Why QP Savills?

QUINTA PROPERTIES

savills
International
Associate

For almost 30 years, we've specialised in the high-end real estate market in the Algarve, dedicating ourselves to delivering exceptional service, and above all, results to our clients.

Operating from three strategic locations in Quinta do Lago, Vale do Lobo, and Loulé, our team consists of almost 40 highly-skilled multinational and multilingual sales and marketing professionals. We handle some of the most captivating properties along the coast and cater to a discerning clientele.

As the local associates of Savills, our clients benefit from a network of over 700 owned and affiliated Savills offices worldwide, spanning across 70 countries. Leveraging our local expertise and extensive global reach, we are superbly positioned to assist you in selling your property.

As a licensed Portuguese agent, we adhere to rigorous standards and take pride in delivering a tailor-made service to each client, helping them achieve their goals.

We offer comprehensive support and advice, explain all available options, procedures, and potential pitfalls, and guide you through the selling process while safeguarding your best interests.

We are incredibly proud of our teams' achievements over the years and we are currently averaging €190m worth of property sales annually in the Algarve. Our goal is to help you meet yours.

Thank you for contacting us and we look forward to being of service.

Alison Buechner Hojbjerg & Kerstin Buechner
Owners, Directors & Sisters

Savills Association

Quality, resilience and true professionalism: these are the hallmarks of the over 25 year association between Savills and QP Savills. Client care and customer service is one of the cornerstones of QP Savills, an ethos that deeply resonates with us at Savills. We are hugely proud to work with Kerstin and Alison and the QP Savills Team. Together we look forward to serving our clients over the next two decades.

Justin Marking
Head of Global Residential London,
Head Office London

Over more than 160 years, Savills has grown to become one of the world's leading real estate advisors. The property landscape may be unrecognisable from the time we opened our first office in London in 1855, but our forward-thinking approach, our values of trust and integrity, and our focus on exceptional customer service have not changed. Today, Savills is a modern, global business. Our reach and expertise are unrivalled, with 40,000 people working in 300 disciplines that cover the entire spectrum of residential, commercial and rural property services. We reach clients around the world – through our team of dedicated specialists based in London, our worldwide network of offices and associates, and our specialist in-house marketing, PR and research teams. And our clients can find us easily, thanks to our multilingual websites and mobile search, and our reputation for market-leading insight and analysis.

Proven Track Record & Results

We have unrivalled expertise and a proven track record in the local property market. From world-class golf-front properties in Quinta do Lago and Vale do Lobo to beautiful country homes, we have sold an average of €190m worth of property annually over the past few years. Over half of our vendors, and indeed buyers, are referred to us by our existing clients and we are incredibly proud of our teams' achievements and the reputation we have gained over almost 30 years.

Total Value of Properties Sold for Our Clients

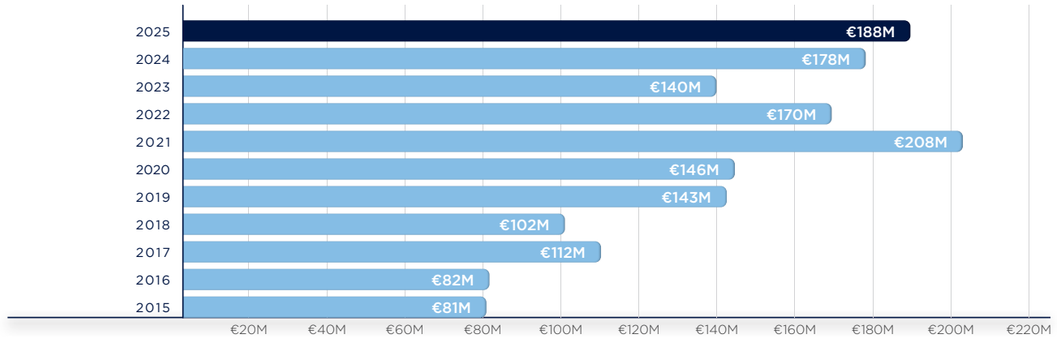


*Figure includes our exclusive sales at The W Algarve

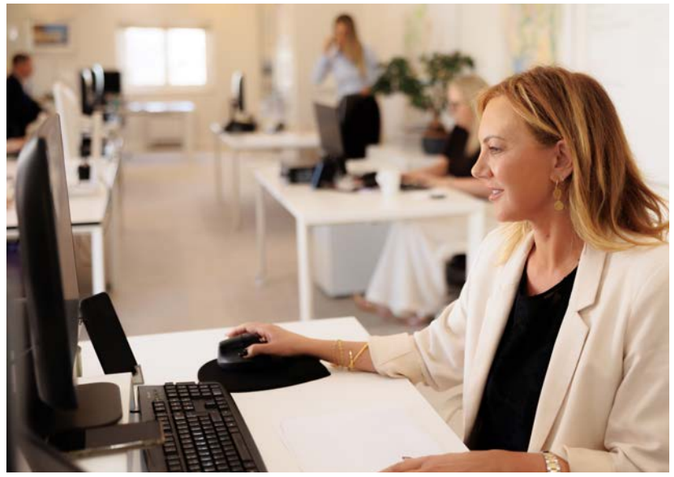
Sales Executive Ângela Costa and Alexandra Ciorba

Sales Director Iain Begg; Sales Executive Ana Campos and Marketing Director Amy Kerins

Chief Revenue Officer Monica Mendes; Loulé Sales Director Giselle Pisabarro; Co-Owners & Directors Kerstin and Alison Buechner; Quinta do Lago & Vale do Lobo Sales Director Iain Begg and Marketing Director Amy Kerins

Sales Executive Kelly Murtagh

Sales Executive Monika Hanlon



Financial Executive João Gomes; Business Control & Finance Coordinator Renato Penas and Operations Coordinator Tina Billington

What's Our Secret

For almost 30 years, our locally based team has nurtured enduring relationships, always prioritising our clients' best interests, and our reputation and track record serve as testaments to our dedication. Our success is firmly grounded in our core principles of maintaining an unwavering commitment to quality and excellence in every facet of our work.

From the moment of our initial interaction, our primary goal is to understand our clients' perspectives on the sale. What are your selling motivations, expectations and specific requirements? We recognise the significant time, effort, and financial investment that may have gone into your property. Additionally, we understand that the property might hold sentimental value as a beloved home. Therefore, we approach each property with the utmost respect and care.

Once we gain a deep understanding of your circumstances and motivation to sell, we draw upon our extensive experience and market insights to provide candid, unbiased, integrity-driven advice regarding the property's value and the most effective marketing strategies. We equip our clients with the essential tools to make well-informed decisions throughout the process.

What Our Clients Say About Us

The collaboration was a pleasure. Once again, we received perfect support. Many thanks Raquel!

From the outset, Iain took on board our requirements and set out to choose appropriate properties for us to view and consider.
Once we selected our property, he helped us to negotiate the process of purchasing in a new country with the minimum stress and provided appropriate advice at all stages.

Nelia was amazing. She was incredibly quick to respond, happy to explain the intricacies of the process to us and, above everything else, was extremely kind and helpful. We felt very supported by her throughout the journey and could not imagine it any other way.

Alison and her sister Kerstin built up a first class rea l estate company. Better than any other in this part of the world. We foll owed that over the course of many years, and their success is no secret and well-deserved. They had expressed their desire to get better from yea r to yea r which they achieved by attracting ver y good people to work with them. Polite, committed, client and success-oriented.

Alex has been fantastic to work with throughout the whole buying process.

Monica has been very helpful, professional and efficient since we met her and all throughout the process of buying a property.
She has communicated with us and kept us informed and we cannot thank her enough for a great service. It's our first time buying property in Portugal and it has been seamless and everything was so coordinated so there was no stress. Thank you Monica and team for helping us.

Your Team

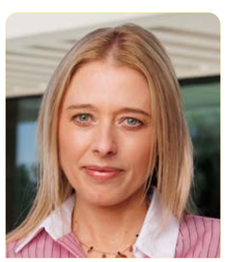
The exceptional QP Savills team consists of almost 35 highly skilled and multilingual sales and marketing professionals. Our team members are not only highly motivated and experienced but also experts in their respective fields. With the support of Savills International, we possess exceptional resources in marketing, PR, and research, along with an extraordinary global reach connecting with buyers worldwide.
We take great pride in delivering outstanding personal care to our clients, from the initial contact through the entire property sale process. We make it our business to help you achieve your desired results.

OWNERS & DIRECTORS

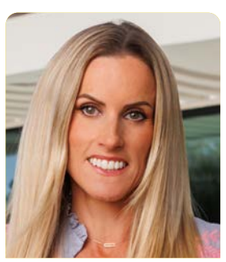
Alison Buechner Hojbjerg
Co-Owner and Director

Kerstin Buechner
Co-Owner and Director

MANAGEMENT

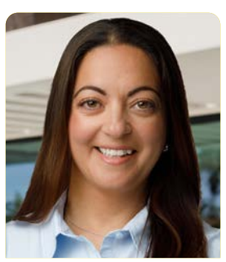


Monica Mendes
Chief Revenue Officer



Amy Kerins
Marketing Director

Iain Begg
Quinta do Lago
& Vale do Lobo
Sales Director



Giselle Pisabarro
Loulé Sales Director

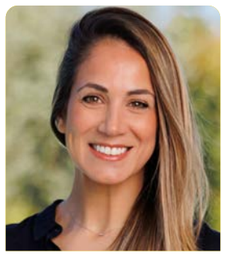
SPECIAL AGENTS

Raquel Santos
Senior Sales
Executive

Nélia Mascarenhas
Sales Executive

Alexandra Ciorba
Sales Executive

Stefan Cavelti
Sales Executive

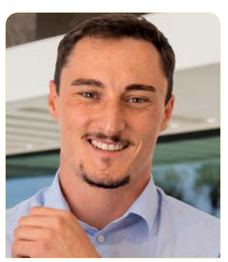


Ana Campos
Sales Executive

Monika Hanlon
Sales Executive

Kelly Murtagh
Sales Executive

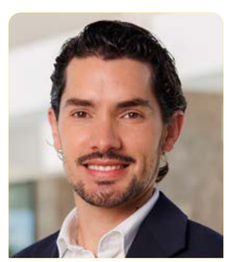
Sónia Lourenço
Sales Executive



Oliver Roche
Sales Executive

Tom Ward
Sales Executive

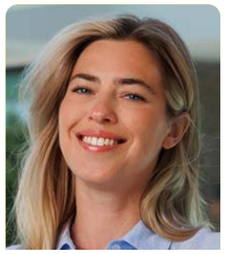
Ângela Costa
Sales Executive



Jorge Rodrigues
Sales Executive

OPERATIONS

Rosário Marinho
Vale do Lobo
Client Liaison

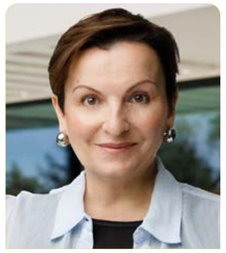


Stephanie Limpert-Peers
Executive Assistant to the Sales Director

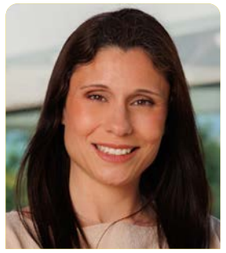
Tina Billington
Operations Coordinator

Renato Penas
Business Control & Finance

João Gomes
Financial Executive



Cila Uva
Listing Manager



Jessica Rodrigues Póvoas
Operations Listing Support

Madison Marum
Marketing & Brand Lead

Carla Reis
Operations Support Executive

Bruna Duarte
Sales Support Loulé

Rita Dias
Operations Support

CONSULTANTS

Alastair Hanlon
Property Consultant

Debbie Pugsley
Ambassador

Listings Manager, Cila Uva, and Sales Director, Iain Begg

QP Savills as your Master Agent

By instructing us exclusively you have our full attention. We make it our business and assume full responsibility for finding your buyer.

Sales Directors Iain Begg and Giselle Pisabarro

As a result of our experience and position in the market, many of our clients have chosen to instruct us as their exclusive agents. Choosing QP Savills you will enjoy the peace of mind knowing that you are in the hands of market leading professionals and you only have to deal with one agent. Exclusivity guarantees you the full attention and commitment of our whole team and we take full responsibility for finding you the right buyer.

Our Special Agents will focus on your property and call their buyers to offer it to them first.
By instructing us as Master Agent, you will enjoy the following benefits:

- Having a team of 35 top local professionals and 3 local office locations working to sell your property.
- The benefits of the global reach of the Savills Network, with its unrivalled marketing capabilities.
- Immediate access to our ever growing database of nearly 30,000 people who are interested in the Algarve property market.
- Beautiful photography of your home.
- We will prepare well designed and accurate particulars on your property and make sure it is seen in all the right places.
- We handpick the best national and international agents to work with to throw the net wider and in all the right directions. We carefully control the quality and accuracy of information on your property which goes onto the market.
- Preferential exposure on all our social media, PR and advertising.
- Your property will be featured in all of our publications and can be selected to be shown in the Global Savills publications also.
- We guarantee top listing positions on our own QP Savills website and that of Savills International as well as other important carefully chosen portals.
- The fact that any potential buyer is pre-qualified prior to any viewings.
- Our unique service of QP Savills team members working together to prepare your property prior to any viewings.
- All viewings are performed in a safe and professional manner by us.
- Feedback directly after each viewing.
- And no costs to you until we have sold your house.

Marketing Director Amy Kerins; Co-Owner & Director Kerstin Buecher and Marketing & Brand Lead Madison Marum

Unmatched Marketing

Following an in-depth discussion of available strategies, we craft a customised approach to promote the sale of your property, ensuring we connect with the right buyers across the globe. While top-notch professional photography and brochures are fundamental, our toolkit encompasses a multitude of alternatives. We harness every available avenue to forge a potent marketing blend.It's worth noting that some sellers prefer a more discreet approach, which can be exceptionally effective for specific properties. We take pride in the breadth and excellence of our marketing endeavours, offering a diverse range of options to suit your needs.

Our commitment to innovation, paired with our passion for perfection, has propelled us far ahead of the curve, setting new standards in the industry.

On the next page we will show you where we focus our efforts.

Prioritising Digital Marketing

Our investment in owned, earned and paid digital marketing has proven to be a game-changer, elevating our online presence and connecting us with discerning buyers and sellers on a global scale. Through meticulous keyword optimisation and strategic placement, we've secured prime positions on search engine results pages, ensuring that those in pursuit of luxury properties find us effortlessly. We place all properties (where appropriate) across various sales portals to increase visibility and lead generation. Furthermore, our strategic allocation of resources towards digital media campaigns has allowed us to showcase listings to a targeted audience, maximising visibility and engagement.
This forms a significant part of our monthly marketing budget and we really see the results.

QP Savills Property Book

Our Property Book is produced twice per year and not only showcases some of the fabulous properties on our books, but also provides buyers and sellers comprehensive and valuable insights into the selling and buying process.
An insightful Market Report, Savills Research, Algarve lifestyle tips, renting potential, as well as information on taxes, visa options, and much more. Our minimum print run for The Property Book stands at 10,000 copies, and it enjoys widespread distribution in premier properties, boutique shops, renowned restaurants, and esteemed hotels along the coastline. Moreover, we dispatch copies to potential buyers worldwide, ensuring a global reach for our offerings. The Property Book is also produced and shared in an interactive digital format.

Elevating Presence on Social Media

In today's digital landscape, a robust social media strategy is essential, and we've taken this to heart. A cohesive blend of Instagram's visual appeal, LinkedIn's professional insights, and Facebook's community engagement allows us to showcase our properties and inspire prospective buyers.

Innovative Video Tours

Gone are the days of static imagery. Our Special Agents have embraced the art of storytelling through immersive video tours. These cinematic journeys take viewers on a virtual voyage through our most exquisite listings. With walk-throughs highlighting intricate details, we're ensuring potential buyers truly understand how they feel about the property.

Thoughtful Content Marketing

Our dedication to thought leadership is evident through our comprehensive content marketing strategy. Both our blog and weekly newsletters feature expert articles penned by industry insiders, covering topics ranging from architectural trends to investment insights. With a database of almost 30,000 and over 1M annual website visits, we realise this is a fantastic opportunity to talk to new and existing audiences. By sharing valuable knowledge, we're not only showcasing our expertise but also establishing ourselves as a trusted resource for the highest calibre buyers.

Accessing the Savills Network

Our long-established and successful relationship with Savills gives us access to their unparalleled global network of buyers. This allows us to ensure our clients' properties are given unbeatable exposure on a global scale.
You can read more about our association to Savills and the benefits on the next page.

Personalised Client Journeys

At the heart of our marketing endeavours lies a commitment to personalised client experiences. With a cutting-edge CRM system, we're able to tailor interactions to individual preferences, providing a seamless journey from the first interaction to the final transaction. This bespoke approach ensures that our clients feel valued, understood, and truly cared for.

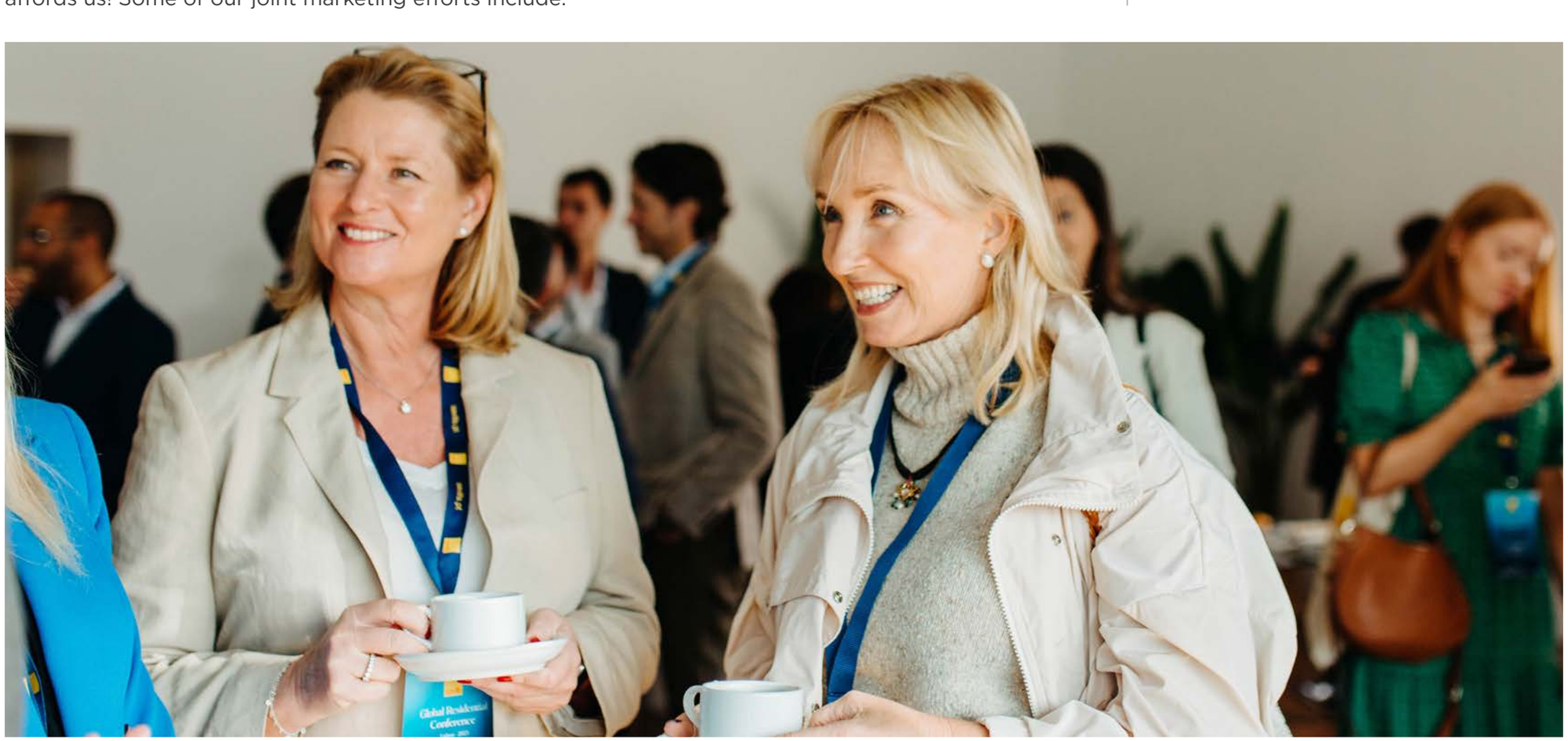
Revolutionising Traditional Advertising

While our digital efforts are paramount, we recognise the enduring power of traditional advertising. We regularly advertise in targeted local and international magazines and newspapers including the Financial Times, Sunday Times, Country Life and more.
You will hear both our ads and sponsorships on radio in the Algarve. We have a number of billboards in prestigious locales, and exclusive events allow us to curate an all-encompassing luxury experience.

Put Your Property on the Global Market

Marketing in tandem with Savills

For almost 30 consecutive years we have been the local Savills associates in the Algarve. Working with our Savills colleagues has been a great pleasure, often inspiring and always productive. Our clients benefit a from the global reach this association affords us! Some of our joint marketing efforts include:



Kerstin Buechner & Alison Buechner Hojbjerg Attending the Savills Global Residential Conference

Savills PR & Press Coverage

Their expert communications team has strong relationships with key media contacts across the globe, proactively searching for opportunities to promote our clients' properties and engage with international markets and audiences.
From New York to New Zealand, they generate high-quality editorial coverage to raise the profile of our properties and people.

Savills and Other Websites

As the majority of our buyers continue to come from the UK, our properties are given a great platform on the Savills website. In the UK, Savills attract on average over 28 million website views from people in over 240 territories annually. Your property will be seen by the widest range of potential buyers around the world.

Savills Private Office

This specialist team is dedicated to providing clients, family offices and wealth managers with a single point of contact across all the divisions and markets they interact with. This generates an additional stream of prominent buyers for our clients' properties.

Savills International Desks

Savills has global hubs in some of the world's key real estate markets – London, the Middle East, China, Russia, America, India, Hong Kong and Singapore – with multilingual experts who combine local market knowledge with experience of navigating cross border property sales. Having access to these desks allows us to market your property to a much broader audience.

The Savills Portfolio

This Savills Prime Property publication showcases the most sought-after properties in the world to high net worth individuals in both print and online editions. A selection of our QP Savills properties are featured in every edition.

Working with QP Savills

Next Steps

One of our Sales Directors will visit your property to gain a firsthand understanding of it and your motivations for selling. After evaluating the property, they will discuss its value and potential marketing strategies with you, working collaboratively to determine the most effective sales and marketing approach. We will then prepare a marketing agreement for your review and approval.
Once finalised, we get to work!

To market and sell a property in Portugal, the following documents are required:

- Up-to-date tax booklet | *Caderneta Predial*
- Up-to-date land registration certificate | *Registo Predial/Certidão Permanente*
- Copies of last deed | *Escritura*
- Passport/ID of beneficial owner
- Approved plans by the local town council
- Fiscal/VAT number of beneficial owner
- Energy certificate
- Certificate of incorporation (if property is held in a company)
- And when you have a buyer, you will be required to complete the KYC (Know Your Client) forms.

We will need to have copies of these documents and for your convenience we usually obtain them directly from your local legal representative.
Please note that if there are any irregularities with your property documents or your property is not fully licensed or registered, which is not uncommon, we would welcome an open discussion while taking the property onto our books. This way we can address and overcome any issues with buyers before they become insurmountable problems in the eleventh hour. Buyers' lawyers are perhaps a little more thorough in their due diligence than in years gone by. We will have your property photographed and create a printed and digital brochure. Once approved by you, we will start marketing the property. Most, if not all, of our sales team will come to view your house. This can be a little overwhelming, but worth while. You will have a big team working for you.
If you like, a member of our marketing team can contact you and tailor-make the marketing plan that works best for you. If you are happy to let us do what we think is best, we are happy, and well-experienced, to make those decisions for you. There are no marketing costs for you unless you choose to invest in additional advertising beyond our recommended tried and tested ideas.
All leads generated, are carefully pre-qualified by us before they are shown your property and we will inform you of all viewing appointments.
Prior to any property tour with buyers, certain members of our team, known as the "QP Saviils runners", usually go to the property and prepare it for the viewing. Alarms are dealt with, shutters are opened, garden furniture is put out and we like to show your property in its very best light.
The sales people will then bring the potential buyers to your property, provide all necessary information on it to generate interest. You will receive feedback after each viewing from the sales agent and all offers which are made for your property will be communicated to you by the sales manager.
Should the offer be of interest, we will negotiate the best possible sales price and terms for you. Once the sale is agreed, we prepare a Letter of Intent for both you and the buyer to sign. Within this document all the terms of the sale are detailed to avoid any misunderstandings, including price, deposits, dates, items to be included as well as the contact details of the lawyers representing both you and the buyer.

Beware of agents who drop their fees too easily to win your listing. They may also reduce your property's price when negotiating with buyers to close a deal quickly.

Sales Executives Ângela Costa and Jorge Rodrigues; Loulé Sales Support Bruna Duarte and Operations Support Executive Jessica Póvoas

We will then ensure that the sale proceeds as planned, supporting the lawyers and ensuring the process completes with as little stress to you as possible. We will be in contact with you on a regular basis to update you on progress.
Our fees are payable upon a successful sale.

Serving the Local Community

We believe it is our duty to support the local community and a proportion of our fees is given to charity each year. Our favoured are Casa da Primeira Infância - temporary housing for at-risk children; ACCA - Associação de Solidariedade com as Crianças Carenciadas do Algarve which also helps children across the Algarve; Casa de Santa Isabel which is a children's orphanage in Faro; and the Wolf Valley Charity fund in Vale do Lobo.

We support Amigos de Musica at Os Agostos, which is a wonderful local group of classical music lovers. Our sponsorship support for them goes to young Portuguese talent in their quest to become the best musicians they can, paying for further education abroad, travel and instruments.

If you have a preferred charity, we are happy to send the proportion of our fees from your sale to them.

Our Offices

When it comes to choosing a real estate partner in the Algarve, location matters. That's why we take pride in having three strategically placed offices in Quinta do Lago, Vale do Lobo and Loulé (serving the Central Algarve).
Our offices are positioned to cover some of the most sought-after areas in the Algarve. This allows us to offer in-depth, local knowledge while still maintaining a global perspective. Having access to experts deeply rooted in the region ensures that you get the best advice tailored to your needs.
Call us or pop into one of our offices. We would love to meet you!

QP Savills Quinta do Lago

Avenida da Gondra 25,
Quinta do Lago
8135-162 Almancil, Portugal
+351 289 396 073
info@qp.pt

QP Savills Vale do Lobo

Avenida do Mar,
Vale do Lobo
8135-034 Almancil, Portugal
+351 289 009 810
vdl@qp.pt

QP Savills Loulé

Praça de República 55
Loulé
8100-270 Loulé, Portugal
+351 289 155 930
loule@qp.pt

We have **sold over 1,000 properties** and achieved **almost €2.3 billion in local property sales.**

We probably have the **most impressive and valuable property portfolio in Portugal.**

We have the **Biggest Team and Marketing budget in the Algarve.**

We repeatedly hold the **record for the highest property sale in Portugal.**

Our clients enjoy **unrivalled local expertise and the international reach of the Global Savills Network.**

QUINTA PROPERTIES

savills
International Associate

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