

Madeira - Lisbon - Oporto

# PRESENTING OUR SERVICES



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www.atlanticoprorealestate.com







Keller Williams Realty is operating in **80 countries** and since **1983** has expanded to become the largest international real estate network with 190,000 associates and more than **940** market centers.

We share KW's values and use them every day as a guide to work in the best possible way, with the aim of achieving success.

## Our values

**INTEGRITY** Generator of trust

**RESPECT** Accepting our differences

**EFFICIENCY** Based on constant improvement

**DEDICATION** The customer is the reason for our efforts

**INNOVATION** Adapting to new realities

TEAMWORK Involving people

## Our culture

KW| WI4C2TS PRINCIPLES

WIN-WIN or no deal

**INTEGRITY** doing the right thing

**CUSTOMERS** always come first

**COMMITMENT** in everything

**COMMUNICATION** seek to understand first

**CREATIVITY** ideas before results

TEAMWORK together we achieve more

TRUST begins with honesty

SUCCESS results involving people

## Our mission

To provide a real estate service of excellence, focused on solutions that meet the needs of each client and, in doing so, develop lasting relationships.



# Team

### The power of ONE TEAM is greater than ONE.

Placing your property for sale, from signing to closing, involves many dozens of small tasks.Our team of professionals works in collaboration with various specialists, obtaining 100% expertise in each area, for the same price as an individual agent.

Together, we handle the entire process, so you don't have to worry, assured that we'll take care of every detail.

Our mission is to provide a service of excellence, focused on solutions, and thereby developing longlasting relationships.

We know what will make your house sell: how it is appraised, how it is presented and how it is marketed. Selling your property is a big decision, so it's important to work with reliable agents who are experienced in carrying out these processes perfectly.

When you choose to work with us, you're choosing to work with the best, who use the best tools and technologies to sell your property for the best possible price.

You are also hiring transparency and constant communication throughout the process.

We customize the communication strategy for each property, tailoring the channels used to potential buyers, which can be online or offline.

Our track record shows that our team is one of the most qualified to buy or sell your property, and we guarantee that you will be satisfied with our service.



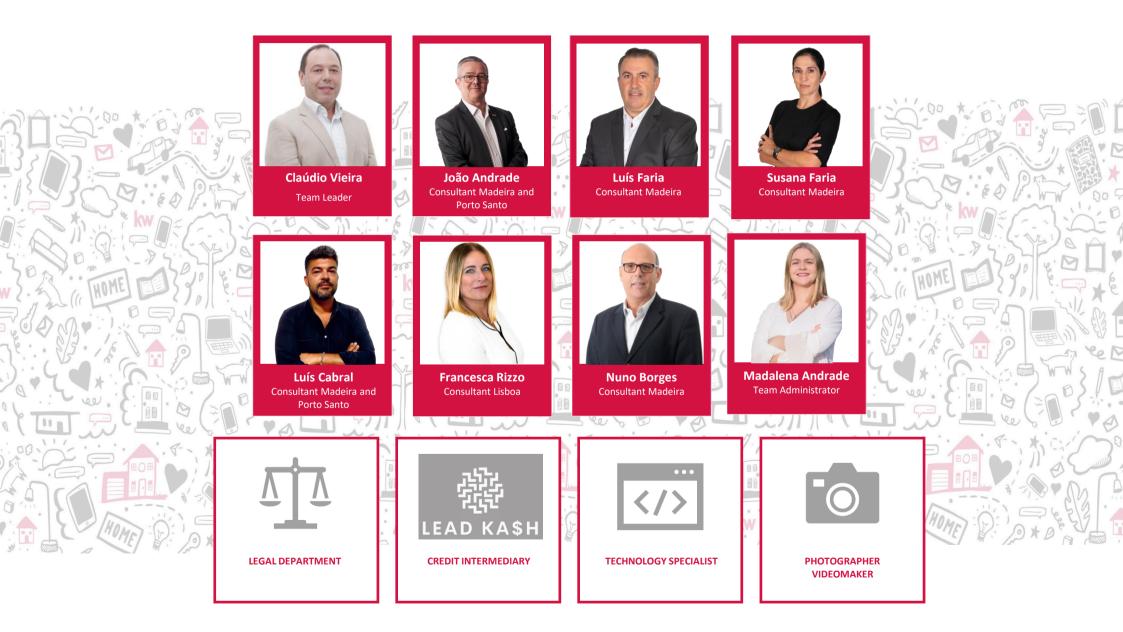
ATLÂNTICOPRO

CONSULTANTS AT YOUR DISPOSAL

> YEARS OF EXPERIENCE

# **Our Team**





# How we stand out

### ATLÂNTICOPRO REAL ESTATE

## 🔏 WE WORK AS A TEAM

When you hire our team, you will also be working with teams of **specialists** in the different areas of the process, with whom we work every day, so that every detail is taken care of with the safety you need. All this for the same price you would pay for an individual agent.

## **OUR HISTORY**

We consistently sell most of our listings at the lowest discount rate.

#### SERVICES

We offer a wide range of services to complement the entire sales and after-sales process, from legal support and credit mediation to energy certification and decoration services. You can always count on us and our partners!

### **TRANSPARENCY**

We provide **constant feedback** during the process of marketing your property.

### $\bigcirc$ LOCATION

We provide our services in Madeira Islands and mainland Portugal, with the support of **2 Market Centers** and consultants in the territory.

### INTERNATIONAL MARKETING

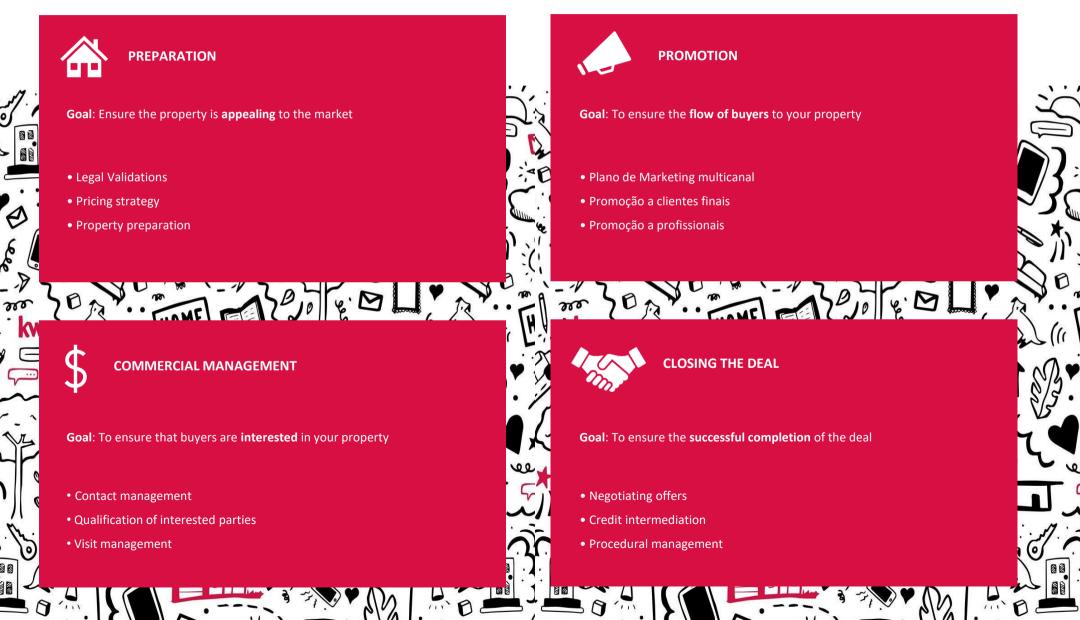
Local online advertising is insufficient when we operate in a market that moves many millions through foreign investment. Our properties are advertised around the world with a multi-channel strategy.



# What we do



## **Our Methodology**



# Promotion



ALEMANHA	szimmo,de	IRLANDA	PROPERTYSTEPSJE Productor Property
ARGÉLIA	Lkeria	MACAU	G0853.com
ÁUSTRIA	VUINANIK. 4D	MARROCOS	
BÉLGICA		MYANMAR	STWE PROFEST
BRASIL		NIGÉRIA	Property Index 1
BULGÁRIA	imot .bg	POLÓNIA	domy.pl
CAMBOJA	Res Aleres	POLÓNIA	oferty.net
CROÁCIA	Centar Nekretnina	POLÓNIA	EeenWay <sup>8</sup>
ESLOVÁQUIA	(realitysk	REPÚBLICA CHECA	REALITY MIX.CZ
ESPANHA	pisos.com	ROMÉNIA	MagazinuldeCase.ro
FRANÇA	avendire alouenty	RÚSSIA	ARK
FRANÇA	ACHETER-LOUER-FR	SÉRVIA	imoving of the
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IRLANDA	HomeHippo	TUNÍSIA	💮 Sokna
IRLANDA	myhome.ie	USA	realtor.com
	ARGÉLIA ÁUSTRIA BÉLGICA BRASIL BULGÁRIA CAMBOJA CROÁCIA ESLOVÁQUIA ESPANHA FRANÇA FRANÇA FRANÇA HOLANDA IRLANDA	ARGÉLIA Image: Comparison of the sector	ARGÉLIA Image: Constrained of the second

## Real estate portals

# **Commercial Management**



# 01

### HOLDING CONTACTS

- Availability of customer servisse
- Converting requests for information into visits



### QUALIFYING BUYERS

- Ensure that the house suits the buyer's needs
- Financial qualification
- Screening clientes
- Buyer Seller Match



### MANAGING VISITS

- Availability for visits
- Follow-up



1. Qualification of potencial buyers



2. Visits of qualified clients



5. Offer confirmation

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4. Formalization of the purchase proposal





# **Buyersupport**



# 01

## **NEGOTIATE OFFERS**

- To defend the interests of the owner
- Ensure that the best offer is negotiated



## BUREAUCRATIC SUPPORT

- Coordinating the administrative process with the various entities involved
- Ensuring the necessary documentation



### SECURE YOUR MONEY

- Approval of the buyer's credit
- Drafting the CPCV and attending the signing

7. Final banking approval



9. Delivery of the
documents for the

deed

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8. Promissory purchase and sale's agreement



10. Booking of the deed





12. Deed

# Why should you work with us?



### BENEFITS

Exclusive commitment Only one contact point Sharing with all legally registered real estate agents

- Teamwork and Market Center support
- Comparative market analysis
- Designing a winning pricing strategy
- Guidance on preparing the house for buyers
- Visits only with qualified buyers (greater security and time management)
- Virtual Open House in case of need
- Negotiation protecting the owner's best interests
- Continuous feedback
- In case of dissatisfaction, the owner can terminate the agreement

### COMMERCIAL MANAGEMENT

We manage sales clients, buyers, visits and offers, adjusting the strategy for you. You can relax and let us do what we do best.

#### LEGAL ASSISTANCE

- Validation of all necessary documentation
- Deed (additional cost)

#### **ADMINISTRATIVE SUPPORT**

- Organization of all documentation
- Coordination of all entities involved
- Market data/monitoring the promotion of the property

#### **OTHER SERVICES**

- Property evaluation
- Financial advice
- Energy certification (additional cost)
- Professional photo-reportagem
- Partnerships with additional cost: AL, Decorator, Gardening, Construction,
- Moving, Architecture, Decoration
- Post-transaction services (additional cost)

#### DISSEMINATION

We have the best tools to evaluate your property, a large international network and optimized marketing tools to promote your property!



## Atlântico Pro Real Estate

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