



## Palheiro Village - the first of its kind on the Island...

*The real estate development on the estate is best viewed in the wider context of Palheiro Estate and Madeira Island. (See more next page)*



## Property Management

*When owners become friends and the development becomes a community; that is true customer care, Palheiro Village style. (Read more on page 4)*

## Golden Book



*"We are in love with the house and it is getting better and better. Thank you!"  
Purchaser of villa nearing completion, Germany*



Find out the meaning of these four trees on page 3



## Madeira Island, expect everything

**THE APPEAL OF PALHEIRO VILLAGE AND THE PALHEIRO ESTATE REFLECTS THE APPEAL OF MADEIRA ISLAND ITSELF:**

A temperate year-round climate, beautiful tropical vegetation and stunning natural scenery that includes volcanic mountains, lush green valleys and the vast Atlantic Ocean. Add to this an elegant Riviera-style way of life with all modern conveniences and easy access by scheduled and low-cost airlines and it is easy to see why Madeira is attracting an increasing number of full-



time residents and shrewd investors. Ever since Portuguese sailors discovered Madeira in 1419 and realised the enormous potential of its rich volcanic soil and sub-tropical climate, it has been viewed as paradise: "the pearl of the Atlantic".

## The Palheiro Estate



The Palheiro Estate dates back two centuries to when João, 1st Count of Carvalhal, bought the land, built a hunting lodge and established the magnificent gardens. In 1885 it was acquired by the Blandy family in whose ownership it remains today. History, tradition and lifestyle are inextricably woven into its background, with the addition of carefully planned facilities and property

*(Continued on page 2)*



STOP PRESS

Palheiro win silver and gold



**FRACTIONAL FREEHOLD**  
BEST FRACTIONAL OWNERSHIP SCHEME



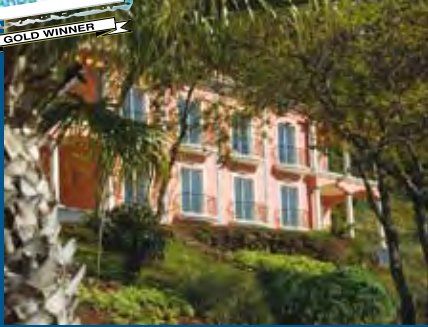
**PALHEIRO VILLAGE**  
BEST DEVELOPMENT PORTUGAL



**PALHEIRO VILLAGE -  
THE FIRST OF ITS KIND ON  
THE ISLAND...**



**BEST DEVELOPMENT  
PORTUGAL**



*The newest addition to the Estate is the award winning Palheiro Village, a small luxury development offering full freehold and fractional freehold properties and leisure facilities to a discerning international market. Palheiro Village property owners enjoy privileged access to all of the facilities on the Estate as well as the Village Forum, the natural meeting point within the Village, with its heated outdoor pool, bar and viewing deck. The classic mantra of real estate is Location, Location, Location. Palheiro Village's unrivalled hillside location is part of a privately-owned estate where strict planning controls are maintained. Within easy reach of Madeira's capital Funchal and yet a world apart from the noise and bustle, Palheiro Estate offers a perfect location and an environment surrounded by Nature at its best. All properties overlook Funchal Bay and its famous harbour, host to the hundreds of cruise liners that visit Madeira each year. The architecture and landscaping bring together the best of Portuguese and European styling with local Madeiran traditions so that the development is an elegant statement of local heritage. In pioneering a totally different approach to luxury property development –not just "bricks and mortar", but a wide range of facilities and services - Palheiro Village has put Madeira very firmly on the map of leisure property investment.*



## **THE PALHEIRO ESTATE**

*(Continued from page 1)*

development forming part of a long-term plan of the family who have nurtured and developed the entire estate for over a century.

This process of development has been carried out within parameters of quality and synergy that link all of the estate's activities. These include a challenging 18-hole golf course, a 5-star country house hotel, internationally-known gardens and a commercial plant nursery that supplies exotic tropical flowers to national and international markets.

Madeira Island appeals to those who appreciate Nature at her best, who enjoy the profusion of sub-tropical flora, who enjoy the energy of the ocean and the fresh air of the steep, sheer volcanic mountains and their abundance of waterfalls. These people are looking for a quality of life, quality of surroundings and an elegance that only comes with maturity. That is exactly what Madeira Island offers and precisely the niche that the Palheiro Estate fills.



**We invite you to try the Palheiro lifestyle:**

### **PALHEIRO GOLF**

An 18-hole Cabell Robinson course meanders around the estate, through woodland and open ground, with lovely ocean views along the way. The course is complemented by a golf academy and the clubhouse with bar, restaurant and terrace that gives panoramic views of the harbour and Funchal city.



### **PALHEIRO GARDENS**

Originally planned and planted by João, 1st Count of Carvalhal, two centuries ago, Palheiro Gardens are today famous worldwide for the quality and diversity of trees and plants from around the world, accumulated over the years. The gardens welcome thousands of visitors each year.

### **HOTEL CASA VELHA DO PALHEIRO**

The Count's original hunting lodge is now a 5-star country house hotel, member of Relais & Chateaux. It has 37 luxurious rooms and suites, a superb haute cuisine restaurant, library and terrace overlooking the croquet lawn and original tree-lined carriage drive.

### **PALHEIRO SPA**

Located in a purpose-built building next to Hotel Casa Velha do Palheiro and due to open mid-2009, Palheiro Spa will boast hydro pool, treatment rooms, gym, sauna and steam room, juice bar and relaxation area. It will be the perfect complement to the luxury Palheiro lifestyle for hotel guests and Village residents.

### **RESTAURANTS**

Around the Estate there is a choice of eateries, from the Tea House that offers views of the hotel gardens and the golf course, the clubhouse - great for lunch or early supper - and not forgetting the superb cuisine of the hotel's own restaurant.

**LOCATED ON THE SOUTH-FACING HILLSIDE JUST BELOW THE PALHEIRO GOLF CLUBHOUSE, PALHEIRO VILLAGE OFFERS JUST 79 APARTMENTS AND VILLAS.**

The properties comprise 1, 2 and 3-bedroom apartments and 3 and 4-bedroom villas, all designed and built to high quality standards. Luxury, comfort and practicality shaped the specification for these properties, which includes:

- Fully-fitted kitchen with Bosch appliances and granite worktops.
- Extensive use of stone and terracotta floor and wall tiles.
- Full double glazing with laminated external pane.
- Volumetric security system.
- Fully cabled for satellite TV and telecommunication systems.
- Air-conditioning split units in all apartments; pre-installation in villas.



- Under-floor heating to bathrooms in apartments; to bathrooms and living areas in villas.
- Wood-burning stoves in apartments; open fireplaces in villas.

For sale on a freehold basis, prices for the apartments range from €340.000 to €500.000, and for villas from €690.000 to €1.700.000. There are several show apartments and villas currently available for viewing.

## The launch of Fractional Freehold on Madeira...



**FOR THOSE WHO WOULD LIKE TO ENJOY THE BENEFITS OF A HOME AWAY FROM HOME BUT DO NOT WANT ALL THE COSTS ASSOCIATED WITH FULL SECOND HOME OWNERSHIP, FRACTIONAL FREEHOLD IS THE PERFECT SOLUTION.**

The concept of fractional ownership is gaining interest and acceptance in the marketplace and represents a logical extension of Palheiro Real Estate's activities – the fractional buyer is a property owner, not simply the purchaser of shared holiday accommodation. The fractional offer is complementary to the existing full-freehold offer, which remains the mainstay of the business.

### The key points of the scheme at Palheiro Village are as follows:

- The property has four owners (hence the four trees shown in the logo!), each of whom owns full freehold rights to their fraction.
- Co-ownership in Portugal allows you to sell or bequeath your share as you wish.
- A rotating system of usage ensures that, over a four-year period, each owner enjoys the property in each month of the year. Should an owner decide that he does not wish to use his allocated time, Palheiro Property Management can organize rental of the property for that period.

- Maintenance, management and administration costs are shared equally between the four owners.
- Palheiro Property Management will administer and organise payments and also take care of all relevant paperwork from connection of all necessary utilities and payment of regular bills to dealing with maintenance and monthly reports to owners.
- All property purchase costs (conveyance tax, registration and notary fees) are included in the price.
- Fractional Freehold is available on a variety of property types at Palheiro Village, from a one-bedroom apartment to a three-bedroom villa, to suit couples or larger families.
- All properties are fully furnished and equipped for immediate occupation.
- Fractional Freehold owners enjoy the same benefits within Palheiro Village and around the Palheiro Estate as full freehold owners.
- Prices for a quarter-share of an apartment start at €120.000 and for a villa at €240.000.



## Press Comments



**Evening Standard**

*"One of Europe's most accessible and well-kept islands"*

*Cathy Hawker - Evening Standard*

**GOLF MONTHLY**

*"One of the most beautiful places in the world in which to play golf"*

*Malcolm Campbell - Golf Monthly on the Palheiro Golf course*

**FT FINANCIAL TIMES**

*"And it's this air of exclusivity...that is propelling the island's emergence as a second home market."*

*Emma Tucker, Financial Times*

## Purchasers' comments

1. *"I would like to congratulate you and your staff and also the contractor's staff on the overall quality and finish of the house and the general presentation of the site."*

*Villa purchaser, Ireland*

2. *"Sometimes, it is hard to believe that such beauty exists nowadays... We find both the nature and the people beautiful, untouched, friendly, kind. We had such a wonderful stay over there that we have to buy something on Madeira."*

*Potential purchaser, Croatia*

3. *"We look forward to seeing the Village completed and with the thought that has gone into the design, finish, landscaping and colour choice both of us are sure that it will certainly be one of the desired addresses on Madeira."*

*Villa purchaser, UK*



**Palheiro Property Management**

Madeira Island

## Property Management

**OWNING A PROPERTY IN THE PALHEIRO ESTATE IS MADE EASY BY THE EXPERIENCED, MULTI-LINGUAL CUSTOMER SERVICE TEAM AT PALHEIRO PROPERTY MANAGEMENT WHO ARE DEDICATED TO PROVIDING PROFESSIONAL, TECHNICAL AND SUPPORT SERVICES AS WELL AS MORE INFORMAL, PERSONALISED ADVICE THAT HELPS FAMILIES TO SETTLE IN AND MAKE THEMSELVES AT HOME.**

Palheiro Property Management works in conjunction with the Developer to provide a smooth hand-over to property owners which leads into an efficient, ongoing service.

The team also provides information and advice to make owners feel more at home, based on local knowledge and understanding: places to

visit, recommended restaurants, local customs, even finding golf or tennis partners and therefore introducing newcomers to other residents.

When owners become friends and the development becomes a community: that is true customer care, Palheiro Village style.

## Property Rentals

Palheiro Property Management offer a comprehensive rental management service for owners wishing to let out their property, whether for a few weeks a year only, or as an investment property. The properties are marketed

both through the Property Management offices and web-site, through extensive advertising campaigns, and in cooperation with a range of overseas affiliates.



**Palheiro Estate**

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