



## THE BUYER IS OUR CUSTOMER

### What are Your Needs:

When considering the purchase of a property in Madeira it is critical that you understand your needs and capabilities. You should ask yourself before you come out:

1. What is the intention – retirement, holiday home, investment etc?
2. House, apartment, land etc.
3. Inland or coast
4. Private or close to a village, town etc.
5. Garden, how big
6. Size of dwelling
7. How soon do you need the property?
8. Will you own a car?
9. Do you want to be close to the shops, restaurants etc.
10. Close to public transport
11. Close to a beach
12. Close to the airport
13. Close to a golf course
14. Close to entertainment
15. Financial capability and arrangements

By answering these questions and discussing them with the people with whom you will be making the purchase decision, you will gain a much better understanding of what is important to you and your ability to meet those needs.

### Location and Valuation

Answering the questions on your needs and capabilities will allow us to have a meaningful discussion with you about the different locations on Madeira that present suitable solutions to those needs and capabilities.

Madeira has a wide range of size/quality/price/weather combinations. We will help you narrow down those alternatives to a set of viable options in which to search for your ideal property.

#### *Key considerations:*

Investment objectives  
Size/Quality/Price/trade-offs  
Micro-climate  
Future valuation

### Legislation and Costs

Portugal in general and Madeira specifically have traditionally had a complex bureaucratic and costly legal system in dealing with property. The other side of this coin has been that the system has protected both buyers and sellers.

Major steps have been and continue to be taken by the Government to simplify and remove costs from the system while retaining the protections.

We understand that purchasing property in a country that has a different system to that in your own country is challenging. Blue Levada prides itself on ensuring that the legal status of the property is completely clear before presenting it to the potential buyer and guiding the buyer through the legalities of the purchase process at the least possible cost, including the taxes payable.

There are many sites which purport to give you a comprehensive and up-to-date view of the steps necessary to conclude a property purchase in Madeira. Whilst not diminishing their usefulness they are mostly not completely current or leave out key information. Blue Levada will ensure that your purchase happens with the least amount of pain and the greatest amount of protection to you.

### After Purchase

Most real estate agents believe that their work is complete when the Escritura (Deed) is signed.

This is where Blue Levada's philosophy of the overseas buyer is our customer makes a difference. We stay with you after the purchase and ensure:

The property is properly registered in your name and all legal formalities completed to get full enjoyment of your home (e.g. water, gas, Electricity, TV).

That you find suitable service providers (e.g. gardener, builder, and domestics).

*In general terms, we want to ensure that you have full utility and enjoyment of the property you have bought.*

Birgitta Herlin

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