



ATLÂNTICO PRO
— REAL ESTATE —

Madeira - Lisbon - Oporto

PRESENTING OUR SERVICES

kw ALFA MADEIRA
KELLERWILLIAMS

kw LEAD
KELLERWILLIAMS

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 long-lasting 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.



7

CONSULTANTS
AT YOUR DISPOSAL

10

**YEARS OF
EXPERIENCE**

Our Team



Cláudio Vieira
Team Leader



João Andrade
Consultant Madeira and
Porto Santo



Luís Faria
Consultant Madeira



Susana Faria
Consultant Madeira



Luís Cabral
Consultant Madeira and
Porto Santo



Francesca Rizzo
Consultant Lisboa



Nuno Borges
Consultant Madeira



Madalena Andrade
Team Administrator



LEGAL DEPARTMENT



CREDIT INTERMEDIARY



TECHNOLOGY SPECIALIST



PHOTOGRAPHER
VIDEOMAKER

How we stand out

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.

TRANSPARENCY

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

LOCATION

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

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!

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.



202
TRANSACTIONS



20.000.000
TURN OVER 2023



+ 10
ACKNOWLEDGEMENTS IN 2023



30000
INVESTED IN MARKETING

What we do

Our Methodology



PREPARATION

Goal: Ensure the property is **appealing** to the market

- Legal Validations
- Pricing strategy
- Property preparation



PROMOTION

Goal: To ensure the **flow of buyers** to your property

- Plano de Marketing multicanal
- Promoção a clientes finais
- Promoção a profissionais



COMMERCIAL MANAGEMENT

Goal: To ensure that buyers are **interested** in your property

- Contact management
- Qualification of interested parties
- Visit management



CLOSING THE DEAL

Goal: To ensure the **successful completion** of the deal

- Negotiating offers
- Credit intermediation
- Procedural management

Promotion

Real estate portals



ALEMANHA		IRLANDA	
ARGÉLIA		MACAU	
ÁUSTRIA		MARROCOS	
BÉLGICA		MYANMAR	
BRASIL		NIGÉRIA	
BULGÁRIA		POLÓNIA	
CAMBOJA		POLÓNIA	
CROÁCIA		POLÓNIA	
ESLOVÁQUIA		REPÚBLICA CHECA	
ESPAÑA		ROMÉNIA	
FRANÇA		RÚSSIA	
FRANÇA		SÉRVIA	
FRANÇA		SUIÇA	
HOLANDA		TAILÂNDIA	
IRLANDA		TUNÍSIA	
IRLANDA		USA	

Commercial Management

01

HOLDING CONTACTS

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

02

QUALIFYING BUYERS

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

03

MANAGING VISITS

- Availability for visits
- Follow-up



1. Qualification of potential buyers



2. Visits of qualified clients



3. Visit report



4. Formalization of the purchase proposal



5. Offer confirmation



6. Reservation

01

NEGOTIATE OFFERS

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

02

BUREAUCRATIC SUPPORT

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

03

SECURE YOUR MONEY

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



7. Final banking approval



8. Promissory purchase and sale's agreement



9. Delivery of the documents for the deed



10. Booking of the deed



11. Mortgage waiver



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!



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