



**OLIVE HOMES.COM**  
PORTUGAL PROPERTY

## The Art of Negotiation - how you can save on your property deal!

Asking price, list price, bottom line, low offer, take it or leave it. Once you've found your dream home in Portugal you will have done most of the hard work. You would hope so wouldn't you? However, the negotiation stage can often 'make or break' the deal, so you'd best be equipped with the knowledge to make it as successful as you can. Below are some tips which can help.



So here are the top ten tips for successfully negotiating and securing your dream home;

1. Most vendors want a quick completion and no surprises. Be ready to move your money and jump to secure the best price.
  2. If you need a mortgage, get it agreed in principle before looking at property.
  3. The offer is usually split between the Promissory and Deed (completion). By offering a bigger percentage (say 30%) at Promissory it can tempt the owner to take a lower offer.
  4. If there is furniture, maybe offer to segregate some of this onto a separate contract. It can be beneficial for both parties to save tax. Albeit you may find you need to pay more CGT in the future.
  5. Ask the agent for price flexibility before viewing the property. This may give you an idea if the vendor is prepared to take an offer.
  6. Get your lawyer appointed or be ready to meet a lawyer as soon as possible. This shows commitment and the owner will be more convinced you are serious.
  7. If you have pounds don't forget to find out the latest exchange rates. Maybe you offer less or maybe you offer more?
  8. Offer to act extremely quickly, if they agree to take it off the market. An immediate reservation to your lawyers the same day. That's what vendors want.
  9. At this time of year some vendors provide summer rentals. Be flexible, if you allow this to happen and take possession after the summer then the owner should be grateful and accept less.
  10. Be reasonable and try to set your expectations at the correct level. It's a sellers market due to the scarcity of property on the market. If you don't get a reduction in price then compare it with other properties. If it is priced correctly then it could still be a good deal for you.
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## Property Of The Week

### 100% Refurbished 3 Bedroom Apartment in Vilamoura



This is a stunning three bedroom apartment which has been totally refurbished. Walking distance to amenities and the marina. Furniture is included. Exclusively for sale with OliveHomes.com

[Click Here To View Our Virtual Experience For This Property](#)

## Testimonial Of The Week



Since first contact with OliveHomes.com it has been a painless process of discussing our needs and finding our holiday home in Portugal. We started this process during the pandemic and David was able to reassure us that he will handle everything even though we couldn't travel. Now we have arrived and everything is perfect. He has provided a complete service with lawyers, furniture supplies and a management rental company. Nothing is too much trouble. Happy to recommend. Top Class.

Clive and Angy

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