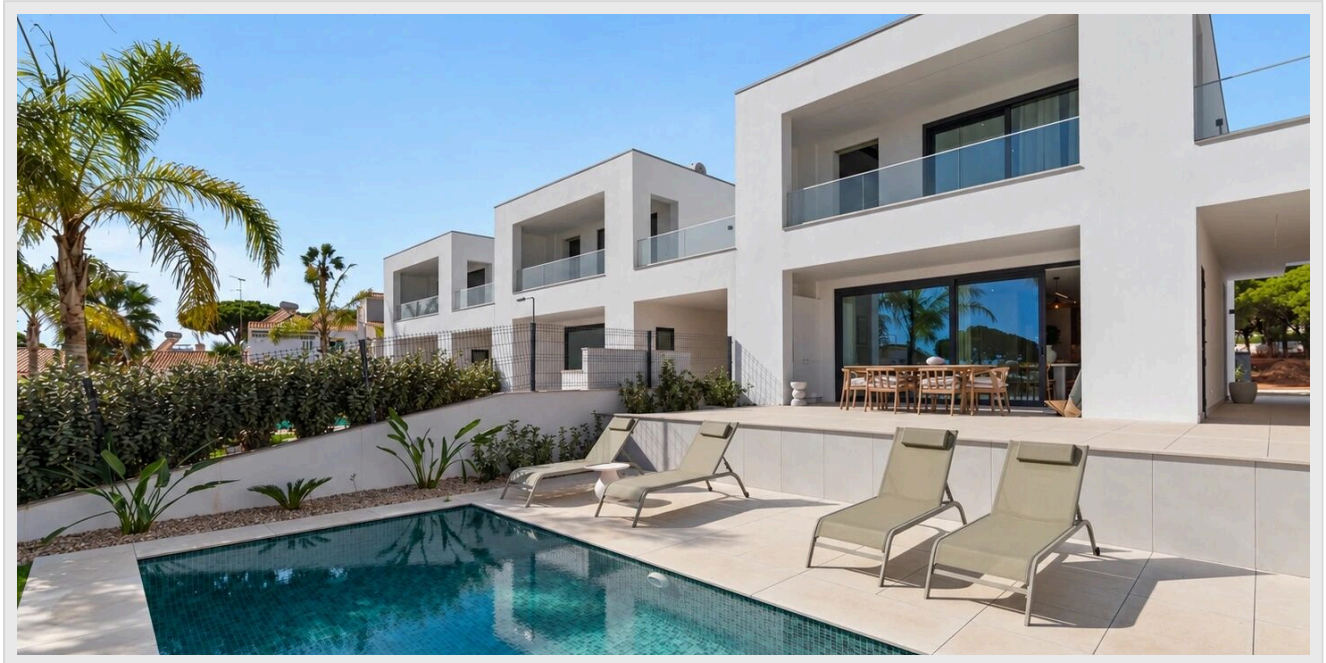




Contemporary white façades above the heated pool and tiled south-west terrace, framed by palms

---

## COMPARATIVE MARKET ANALYSIS & VALUATION

# *Casa Pinhal*

Almancil, Loulé

A 2025 semi-detached new build in Almancil with four en-suite bedrooms,  $\approx 245 \text{ m}^2$  of registered accommodation, a heated pool, roof terrace and landscaped  $520 \text{ m}^2$  plot, finished to an immaculate standard close to the Golden Triangle beaches.

---

PREPARED FOR  
Mr and Mrs Hartley

PREPARED BY  
Sofia Marques, Senior Property  
Consultant

DATE OF ASSESSMENT  
30 October 2026

# Our recommended market position

We recommend a guide price of **€1,825,000** for Casa Pinhal ( $\approx$  €7,449/m<sup>2</sup>). This is in line with the two closest new-build peers, asking €7,119–7,479/m<sup>2</sup>, and is supported by its plot, pool, A-rated specification and 2025 completion. We assess market value at **€1,600,000–€1,740,000**, because comparable Almancil homes sold on average  $\approx$  5.5% below their last asking price.

|                                                                                                                                                                          |                                                                                                                                                                                                    |                                                                                                                                                                     |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <div>CONSERVATIVE</div> <div>€1,750,000</div> <div><math>\approx</math> €7,143 / m<sup>2</sup></div> <div>Prioritises pace; suits a sale before the summer season.</div> | <div>RECOMMENDED GUIDE</div> <div>€1,825,000</div> <div><math>\approx</math> €7,449 / m<sup>2</sup></div> <div>In line with closest peers; room to negotiate to <math>\approx</math> €1.72m.</div> | <div>AMBITIOUS</div> <div>€1,950,000</div> <div><math>\approx</math> €7,959 / m<sup>2</sup></div> <div>Tests the top of the market; expect a longer campaign.</div> |
| <div>ASSESSED MARKET VALUE</div> <div>€1.60m – €1.74m</div>                                                                                                              | <div>EXPECTED SALE RANGE</div> <div>€1.66m – €1.74m</div>                                                                                                                                          | <div>CONFIDENCE</div> <div>Medium</div>                                                                                                                             |

## What supports the price

- Completed 2025, exceptional and staged, with a 10-year structural warranty.
- Heated 8 × 4 m pool, 520 m<sup>2</sup> plot, roof terrace and covered dining terrace.
- Energy class A, underfloor heating, ducted air conditioning, solar panels and heat pump.
- Five minutes from Almancil and about ten from the Quinta do Lago and Vale do Lobo beaches.
- Indexed Almancil sales of 200–250 m<sup>2</sup> homes reach  $\approx$  €1.65–1.88m in today's market.

## What tempers it

- Linked to the neighbouring villa; some buyers prefer fully detached homes.
- Road-facing kitchen, and pine-wood outlook rather than sea views.
- A 520 m<sup>2</sup> plot is modest beside larger detached alternatives.
- Algarve transactions fell 12.4% year on year; asking prices run ahead of achieved prices.

# Casa Pinhal at a glance

Almancil, Loulé



Open-plan living and dining space with floor-to-ceiling glazing opening to the terrace

## Details

|                       |                                                                               |
|-----------------------|-------------------------------------------------------------------------------|
| Location              | Almancil, Loulé · central Algarve                                             |
| Type                  | Semi-detached (linked) villa                                                  |
| Condition             | Exceptional — immaculate, staged                                              |
| Built                 | 2025 (new build, developer sale of the last of three units)                   |
| Bedrooms / bathrooms  | 4 en-suite bedrooms + guest WC                                                |
| Registered built area | ≈ 245 m <sup>2</sup>                                                          |
| Other areas           | Roof terrace ≈ 35 m <sup>2</sup> ; covered dining terrace ≈ 30 m <sup>2</sup> |
| Plot                  | ≈ 520 m <sup>2</sup>                                                          |
| Views & orientation   | Pine woods and garden; south-west facing pool terrace                         |
| Utilities             | Mains water, electricity and sewage                                           |
| Energy certificate    | A                                                                             |
| Warranty              | 10-year structural warranty from the developer                                |

## Accommodation

|        |                                                                                                                    |
|--------|--------------------------------------------------------------------------------------------------------------------|
| GROUND | Open-plan living and dining opening to the pool terrace, kitchen with pantry wall, one en-suite bedroom, guest WC. |
| FIRST  | Master suite with terrace and two further en-suite bedrooms.                                                       |
| ROOF   | Roof terrace of ≈ 35 m <sup>2</sup> with pine-tree views.                                                          |

## Specification & amenities

|                              |                         |
|------------------------------|-------------------------|
| Heated pool 8 × 4 m          | Tiled sun terrace       |
| Underfloor heating           | Ducted air conditioning |
| Integrated Bosch appliances  |                         |
| Thermal-break glazing        |                         |
| Landscaped garden, irrigated | Solar panels            |
| Heat pump                    |                         |

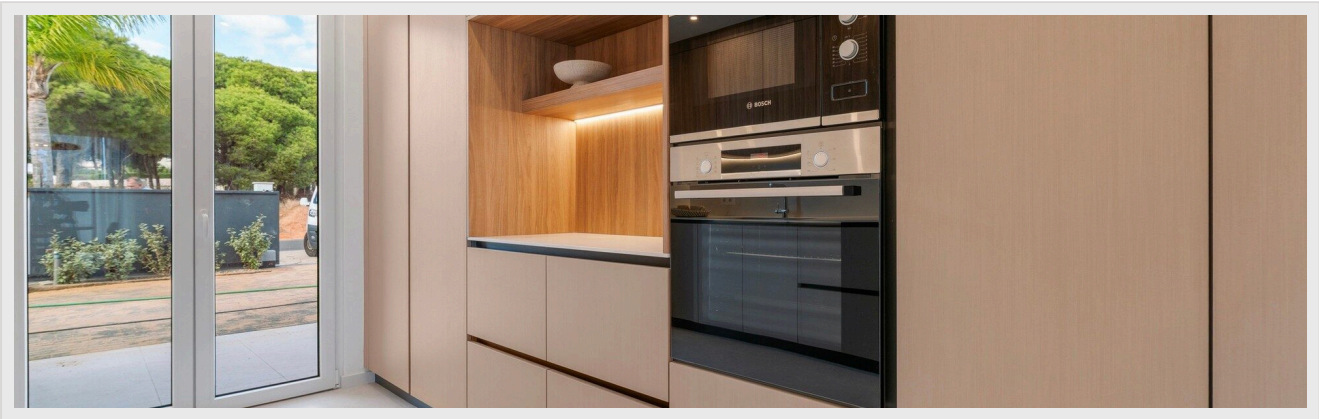
## How it should be positioned

Casa Pinhal should be presented as the turnkey alternative to resort pricing: a 2025 new build, staged and finished to an exceptional standard, with a heated pool, roof terrace and A-rated efficiency, five minutes from Almancil.

The likely buyer is a northern-European family or second-home owner who wants new-build quality and a warranty without Quinta do Lago or Vale do Lobo prices. We would lead with lifestyle and low running costs, and address the linked layout openly rather than let buyers discover it.

# Almancil, minutes from the Golden Triangle

*<em>A pine-wooded residential address with beaches, golf and the airport all within a short drive.</em>*



Fitted oak-toned kitchen with integrated Bosch appliances and glazed doors to the garden

Casa Pinhal sits in a pine-wooded residential setting in Almancil, at the heart of the central Algarve. The shops, restaurants and services of Almancil are about five minutes away, and the beaches of Quinta do Lago and Vale do Lobo are roughly ten minutes by car.

Access is a clear strength. Faro airport is ≈ 15–20 minutes away, and Loulé, Vilamoura and Faro are all within about 15–25 minutes. For northern-European second-home buyers, that combination of airport proximity and beaches is hard to match at this price level.

The setting suits year-round living as much as holidays. Golf, the Ria Formosa nature reserve and a wide choice of restaurants lie within about ten minutes.

What distinguishes the position is the ratio of price to proximity. Buyers priced out of the resorts, where Quinta do Lago averages ≈ €11,145/m<sup>2</sup> in asking terms, can still reach the same beaches and amenities from Almancil. The trade-off is that the home is outside a resort and has no sea view.

## Connections & proximity – indicative drive times

|                      |             |                      |              |                    |             |
|----------------------|-------------|----------------------|--------------|--------------------|-------------|
| Almancil centre      | ≈ 5 min     | Quinta do Lago beach | ≈ 10 min     | Vale do Lobo beach | ≈ 10 min    |
| Golf and Ria Formosa | ≈ 10 min    | Loulé                | ≈ 15 min     | Faro airport       | ≈ 15–20 min |
| Vilamoura marina     | ≈ 20–25 min | Lisbon               | ≈ 2 h 45 min |                    |             |

Drive times are indicative, in normal traffic, and measured to the town or destination centre.

# A specification that supports the price

*A 2025 completion, efficient systems and a developer warranty reduce buyer risk and remove any renovation cost.*

Casa Pinhal is a developer-built home completed in 2025, so a buyer inherits no renovation programme and benefits from a 10-year structural warranty. Energy class A, together with solar panels, a heat pump, underfloor heating and ducted air conditioning, points to lower running costs than older villas of similar size.

- Completed 2025; 10-year structural warranty from the developer
- Energy certificate A
- Solar panels and heat pump

Thermally broken floor-to-ceiling aluminium glazing and integrated Bosch appliances complete a specification comparable with the best new-build peers. We would assemble the warranty paperwork and energy certificate into a single buyer pack at launch.

- Underfloor heating and ducted air conditioning
- Thermal-break floor-to-ceiling glazing
- Integrated Bosch kitchen appliances

# The Almancil and Loulé market in 2026

Loulé remains the Algarve's most expensive municipality. INE's median transaction price was €4,137/m<sup>2</sup> in the 12 months to Q2 2026, up 13.7% year on year and the highest of the 16 Faro-district municipalities. The 2025 median was €3,993/m<sup>2</sup>. These figures cover all dwellings, including apartments, so villa values sit well above them.

Asking prices run higher. Idealista's Loulé median is €5,079/m<sup>2</sup> (+8.4%), about 23% above INE's transaction medians. In Almancil the average asking price is €4,481/m<sup>2</sup>, with prime pockets near €5,942/m<sup>2</sup> and villas in The Village / Fonte Algarve listed at roughly €5,200–7,200/m<sup>2</sup>. The new-build peers we track ask €7,100–7,500/m<sup>2</sup>, above that band, which is why we discount asking figures.

Demand is international. Foreign buyers made up an estimated 52.8% of Algarve transactions in Q1 2026 (a secondary compilation, not verified). Yet Algarve transaction volumes fell 12.4% year on year in Q2 2026 while prices kept rising, and national price growth eased to 16.5% from 17.8%, INE's first slowdown since Q2 2024.

Buyers should expect to negotiate 5–10% off asking outside Lagos and Vilamoura (agency guide). Our own sold evidence averages 5.5%.

€4,137/m<sup>2</sup>

Loulé median sale price,  
year to Q2 2026

+13.7%

Loulé annual price change  
(INE)

€5,079/m<sup>2</sup>

Loulé median asking price  
(idealista)

-12.4%

Algarve transactions, Q2  
2026 year on year

INE local house-price statistics and HPI Q2 2026 (via The Portugal News, Observador); idealista (via Jornal do Algarve); agency commentary. Figures are indicative; INE publishes no Almancil parish data.

# Asking price is not sale price

*Why valuing property in Portugal requires interpretation rather than arithmetic.*

Valuation in Portugal presents a particular challenge compared with markets such as the United Kingdom. In England and Wales, the prices actually achieved on completed residential sales are publicly available through HM Land Registry, so agents can analyse comparables using verified historical sale prices.

Portugal operates differently. Although the authorities collect extensive transaction information, the individual achieved sale price of a specific property is not made publicly searchable in the same way. There is no equivalent public register through which an agent can enter an address and establish the exact price at which that property recently sold.

As a consequence, comparative analysis here relies on properties currently advertised for sale and, for properties that have subsequently sold, on their *last known asking price* before sale. An asking price is not a market value, and it is not necessarily the price ultimately achieved.

In our experience of the local market, properties sell on average around 5.5% below their last known asking price, though this varies considerably with location, quality, scarcity, initial pricing, vendor motivation and demand. A well-priced property in a sought-after position may sell very close to its asking price; a property positioned above the market can require substantially larger adjustments.

## HOW WE HAVE VALUED THIS PROPERTY

1

Analyse each active and sold comparable individually.

2

Estimate probable achieved prices for sold comparables, adjusted for time on market and indexed to today with INE statistics.

3

Rank by relevance and adjust for scale, views, plot, condition and amenities.

4

Cross-check with €/m<sup>2</sup>, then value the property as a complete lifestyle asset.

The objective is not to identify the highest price at which the property could be advertised, but to establish a **defensible market position** — one that protects value while remaining credible to the qualified buyers who transact in this segment. A valuation of this kind should be read as an informed professional assessment based on available evidence and local experience, not as an exact mathematical figure.

# What the competition is asking

Seven active listings were reviewed. Five are new-build or recently renovated homes in Almancil and Quarteira and form the working peer group. Two, in Vale do Garrão and a 2010-built Loulé villa, sit at opposite ends of the market and are set aside.

| LOCATION       | BED/BATH | BUILT  | PLOT  | ASKING     | €/M²    | VIEWS / NOTE                    |
|----------------|----------|--------|-------|------------|---------|---------------------------------|
| Almancil       | 4 / 4    | 260 m² | 600   | €1,895,000 | €7,288  | New build 2024 · larger plot    |
| Almancil       | 3 / 3    | 210 m² | 450   | €1,495,000 | €7,119  | Semi-detached new build · 3 bed |
| Vale do Garrão | 4 / 5    | 300 m² | 900   | €2,950,000 | €9,833* | Walk to beach · prime pocket    |
| Almancil       | 4 / 4    | 280 m² | 1,200 | €1,750,000 | €6,250* | Renovated 2019 · 1,200 m² plot  |
| Quarteira      | 4 / 4    | 250 m² | 500   | €1,590,000 | €6,360  | New build · golf views          |
| Loulé          | 4 / 3    | 230 m² | 700   | €1,150,000 | €5,000* | Built 2010 · older stock        |
| Almancil       | 4 / 4    | 240 m² | 480   | €1,795,000 | €7,479  | Linked, new 2025 · closest peer |

€1,705,000

Mean asking, five  
comparable listings

€6,250–7,479

Asking €/m² range, same  
five

€7,119–7,479

€/m² of three closest peers

2 of 7

Listings set aside

**Reading the evidence.** The three closest peers, the 240 m² linked villa (€7,479/m²), the 260 m² new build (€7,288/m²) and the 210 m² semi-detached (€7,119/m²), ask €7,119–7,479/m². Asking prices are usually reduced before sale, so we take 8–12% off, giving ≈ €6,400–6,700/m², or ≈ €1.57–1.64m for 245 m². Indexed sales support the upper half of that. Casa Pinhal at least matches these peers on plot, pool and finish, so our guide of €7,449/m² sits in line with them, not above.

# What has actually sold nearby

Four nearby sales, each estimated at about 5.5% below last asking on average, then indexed by INE's Algarve price movement since the last-seen date. The indexed values, not the historic prices, are the benchmark for Casa Pinhal.

| REF · LOCATION      | BUILT  | PLOT | LAST ASKING | LAST SEEN | DAYS | EST. ACHIEVED  | TODAY*                 |
|---------------------|--------|------|-------------|-----------|------|----------------|------------------------|
| C1 · Quarteira      | 240 m² | 500  | €1,395,000  | Aug 2025  | 140  | ≈ €1.34m (-4%) | ≈ <b>€1.55m</b> (+16%) |
| C2 · Almancil       | 250 m² | 550  | €1,650,000  | May 2025  | 190  | ≈ €1.57m (-5%) | ≈ <b>€1.89m</b> (+20%) |
| C3 · Almancil       | 200 m² | 420  | €1,350,000  | Sep 2024  | 260  | ≈ €1.27m (-6%) | ≈ <b>€1.66m</b> (+30%) |
| C4 · Vale do Garrão | 290 m² | 850  | €2,450,000  | Nov 2023  | 420  | ≈ €2.28m (-7%) | ≈ <b>€3.18m</b> (+39%) |

\* Estimated achieved price brought to 30 October 2026 using annual house-price changes from INE median price per m² of dwellings sold, Algarve (Q4 on Q4; 2026 = 12 months to Q2) – INE. Indexation reflects the general market, not the individual property.

**Time on market tells the story.** The two quickest sales, Quarteira (140 days) and Almancil (190 days), needed the smallest discounts, ≈ 4–5%. The Vale do Garrão home took 420 days and conceded ≈ 7%. Well-priced new builds sold within about six months, and a guide set in line with peers should follow that pattern.

Indexed, the Almancil homes of 200–250 m² reach ≈ €1.65–1.88m (≈ €7,540–8,270/m²), supporting our upper range. The Quarteira sale (≈ €1.55m, ≈ €6,450/m²) marks the floor. Vale do Garrão (≈ €3.18m) is beach-adjacent and set aside.

## IMPORTANT – DATA TRANSPARENCY

Portugal does not publish achieved sale prices property-by-property. The figures above are last known asking prices; the “estimated achieved” column is our professional estimate, not a verified transaction value, and the “today” column applies official INE market movement since the sale. All should be read as indicative only.

# Which comparables actually count

Ranked by closeness on location, age, scale, plot, bedrooms and specification. The first three carry the most weight in our assessment.

|   |                                                                                                                                                                                                                                                     |                          |
|---|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------|
| 1 | Almancil linked villa — 240 m <sup>2</sup> · €1,795,000 (active)<br>Linked and new in 2025, with a 480 m <sup>2</sup> plot: the nearest match on configuration and age. Casa Pinhal is slightly larger with a bigger plot, so should price in line. | RELEVANCE<br>Very high   |
| 2 | Almancil new build — 260 m <sup>2</sup> · €1,895,000 (active)<br>New in 2024 with a pool and 600 m <sup>2</sup> plot. Slightly larger, so its €7,288/m <sup>2</sup> is a reference ceiling for us rather than a target.                             | RELEVANCE<br>High        |
| 3 | Almancil semi-detached — 210 m <sup>2</sup> · €1,495,000 (active)<br>Same configuration, but three bedrooms and 35 m <sup>2</sup> smaller. Its €7,119/m <sup>2</sup> marks the lower end of the peer band.                                          | RELEVANCE<br>High        |
| 4 | Almancil new build — 250 m <sup>2</sup> · last asking €1,650,000 (sold)<br>Sold after 190 days; estimated ≈ €1.57m achieved, ≈ €1.88m indexed to today. The closest sold evidence for scale and location.                                           | RELEVANCE<br>High        |
| 5 | Quarteira new build — 250 m <sup>2</sup> · €1,590,000 (active)<br>Similar scale and age with golf views, but a less prime location than Almancil. It supports the lower edge of the range.                                                          | RELEVANCE<br>Medium-high |

Vale do Garrão (active and sold), beach-adjacent at €9,833/m<sup>2</sup>; the 280 m<sup>2</sup> renovated home on 1,200 m<sup>2</sup> (land-dominated); and the 2010-built Loulé villa at €5,000/m<sup>2</sup>.

# A cross-check, not a formula

Price per m<sup>2</sup> is a cross-check, not a formula. The bars compare peers' asking or indexed sold €/m<sup>2</sup> with Casa Pinhal's recommended guide, which is valued as a whole asset.

€/M<sup>2</sup> — ASKING FOR ACTIVE LISTINGS, ESTIMATED ACHIEVED AND INDEXED TO TODAY FOR SOLD — VS. THE SUBJECT GUIDE



The guide sits within the active peer band and below the indexed Almancil sale, with Quarteira defining the floor.

## Valuing the whole asset, not just the floor area

|                                                                                                 |                                                                                                            |                                                                                              |
|-------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------|
| <p>Registered accommodation</p> <p>245 m<sup>2</sup> valued at the core new-build rate.</p>     | <p>Terraces</p> <p>Roof (≈ 35 m<sup>2</sup>) and covered dining (≈ 30 m<sup>2</sup>) add usable space.</p> | <p>Pool and garden</p> <p>Heated 8 × 4 m pool and irrigated garden on 520 m<sup>2</sup>.</p> |
| <p>Specification</p> <p>Energy class A, underfloor heating, solar panels, 10-year warranty.</p> | <p>Location</p> <p>Almancil: five minutes to town, ten to the beaches.</p>                                 | <p>Configuration</p> <p>Linked to neighbour; road-facing kitchen tempers the premium.</p>    |

The assessed range of €1.60–1.74m equates to ≈ €6,530–7,100/m<sup>2</sup>. The recommended guide of €7,449/m<sup>2</sup> sits above that band by design, leaving ≈ 5% to negotiate, and in line with the closest peers' asking €/m<sup>2</sup> of €7,119–7,479.

# A balanced view of the offer

## Genuine strengths

- 2025 new build in exceptional, staged condition, with a 10-year structural warranty.
- Energy class A with solar panels, heat pump, underfloor heating and ducted air conditioning.
- Heated pool, landscaped irrigated garden and south-west terrace on a 520 m<sup>2</sup> plot.
- Four en-suite bedrooms plus guest WC suit family and second-home use.
- Roof terrace (≈ 35 m<sup>2</sup>) with pine-tree views and covered dining terrace (≈ 30 m<sup>2</sup>).
- Almancil location: beaches, golf and Faro airport within ≈ 10–20 minutes.
- Developer selling the last of three units, open to a pre-summer sale.

## Factors that temper demand

- Linked to the neighbouring villa; some buyers prefer fully detached homes.
- Kitchen faces the road, which may matter to buyers at this level.
- Pine-wood and garden outlook, not sea views.
- A 520 m<sup>2</sup> plot is modest against larger detached alternatives.
- Active new-build peers compete in the same €1.5–1.9m band.
- Algarve transactions down 12.4% year on year; asking prices run ahead of achieved prices.

**On balance.** Casa Pinhal's quality, warranty and specification place it at the top of its peer group, and the price should reflect that. The linked layout and road-facing kitchen are real but modest tempers, already reflected in an assessed range below peers' asking levels. Priced in line with the market, we expect strong early interest.

# Our conclusion and how we would price it

Weighing active asking prices, indexed sold evidence and the property's own merits, we assess Casa Pinhal at **€1,600,000–€1,740,000** and recommend a guide price of **€1,825,000**. Confidence is Medium.

| RECOMMENDED GUIDE                                                                                                                                                  | EXPECTED SALE PRICE                                                                                                                                                                                 | ASPIRATIONAL LAUNCH                                                                                                                                                                    |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>€1,825,000</p> <p>€1,825,000 (≈ €7,449/m²) sits in line with the two closest peers and ≈ 5% above the top of the assessed range, leaving room to negotiate.</p> | <p>€1.66m – €1.74m</p> <p>We expect a sale at €1,660,000–€1,740,000, assuming staging, professional marketing and a realistic response to early offers. This mirrors the 5.5% average discount.</p> | <p>€1.95m – €2.05m</p> <p>A launch at €1,950,000–€2,050,000 (≈ €7,960–8,370/m²) exceeds every comparable Almancil asking figure. The risk is a stale listing and later reductions.</p> |

## The logic of the guide

Peers' asking prices less 8–12% point to ≈ €1.57–1.64m, while indexed sales support ≈ €1.65–1.88m for similar Almancil homes. We settle on €1.60–1.74m. Casa Pinhal matches or betters its closest peer on plot, specification and condition, so a guide in line with their €7,119–7,479/m² is defensible, with a fair margin for negotiation.

## If you prefer to test the market

A launch in the aspirational range is possible but carries risk. Your expectation of €1,795,000 sits just below our guide and is realistic as an asking price. As an achieved price it would sit above our expected range of €1.66–1.74m. We would review after six to eight weeks and adjust to the guide if needed.

# How long, and how sensitive

AT THE RECOMMENDED GUIDE (€1.83M)

≈ 4–7 months

Well-priced new builds in Almancil and Quarteira sold in 140–190 days; a launch in the coming weeks keeps a pre-summer sale realistic.

AT THE ASPIRATIONAL LAUNCH

≈ 9–12+ months

Above comparable asking levels, interest narrows; our slower sold comparables took 260–420 days and conceded more.

## Sensitivity — what would move the number

|                                                         |                         |
|---------------------------------------------------------|-------------------------|
| Pricing above €1.95m                                    | Stale-listing risk      |
| Professional staging, film and photography              | Supports the full guide |
| Competing new-build launches in Almancil                | – 2% to – 4%            |
| Buyer objection to linked layout or road-facing kitchen | – 1% to – 3%            |
| Continued INE price growth (+13.7% year on year)        | +2% to +4%              |
| Weaker Algarve transaction volumes (–12.4%)             | Slower pace             |

### CONFIDENCE IN THIS VALUATION – MEDIUM

Confidence is Medium. We have seven active and four sold comparables, and three active peers are very close in age, area and configuration. The limits are these: asking prices are not transaction prices; our discounts are estimates; INE publishes no Almancil parish data and we found nothing specific to semi-detached villas; the sold index uses the Algarve-wide median rather than a local series; and negotiation margins draw partly on agency guides. The result would shift if comparable listings sell at materially higher or lower prices than we assume.

# How we would bring it to market

Atlântico Properties Algarve is an independent agency founded in 2011, with offices in Faro and Loulé. We favour accurate pricing over flattering valuations, which is why Casa Pinhal is positioned against the evidence. Our five consultants speak Portuguese, English, German and French.

## I.

### Presentation

Professional photography and film of the pool terrace, roof terrace and finish, with the staging kept as it is for viewings.

## II.

### Reach

Our database of qualified northern-European buyers, the main portals and our Faro and Loulé offices, aimed at families and second-home buyers.

## III.

### Qualification

We pre-qualify buyers on budget and timing, and brief them on the linked layout and road-facing kitchen before they view.

## IV.

### Review

Fortnightly feedback and a formal price review at six to eight weeks, so the strategy follows the market.

#### THE FIRST NINETY DAYS

##### WEEK 1

Photography, film, floor plans and document pack

##### WEEK 2

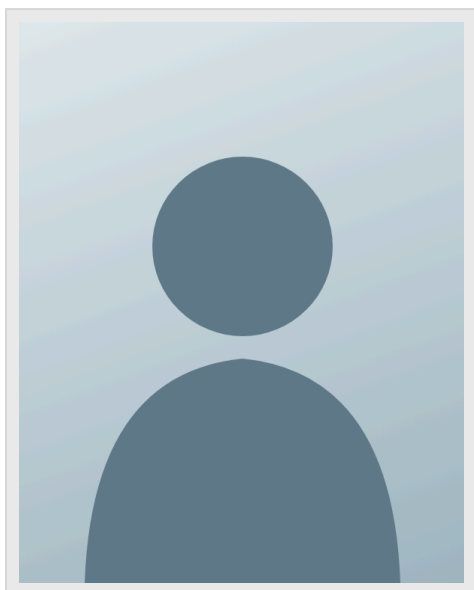
Launch to database, portals and private network

##### WEEKS 3-6

Viewings, feedback; qualify and manage early offers

##### WEEKS 6-12

Price review; negotiate towards pre-summer completion



# Sofia Marques

SENIOR PROPERTY CONSULTANT, ATLÂNTICO PROPERTIES  
ALGARVE

Sofia has advised buyers and sellers in the Algarve barrocal for twelve years, with a focus on country villas between Faro, Loulé and São Brás de Alportel.

## DIRECT CONTACT

+351 910 000 000

sofia.marques@example.com

## LANGUAGES

Portuguese, English, French

# The next step

Mr and Mrs Hartley, if this assessment reflects your own view of Casa Pinhal, I would be glad to discuss it at your convenience and to walk through the comparables in detail. An honest price attracts serious buyers early, protects the property's reputation and gives your sale the best chance of completing before the summer season.

Sofia Marques

+351 910 000 000 · sofia.marques@example.com

FARO

+351 289 000 000

LOULÉ

+351 289 000 001

**Disclaimer.** This document is a professional market opinion prepared for Mr and Mrs Hartley in respect of Casa Pinhal, Almancil, Loulé. It is not a formal valuation report for lending, taxation, legal or accounting purposes, and Atlântico Properties, Lda. (fictional sample) is not acting as a certified valuer, lawyer, tax adviser or surveyor. Areas, boundaries and registration status are as advised and should be verified against the Caderneta Predial, Certidão de Registo and licensing before any transaction. The registered area (245 m<sup>2</sup>), the status of the roof and covered terraces, the developer's 10-year warranty documents and the energy certificate should be verified before launch. Market data is drawn from public portals including idealista, CASAFARI and Atlântico Properties's own market knowledge, together with published market commentary, and is correct to the best of our knowledge at the date of assessment. Asking prices are not achieved prices; estimated achieved figures for sold comparables are professional estimates, not verified transaction values. All figures are indicative and subject to change with market conditions. Prepared 30 October 2026.