

# Exploring the luxury real estate market

The Brightman Group, headed by Anne Brightman, sponsored the latest Real Estate MeetUP organised by the American Club of Lisbon on 10 March.



Daisy Sampson



**T**he highly successful event, which was attended by over 70 people, saw guest speaker José Cardoso

Botelho, the CEO of Vanguard Properties, one of Portugal's largest luxury developers, address the group about the market. "José is recognised as a leader of

Luxury Real Estate in Portugal and it was inspiring to hear his personal stories and learn more about the past and future plans of Vanguard", said Anne Brightman.

This was the latest in a series of events sponsored by the Brightman Group, which are held regularly throughout the year and offer guests and members the opportunity to hear from leaders in the real estate industry. The first event which was held last November, saw Anne herself being interviewed by Patrick Siegler-Lathrop of the Club.

CEO of the Brightman Group, Anne Brightman, told **The Portugal News** that the event had been a great success with it selling out, and added that she is already working on the next event with announcements to be made through the Brightman Group website and also that of the American Club of Lisbon. As a Texas native, Anne first initially joined the American Club of Lisbon because she

came from the United States and found that there were many other Americans in the capital, while adding that she found that the American market was also becoming more buoyant with "many Americans turning their eye towards Portugal either for investment or to live".

Anne Brightman first set up her luxury real estate business over four years ago and has brought her unique skills and focus on customer service to the market. "One of the greatest things about my job is the satisfaction I get from seeing my client, be it an investor or first time home owner, walk away from a closing with a glow that tells me I did a great job.

"I'm a native Texan living in Portugal with experience in the Real Estate markets of Europe, Brazil, and USA. Client Relationships are the core of our business and I abide by the premise that long term goals and success are achieved through client satisfaction. I'm an experienced negotiator and

firmly believe that every sale should be a win-win for all parties," explained Anne. When Anne first moved to Portugal she encountered a series of issues in relation to relocating and saw a gap in the market that she knew she would be able to successfully fill with the Brightman Group.

"Our mission is to give clients the best customer journey possible when purchasing Real Estate in the Portuguese market. Our goal is to be recognised as a benchmark for quality, transparency and integrity, wherever we do business.

"Our team of multicultural agents, dedicated marketing and administrative members are the driving force behind Brightman Group and are the key to our success. It is Brightman Group's commitment to this phenomenal team that makes us a unique, successful agency in a highly competitive market".

*For further information about the Brightman Group, please visit: [www.brightmangroup.com](http://www.brightmangroup.com)*