

PRESS RELEASE REGIONAL MEDIA
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ALGARVE LUXURY REAL ESTATE: NEW MARKET PLAYER IS
ALREADY A FAMILIAR FACE IN THE MARKET



A new agency is entering the top real estate segment in the Algarve region. But they are no newcomers. Erich Gibson and his team have worked as licensees for the real estate brokerage Engel & Völkers for the past 10 years, but have now decided not to extend their partnership with the German company. Starting on November 1st, 2017 they will instead be working as Algarve Property Agency to brokerage top-notch houses and condominiums, while also providing additional individual services. From its office in Almancil, which is right in the middle of the so-called "golden triangle" between the town of Vilamoura and the luxury Resorts of Quinta do Lago and Vale do Lobo, the company intends to be active along the entire southern coast of Portugal in the future. It will focus on selected properties in the regions around Lagos, Lagoa/Carvoeiro, Albufeira/Vilamoura, Quinta do Lago/Vale do Lobo/Faro and Tavira.

Up until two years ago, the team's license area not only comprised Quinta do Lago and Vale do Lobo, but also the area around Vilamoura. By that time, Engel & Völkers decided to issue a separate license for the region surrounding the local marina with its luxury hotels, restaurants and golf courses. Another such license is currently assigned to the region around the airport city of Faro.

"If a long-time customer, who had developed a lot of confidence in us, approached us with regard to a property outside our license region, we had to refer them to the local office. From now on, we will be able to provide support from a single source, as we will cover the entire Algarve region," explains Gibson. This is especially attractive to clients in the upscale market segment.

"In the future, we want to further the quality in terms of meeting the very individual requirements of our wealthy and demanding customers with our network of highly experienced architects, developers, lawyers and tax advisers," Gibson says of this measure. His Algarve Property Agency does not cater to the mass market. "Pleasing everyone is neither our speciality nor our aim," the German specialist for luxury real estate explains. Instead, emphasis will be placed on brokering the best properties and villas to meet customers' needs. The agency's prospective clients are primarily from the UK, Germany and France.

Exclusive luxury properties valuing up to the double-digit millions

On its website at www.algarve-property-agency.com, the unique company already offers approximately 80 properties. An extensive portfolio of other residential real estate for sophisticated tastes will be presented exclusively offline in private meetings. "In order to provide owners, who usually want to sell their property rather quickly, with the required commitment and support, we will only be offering a reasonable number of properties at the same time," Gibson emphasizes. The agency's portfolio includes exclusive particularly unusual high-end real estate with prices ranging up to double-digit million amounts.

"We are committed to providing comprehensive customized service and advice from the purchase or sale of houses up to full or partial renovations. But beyond that, we also provide assistance with interior design and room decoration, as well as the purchase of designer furniture", explains the company's Managing Director. Even property management services "according to German standards" are available, thus allowing clients to leave their valuable Algarve property alone at any time without worries.



Private office for high-end customers

The 61-year-old agency boss is available to support a select small group of high-end customers within the context of a "private office" to brokerage investment opportunities, charity events, chartered business jet flights, luxury yacht tours, chauffeur services and culinary highlights at the top restaurants of the Algarve region. Colleagues from a variety of disciplines make up his team, with whom he has been working for many years. Algarve Property Agency also provides assistance with luxury vacation rentals.

When asked about their particular strengths, the business owner lists the motivation, trustworthiness and performance of his team of six real estate specialists: "Everyone has a high level of training. And we can provide consulting services in English, German, Portuguese, French, Spanish and Russian."

Philosophy: "bringing the most beautiful real estate to life"

According to the agency's philosophy, residential properties should be places of joy, energy, satisfaction and harmony. "Our vision consists of filling the most beautiful houses and condominiums with life," says the entrepreneur. Authenticity and openness are important to him. The entire team is always involved in finding the right property for a client. As Gibson knows, purchasing property is always one of the most emotional decisions for customers. Therefore, he places great value on sustainable and reliable support even after the purchase of a luxury property.