1994 and unit was also updated (AC, Central heating, Salamandra and good finishes in general)  
€ 7247 /Sqm

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# INVESTING IN ONE OF THE 1M PROPERTIES THAT NEED RENOVATION

WHAT YOU CAN DO WITH AROUND € 350.000

WHAT WAS BOUGHT - BEFORE



# INVESTING IN ONE OF THE 1M PROPERTIES THAT NEED RENOVATION

WHAT WAS BOUGHT - BEFORE

- BUYING;

- RENOVATING;

1 + 1 = 4 ?





# INVESTING IN ONE OF THE 1M PROPERTIES THAT NEED RENOVATION

NOW

AFTER



# INVESTING IN ONE OF THE 1M PROPERTIES THAT NEED RENOVATION

NOW

AFTER



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# INVESTING IN ONE OF THE 1M PROPERTIES THAT NEED RENOVATION

NOW

AFTER



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# INVESTING IN ONE OF THE 1M PROPERTIES THAT NEED RENOVATION

NOW

AFTER



# INVESTING IN ONE OF THE 1M PROPERTIES THAT NEED RENOVATION

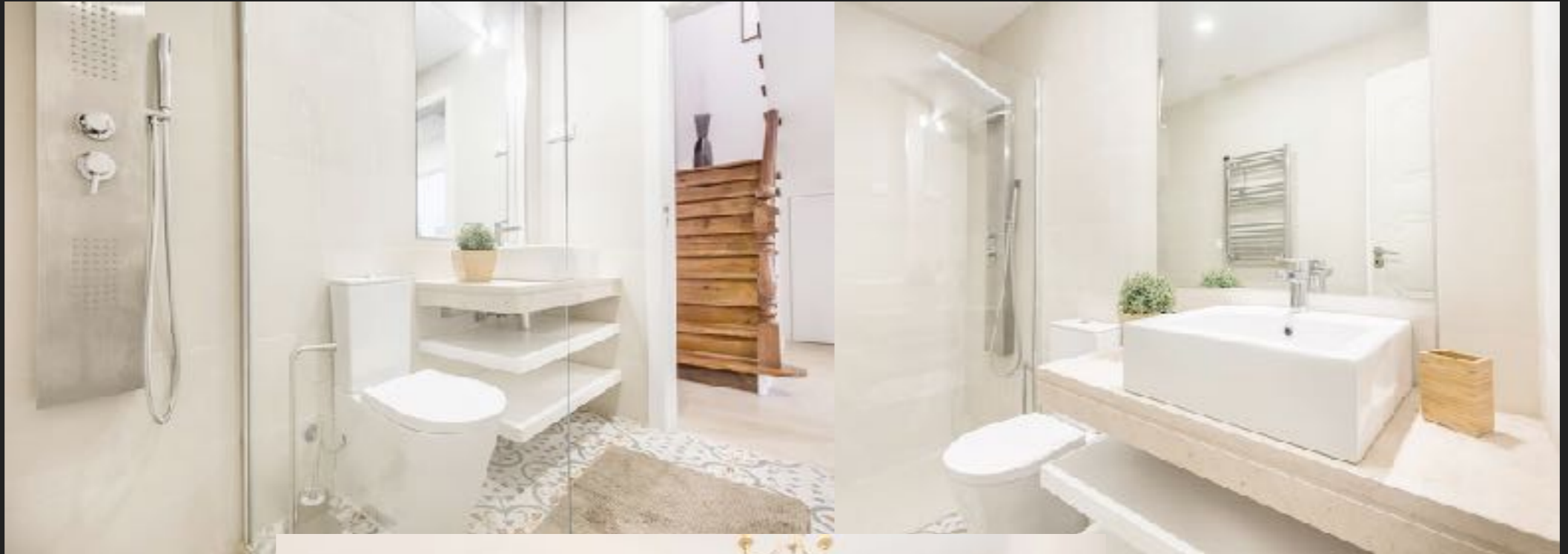
NOW  
AFTER



# INVESTING IN ONE OF THE 1M PROPERTIES THAT NEED RENOVATION

NOW

AFTER



# INVESTING IN ONE OF THE 1M PROPERTIES THAT NEED RENOVATION

NOW  
AFTER



# INVESTING IN ONE OF THE 1M PROPERTIES THAT NEED RENOVATION

NOW

AFTER







## **3.3 - Records of 2020**

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Cristiano Ronaldo 7,2 M€ (total of around 550 Sqm)

- ▶ Penthouse (13th and 14th floors);
- ▶ Rua Castilho 203;
- ▶ 3 Master bedrooms - en suite;  
(one has its own private office)
- ▶ 288 Sqm of residential area (13th floor);
- ▶ 260 Sqm (14th floor) private area with 360° view over Lisbon,  
including terrace, pool (indoor and outdoor), cinema room and  
plenty of amenities;
- ▶ € 13. 090 / SQM

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## Lagoas Park

Probably the biggest Real Estate Business of 2020  
(€421 Millions).



### Lagoas Park

Probably the biggest Real Estate Business of 2020 (€421 Millions).

- 2 years after being sold by the Developer who originally built it, Teixeira Duarte, for around €375 M, Lagoas Park Business Park was up until now owned by Kildare Partners and was just acquired by the also British Henderson Park Capital Partners.

Confirmed by the Private Equity Fund the operation generates around 6% anual Yield but clearly has a lot more potential not only due to the fact that this is the biggest and most attractive Business Center in Lisbon Area (even if its in located in Oeiras Municipality) already having its own 4 star Hotel and companies such as Pepsico, BMW, Cisco, Google, Dell, Epson, Renault and Nissan, McDonalds, Nike, Pfizer, Philips, Samsung, Volvo and so many more.



# QUESTIONS AND DOUBTS?

**Bring them on!**



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Paris

London

MOSCOW

New York

**The End  
Thank you**

