



WHY



BRAZIL



ACRAM RAJAB

**Regional Owner
RE/MAX Santa Catarina**

- **NAR - National Association of REALTORS -**
- **REALTOR Associate 3160411 - Fort Lauderdale**
- **ICREA - International Consortium of Real Estate Associations**
- **CIPS - Certified International Property Specialist**
- **TRC - Transnational Referral Certified**
- **CNAI - 11.561**
- **CRECI - BA 11.292**
- **+55 (48) 99826 0990 - Whatsapp**
- **@acramrajab - Instagram**

Why buy real estate in Brazil now

Brazil is a buyer's market. It is ideal for investing in real estate for many reasons, and over the years, Brazil has gone from a third world country to a major player. Many people are investing in Brazil now taking advantage of currency and large real estate inventories.



#1

Underdeveloped market

#2

more properties available than buyers

#3

Brazilian currency has dropped to a record low

#4

Foreign ownership is encouraged

#5

Secure Investment

#6

The natural beauty of Brazil



**The
Economist**

NOVEMBER 14TH - 20TH 2009

Economist.com

The decline of music piracy

Nigeria gets better

Farmers v greens in America

How drugs are being decriminalised

Bland bosses

Brazil takes off



**A 14-PAGE SPECIAL REPORT
ON LATIN AMERICA'S BIG SUCCESS STORY**

**The
Economist**

SEPTEMBER 28TH - OCTOBER 4TH 2009

Economist.com

The new face of terror

The Breaking Bad school of business

Obama's Iran gambit

On the edge of the helium cliff

E-cigarettes: don't stub them out

Has Brazil blown it?

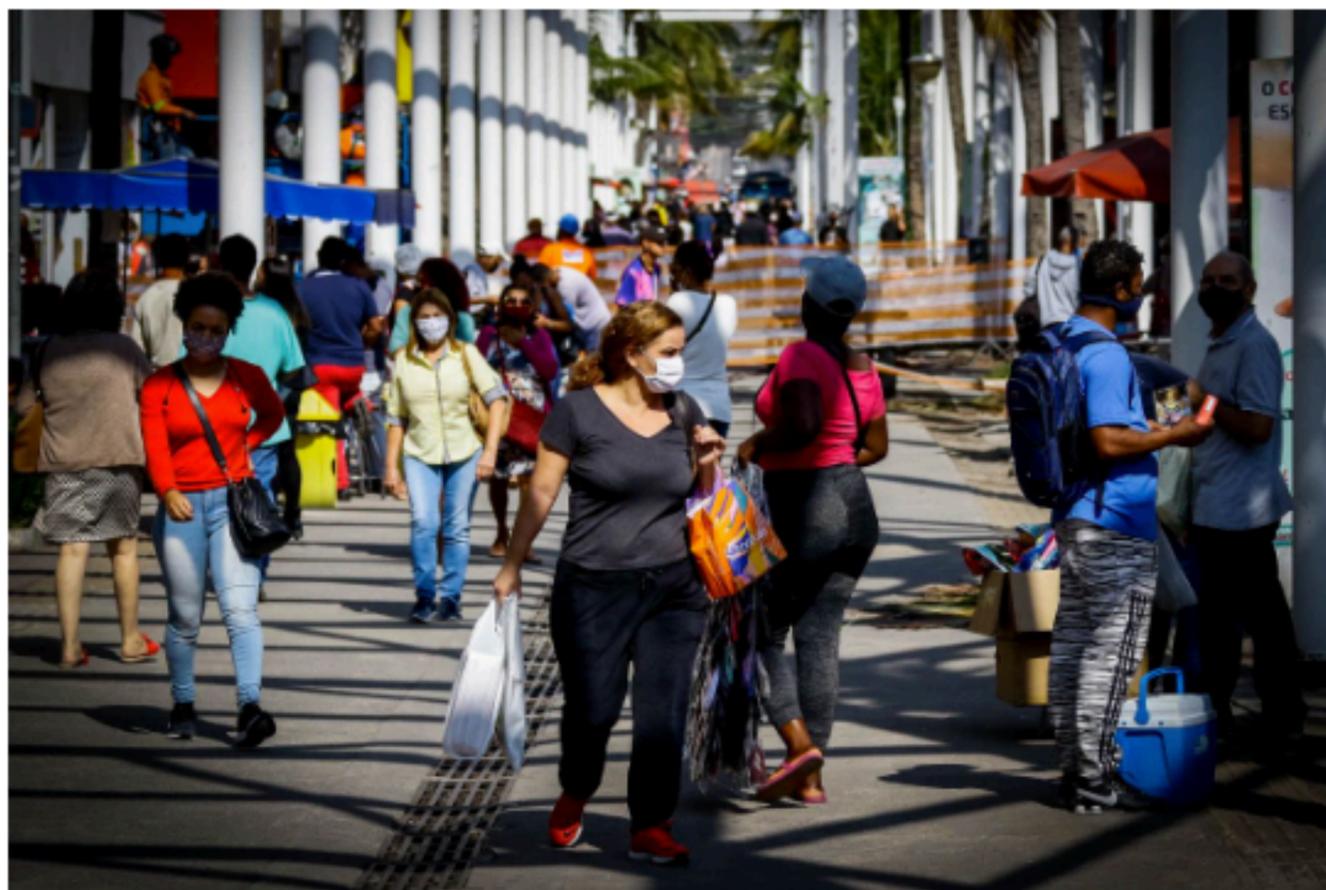
A 14-page special report

WORLD

Brazil's Economy Bounces Back to Pre-Pandemic Levels While Covid-19 Still Rages

Latin America's biggest economy grew 1.2% in the first quarter, propelled by agricultural exports

SHARE



Brazilians are filling the malls and streets such as this one in São Paulo, while the daily death toll from Covid-19 is still high.

PHOTO: ALOISIO MAURICIO/FOTOARENA/ZUMA PRESS

By [Jeffrey T. Lewis](#) and [Samantha Pearson](#)

June 1, 2021 6:37 pm ET

THE WALL STREET JOURNAL.

Morning Risk Report

Mitigate risk with governance facts.

Sponsored by:

Deloitte.

US DOLLAR REPORT MAY 13, 2021 / 8:24 PM / UPDATED A MONTH AGO

UPDATE 2-Global banks raise Brazil GDP growth forecasts to 4% or more

By Jamie McGeever

3 MIN READ



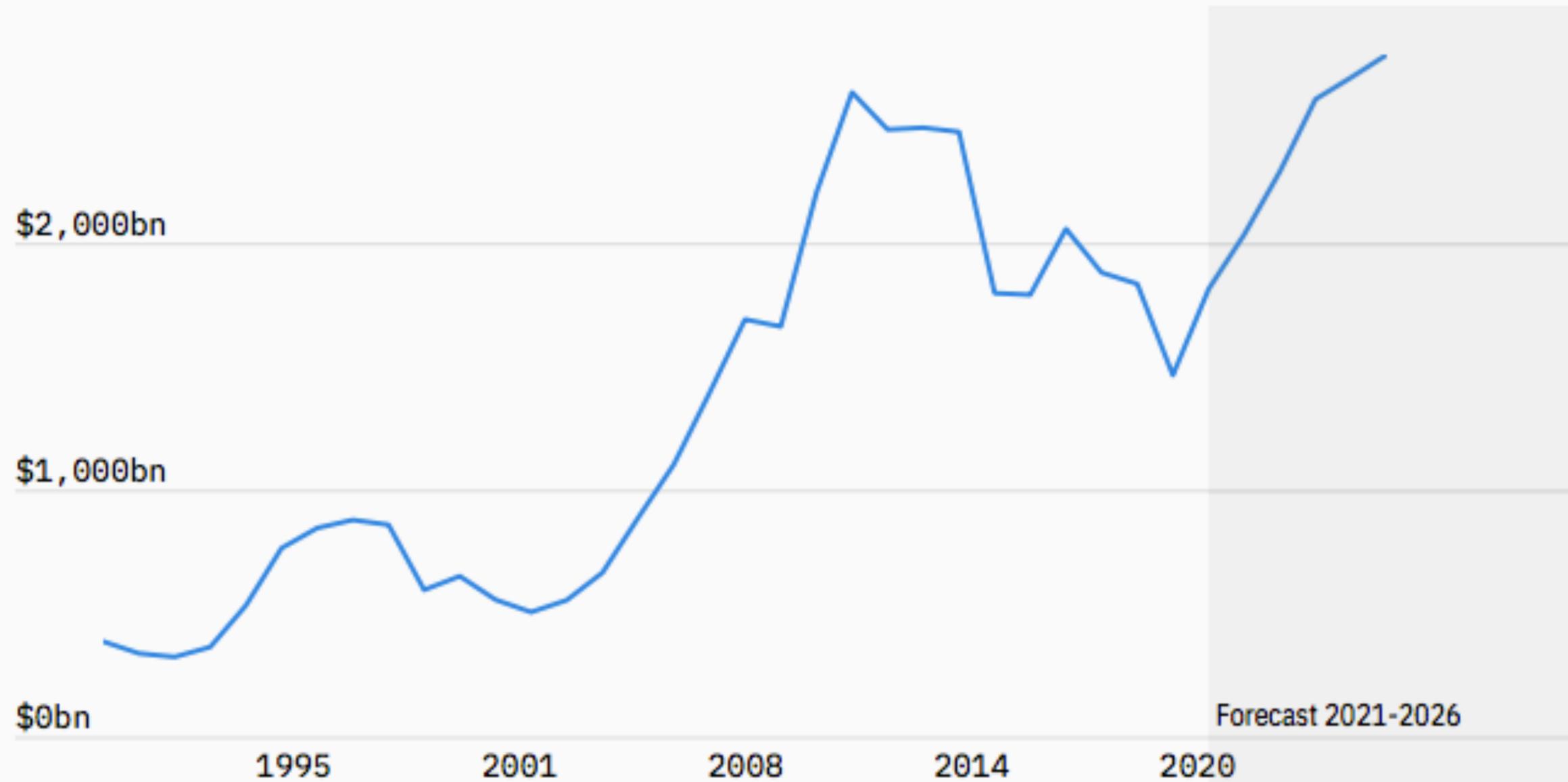
(Adds UBS forecast)

BRASILIA, May 13 (Reuters) - Several big international banks have raised their forecasts for Brazilian economic growth this year, after a closely-watched central bank index of economic activity for March suggested Latin America's largest economy expanded in the first quarter.

Economists at Barclays, Goldman Sachs, JP Morgan, UBS and Credit Suisse all moved on Thursday, raising their gross domestic product growth forecasts for 2021 to at least 4%.

How is GDP in **Brazil** expected to grow in the next five years?

Recorded and forecast GDP, \$bn



Source: Monitor Network

INVESTMENT MONITOR

Geography

The background of the slide is a faded, light-colored image of the Brazilian national flag, which features a green field with a large yellow rhombus in the center. Inside the rhombus is a blue globe with white stars and a white banner with the text 'REPÚBLICA REPÚBLICA'.

Brazil is the ninth largest economy in the world with a GDP of \$1.8 trillion. Brazil's GDP has grown by -17% between 2010 and 2021 and is expected to grow by 47% by 2025.

The Right Time To Buy

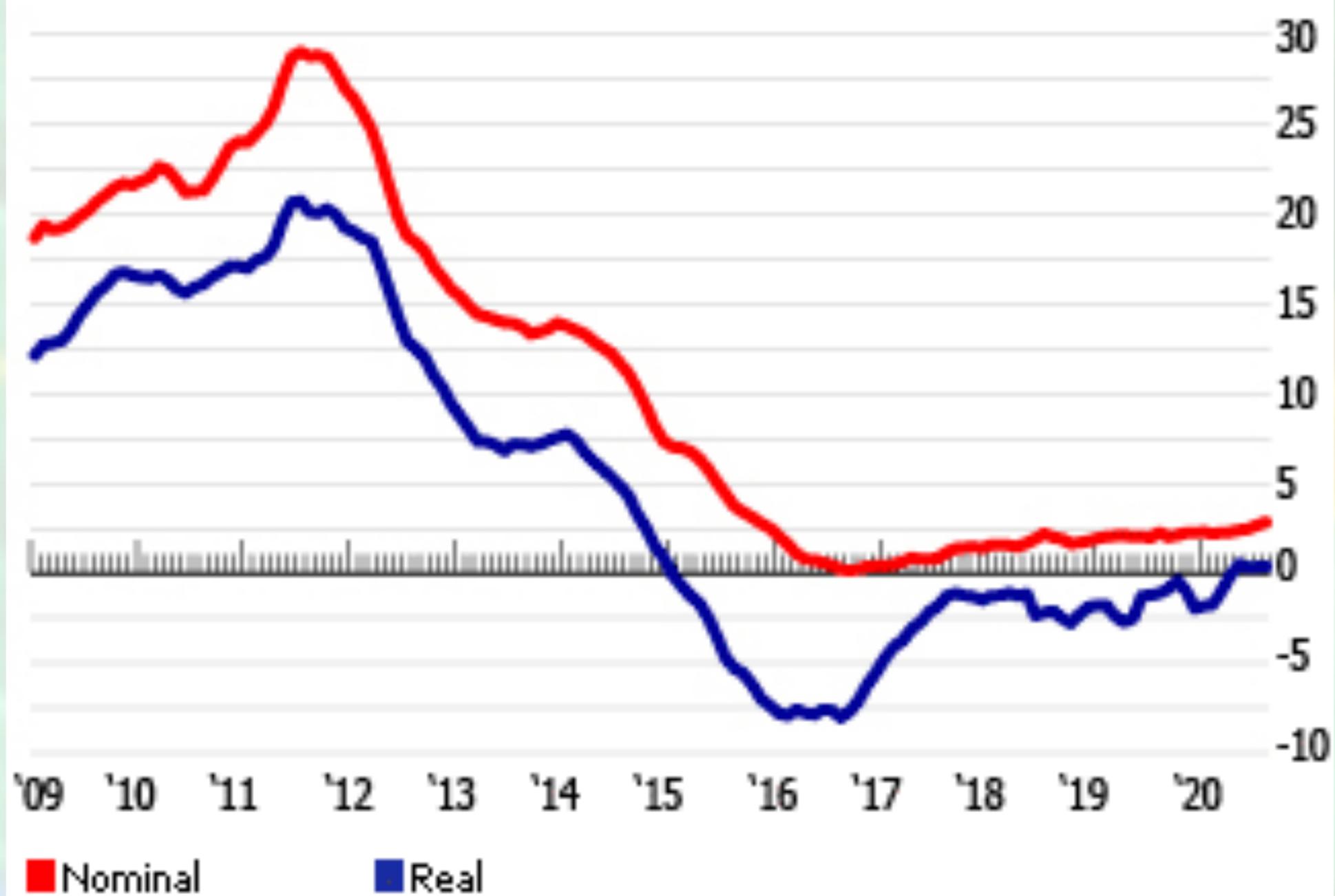
If you are thinking about investing in real estate in Brazil,
there has never been a better time than right now.

Many factors make Brazil the best place for real estate investments.
It is not a surprise that many major US funds are buying Brazilian real estate properties.



- ▶ Brazil has a ***shortage of housing***
- ▶ There are approximately 214 million people living in Brazil, and only approximately 1.5 million households available
- ▶ The devaluation of the real is another reason behind the big interest from international investors in the Brazilian property market. In 2014, a square meter in Brazil typically cost the equivalent of US\$3,040. ***Six years later in 2020, it costs almost 45% less*** – US\$1,344.
- ▶ Analysts point to the ***double profit potential for foreign investors.*** They stand to benefit from the recovery of the Brazilian real against the US dollar and natural appreciation in the value of property.

Property Price Change, Annual (%), Sao Paulo



Source: Fundação Instituto de Pesquisas Econômicas, Global Property Guide

BRL to USD Chart

Brazilian Real to US Dollar

BRL to USD Chart

Brazilian Real to US Dollar

1 BRL = 0.197579 USD Jun 15, 2021, 00:04 UTC

12H

1D

1W

1M

1Y

2Y

5Y

10Y



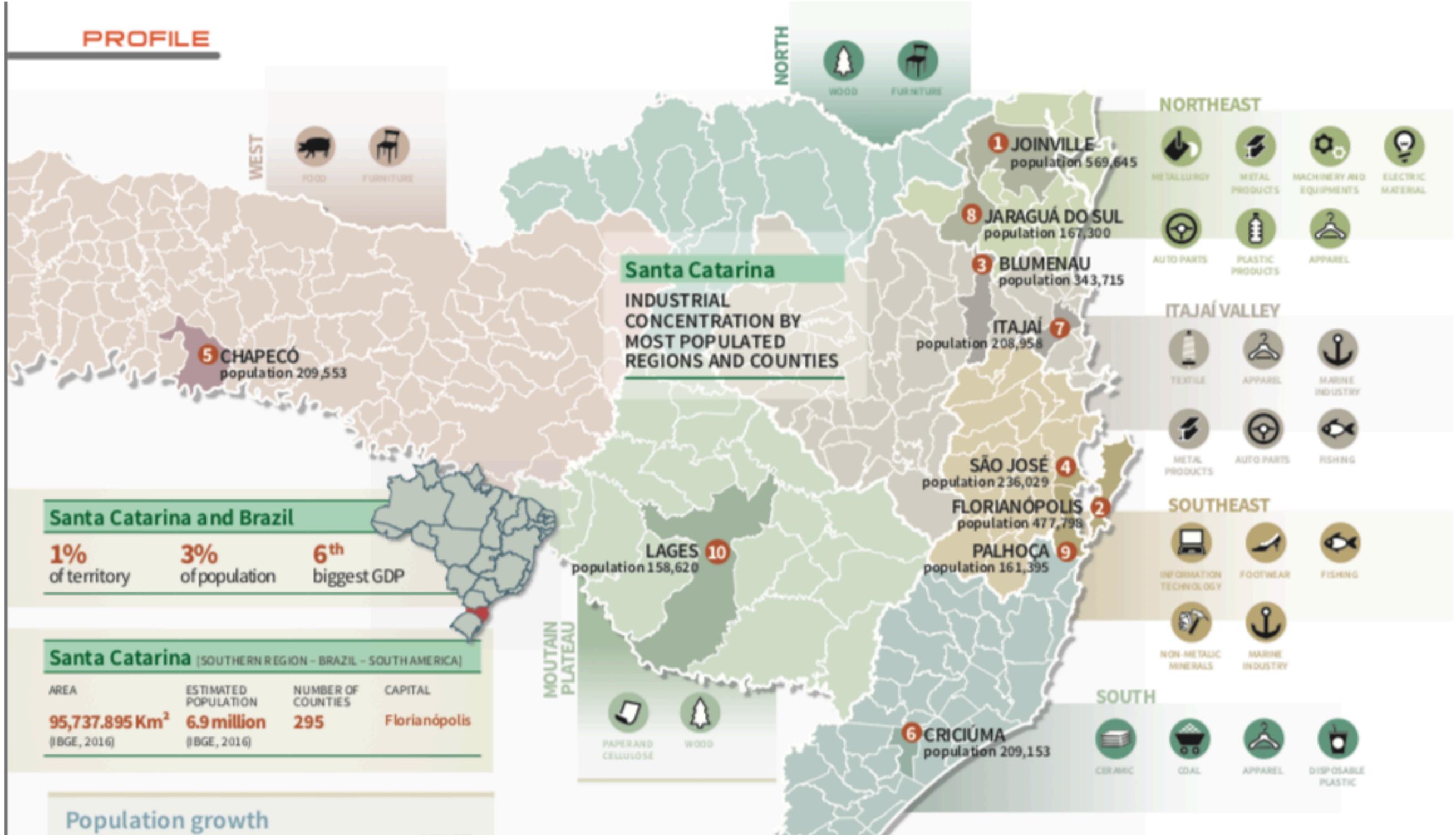


BRASIL

SANTA CATARINA



PROFILE



Santa Catarina and Brazil

1% of territory **3%** of population **6th** biggest GDP

Santa Catarina [SOUTHERN REGION - BRAZIL - SOUTH AMERICA]

AREA	ESTIMATED POPULATION	NUMBER OF COUNTIES	CAPITAL
95,737.895 Km² (IBGE, 2016)	6.9 million (IBGE, 2016)	295	Florianópolis

Population growth



SANTA CATARINA is located in the southern region of Brazil and stands out as one of the states with the best economic and social indicators. The state occupies 1% of the national territory with 95.7 thousand square kilometers, and it represents 3% of the total national population with 6.9 million people. The state has 295 counties and it is the 6th biggest GDP of the country.

FLORIANÓPOLIS



Flight time

10h 25min

Time of departure

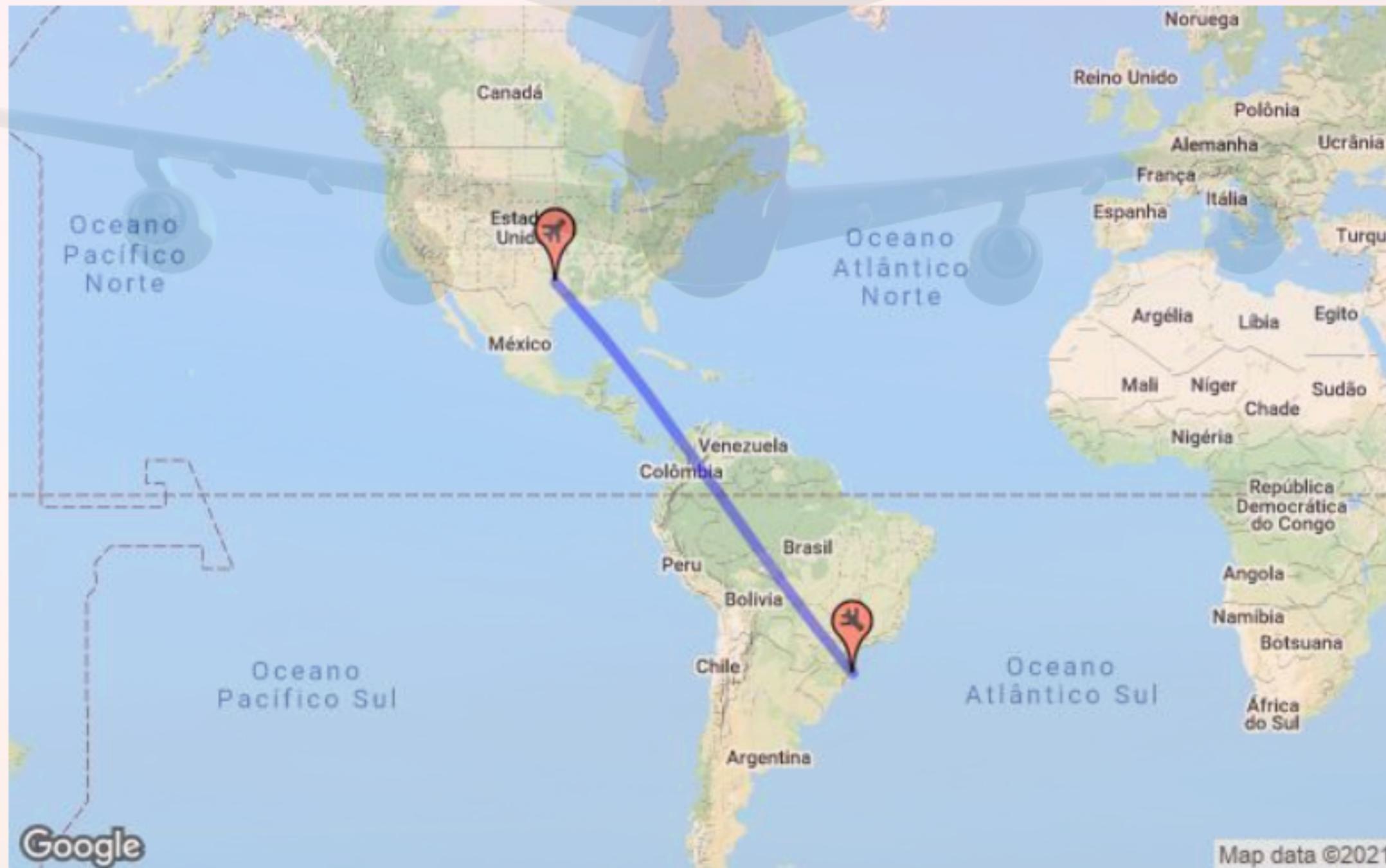
06/20/2021 08:09 PM GMT -06:00

Time of arrival

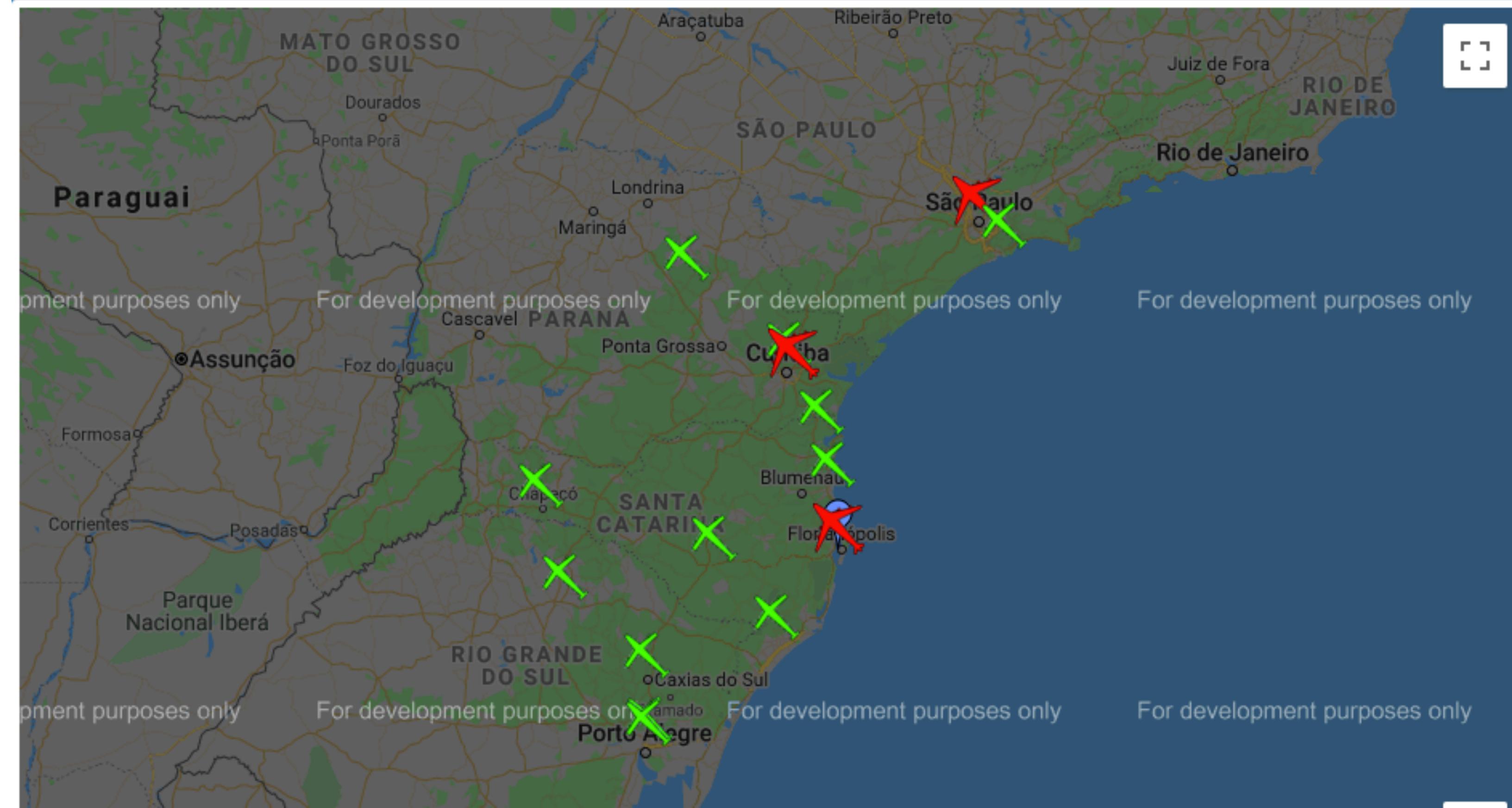
06/21/2021 09:34 AM GMT -03:00

Flight distance

8420.95km ([hide map](#))



Airports Near Florianópolis, Santa Catarina, Brazil on map



One of the States with best economic and social indicators



Economic
Development

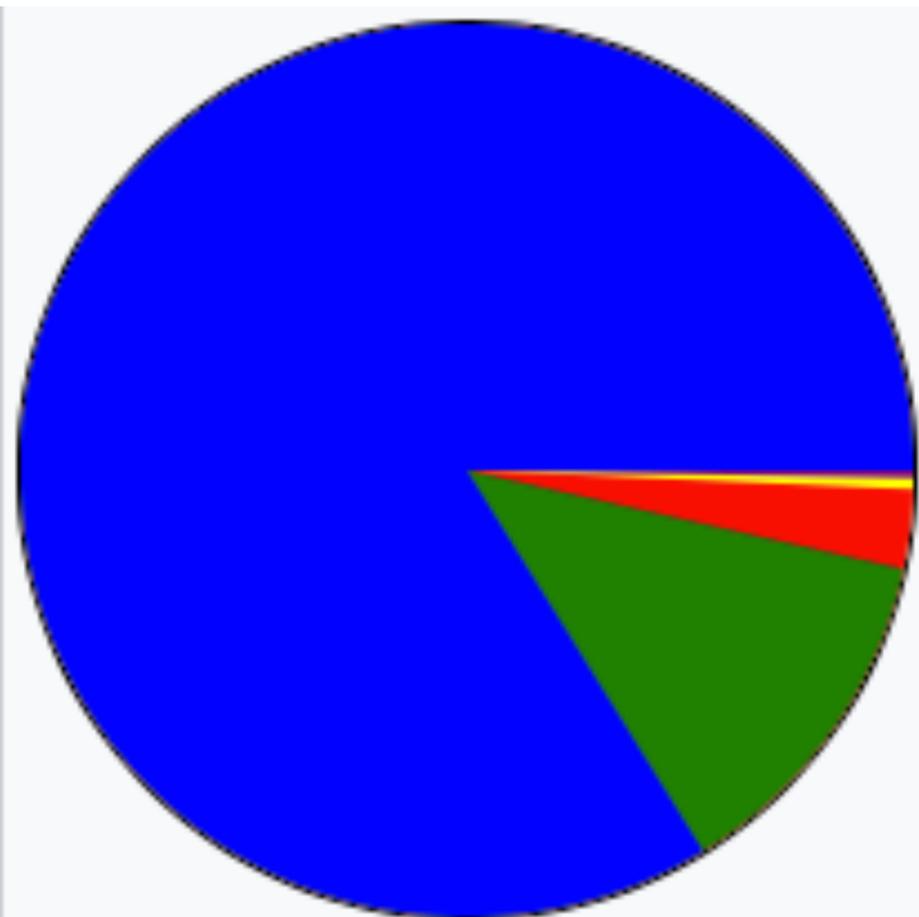


Social
Development



Health

3 - Demographics

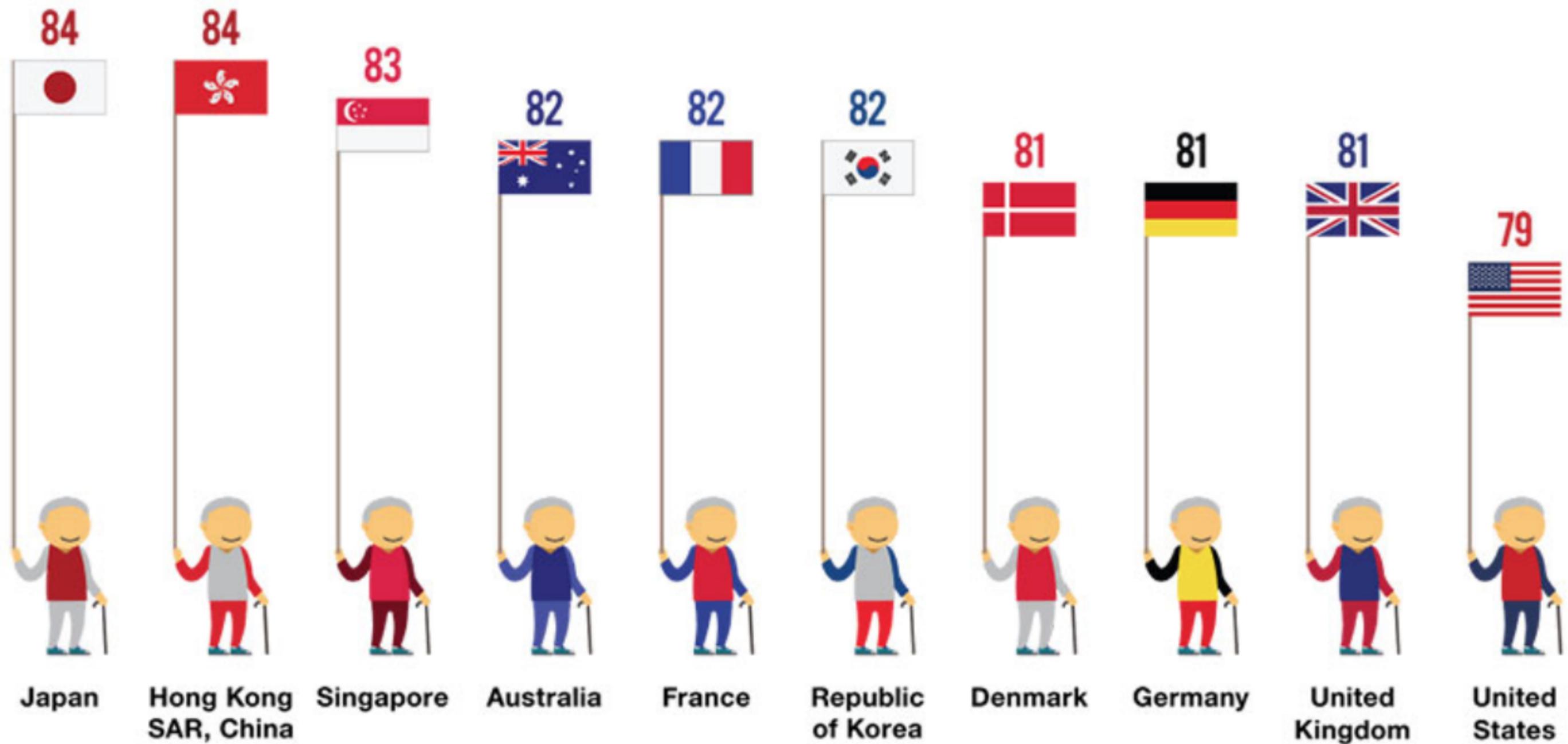


Ethnicities of Santa Catarina in 2010.^[17]

- White (83.85%)
- Pardo (mixed-race) (12.61%)
- Black (2.86%)
- Asian (0.41%)
- Indigenous (0.26%)
- Not declared (0.01%)

Historical population		
Year	Pop.	±% p.a.
1872	159,802	—
1890	283,769	+3.24%
1900	320,289	+1.22%
1920	668,743	+3.75%
1940	1,178,340	+2.87%
1950	1,560,502	+2.85%
1960	2,146,909	+3.24%
1970	2,930,411	+3.16%
1980	3,687,652	+2.33%
1991	4,538,248	+1.90%
2000	5,349,580	+1.84%
2010	6,248,436	+1.57%
2017	7,001,161	+1.64%

Area	
• Total	95,346.181 km ² (36,813.366 sq mi)
Area rank	20th
Population (2016)^[1]	
• Total	7,164,788
• Rank	11th
• Density	75/km ² (190/sq mi)
• Density rank	9th
Demonym(s)	Catarinense or Barriga-Verde (<i>Green Belly</i>)
GDP	
• Year	2015 estimate
• Total	US\$133 billion (PPP) US\$75 billion (nominal) (6th)
• Per capita	US\$19.084 (PPP) US\$10.783 (nominal)(4th)
HDI	
• Year	2014
• Category	0.808 ^[2] - very high (3rd)
Time zone	UTC-3 (BRT)
Postal Codes	87000-000 to 89990-000
ISO 3166 code	BR-SC
Website	sc.gov.br



Source: World Bank Life Expectancy at Birth 2014

Life Expectancy in Brazil by subnational entity (2015)

State	Overall ^[1]	Rank	Equivalent Country	Men ^[1]	Rank	Women ^[1]	Rank
Santa Catarina	78.7	1	 Czech Republic	75.4	1	82.1	1
Espírito Santo	77.9	2	 Croatia	74	6	81.9	2
Distrito Federal	77.8	3	 Albania	74.1	3	81.3	3
São Paulo	77.8	4	 Albania	74.6	2	80.9	4
Rio Grande do Sul	77.5	5	 Poland	74	5	80.9	5
Minas Gerais	77	6	 Uruguay	74.1	4	79.9	7
Paraná	76.8	7	 Bahrain	73.4	7	80.2	6
Rio de Janeiro	75.9	8	 Hungary	72.3	8	79.3	9
Rio Grande do Norte	75.5	9	 Barbados	71.5	10	79.5	8
Mato Grosso do Sul	75.3	10	 Tunisia	71.9	9	79	10

Young State

- 60% of population are less than 40 years old, of which, 30% are not yet in their 20's
- Only 10% are older than 60 years old
- Very young and qualified labor force
- Only 6,2% are disocupied (unemployment rate)

Abbreviations

HDI Human Development Index

E Education index

I Income index

L Longevity index

Legend

0.800–1.000 Very high human development

0.700–0.799 High human development

0.600–0.699 Medium human development

0.500–0.599 Low human development

0.000–0.499 Very low human development

List of Brazilian federative units according to Human Development Index and its subindices of Education, Income and Longevity^{[17][18][19]}

Rank	Federative unit	2017				2010				2000				1991 ^[a]				Comparable Country
		HDI	E	I	L	HDI	E	I	L	HDI	E	I	L	HDI	E	I	L	
1	 Federal District	0.850	0,804	0,859	0,890	0.824	0.742	0.863	0.873	0.725	0.582	0.805	0.814	0.616	0.419	0.762	0.731	Slovakia
2	 São Paulo	0.826	0,828	0,796	0,854	0.783	0.719	0.789	0.845	0.702	0.581	0.756	0.786	0.578	0.363	0.729	0.730	Croatia
3	 Santa Catarina	0.808	0,779	0,783	0,866	0.774	0.697	0.773	0.860	0.674	0.526	0.717	0.812	0.543	0.329	0.648	0.753	Bahamas
4	 Rio de Janeiro	0.796	0,763	0,769	0,858	0.761	0.675	0.782	0.835	0.664	0.530	0.745	0.740	0.573	0.392	0.696	0.690	Serbia
5	 Paraná	0.792	0,764	0,771	0,843	0.749	0.668	0.757	0.830	0.650	0.522	0.704	0.747	0.507	0.298	0.644	0.679	Albania
6	 Rio Grande do Sul	0.787	0,729	0,787	0,849	0.746	0.642	0.769	0.840	0.664	0.505	0.720	0.804	0.542	0.328	0.667	0.729	Georgia
7	 Minas Gerais	0.787	0,753	0,741	0,875	0.731	0.638	0.730	0.838	0.624	0.470	0.680	0.759	0.478	0.257	0.618	0.689	Sri Lanka
8	 Mato Grosso	0.774	0,758	0,742	0,825	0.725	0.635	0.732	0.821	0.601	0.426	0.689	0.740	0.449	0.221	0.627	0.654	Bosnia
9	 Espírito Santo	0.772	0,732	0,740	0,850	0.740	0.653	0.743	0.835	0.640	0.491	0.687	0.777	0.505	0.304	0.619	0.686	Cuba
10	 Goiás	0.769	0,740	0,747	0,822	0.735	0.646	0.742	0.827	0.615	0.439	0.686	0.773	0.487	0.273	0.633	0.668	Armenia
11	 Mato Grosso do Sul	0.766	0,710	0,748	0,847	0.729	0.629	0.740	0.833	0.613	0.445	0.687	0.752	0.488	0.259	0.641	0.699	Macedonia
12	 Roraima	0.752	0,771	0,706	0,781	0.707	0.628	0.695	0.809	0.598	0.457	0.652	0.717	0.459	0.240	0.643	0.628	Ukraine
13	 Tocantins	0.743	0,727	0,696	0,811	0.699	0.624	0.690	0.793	0.525	0.348	0.605	0.688	0.369	0.155	0.549	0.589	Dominican Republic
14	 Amapá	0.740	0,710	0,695	0,820	0.708	0.629	0.694	0.813	0.577	0.424	0.638	0.711	0.472	0.254	0.620	0.668	Saint Lucia
15	 Ceará	0.735	0,717	0,676	0,818	0.682	0.615	0.651	0.793	0.541	0.377	0.588	0.713	0.405	0.204	0.532	0.613	Tunisia

Geography

Santa Catarina is in a very strategic position in [Mercosul](#), the South American Common Market

MERCOSUR



MERCOSUR EN CONJUNTO



Oktoberfest, Blumenau

CULTURA



European Culture

Between early 19th century and mid 20th century, a great number of European immigrants arrived to Santa Catarina

About 50% of these immigrants were from **Germany** and **Austria**.^[16]

The rest came mainly from **Italy, Poland, Russia, Ukraine, Portugal, Netherlands, Norway, Sweden, Denmark, Luxembourg, Switzerland, Lithuania, France, Finland, Croatia, Serbia, Estonia, Slovenia and Latvia**;

European Culture

- Today over 30% of the State's population are fully or partly of German ancestry and 40% are Italian descendants
- According to a 2013 survey, the genetic makeup of Santa Catarina is as follows: 79.7% European blood, 11.4% African and 8.9% indigenous.
- Hard worker and skilled labor force

CULTURA

gen

Lack of metropolis

V•T•E

Largest cities or towns in Santa Catarina
 (2018 census by the Brazilian Institute of Geography and Statistics)^[24]

	Rank		Mesoregion	Pop.	Rank		Mesoregion	Pop.	
	1	Joinville	Norte Catarinense	583.144	11	Balneário Camboriú	Vale do Itajaí	138.732	
	2	Florianópolis	Grande Florianópolis	492.977	12	Brusque	Vale do Itajaí	131.703	
	3	Blumenau	Vale do Itajaí	352.460	13	Tubarão	Sul Catarinense	104.937	
	4	São José	Grande Florianópolis	242.927	14	São Bento do Sul	Norte Catarinense	83.576	
	5	Chapecó	Oeste Catarinense	216.654	15	Camboriú	Vale do Itajaí	80.834	
	6	Itajaí	Vale do Itajaí	215.895	16	Caçador	Oeste Catarinense	77.863	
	7	Criciúma	Sul Catarinense	213.023	17	Navegantes	Vale do Itajaí	79.285	
	8	Palhoça	Grande Florianópolis	168.259	18	Concórdia	Oeste Catarinense	74.106	
	9	Jaraguá do Sul	Norte Catarinense	174.158	19	Rio do Sul	Vale do Itajaí	70.100	
	10	Lages	Serrana (Santa Catarina)	157.743	20	Araranguá	Sul Catarinense	67.578	

Joinville

Florianópolis

Blumenau

São José

Economy of Santa Catarina

- 7.3 Million Inhabitants
- 10th's in population (out of 26 States plus the Federal District - 27th)
- 9th's in population density
- 8th's largest exporter State of Brazil
- 7th's smallest territory of Brazil
- 6th's largest GDP of Brazil
- 5th's largest Industrial Park of Brazil
- 4th's GDP per capita
- 3th's highest in HDI (human development index = 0,808 (2014))
- 1st place in Life expectancy among all States of Brazil, same as the US.
- Considered the Best tourist destination in the country (Safety, Entertainment and Infrastructure)

Economy of Santa Catarina

- Its economy grew 340 % over the last 3 decades
- The most prosperous axes of development in Brazil
- One of the most qualified logistics networks among Brazilian States
- High quality technical work force
- Share of SC on the Brazilian economy (GDP): 4%
- 6th's largest commerce revenues in the country
- 5th's largest food producer of Brazil
- 4th's largest in number of processing companies
- 5th's largest in number of employees
- Lowest unemployment rate in the country: 6,2% compared to over 11.8% national

INDICATORS

Santa Catarina Overview

Lowest unemployment rate

6.4%

Santa Catarina

11.8%

Brazil

Source: IBGE/PNAD

State with the second biggest growth in participation in the national GDP

3.7%

2002

4.2%

2014

Top leading state in apple production

Source: IBGE

Brazil's top producer and exporter in pork meat

Source: Agribusiness Portal

Second best state for investments

Santa Catarina has 9 counties that are among the 100 best Brazilian cities for business investments

Source: Urban System

Highest life expectancy

78.7

Santa Catarina

75.5

Brazil

Source: IBGE

Source: IBGE

Third Best Human Development Index (IDHM)

0.813

Santa Catarina

0.761

Brazil

Source: IPEA

Second best performance in the State Management Challenge Index

Source: Macroplan

Entrepreneurship: three cities in Santa Catarina are among the 15 most favorable cities to invest in Brazil

Source: Endeavor

The best rated State in the Basic Education Development Index (Ideb) in junior high years (from 6th to 9th grade) with an average grade of 5.1

Source: IDEB/INEP

Biggest organ donor in the country per million population

34.9

Santa Catarina

15

Brazil

Rated 3rd in Management and Competitiveness among the States

Source: Public Leadership Center

Lowest homicide rate in the country

Source: Violence Atlas 2016 - IPEA

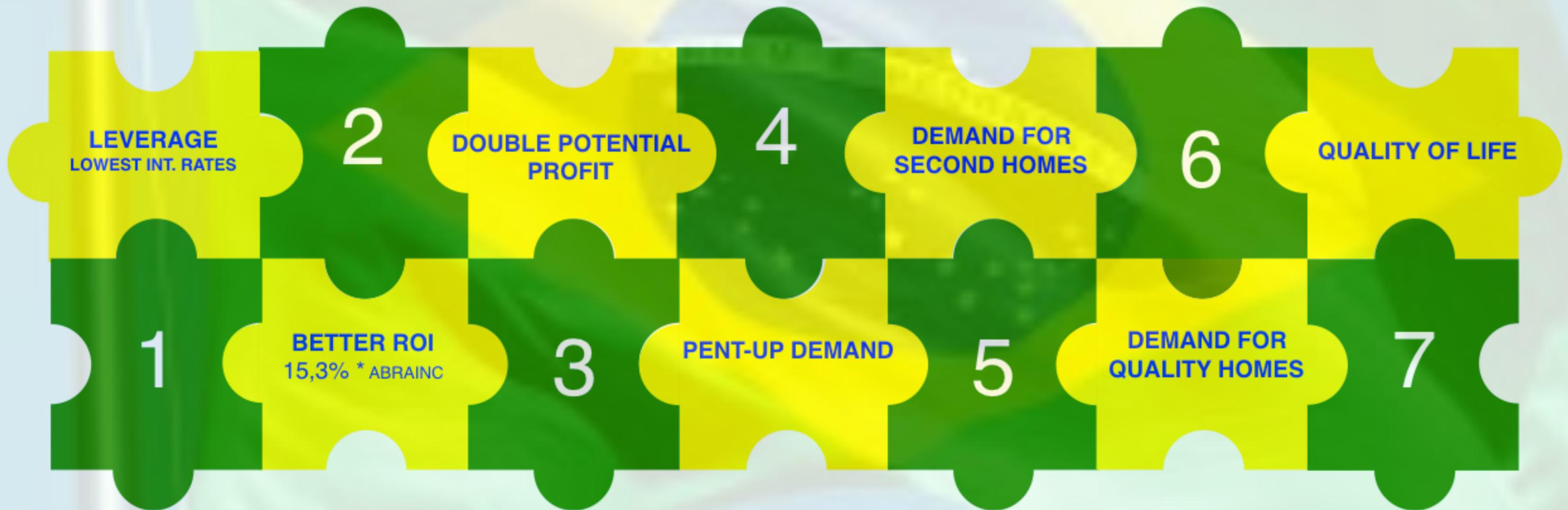
GDP GROWTH 2021*



2,9% Growth in the last 12 months

6 Reasons to invest in Brazil real estate in 2021

With rock-bottom interest rates, high returns and favorable currency exchange, 2021 looks to be the year to invest in Brazil real estate.



A woman with her hair in a bun, wearing a strapless pink dress, is sitting on a wooden swing. She is holding a small bouquet of greenery. The swing is set against a backdrop of a tropical beach with white sand, turquoise water, and palm trees under a blue sky with light clouds. The text "QUALITY OF LIFE" is overlaid in the center of the image.

QUALITY OF LIFE

Bombinhas - SC



Porto Belo



Bombinhas



Vale Europeu

Serra do Rio do Rastro - Urubici - SC



Ilha das Cabras, Balneário Camboriú

LITORAL ESPECTACULAR



Balneário Camboriú - SC - 2021





350m

Pharos
170m

Terrenão FG

YachtHouse
2x 280m

Tonino
Lamborghini
170m

One Tower
290m

Fischers
170m

Epic Tower
190m

400m

Copenhagen
180m

Aurora
180m

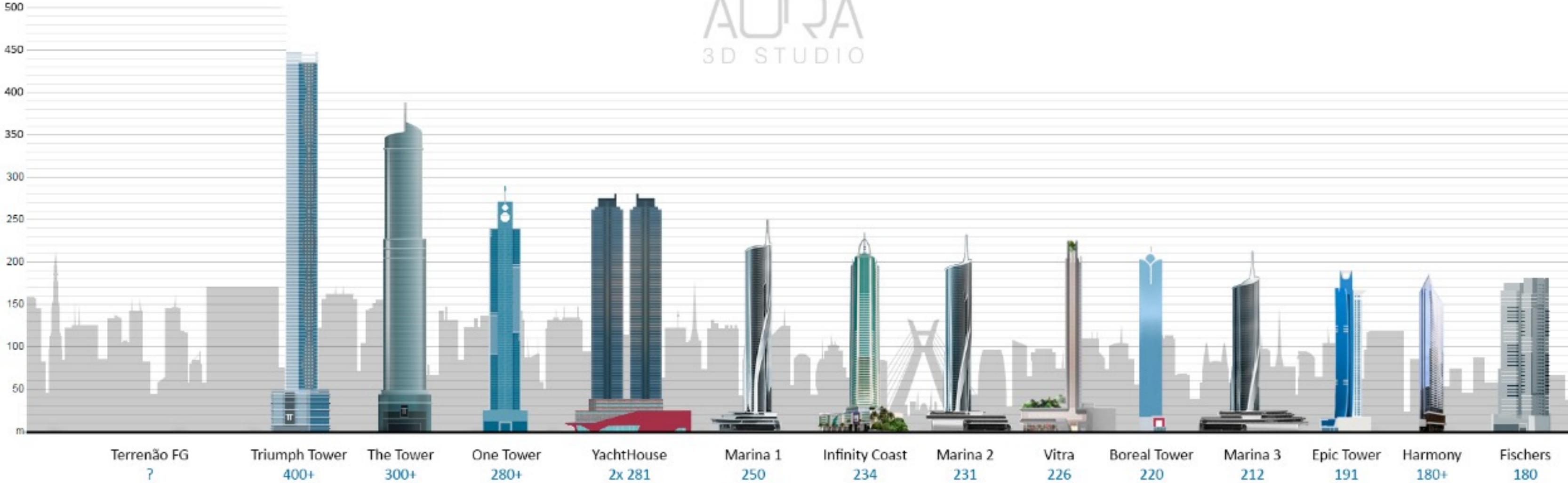
Marina Home Resort
250m

BALNEÁRIO CAMBORIÚ 2030

AURA
3D STUDIO

JC DRONES

AURA
3D STUDIO



Sua casa,
seu ninho,
seu home club









QuadriPlex
40 Milhões



COBERTURA DO NEYMAR





YACHTHOUSE

by pininfarina







Tonino Lamborghini

RESIDENCES BALNEÁRIO CAMBORIÚ



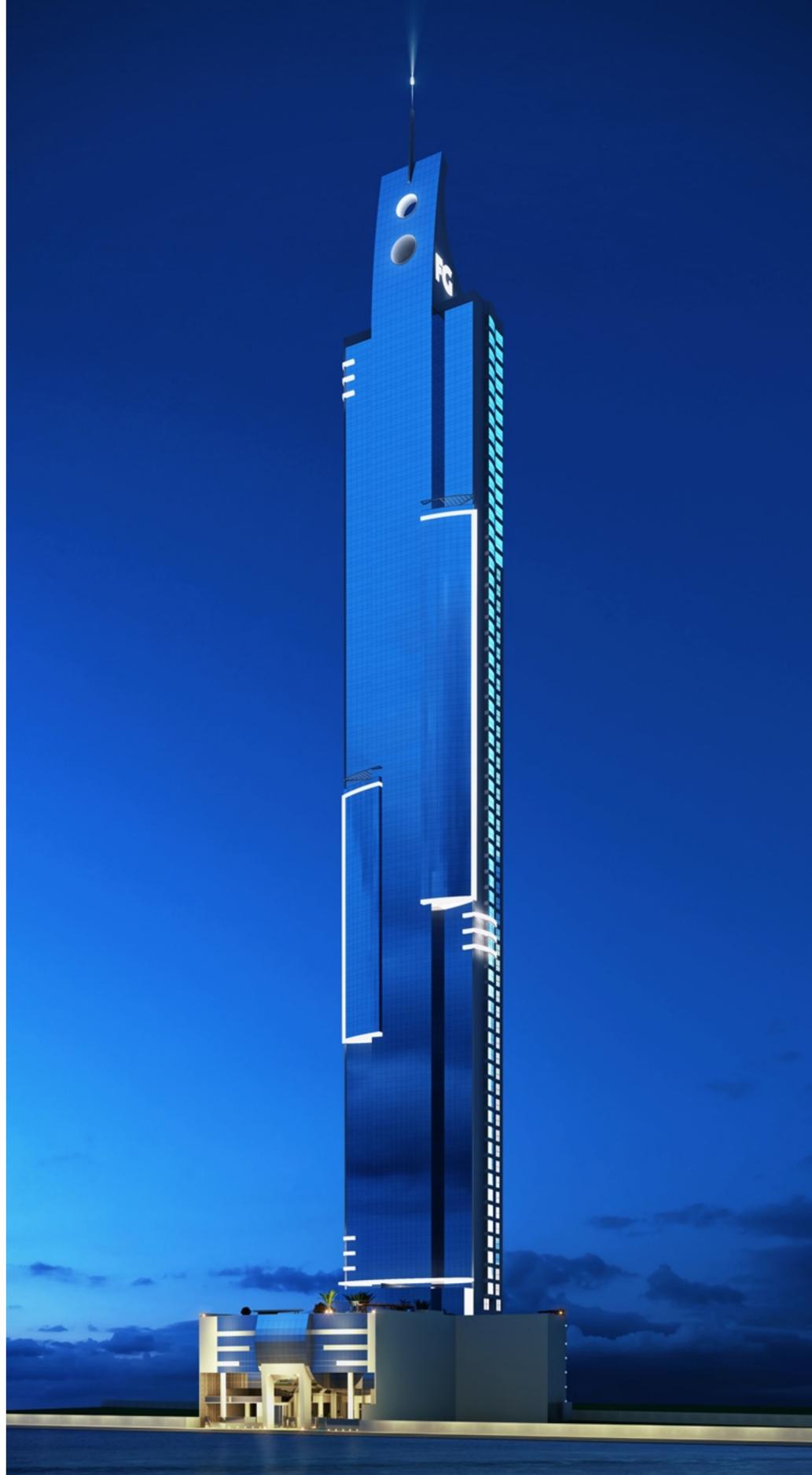
Tonino Lamborghini



Tonino Lamborghini

RESIDENCES BALNEÁRIO CAMBORIÚ

















That's all Folks!

PART Two



POTENTIAL



STUDY



EVALUATING



FILES

DUE DILIGENCE



VALUE



INVEST



How to Buy Real Estate

1 - Check Property Records - Once you have chosen your target property, you should obtain a copy of the property deed (“escritura”), directly from the registration office in charge of the target real estate. This will assure you are getting an **authentic and up to date version of the deed**.

2 - Draft Purchase & Sale Agreement - The Purchase & Sale Agreement document addresses not only price, terms of sale, but also the timeline for the transactions and allocation of obligation and right to the parties. Contracts will almost always be drafted in Portuguese and local currency although they can be translated so you understand the content. Among other concerns, stipulate at least 30 days between the signature of the agreement and the closing to allow enough time for you to have all the closing-related tasks completed.

3 - Provide a Downpayment - In Brazil, it is customary to provide a downpayment as soon as the Draft Purchase & Sale Agreement is signed. The amount to be provided varies greatly. Amounts going from 5% to 20% are mostly common, although other amounts may be negotiated by the parties. We strongly advise against full payment at this stage. Most of the balance should be paid at closing, which is the moment when the property actually changes hands. If you pay in full early on or even if you provide a large payment, you will lose most of your leverage to make the seller attend the formal closing at the registration office.

Send Money to Brazil - Paying the Seller.

In terms of how to send money when buying real estate in Brazil, there are three main approaches:

4.1. Send the money directly to the seller

Sending the payment directly by wiretransfer to the seller may be the preferred approach for sending a smaller downpayment (e.g.: 10% of the total price) or if you must send the totality of the payment to the seller in case you are seeking to obtain a permanent residency in Brazil based on a real estate acquisition application.

We usually don't like to have our clients paying large amounts to the seller. Sending full payment to sellers before the closing will put you in a very fragile position since a seller may not necessarily attend the closing later on (e.g.: death of seller between payment and closing date, a seller who decides not to sell the property as contracted, or a fraudulent seller)

4.2. Use a power of attorney to have an agent or lawyer delivering a payment by check at closing

Through a power of attorney you can have a lawyer (or another third party) representing you at the closing. A valid POA would entitle you to transfer the closing funds to the POA holder (instead of the seller). The POA holder can then use your funds to obtain a certified check at the bank and use this certified check for payment during the closing. The advantage of this approach is that the seller won't get your money until the moment that they sign the transfer of title.

4.3. Open a bank account in Brazil

Opening a bank account in Brazil would allow you to follow an approach similar to the #2 above without the need of a POA holder. By opening a bank account in Brazil you would be able to transfer your funds from abroad to your bank account in Brazil. You would then issue a certified check at the Brazilian bank and attend the closing in person with your certified check in hand. You would hand the check to the seller only after the seller signs the transfer of title at closing. The downsides of this approach would be the multiple trips required to Brazil (open the bank account, attend closing, etc.)

Banks in Brazil

Regular banks in Brazil usually take much longer to process a wiretransfer from abroad than a specializing bank. **Banks specializing in currency exchange can review documents quicker and get a wiretransfer released in a few days while regular banks may take up to three weeks in asking and reviewing all sorts of documents from both buyer and seller.**

The fact that the seller will usually try to process the wiretransfer at their usual local branches in Brazil will cause more trouble since local branches have little to zero experience with international wiretransfers.

We usually assist our clients by using our own bankers to expedite the remittance process. Our bankers have been handling our transactions for many years. In addition to assigning high priority to our clients' transactions, our bankers have fewer requirements than a regular Brazilian bank.

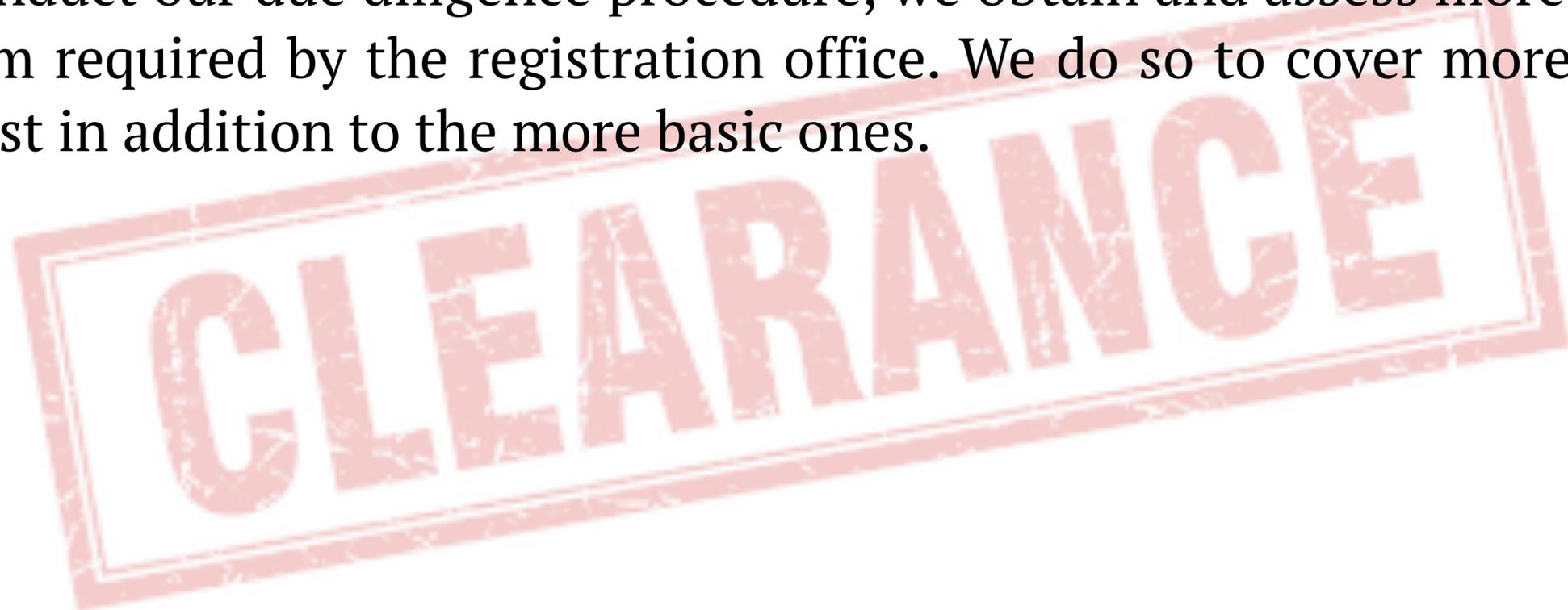
How to Obtain a Brazilian Tax ID "CPF"

A CPF number is the Tax ID generated once you have been registered into the Brazilian Revenue. CPF stands for "Cadastro de Pessoas Físicas" (Natural Persons Registry). The CPF has 11 digits and it may be issued by the Brazilian revenue service in Brazil or Brazilian consulates and embassies abroad. It is issued to both Brazilian citizens and foreigners. A CPF is required not only to purchase real estate in Brazil, but many other things such as to open a bank account, paying your taxes, getting utility accounts open, and be able to enter into general contracts.

Obtain Certificates for Property and Seller

Clearance certificates must be obtained regarding both the property and the seller. The registration office will require some of such certificates to be presented during the closing. So, in addition to show that many of the potential legal issues don't exist (e.g.: unpaid taxes, labor disputes, etc.) such certificates are also a formal requirement for the closing.

When we conduct our due diligence procedure, we obtain and assess more certificates than the minimum required by the registration office. We do so to cover more potential issues that may exist in addition to the more basic ones.



Prepare for Closing

Once you have signed the contract, clock starts to tick. Sellers will usually add to the contract penalties in case you are not ready for the closing by a certain deadline.

A checklist with all the items required for the closing may help you and your “REALTOR” control everything that should be ready by the closing date. At this stage, the realtor supporting the seller will usually coordinate with the registration office to obtain the estimates for Taxes and Registration costs and also a target date for the closing.

Have Documents Translated by a Sworn

For documents to be acceptable in Brazil they must have been sworn translated into Portuguese. Sworn translations are provided exclusively by Brazilian sworn translators registered with the State Commerce Boards.

Do not buy translation services from companies outside of Brazil since they are unable to provide sworn translations in Brazil unless they are reselling the services of a Brazilian sworn translator. Note that sworn translator is not the same thing as what is considered a "certified translation" in the US or UK. These are two different things.

SWORN
TRANSLATION

Obtain a Power of Attorney Valid in Brazil

A POA is needed if you want your Agent / lawyer or someone of your network to participate in the closing on your behalf. The registration is a formal procedure that is usually done in the same registration office in charge of the real estate.

For a POA to be valid in Brazil, it must be a "Public POA". Public POAs may be done in Brazil, or in a Brazilian consulate or embassy as long as the grantor is a Brazilian citizen.

For foreign citizens, whenever doing a POA abroad, some very specific steps in their home countries for a POA to be acceptable by the registration office in Brazil.

Pay Registration & Taxes

Before the closing can take place you will have to pay registration and taxes. These are usually calculated by the registration offices in charge of the closing. Taxes are usually calculated by the registration office in charge of the "Escritura" (first part of the closing) while the recording fee is calculated by the second registration office in charge of the "Registro do Imóvel". In addition to taxes, there are fees charged by the registration offices for their services. A ballpark estimate of registration and taxes is 5% of the real estate value.

Whenever paying such fees and taxes, make sure you are actually paying the right parties. Taxes are usually paid to the city where the property is located and the fees to the registration offices providing the services to you.

Attend Closing, Pay Balance, and Record Deed

The closing will usually take place at the registration office in charge of the "Escritura". For the closing to happen, the fees and taxes will have to be paid and confirmed previously and all the required clearance certificates filed with the registration office.

Some registration offices will read aloud the "Escritura" document and then ask for the parties to sign it. In our practice, it is only at this stage that we release the payment to the seller.



ACRAM RAJAB

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- **ICREA - International Consortium of Real Estate Associations**
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