



# MONTE CASTIÇO

COSTA ALENTEJANA

# Index

|                                   |    |
|-----------------------------------|----|
| Location                          | 3  |
| Project                           | 6  |
| Condominium fees                  | 17 |
| Investment Perspectives           | 18 |
| Commercial Conditions & Timelines | 20 |

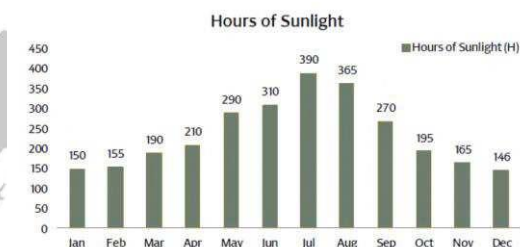
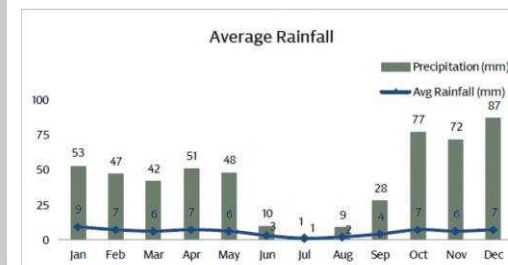
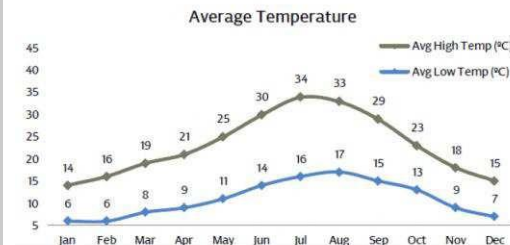
## How to get to Portugal?

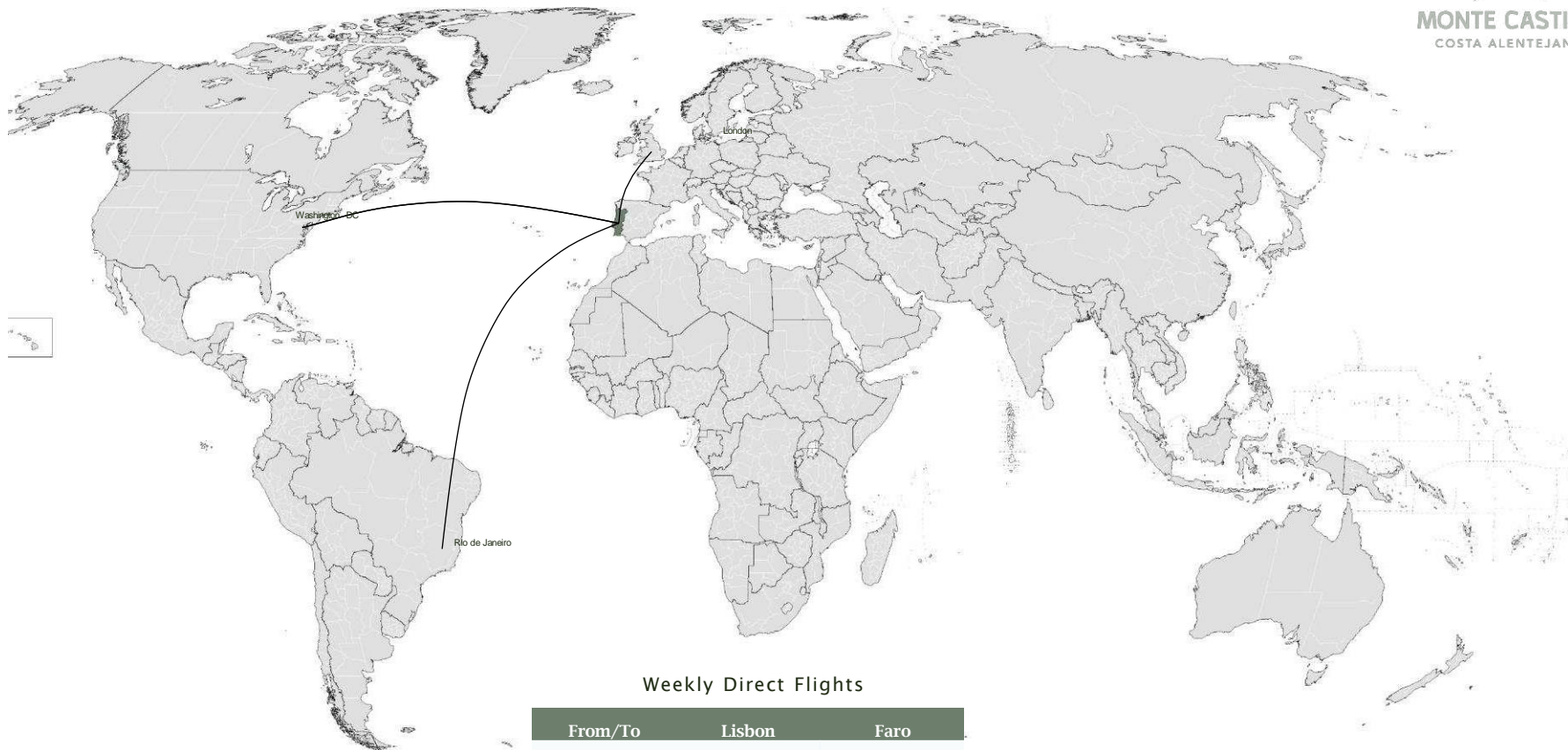
**By air** - International airports in Lisbon, Oporto, Faro, Funchal, Ponta Delgada, Santa Maria.

**By train** - Terminals connected throughout Europe.

**By boat** - Harbors and cruise terminals in Lisbon, Oporto, Funchal.

**By car** - Excellent grid of highways and motorways.



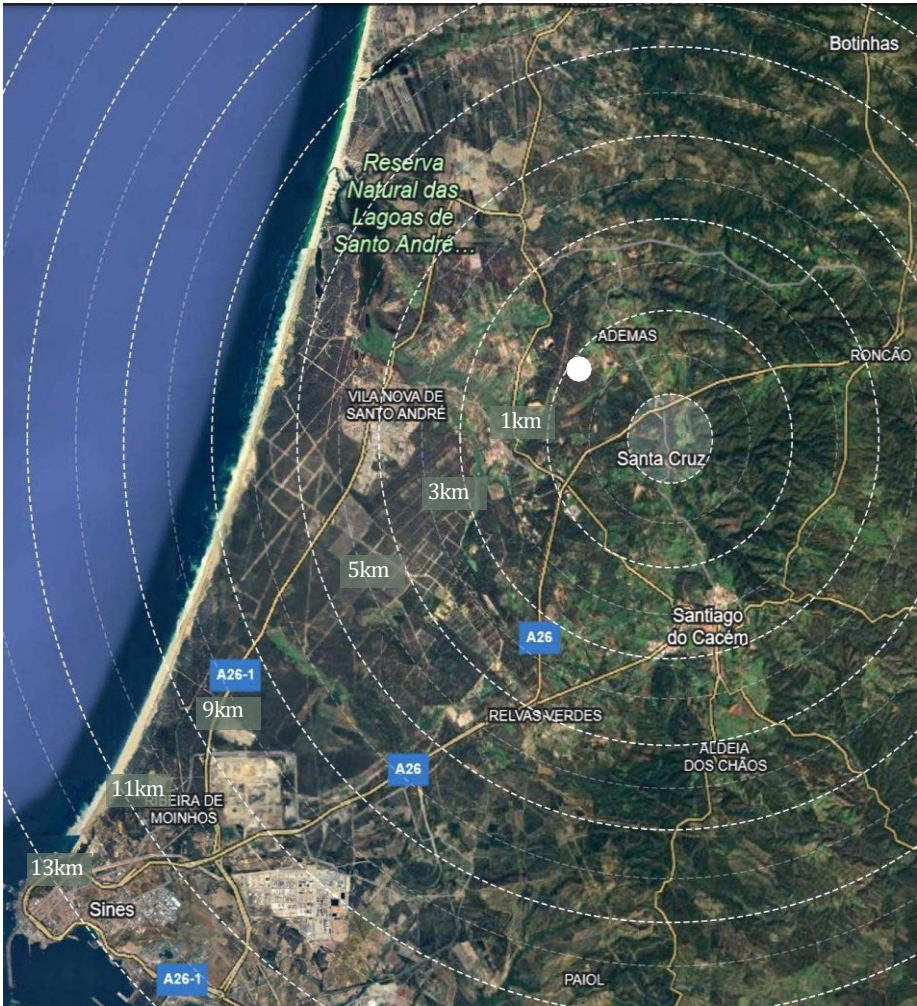
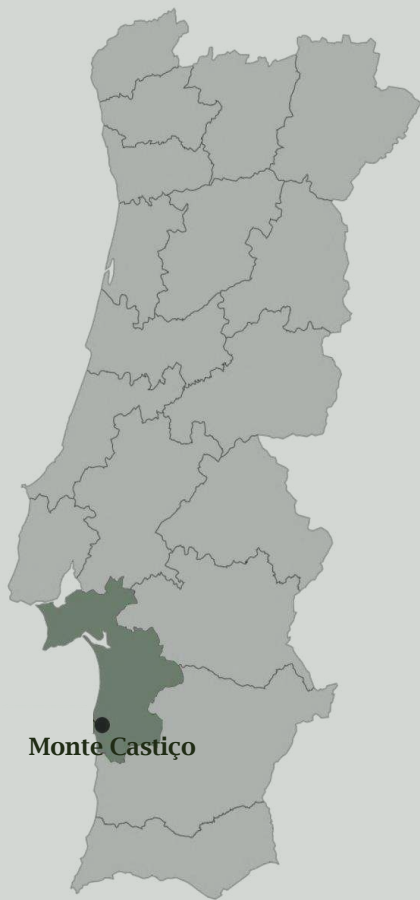


Weekly Direct Flights

| From/To         | Lisbon | Faro |
|-----------------|--------|------|
| Germany         | 91     | 120  |
| Spain           | 261    | 80   |
| France          | 98     | 70   |
| Ireland         | 5      | 23   |
| The Netherlands | 36     | 32   |
| United Kingdom  | 77     | 208  |

Between 1 to 4 hours flight from major European capitals and between 7 to 10 hours from the Americas

# Where in Portugal?



Just 1h10 minutes away from Lisbon [145km], Monte Castiço blends maritime coast, pine forest, and Alentejo inspiration.

This unique location offers the perfect balance of natural beauty and convenience, with stunning beaches just 15 minutes away.

### Monte Castiço is located:

| Km  | Min (drive) | From              |
|-----|-------------|-------------------|
| 0.2 | 1           | Santa Cruz        |
| 5   | 7           | Santiago do Cacém |
| 16  | 17          | Melides           |
| 18  | 22          | Sines             |
| 45  | 40          | Comporta          |
| 145 | 1h10        | Lisbon            |
| 647 | 6h00        | Madrid            |

### Other Places of Interest

| Km | Min (drive) | From                |
|----|-------------|---------------------|
| 13 | 12          | Monte Velho's beach |
| 14 | 15          | Santo André lagoon  |
| 19 | 20          | Aberta Nova beach   |
| <6 | 10          | Major supermarkets  |



# Touristic Villas

Monte Castiço consists of 11 exclusive villas plus 1 service building.

All the properties have been carefully designed to create harmony between the built environment and the surrounding nature.

The design concept is fully aligned with the patterns of nature, creating a seamless extension of unique landscape of the Alentejo region.

## Footprint

- A** Overall plot area  $\approx$  60.000 sqm
- B** Entrance
- C** Reception
- D** T4
- E** T5
- F** Exit
- G** Santa Cruz Village

## Availability YTD:

- ☒ Available
- ☐ Not available







- Conceptual and illustrative images. Final design may vary -

# Villa T4

The 4-bedroom villas, offer a cosy and functional 200 sqm, ideal for families or groups looking for comfort and privacy. Featuring a modern exterior of RAL 9010 lime plaster that combines with the clay roof, evoking Alentejo tradition, each villa is equipped with a private swimming pool. Accommodating up to 8 people, the residences are perfect for moments of conviviality.

With 3 private parking spaces, guests can enjoy convenient access. The outdoor spaces are carefully planned to maximise the panoramic views, allowing guests to appreciate the natural beauty.





- Conceptual and illustrative images. Final design may vary -

# Villa T5

The 5-bedroom villas offer a luxurious and spacious 250 sqm area. Maintaining consistency with regional architecture through a RAL 9010 lime render cladding and clay roof yet offering a contemporary touch.

Accommodating up to 10 people with 3 private parking spaces and a private pool, these villas convey a feeling of openness and spaciousness. The configuration offers an open environment with natural light and panoramic views.





– Conceptual and illustrative images. Final design may vary –

## Exteriors

The exterior is carefully designed to maximize the beauty of the surrounding Alentejo landscape. Native vegetation complements the natural aesthetics, creating a peaceful haven.

The outdoor leisure space, including a firepit and a private pool clad in ceramic tiles and surrounded by a treated wooden deck, provides the perfect setting for relaxation on sun loungers.





- Conceptual and illustrative images. Final design may vary -

## Exteriors

The large porches are central design elements. Featuring a treated wood structure and clay roofs, the porches create the ideal setting for sunset dinners.

Large windows connect the porches to the interior, allowing natural light and panoramic views to flow between the spaces. Industrial brick floors and landscaped greenery enrich the experience, making the porches an extension of the home.





- Conceptual and illustrative images. Final design may vary -

## Interiors

The interiors have been designed to provide comfort and elegance, in harmony with the Alentejo landscape. The large windows let in plenty of natural light, gently illuminating the spaces and creating a fluid transition between inside and outside. The high ceilings with wooden beams reinforce the feeling of spaciousness and connection with the surrounding nature.

Elements such as fireplaces in strategic locations offer a cosy atmosphere, perfect for cooler days, while the walls in light tones and the use of materials such as stone and natural wood provide a contemporary aesthetic yet closely linked to nature.





# Interiors

The décor is uniformly thought out, with high-quality textiles such as linen and cotton in neutral tones, adding softness and elegance to the spaces.

Local artisanal details complement the ambience, creating a calm and authentic atmosphere, ideal for an experience of deep relaxation.

# Specifications & Interior Finishes

## Walls & Surfaces:

- Sanded plaster, painted in RAL 9010 (classic warm white)
- Kitchen and bathroom countertops: Micro cement finish for a modern, seamless look
- Doors: Pine wood with a slightly darker stain for a natural and warm contrast
- Drawer fronts: Pine wood with a darker glaze to match the lower doors
- Tiles: Rustic, traditional Portuguese tiles in warm beige tones, offering a natural, handcrafted look that complements the home's authentic and inviting atmosphere.

## Flooring:

- Traditional Alentejo terracotta tiles with a rustic, handcrafted look. Their natural warmth and textured surface bring authentic regional charm to the entire home, combining timeless beauty with durability.
- Pool Decking: Autoclave-treated wood, specially treated for durability and resistance, perfect for outdoor use.

## Ceiling

- Interior – Living Room: Caniço (reed) painted in white (RAL 9010) for a clean, traditional look, maintaining the rustic feel.
- Interior – Bedrooms: inclined traditional ceiling painted in RAL 9010 to keep spaces bright and airy.
- Exterior – Porch: Caniço (reed) left in its natural colour, providing an authentic, earthy appearance while blending with the outdoor environment.

# Villa T4

## Interior

- Circulation  $\approx 10$  sqm
- Living / Dining Room  $\approx 50$  sqm
- Kitchen  $\approx 11$  sqm
- Social toilet facility  $\approx 2$  sqm
- Bedroom terrace  $\approx 5$  sqm
- Pantry  $\approx 4$  sqm
- Suites  $\approx 20$  sqm
- Master Suite  $\approx 27$  sqm

## Exterior

- Outdoor Living area  $\approx 132$  sqm
- Swimming pool  $\approx 24$  sqm

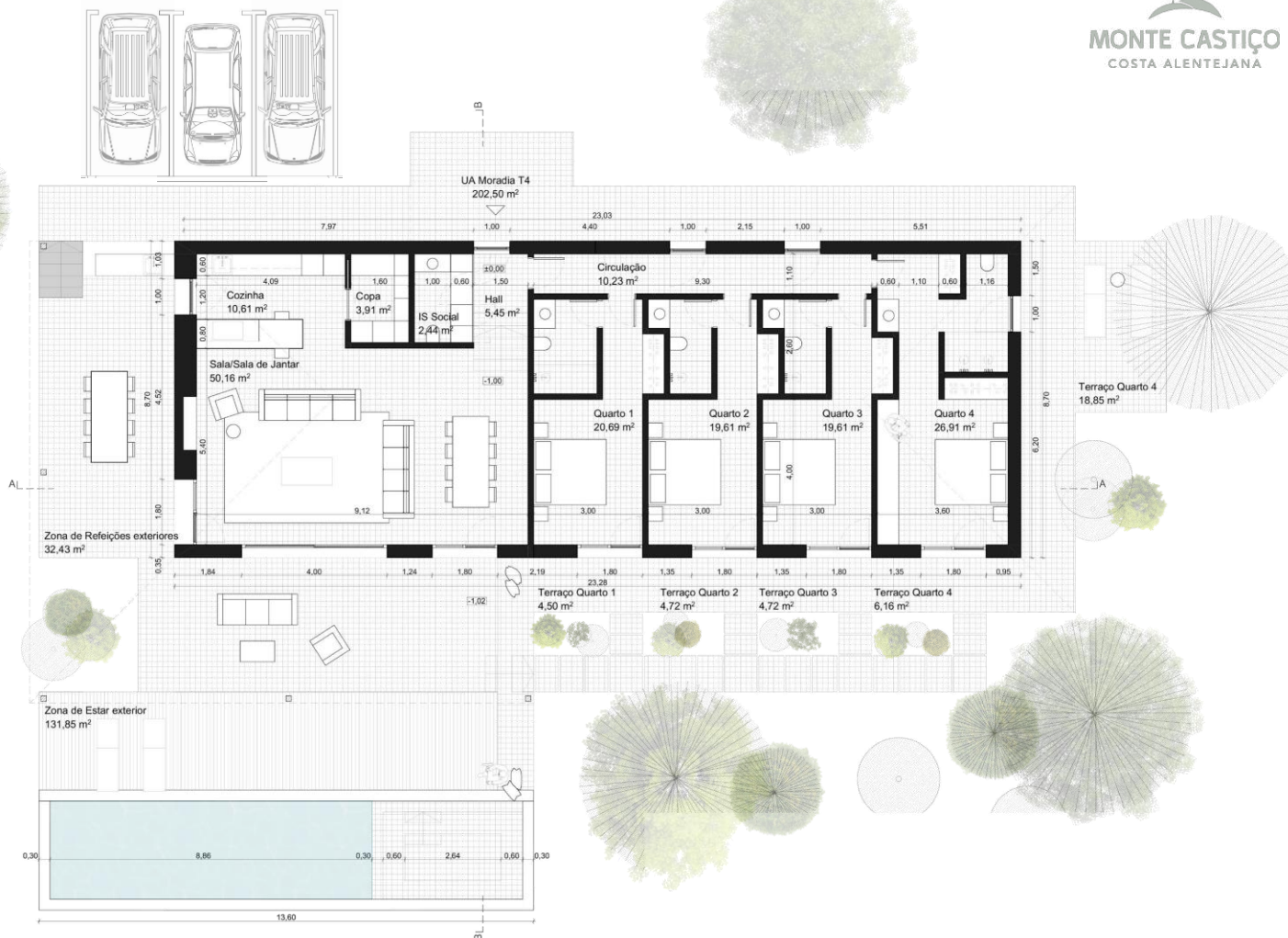
Interior private gross area:  
 $\approx 203$  sqm

Exterior private gross area:  
 $\approx 132$  sqm

**Total  $\approx 335$  sqm**

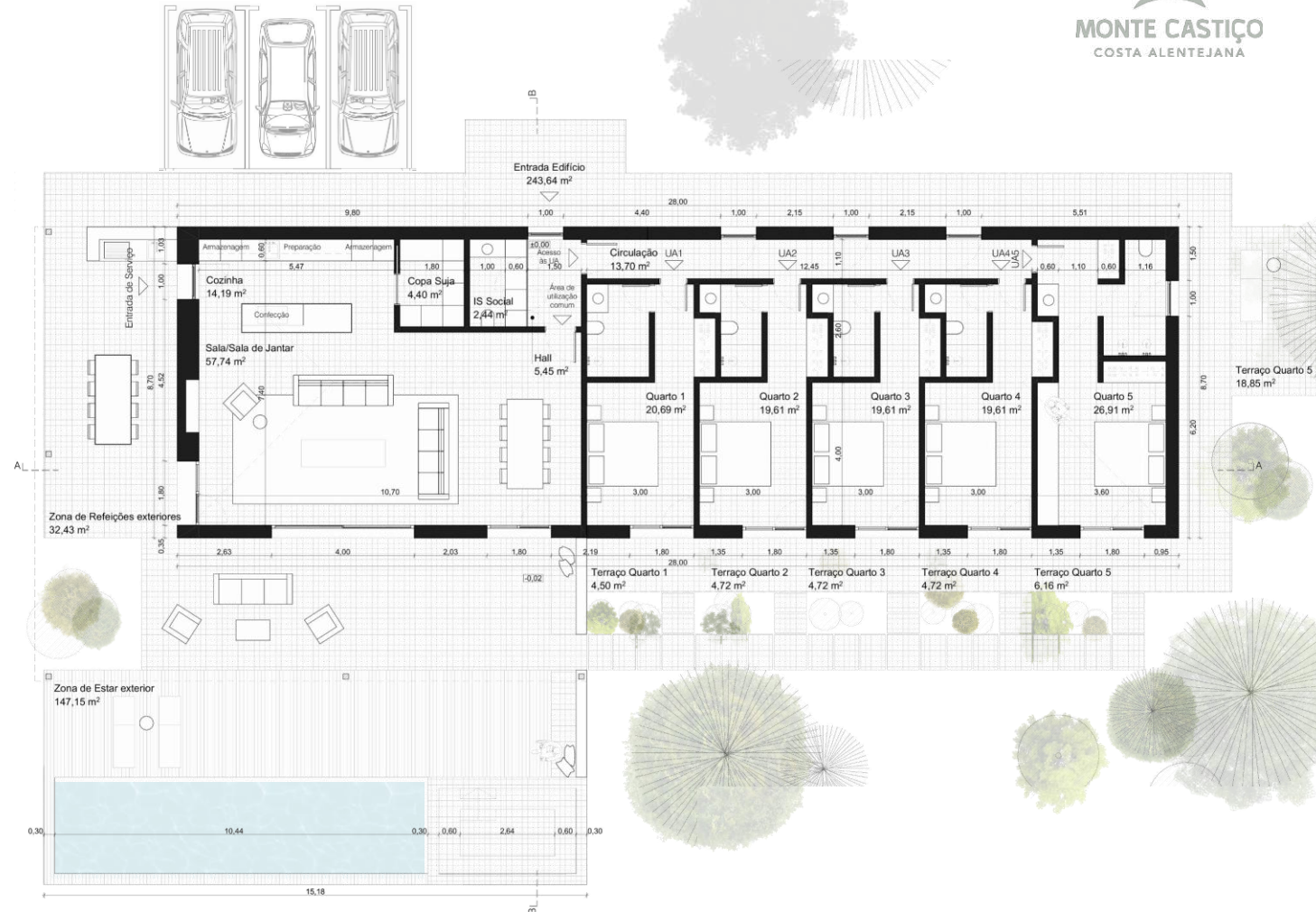
Private plot area:  
 $\approx 1.300/1.500$  sqm

*Note: areas vary by each villa*





# Villa T5



## Interior

- Circulation ≈ 17 sqm
- Living / Dining Room ≈ 58 sqm
- Kitchen ≈ 14 sqm
- Social toilet facility ≈ 2 sqm
- Bedroom terrace ≈ 5 sqm
- Pantry ≈ 4 sqm
- Suite ≈ 20 sqm
- Master Suite ≈ 27 sqm

## Exterior

- Outdoor Living area ≈ 147 sqm
- Swimming pool ≈ 28 sqm

Interior private gross area:  
≈ 230 sqm

Exterior private gross area:  
≈ 147 sqm

**Total**  
≈ 376 sqm

Private plot area:  
≈ 1.600/1.800 sqm

*Note: areas vary by each villa*

# Reception

## INTERIOR

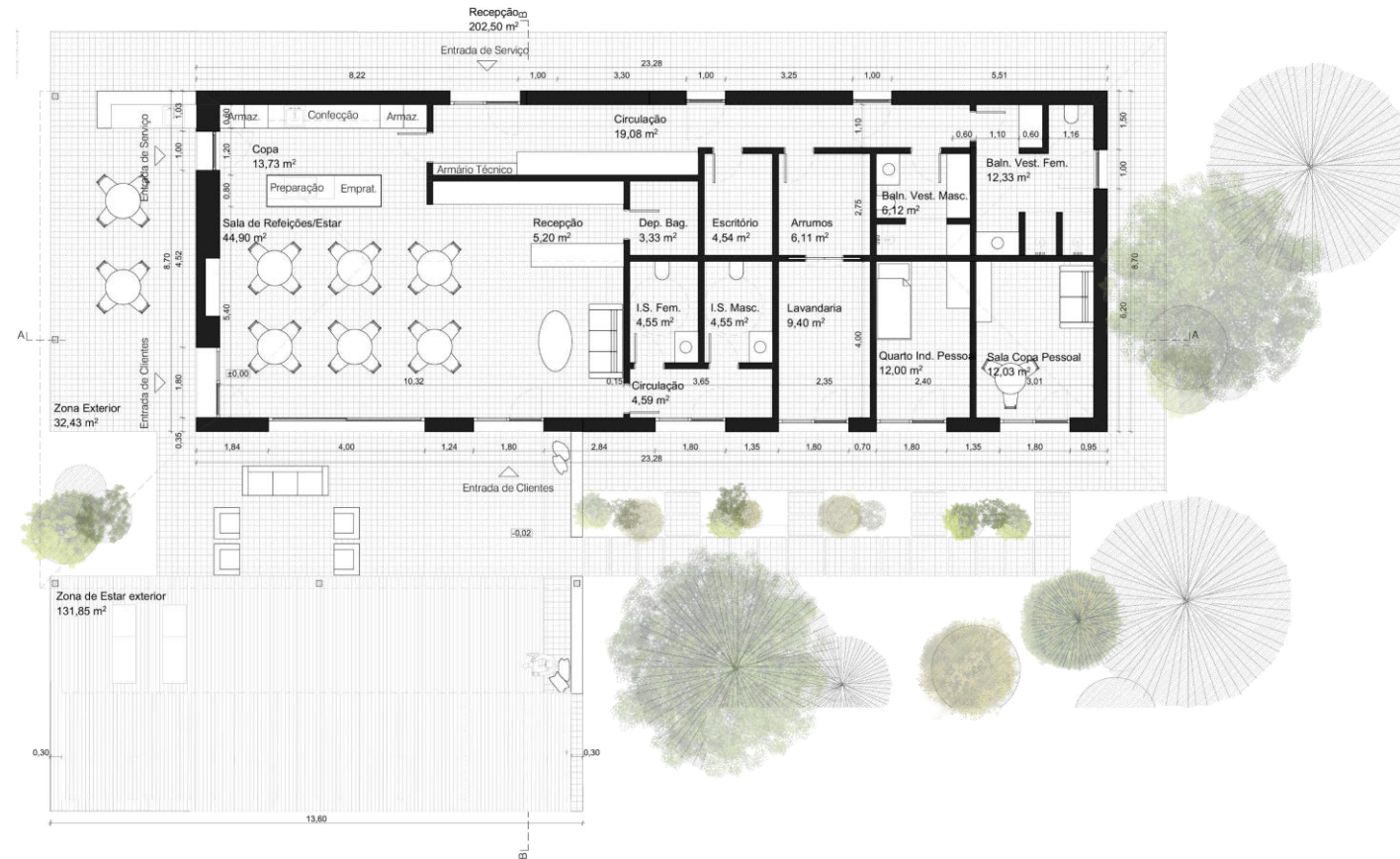
The reception building combines comfort and functionality, providing an efficient welcome for guests. The 45 sqm dining and lounge area serves as the focal point for socialising, offering a pleasant and relaxing environment with access to the outside. The reception area facilitates access to internal services, while the pantry ensures efficient service.

It also has a laundry room that offers guests convenience and luggage storage, guaranteeing an organised welcome.

## EXTERIOR

The exterior stands out with a large outdoor seating area of 132 sqm, perfect for meals and leisure time, as well as an additional area of 32 sqm, which complements the dining room.

The separation of the entrances for customers and service ensures efficient logistics, avoiding interference in activities.



# Condominium Fees

For the first year of operations, the monthly condominium fees are expected to be 1,5€/GCA<sup>1</sup> square meters. For Villas with 200 square meters, the monthly fee is 300€.

## Assumptions:

- Expected fees for the 11 Villas in operation.
- The fees may change upon service's market pricing changes

## Services Included

- I** Villa cleaning twice a month <sup>2 3 5</sup>
- II** Bedroom & bathroom clothing laundry twice a month <sup>2 3</sup>
- III** Pool maintenance once a week (cleaning & consumables)
- IV** Garden maintenance once a week
- V** A-VAC maintenance (filters cleaning) once per year
- VI** Chimneys maintenance (cleaning) once per year
- VII** Common areas maintenance (ETAR, ETA, general maintenance and consumable replacements)
- VIII** CCTV common areas <sup>4</sup>
- IX** Fire-safe system maintenance

**All rental service are exclusively operated and centralized by Monte Castiço**

1 - Gross construction area | 2 - Extra cleaning services are available upon request (extra fee charged). | 3 - Cleaning services included on a rental service, are not considered | 4 - The project will have CCTV for common areas and at the gates | 5 - including bedroom & bathroom clothing laundry.



# Investment Perspective

Monte Castiço is an attractive investment opportunity. To assess the project's viability a market survey was conducted analysing the region's current nightly prices and occupancy rates.

According to Booking.com there are 36 hotel within a 15 km radius. However, not all are direct competitors, as they have different price segments, types of establishments, and other variables. The analysis therefore focused on developments with similar amenities, housing typology, and operating in the same comfort market segment.

## Market Survey

| Season      | Detail                  | C per night* | Occupation Rate |
|-------------|-------------------------|--------------|-----------------|
| High Season | July + August + Week#52 | 615 €        | 90%             |
| Mid Season  | June+September          | 553 €        | 75%             |
| Low Season  | Remainig (exc. W52)     | 433 €        | 20%             |

Based on median prices comparable to the property @ Litoral Alentejano [data from Oct'24until Sep- 25]  
 For a more accurate comparative analysis, only developments with similar amenities (e.g., a pool), equivalent housing typology, and operating in the same comfort market segment were considered.

# Investment Perspective

The development offers an excellent opportunity to maximize return on investment by leveraging the growing demand for the Alentejo coast from international tourists. Owners can use the property at their convenience and monetize it during periods of vacancy, generating additional financial returns.

Considering all operation costs and assuming an average daily rate (ADR) of **€542** and a conservative occupancy rate of **43%** we forecasted an estimated gross revenue of **€84.040**. *Note that to reach the same estimated gross revenue with a 100% occupancy rate it would be enough to charge a daily rate of €230 (well below the market daily rate).*

Taking that estimated gross revenue and deducting all estimated operating costs projects an estimated yield of c.5%.

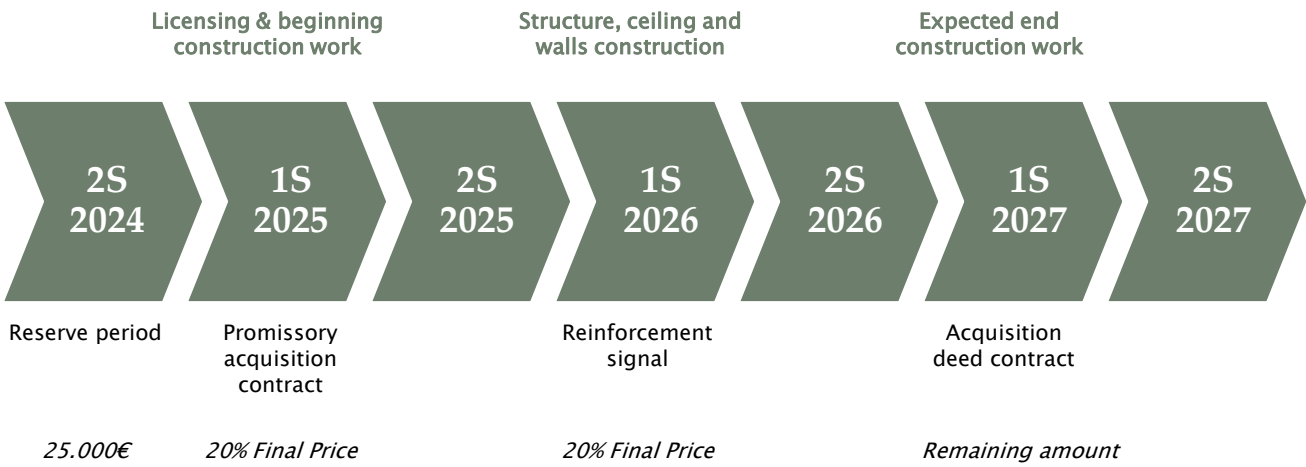
## Potential Yield Detail

| Season      | Gross Revenue | Oper. Costs   | Gross Margin | Service Fee   | Condominium  | Utilities    | Net Revenue | Yield  |
|-------------|---------------|---------------|--------------|---------------|--------------|--------------|-------------|--------|
| High Season | € 38.766,00   | € (7.753,20)  | € 31.012,00  | € (4.651,92)  | € (600,00)   | € (1.938,30) | € 23.822,58 | 14,29% |
| Mid Season  | € 24.903,00   | € (4.980,60)  | € 19.922,40  | € (2.988,36)  | € (600,00)   | € (1.245,15) | € 15.088,89 | 9,05%  |
| Low Season  | € 20.371,14   | € (4.074,23)  | € 16.296,91  | € (2.444,54)  | € (2.400,00) | € (1.018,56) | € 10.433,82 | 1,57%  |
| All Season  | € 84.040,00   | € (16.808,03) | € 67.232,11  | € (10.084,82) | € (3.600,00) | € (4.202,01) | € 49.345,29 | 4,93 % |

**Gross Margin:** Revenue less Operating Costs (20% revenues)

**Net Revenue:** Gross Margin less condominium costs (3.600€ annual fee), utilities (5% of revenues) and service fees (15% of revenues)

# Commercial Conditions





Quintela  
+ Penalva



Knight  
Frank