



# Investor's Guide to Brazilian Real Estate

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Everything you need to know about buying property in Santa Catarina, Brazil — from legal requirements to expected returns.

# Why Brazil?

Brazil is the largest economy in Latin America and one of the fastest-growing real estate markets in the world. Santa Catarina, in southern Brazil, has been ranked the #1 state for quality of life for 5 consecutive years.

**15%+**

MARKET GROWTH  
2024

**6-8%**

RENTAL YIELD

**8-12%**

ANNUAL  
APPRECIATION

**\$200K**

MIN. INVESTMENT

## Top Reasons to Invest

### World-Class Lifestyle

42 beaches, subtropical climate, 300+ days of sunshine. Florianópolis ranked among the world's best cities for quality of life.

### Strong Returns

Coastal Santa Catarina properties have delivered 8-15% annual appreciation over the past 5 years, outperforming most global markets.

### Golden Visa

Brazil's investor visa program offers residency for property investments starting from \$200,000 USD. Path to citizenship in 4 years.

### Favorable Exchange

The USD/BRL rate creates a purchasing power advantage for international buyers. Your dollar goes further in Brazil.

# Where to Invest

Santa Catarina offers diverse investment opportunities across 7 distinct coastal regions. Each has its own character, price point, and investor profile.

Region	Avg. Price/m <sup>2</sup>	Rental Yield	5yr Growth	Best For
<b>Florianópolis</b>	R\$ 12,500	6.5%	+44%	Tech hub, year-round demand
Balneário Camboriú	R\$ 15,200	5.8%	+52%	Luxury high-rises, "Brazil's Dubai"
Itapema	R\$ 9,800	7.2%	+38%	Emerging hotspot, pre-construction
Porto Belo	R\$ 8,200	7.8%	+35%	Boutique developments, growth
Bombinhas	R\$ 9,100	8.5%	+30%	High-season rental, diving capital
Imbituba	R\$ 6,800	7.0%	+28%	Surf culture, early stage
Rancho Queimado	R\$ 4,500	5.5%	+22%	Mountain retreats, wine country

## Our Recommendation

For first-time international investors, we recommend **Florianópolis** — it combines strong year-round rental demand (tech workers, digital nomads, tourists), solid infrastructure, and consistent appreciation. It's also the safest entry point with the most liquid resale market.

# How to Buy Property

Foreigners can buy urban property in Brazil with the same rights as Brazilian citizens. Here's the step-by-step process:

1

## Get a CPF

Apply for a Brazilian tax number (CPF). We handle this for you — takes 5-7 business days.

2

## Choose Property

We analyze projects based on ROI, developer reliability, location, and your goals.

3

## Reserve & Sign

Sign a reservation contract and pay the initial deposit (typically 5-10%).

4

## Due Diligence

Our legal partners verify the property title, developer status, and all documentation.

5

## Payment

Transfer funds via international wire. Payment plans available for pre-construction.

6

## Registration

Title deed registered at the local Cartório. You are now the legal owner.

## Required Documents

- **Passport** — valid, with notarized Portuguese translation
- **CPF number** — Brazilian tax ID (we obtain this for you)
- **Proof of address** — utility bill or bank statement, translated
- **Power of Attorney** — if buying remotely (we provide the template)

## Can I Buy Remotely?

Yes. With a Power of Attorney (Procuração), your legal representative can sign all documents on your behalf. Many of our international clients complete the entire purchase without visiting Brazil.

# Costs & Taxes

Transparent breakdown of all costs involved in purchasing and owning property in Brazil:

## Purchase Costs

Item	Cost	Notes
Property Transfer Tax (ITBI)	2-3%	One-time, paid at registration
Registration Fees (Cartório)	1-2%	Title deed registration
Legal Fees	1-2%	Lawyer for due diligence
<b>Total Purchase Costs</b>	<b>4-7%</b>	<b>On top of property price</b>

## Annual Ownership Costs

Item	Cost	Notes
Property Tax (IPTU)	0.3-0.5%	Annual, based on assessed value
Condominium Fee	R\$ 500-2,000/mo	Varies by building/amenities
Insurance	0.1-0.3%	Annual, recommended
Property Management	15-25%	Of rental income (if renting)

## Tax on Rental Income

Non-resident owners pay a flat **15% tax on rental income**. This is relatively low compared to many countries. Brazil has tax treaties with several nations to avoid double taxation. Consult with our tax advisors for your specific situation.

## Capital Gains Tax

When selling, capital gains are taxed at **15-22.5%** (progressive). Properties held for 5+ years receive a reduction factor. Reinvesting proceeds in another Brazilian property within 180 days can defer the tax.

# Expected Returns

Based on historical data and current market trends, here's what investors can expect:

## Model Investment: \$250,000 Apartment in Florianópolis

Metric	Conservative	Growth
Annual Appreciation	6%	10%
Rental Yield (gross)	5.5%	7.5%
Total Annual Return	<b>11.5%</b>	<b>17.5%</b>
5-Year Property Value	\$334K	\$402K
5-Year Rental Income	\$68K	\$93K
<b>5-Year Total Return</b>	<b>\$152K (61%)</b>	<b>\$245K (98%)</b>

## Global Comparison

How does Florianópolis compare to other popular investment destinations?

City	Avg Price/m <sup>2</sup>	Rental Yield	5yr Growth	Total Return
<b>Florianópolis</b>	<b>\$2,400</b>	<b>6.5%</b>	<b>+44%</b>	<b>14.3%/yr</b>
Dubai	\$4,800	6.2%	+35%	12.5%/yr
Miami	\$6,500	4.5%	+28%	10.1%/yr
Lisbon	\$5,200	4.2%	+22%	8.6%/yr
Istanbul	\$2,100	5.5%	+30%	11.5%/yr
Bali	\$2,800	7.0%	+18%	10.6%/yr

All figures are estimates based on 2024-2025 market data. Past performance does not guarantee future results. Actual returns depend on specific property, timing, and market conditions. Consult with GRONIS for personalized analysis.



## Ready to **Invest?**

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Schedule a free consultation with our team. We'll analyze your goals, recommend the best properties, and guide you through every step of the process.

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