

# A hidden gem for residential real estate investors

**Tomas Suter, Partner and Senior Advisor, MEXTO,** introduces a company creating luxury living spaces in stunning locations for its clients



Could you sum up the key ingredients that Portugal boasts, which make it such a competitive destination for real estate investors?

It is well known that, since 2014, the real estate market in Portugal has been very interesting, dynamic and unique in some ways. It is the second-safest country in the world, which in my opinion is a huge benefit, especially in the times we are all living in today.

Portugal, especially Lisbon, has become more international in recent years with the opening of more hotels, restaurants and services that are on a level that suits their international clientele's needs in terms of quality. In addition, we have fantastic weather throughout the year and are located centrally in Europe, so the country is very accessible from almost all European Union member states. Portugal offers several interesting programs, such as its Golden Visa permanent residency scheme and non-habitual resident tax regime, which attract international investors and capital.

**“Whenever possible, we also work with Portuguese suppliers, especially with our newest project O’Living, as it is a project for the Portuguese by the Portuguese.”**

Tomas Suter, Partner and Senior Advisor, MEXTO

With its new project in Olivais, a district in the east of Lisbon, MEXTO is effectively serving the underserved middle class. What are the long-term business prospects of this national segment?

O’Living is our most recent project that we are just launching at this very moment. It is a development we have made in collaboration with the architect firm Saraiva and Associates and, from the start, we aimed to promote this project to the Portuguese national market. This is a market with prosperous potential that needs special attention from developers. We feel that we have an obligation toward the Portuguese people. From the feedback we have received since the announcement of the launch we feel exactly that this market is still underserved and there is a lot of demand to satisfy. We are happy to see that O’Living is fitting the market’s need and we are convinced it offers a very interesting opportunity for both Portuguese and international clients.

MEXTO has partnered with Germany’s Jung Technologies for its smart home solutions and with Italy’s SCIC for the best finishes in kitchen design. How much importance does MEXTO put on finding the right suppliers during the refurbishment process?

Our goal was always to design luxury projects for people not to just to invest in but to actually live in—to create homes and not just investment opportunities. A lot of things are sold and promoted as ‘luxury’, but they lack the finishes and quality that international clients would expect. This is central to our offering and that is why we value the right partnerships. This is where we at MEXTO can make a difference.

In the end, people will always compare the quality of the finishes at the luxury level. Jung Technologies and SCIC are just two examples, where MEXTO is working with international top-level brands to provide a unique level of quality to the future owners of the apartments. Whenever possible, we also work with Portuguese suppliers, especially with our newest project O’Living, as it is a project for the Portuguese by the Portuguese.

**There is now a greater emphasis on the role that technology and smart building design will play in living spaces in the not-too-distant future. How does MEXTO’s strategy for the future reflect this?**

It is important for urban planners to take these things into consideration. It is also very important to have project development plans that address other, wider plans for a city’s ecosystem, in order to create an optimized living space for all city residents. It is an obligation for us as investors and developers to take this into consideration when we are designing and planning our projects. In terms of technology and smart building design, MEXTO makes all efforts to implement the latest trends in our developments, making them ready for the near future and possible changes that we might experience in our everyday life.

**What would be your final message for our readers of Newsweek?**

We, at MEXTO, are very happy to be part of the players in the Portuguese residential real estate market. We believe that we can offer something different in terms of quality and design to our clients, working with the best international brands and suppliers. We bring a vast experience in different markets and use it in our investments here in Portugal. On the other hand, we do not just want to serve the international markets, but also to provide answers to the increasing demand in the national market, while using local products. The dynamic of the market, especially when it comes to new investments, has been affected slightly by the pandemic, however we are keeping our eyes open and are analyzing several projects right now. We know that next year there will be very interesting opportunities and also more interesting projects to come. MEXTO started its investments and activities in Portugal almost four years ago and is here to stay. Our main goal is to design, create and build unique and different projects, apartments and living spaces for our clients.

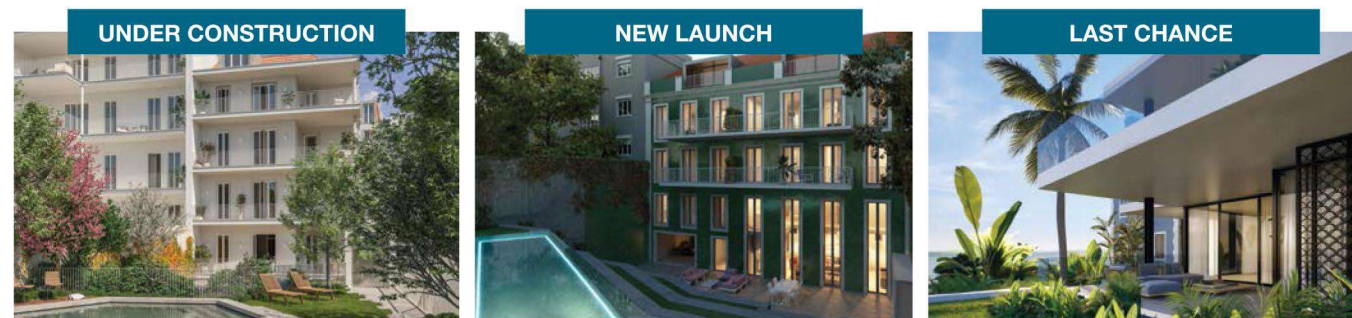


# Experience the true Lisbon lifestyle

[mexto.property.investment](https://www.instagram.com/mexto.property.investment) [company/mexto](https://www.linkedin.com/company/mexto)

## With the finest selection of luxury apartments

Lisbon can be the start of what you have always dreamed of. Own a home in Lisbon and live a unique experience in one of the best cities in the world to live and work with one of the best climates in Europe. Where the past and history mixes with the future and innovation. Explore the excellence in Mexto Property Investment's real estate properties and live the true luxuriant Lisbon lifestyle.



**RODRIGO DA FONSECA PRIME RESIDENCES**  
T3 | T4 Areas: 140 - 290 m<sup>2</sup>

Central Lisbon location near Avenida da Liberdade, terraces, private gardens, swimming pool, private car parking.

[rodrigodafonseca43.pt](mailto:rodrigodafonseca43.pt)

**MAISON EDUARDO COELHO**  
T1+1 | T2 | T3 | T3+1  
Areas: 84 - 342 m<sup>2</sup>

Historical Lisbon location in Príncipe Real, terraces, private gardens, swimming pool, car parking, duplex.

[maisoneduardocoelho.pt](mailto:maisoneduardocoelho.pt)

**AVENCAS OCEAN VIEW RESIDENCES**  
T2 | T3 | T4 Areas: 170 - 342 m<sup>2</sup>

Cascais ocean view, terraces, private gardens, swimming pool, gym, SPA, private car parking, penthouse apartment.

[avencasoceanview.pt](mailto:avencasoceanview.pt)



For further information and sales:

T. +351 213 461 050  
E. [sales@mexto.pt](mailto:sales@mexto.pt)

[www.mexto.swiss](http://www.mexto.swiss)

