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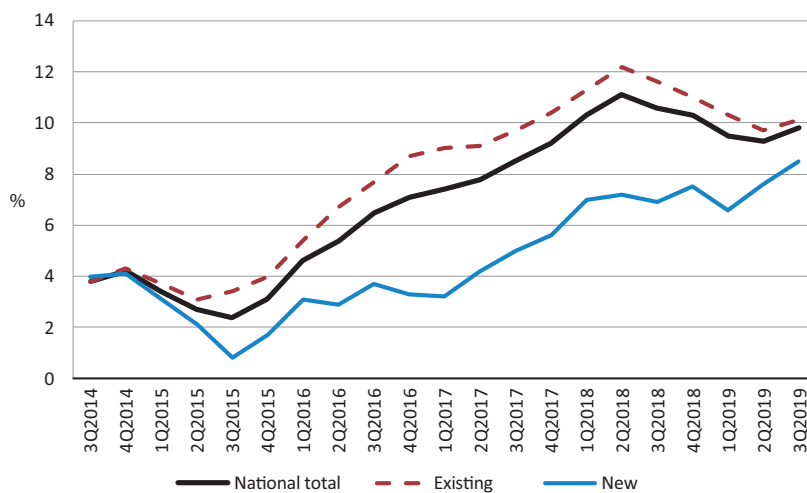
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2019 Real Estate in Review

After the number of home sales became more restrained throughout 2018 and the 1st semester of 2019, the 3rd quarter of 2019 showed a slight upturn due to an acceleration in the sale of new buildings, part of the pipeline accumulated over the previous semesters (blue line). With the exception of the Algarve, this recovery extended to all the regions of the country.

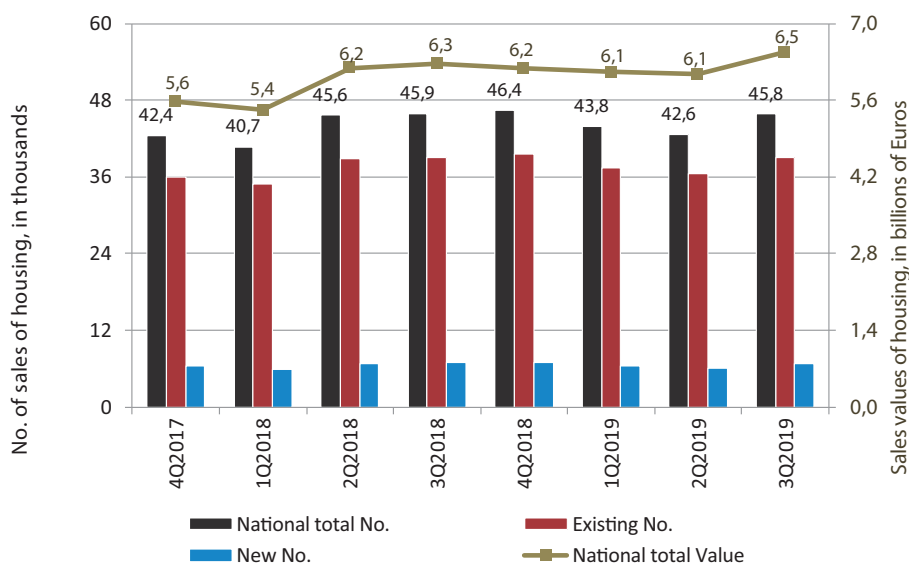
Average variation of the HPI, 3Q2014 - 3Q2019



Source: INE

With a total of 6.5 billion Euros of homes sold in the whole country, the 3rd quarter of 2019 reached a new record, surpassing the 3rd quarter of 2018 which had until now been the highest quarter in terms of value. The Centre (+24%) and North (+6%) more than compensated for a slight drop in the Lisbon region (-3%).

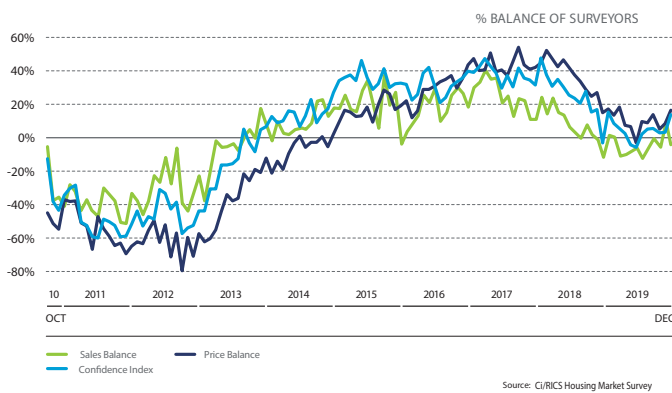
Indicator of the number and values of home sales - national total, existing and new, 4Q2017 - 3Q2019



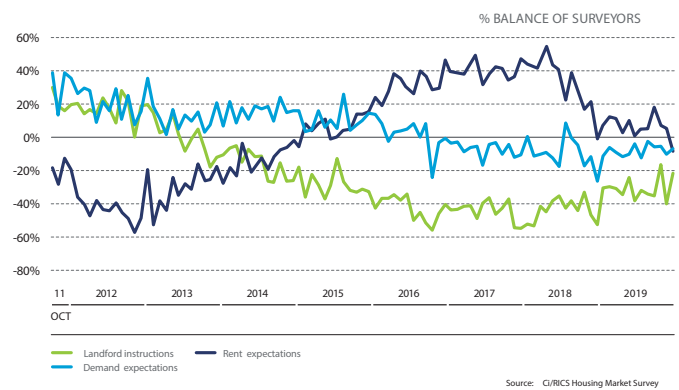
Source: INE

The behaviour in the market was clearly anticipated by the Portuguese House Market Survey (PHMS), seeing that this was more stable in recent months after a cooling-off period in 2017 and 2018, and at the moment is in a neutral situation.

Sales market



Lease market



The rentals indicator also predicted the end of the period of their marked rise throughout the period from 2015 to 2018. Confidencial Imobiliário's rental index for Lisbon dipped for the first time since 2016.

RESIDENTIAL RENTAL INDEX

(2011=100)



Affordable Rent Programs

One may say that, until now, the affordable rent programs promoted by the Secretary of State for Housing and by Lisbon City Hall are still at an early stage. Not many contracts have been signed under the program promoted by the Government, and only now were the first insurance designed for this program announced. It still remains to be seen whether these will be a help or another hindrance for the increased success of this program.

Regarding the City Hall's program, various Social Security buildings are currently being refurbished in order to come under the program. However, the award values of the works announced for these locations raise doubts concerning the sustainability of this program.

While we still have no results for the previous programs, a new one has now been announced. With the "Renda Segura" program the Lisbon City Hall intends to rent buildings to people for periods that allow partial tax exemption and to sublet them under the Affordable Rent Program. This program aims to overcome owners' mistrust over extending the duration of the contracts. In fact, according to the numbers recently disclosed, only 10% of the contracts signed in 2018 were for periods of over 2 years, thus benefiting from the reduction in the autonomous tax rate in income tax (IRS).

	Contracts registered in 2019		
89,80%	220 016	<2 years	Without tax benefit
8,30%	20 302	>2 years <5 years	
1,30%	3 195	>5 years < 10 years	
0,40%	955	>10 years < 20 years	
0,20%	604	> 20 years	
10,2%	25 056		With tax benefit
Total	245 072		

Draft amendments to the ARI/Golden Visa and NHR - Non-habitual resident regimes

A proposal by the Socialist Party was approved that restricts the application of tax benefits to the Municipalities of the interior and of the Autonomous Regions of Madeira and the Azores on the investments contemplated in lines iii) and iv) of article 3(1)(d), of Law 23/2007 (real estate investments for the concession of a "Golden Visa"). This change is restricted to future applications for concession.

With regard to the NHR, the elimination of the total exemption of taxation on pension income obtained abroad by non-habitual residents was also approved, requiring the application of a rate of 10%, although they may opt for aggregation and to eliminate international double taxation. The provisions of the previous wording of the Law apply, in

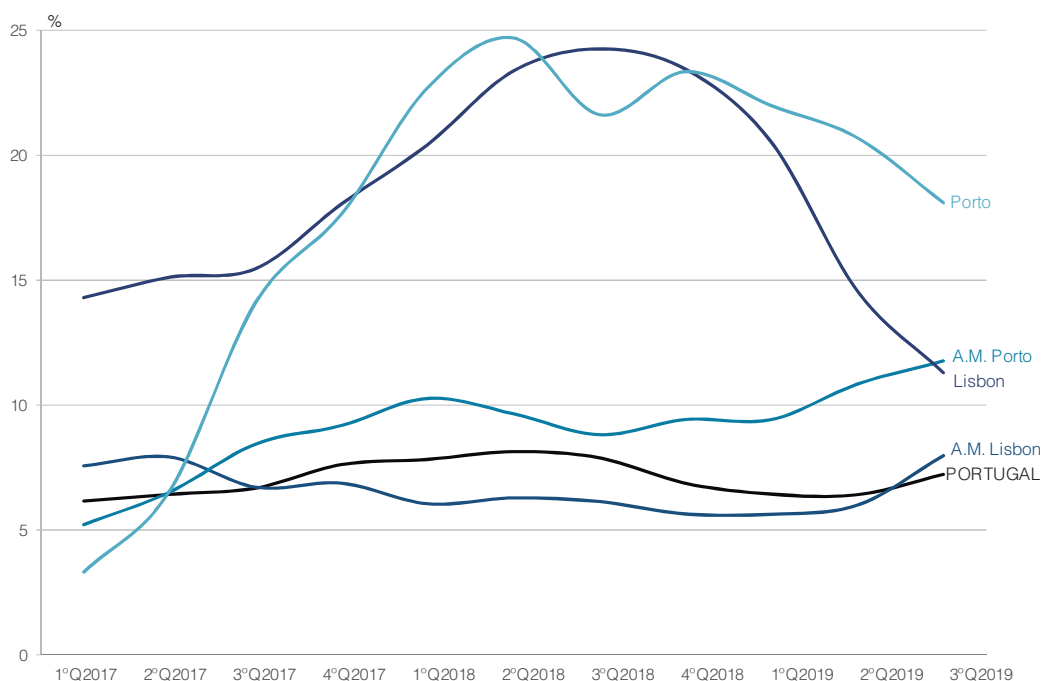
relation to taxable persons who, on the date that this law came into effect were already registered as non-habitual residents in the taxpayer registry of the Tax and Customs Authority or whose application for registration had already been submitted and is pending for analysis, and also to taxable persons who, on the date that this law came into effect, are considered resident for tax purposes and request the respective registration as a non-habitual resident by 31 March of 2020 or 2021, as they meet the respective conditions in 2019 or 2020, respectively. It should be recalled that it was pensioners who have used this program the most, which will cover a total of close to 30,000 people.

Local Price Statistics - INE

The local price statistics published on 29 January by the National Statistics Institute (INE) clearly shows how there is not one, but various real estate markets in the country.

In the case of Lisbon, the pace of growth in the period 2017 to 2019 was always higher than in the Lisbon Metropolitan Area, while the level of price increases in Porto only became higher than that of the AMP from the 2nd quarter of 2017. Meanwhile there was a slowdown in the growth of prices in both municipalities – in Lisbon from the 4th quarter of 2018 and in Porto from the 1st quarter of 2019 – while an acceleration in the growth of prices in both metropolitan areas was recorded from the 2nd quarter of 2019.

Rate of year-on-year variation of the median sales value per m2 of family accommodation, Portugal, metropolitan areas, Lisbon and Porto. 1Q2017 to 3Q2019

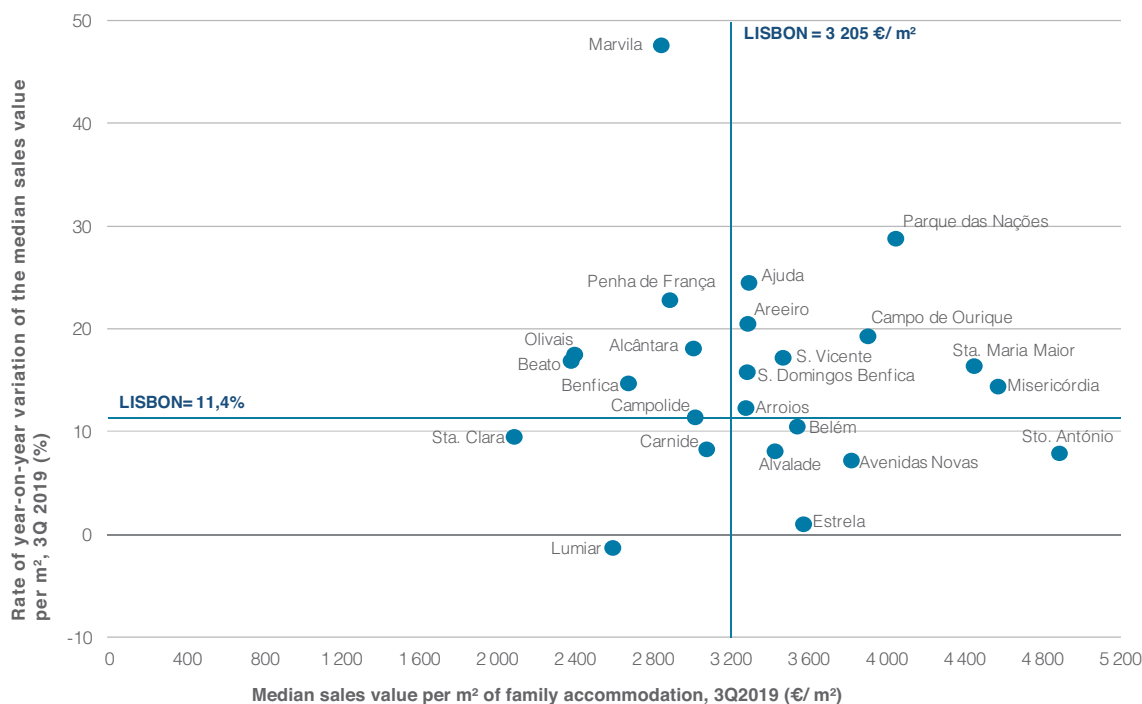


Down at parish level, in Lisbon we continue to see greater dynamism in parishes where prices started to recover later on, which has produced an increasing concentration of points in the graph below.

Some “abnormal” behaviour stands out in the variation in prices in the parish of Parque das Nações which since 2017 has systematically presented lower variations than the greater part of Lisbon.

Since it started, or rather, since 2012, the Golden Visa Program has attracted 4.5 billion Euros of investment for national real estate. Although most international investment is not in real estate (which should have reached 5.4 billion only in 2019) the radical change in the program could undermine investor confidence since it comes in a year in which alterations were also introduced to the rent law and the regulation and taxation of the local accommodation operations, alterations which were all unfavourable for property owners.

Median value and rate of year-on-year variation of the median sales value per m², Lisbon and parishes, 3Q 2019



RE/MAX Siimgroup in the Top 10 of Europe

The Broker Summit, organised by RE/MAX Portugal was held on 16 and 17 of January last, at the Salgados Resort. During these days, all office managers head to the same place with the objective of meeting up with the mother brand. Results relating to the previous year and goals for the current year were presented and prizes awarded to the outstanding brokers and agencies.

In 2019 RE/MAX Siimgroup Lumiar office occupied sixth place for Turnover, among the whole of RE/MAX Europe. On a domestic level, Siimgroup came in 4th place for Turnover and 5th place for the number of transactions.

Siimgroup Brokers were distinguished in a number of categories, specifically in that of Club Brokers of the Year and the very special recognition of “Pioneers” of the RE/MAX Brand in Portugal for Assunção Ravara, Isabel Ravara, Paulo Caiado and Pedro Pote.

The latter distinction is extremely important as it recognises the courage and daring of these four partners for having ventured into the real estate market 20 years ago, a time when everything was still wide open, with resilience for remaining in a constantly changing market, and the experience acquired in the last two decades, major factors for the success of the Group today.

Siimgroup applies all the teachings that it has acquired over the years in order to add as much value as possible to their Consultants and to provide a highly professional service to its Clients.

Numbers RE/MAX 2019

Sales Value	5,2 MM €	+19% vs 2018
Sales Number	29,019	+13% vs 2018
No. of Agencies	340	
No. of Agents	8.000	