



PALAZZO ESTATE

*Advertising catalogue of exclusive properties in the most prestigious places of Italy.
This edition is for people who appreciate the highest quality of service
and prefer the European lifestyle.*





PALAZZO ESTATE

Is an Italian agency specialised in selling one-of-a-kind Italian property to clients from Russia, Europe, Asia, and Arab countries.

The company has offices in Milan, Como (headquarters), Marina di Pietrasanta and Moscow.

The agency has its representative offices in Switzerland and Kazakhstan.

The company closely collaborates with top-ranked real estate agencies from all over the world, thus expanding the market for real estate promotion.

Palazzo Estate Ltd. offers to its clients elaborately selected high-profile real estate objects in the most prestigious regions of Italy. We provide professional arrangement of the deed of sale of a real estate object and offer a wide range of after-sale services as well.

To make our clients feel happy and comfortable to possess their new luxury property, we offer administrative and municipal support of the acquired estate, arrangement of potential remodelling and repair by local Italian designers and contractors, provision of commercial operation of an object, legal advice and other services.

Every client is dear to us. Our agency's distinguished feature is the individual approach. Our long experience shows that buying luxury estate is an exhausting process that takes a lot of time and effort. This is why we develop the work process as comfortable as possible for a client. Observance of strict confidentiality of negotiations is one of the most important rules of our work.

ITALIA | RUSSIA | SVIZZERA

www.palazzoestate.com



Marina Rizzotto
Founder and Managing Partner

PALAZZO ESTATE WAS BORN OUT OF LOVE...

... undying love at first sight for stunning Italy, for the picturesque beauty of its unique landscapes, for breathtaking architecture, for the legendary centuries-old history, for the cheerfulness and incredible creativity of the locals and, of course, for amazingly delicious food. Having moved to Italy, I did want to share this feeling of delight and show this marvelous beauty to others. Last year, PALAZZO ESTATE S.R.L. turned 10 years old. Over those years, we have obtained a strong experience in sales and a solid portfolio of sold luxury real estate in the most beautiful and desired regions of Italy.

The dynamically developing Italian real estate market in recent years faced a pandemic that paralyzed the whole world. However, the initial fear and confusion were replaced by hope and reinterpretation of values, both spiritual and material. Freedom and space were limited. For the first time, due to the lockdown people's lives became limited to the walls of their own houses, thus revealing all its disadvantages and fostering the desire to look for a more comfortable home. People realized the value of life "here and now" without postponing one's plans and dreams for an indefinite period of time.

What is the trend in the Italian real estate market today? Space, light and fresh air! First of all, we are talking about spacious country houses with a private plot in a quiet and safe place, or large, bright apartments with terraces and beautiful panoramic views. Offering real estate to our customers, we also pay their attention to the potential investment attractiveness of an acquired property. Real estate that is not permanently used for living should bring income to its owner or at least justify expenses of its maintenance. PALAZZO ESTATE S.R.L. is an exclusive dealer of the leading and well-known luxury real estate agency "EMMA VILLAS" on the territory of the northern lakes. Contacting us, you will know how to make money renting your property reliably and competently. We love what we do and do our best to provide our customers only with elaborately selected properties that we really like. PALAZZO ESTATE S.R.L.'s agents are always in search for new interesting properties and innovative ways to promote them in the market in order to keep pace with our demanding customers' preferences and tastes.

We care of and are grateful to all our customers, sellers and buyers and try to find an individual approach to each of them, so that collaborating with our agency brings only pleasure.

We will be truly happy to see you among our Customers!
Stay healthy and keep dreaming!

Marina Yakovleva Rizzotto



Milan



Como



Marina di Pietrasanta (LU)



living on the
LAKE

page n.11

living by the
SEA

page n.79



living on the
MOUNTAIN

page n.111

living in a
COUNTRYSIDE

page n.145





living on the
LAKE

Living on the lake is an excellent investment into one's well-being and is a perfect way of taking refuge in a quieter place.

There are many places that unite history, art, charming landscapes, food and wine. The atmosphere there is ideal for calming down and letting yourself be lulled by the surrounding nature and fabulous landscapes that change their colours very fast during the day.

Houses and villas close to water are perfect places where you can enjoy a glass of wine or delicious fish of the area.

These pristine places capture the attention of many famous people.

A glimpse of Italy to be discovered.

VILLA, VALSOLDA, LUGANO LAKE ilo2357

 293 sq.m Area

 600 sq.m of Land

 4 Bedrooms

 3 Bathrooms

 Parking

 C Energy Class

Price: 2.700.000 €

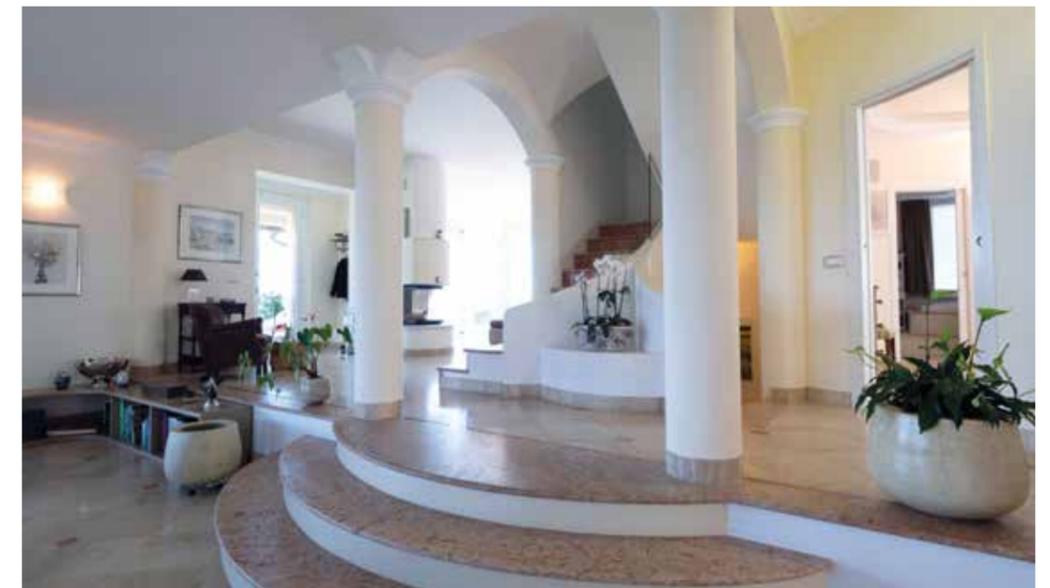
VALSOLDA, LUGANO LAKE, ilo2357





VILLA, STRESA, MAGGIORE LAKE ipi0176

-  800 sq.m Area
 -  6000 sq.m of Land
 -  5 Bedrooms
 -  6 Bathrooms
 -  Parking
 -  C Energy Class
- Price: 5.250.000 €



VILLA, MASSINO VISCONTI, MAGGIORE LAKE

ipi1646

-  450 sq.m Area
-  2000 sq.m of Land
-  4 Bedrooms
-  5 Bathrooms
-  View on the Lake
-  B Energy Class

Price: 2.200.000 €

REASONS TO BUY PROPERTY ON LAKE COMO

Don't lose your chance!

A window to Europe

Lake Como is located in the heart of Europe, in close proximity to Switzerland, Austria, France, Germany, and Slovenia. Milan and Lugano International Airports are a 50-minute drive away. It takes 40 minutes to get to the ski resorts, 2 hours - to the Ligurian and Tyrrhenian coasts, 2.5 hours - to the Adriatic coast. Great location in relation to highways.

1. Obvious benefits

Purchasing a property on Lake Como gives an opportunity to obtain a Schengen visa for 180 days per year for all family members and is a strong motivation for obtaining a residence permit. Foreigners acquired property in Italy have the same rights as the Italian citizens (concerning real estate sector). As a rule, the most reliable and profitable investment is made by those who choose the best and unique options.

2. Enjoying beauty

The fundamental issue of purchasing real estate on Lake Como is its unique and enchanting beauty, amazing harmony and fabulous views, the splendour of its parks and architecture, and an endless parade of flowers. Como's shores have a special atmosphere of cosiness and tranquillity. The mild climate there amazingly combines with splendid landscapes astounding with their diversity.

3. Feel like an aristocrat

Since time immemorial, Lake Como has been considered one of the most prestigious places to live and take rest thanks to its incredibly beautiful landscapes. In ancient times, Pliny the Younger and Virgil built their villas there. Later, Goethe, Heine, Stendhal, De Musset, Tchaikovsky, Longfellow, and Levitan went there searching for inspiration.

4. Touch the history

Thanks to the unique creativity of Italian architects and designers of all times, Italian villas can boast of the absolute harmony of their architectural beauty with the surrounding landscapes, of their fundamental nature and strength, the use of expensive high-quality finishing materials (such as marble and precious woods), an abundance of frescoes and paintings on walls and ceilings and, of course, the wonderful view from the window.

5. For foodies

Lake Como is a true paradise for those who deeply love the Italian cuisine. There is a broad variety of restaurants with delicious food that will astound even the most demanding and pickiest ones. Numerous tastings of local culinary masterpieces and wines can brighten up everyone's free time. Local shops and village markets offer a huge range of food and possibilities to taste it.





VILLA, BLEVIO, COMO LAKE ilo2475

-  500 sq.m Area
-  5000 sq.m of Land
-  7 Bedrooms
-  7 Bathrooms
-  Garage/Parking
-  View on the Lake
-  G Energy Class
-  Dépendance
-  **123** Pied Dans l'Eau
-  Boat House





BUYING A HOUSE FOR RENOVATION. WHAT TO DO?

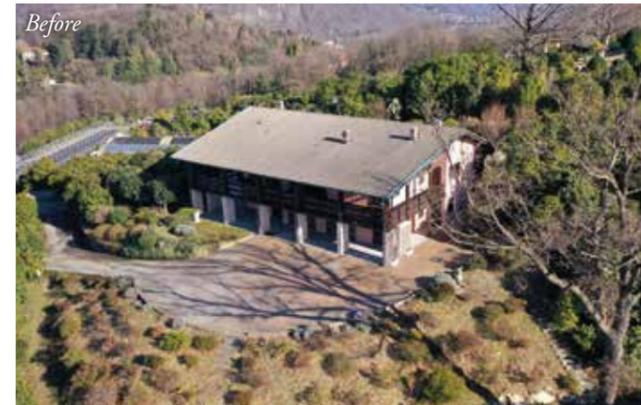
Visiting a property for the first time, people are believed to make a decision about its possible purchase within first 90 seconds. This short time is enough to fall in love with a house. That is a fact!

So why not start falling in love with your dream home by watching a video presentation of the design project created by D_studio?

As a rule, available properties are located in the most picturesque places – for example, on the shore of one of Italy's northern lakes, in the Alps with a breathtaking panoramic view, or among fabulous hills of Tuscany. It can be either the most lively or a rather solitary place surrounded by centuries-old cypress trees and marvellous parks.

Each house is waiting for its owner. However, the house itself does not always meet buyer's needs and requirements.

Not everyone is able to assess the potential of the place or the property during the first visit, especially if that property requires reconstruction or the furnishings and finishes do not suit customer's preferences and taste. Sometimes it is extremely difficult to imagine how certain interior decision can turn into something absolutely fantastic, beautiful and cosy. Thanks to the visual business solution offered by D_studio, one's imagination becomes reality. Studio's presentations are thought out to the smallest detail and look quite real as if they were shots of an already existing external and internal environment. First of all, D_studio's experts credibly reproduce the environment, location, as well as the current state of the property. Videos and pictures made by a drone help assess adequately the surrounding space. Thus, the drone becomes



an essential tool for making emotional and effective presentations. Pictures and videos made by it allow professional implementation of projects, significantly reducing costs and required time, and also help the customer imagine the potential transformation of the property after making the proposed and necessary modifications.

As a result, you will see a design project with the high-quality 3D visualisation with modifications already applied to the property.

In the interior, D_studio's experts reveal the potential of the house, partially dismantle unnecessary (non-bearing) partitions, thereby expanding the space, transform in front of you an outdated interior into a modern one, which meets the needs and requirements of daily life. Based on the implemented design project, construction contractors will be able to more precisely calculate the cost estimate of the construction work in order to provide the customer with the complete information about the upcoming work. But most importantly, you will have the opportunity to see your dream home created especially for you!

CONTACTS D_STUDIO Italia:

Via Leopardi 14, Milano

+39 338 885 7557

www.dstudioitalia.it

@d_studio.it



LAVENO-MOMBELLO, MAGGIORE LAKE ilo2000

🏠 360 sq.m Area

🚿 5 Bathrooms

🌳 6000 sq.m of Land

🚗 Garage/Parking

🛏 5 Bedrooms

⚡ G Energy Class





VILLA, BELLAGIO, COMO LAKE ilo2537

-  550 sq.m Area
 -  8000 sq.m of Land
 -  7 Bedrooms
 -  5 Bathrooms
 -  Garage/Parking
 -  Pool
 -  G Energy Class
- Price: 1.650.000 €



VILLA, COMO LAKE, TORNO ilo2460

-  250 sq.m Area
-  1200 sq.m of Land
-  3 Bedrooms
-  5 Bathrooms
-  Garage/Parking
-  View on the Lake
-  G Energy Class





VILLA, COMO LAKE, COLICO BAIA DI PIONA ilo2613

-  1720 sq.m Area
 -  1,1 Hectares of Land
 -  9 Bedrooms
 -  View on Lake and Mountains
 -  G Energy Class
- Price: 3.950.000 €



VILLA, COMO LAKE, TREMEZZINA ilo2531

-  300 sq.m Area
-  1800 sq.m of Land
-  6 Bedrooms
-  4 Bathrooms
-  Garage/Parking







VILLA, COMO LAKE, ilo2566

-  350 sq.m Area
-  3500 sq.m of Land
-  5 Bedrooms
-  5 Bathrooms
-  Panoramic View
-  G Energy Class

Price on application



VILLA, COMO LAKE, ilo2245

-  600 sq.m Area
-  2500 sq.m of Land
-  9 Bedrooms
-  7 Bathrooms
-  Parking
-  Panoramic View
-  G Energy Class



EMMA VILLAS

Villas for rent in Italy

Over 400 exclusive villas for rent in Italy
More than 30,000 guests every year

**ENTRUST YOUR PRESTIGIOUS PROPERTY TO EMMA VILLAS,
THE VILLA RENTALS BUYER IN ITALY**



VILLA LE FONTANE - Todi - Perugia

FOR THE OWNERS

Emma Villas will support you and offer a unique model by placing your villa in an exclusive international tourist rental circuit

Guaranteed Annual Income

Possibility of receiving a guaranteed annual income based on value and potential of the property rental.

Property Management & Safety

Check-in and check-out services with qualified personnel, linen rental and washing, certified cleaning, sanitation and/or disinfection services and property management.

Smart Hospitality

Automated management of all bureaucratic requirements connected with check-in and lease with the new "Emma" app.

Property Protection

Insurance coverage for the owner in case of accidental damage caused by guests during their stay up to a maximum of € 20,000 per booking.

Possibility to Realize Improvements to the Property

Support in the implementation of renovation, interior & garden design interventions with Emma Villas Re Home.

FOR THE GUESTS

Secure bookings, constant assistance, carefree holiday, quality and exclusive services



Stay Cancellation Policy

Cancellation and reimbursement for: objectively documented reasons of work, health, contagion from COVID-19, epidemics and terrorist acts.



Stay Cancellation Guarantee due to Lockdown

A special coverage included in the price that allows to cancel in the event of national and/or local lockdowns issued by governments for the COVID-19 emergency.



Zer0Dep Guarantee

Replacement of the security deposit with a guarantee that protects in case of accidental damage caused to the property during the stay.



Health Policy

Health and vehicle assistance, medical expense reimbursement and travel restoration guarantee throughout the length of stay.



Covid-19 Extra policy

Health care and adequate protection in the event of consequences from Covid-19 (contagion and/or quarantine) occurred during the stay.



Services and Experiences

Exclusive services and experiences: chef in the villa, first shopping, wellness experiences, tours and more.

WWW.EMMAVILLAS.COM

TEL. + 39 0578 1901639 - INFO@EMMAVILLAS.COM
Exclusive Partner of Palazzo Estate srl - Lake Como and Lake Maggiore



VILLA, COMO LAKE, MANDELLO DEL LARIO ilo2330

-  1000 sq.m Area
 -  1,6 Hectares of Land
 -  6 Bedrooms
 -  9 Bathrooms
 -  View on the Lake and Mountains
 -  G Energy Class
- Price: 4.200.000 €





VILLA, LAKE MAGGIORE, MASSINO VISCONTI ipi1640

-  600 sq.m Area
-  2500 sq.m Land
-  3 Bedrooms
-  6 Bathrooms
-  Panoramic View on Lake and Park
-  Garage/Parking
-  A Energy Class

Price: 3.500.000 €





HISTORIC MANSION, VARESE LAKE, GAVIRATE jo370

-  2500 sq.m Area
-  12500 sq.m of Land
-  12 Bedrooms
-  8 Bathrooms
-  Garage
-  Pool
-  View on the Lake
-  G Energy Class

Price on Application

Investment Property



APARTMENT, COMO LAKE ilo2557

-  282 sq.m Area
-  4 Bedrooms
-  3 Bathrooms
-  Garage/Parking
-  View on the Lake and City
-  City Center
-  F Energy Class

Price: 1.580.000 €

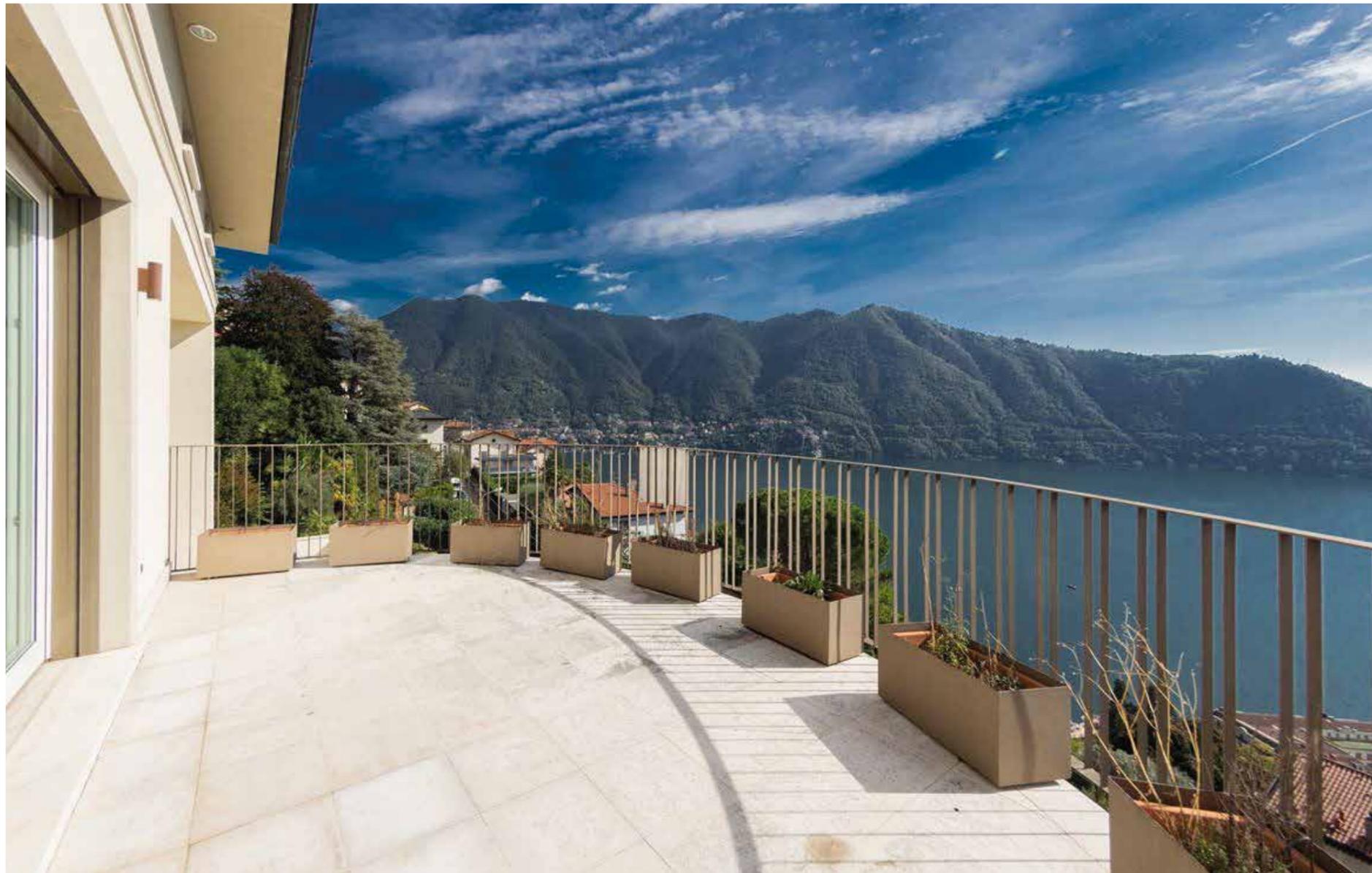




VILLA, COMO LAKE, CIVENNA ilo5009M

-  2000 sq.m Area
 -  8000 sq.m of Land
 -  20 Bedrooms
 -  20 Bathrooms
 -  Panoramic View
 -  G Energy Class
- Price: 1.500.000 €
- Investment Property





APARTMENT, CERNOBBIO, COMO LAKE ilo1441

-  100 sq.m Area
 -  350 sq.m of Land
 -  3 Bedrooms
 -  1 Bathrooms
 -  Panoramic View
 -  G Energy Class
- Price: 1.150.000 €





INDIPENDENT BUILDING, TWO APARTMENT, COMO LAKE ilo2602

-  130 sq.m Area
-  30 sq.m of Land
-  2 Bedrooms
-  2 Bathrooms
-  View on Lake and Mountains
-  A Energy Class

Price: 690.000 €

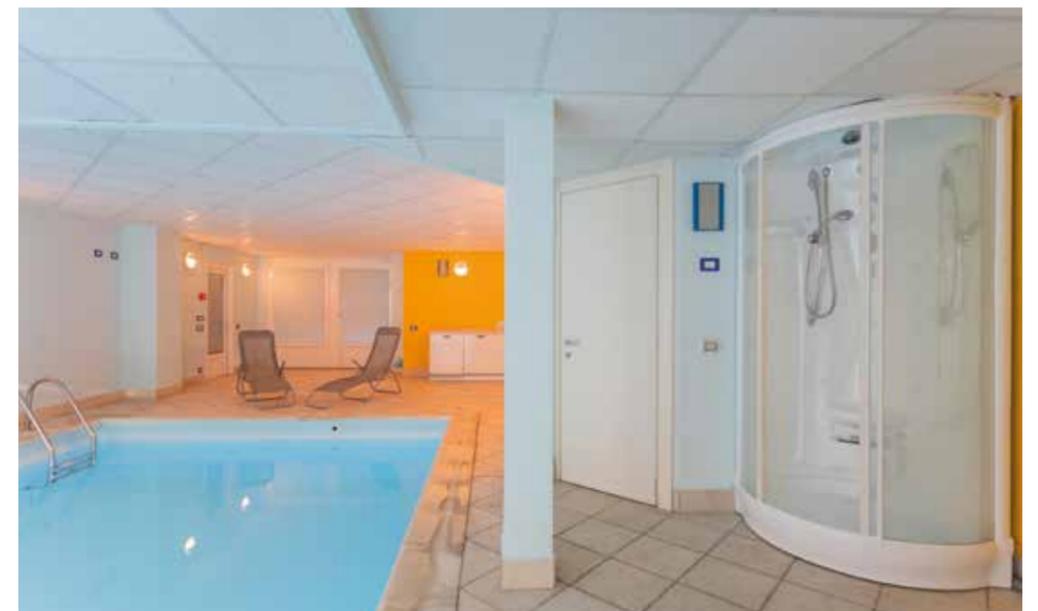




VILLA, LENNO, COMO LAKE ilo2621

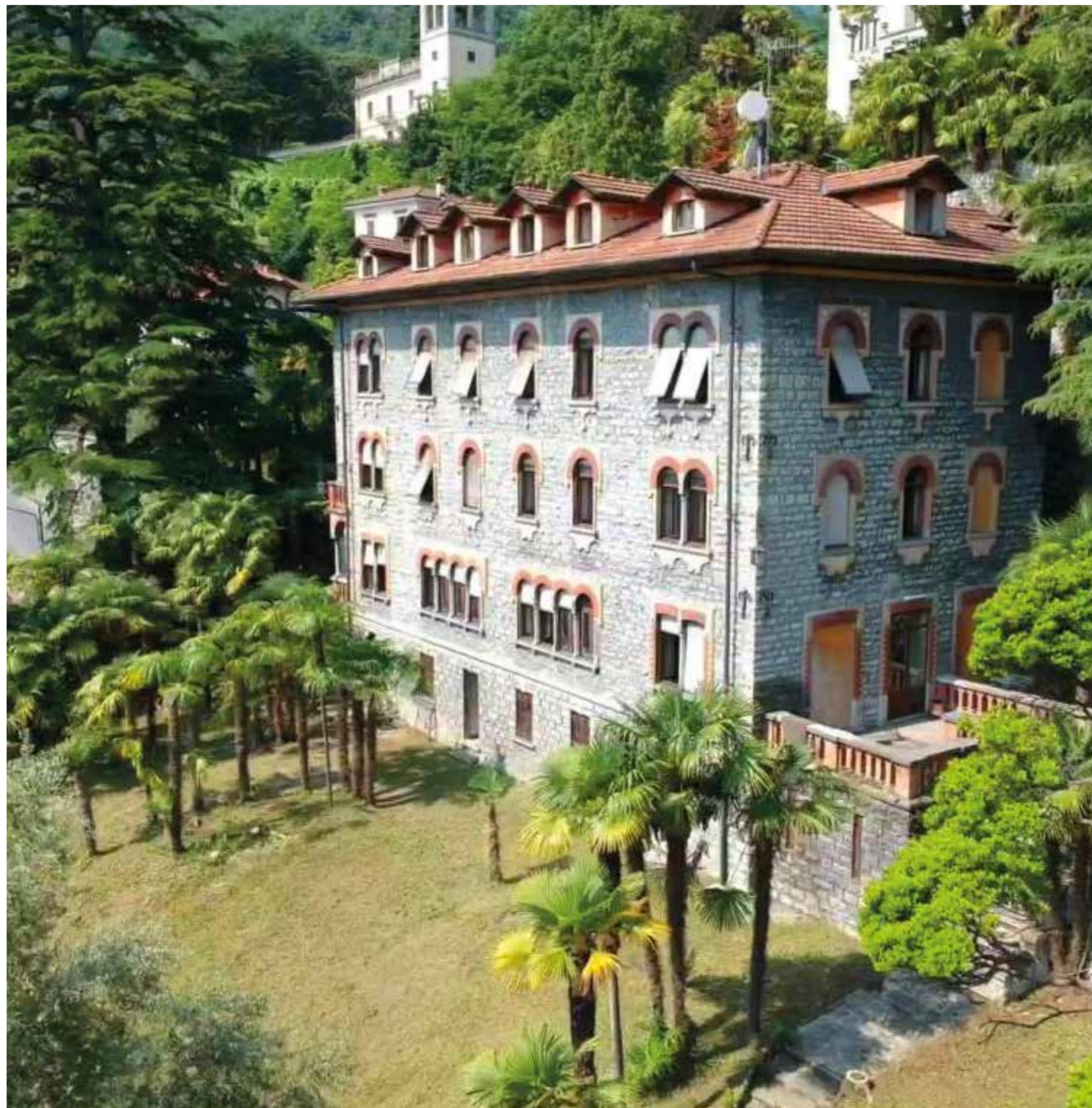
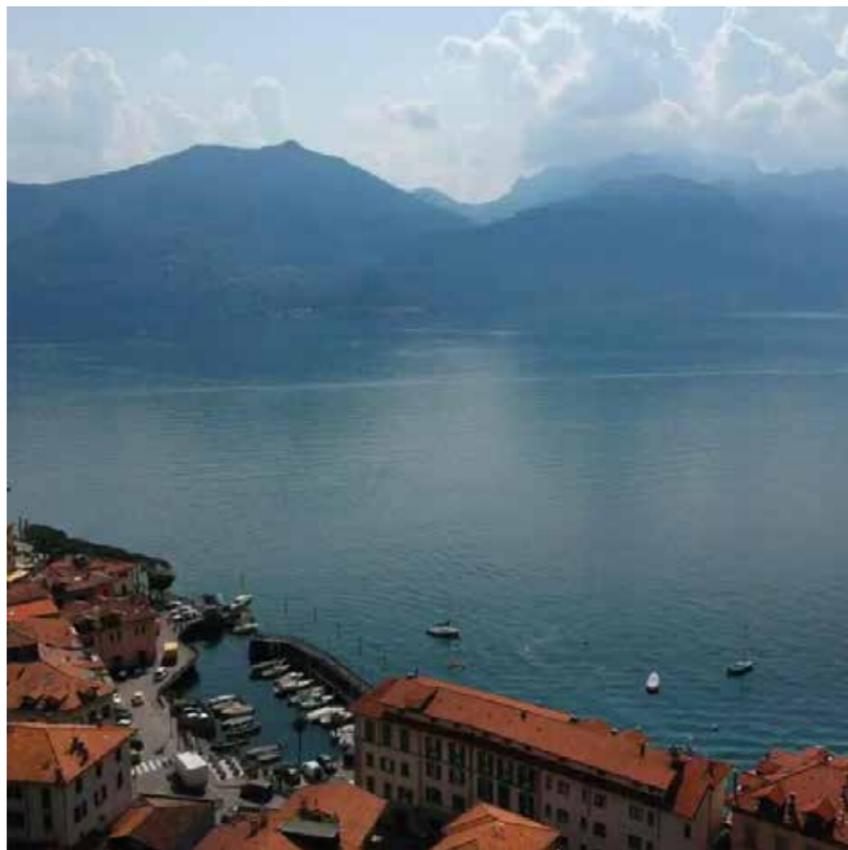
-  400 sq.m Area
-  1200 sq.m of Land
-  4 Bedrooms
-  3 Bathrooms
-  View on Lake and Mountains
-  G Energy Class

Price: 1,300.000 €



APARTMENTS IN PERIODIC VILLA, CERNOBBIO, COMO LAKE ilo2250

-  520 sq.m Area
-  800 sq.m of Land
-  8 Bedrooms
-  5 Bathrooms
-  View on the Lake
-  G Energy Class

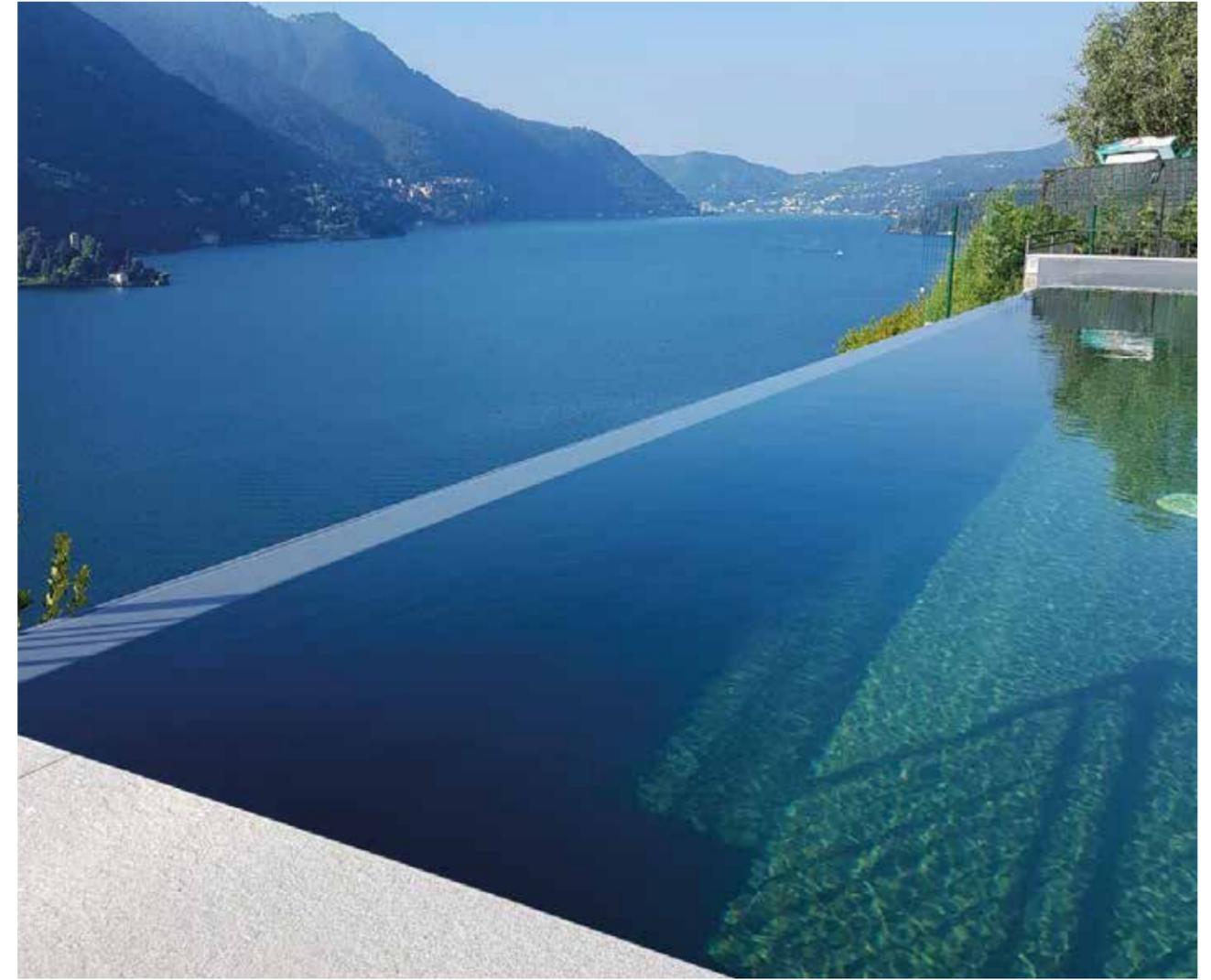




VILLA, CERNOBBIO, COMO LAKE ilo2598

-  450 sq.m Area
 -  1000 sq.m of Land
 -  4 Bedrooms
 -  6 Bathrooms
 -  Panoramic View
 -  G Energy Class
- Price: 1.900.000 €





APARTMENT, CARATE URIO, COMO LAKE ilo1965B

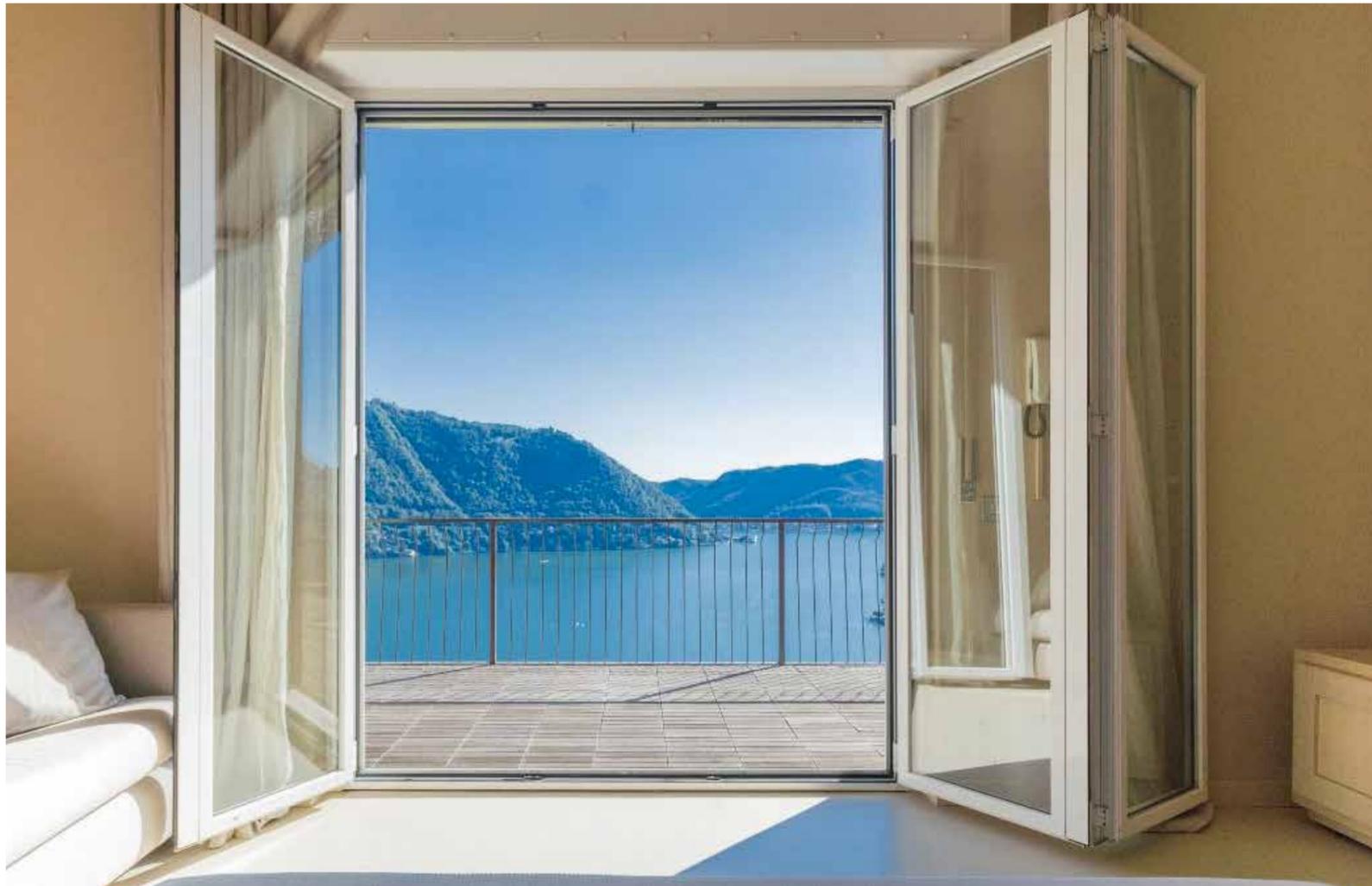
 152 sq.m Area

 3 Bedrooms

 3 Bathrooms

 Panoramic View

 A Energy Class



APARTMENT, CERNOBBIO, COMO LAKE ilo2533

-  100 sq.m Area
-  350 sq.m of Land
-  3 Bedrooms
-  1 Bathrooms
-  Panoramic View
-  G Energy Class
- Price: 600.000 €





VILLA, TREMEZZO, COMO LAKE ilo2590

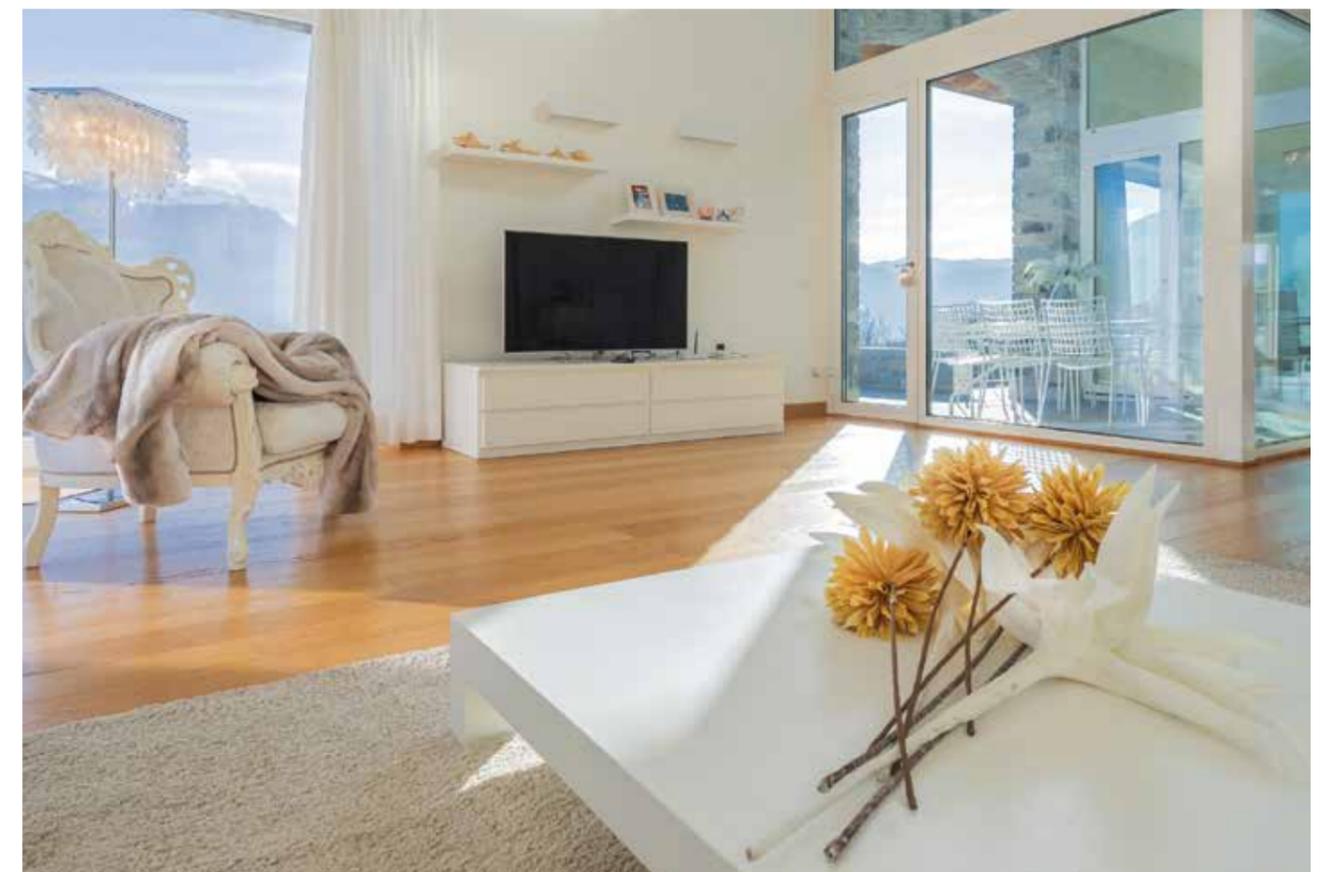
-  366 sq.m Area
-  5 Bedrooms
-  4 Bathrooms
-  View on Lake and Mountains
-  A Energy Class





VILLA, GRIANTE, COMO LAKE ilo2530

-  300 sq.m Area
-  1000 sq.m of Land
-  4 Bedrooms
-  4 Bathrooms
-  View on Lake and Mountains
-  A Energy Class





APARTMENT, COMO LAKE ilo2369

-  300 sq.m Area
-  9 Hectares of Land
-  3 Bedrooms
-  4 Bathrooms
-  View on the Lake and Mountains
-  D Energy Class





VILLA, COMO LAKE ilo2617

-  840 sq.m Area
-  2 Hectares of Land
-  8 Bedrooms
-  8 Bathrooms
-  View on the Park
-  G Energy Class



VILLA COMO LAKE, TORNO ilo2637

-  360 sq.m Area
-  2000 sq.m of Land
-  6 Bedrooms
-  3 Bathrooms
-  Views on Lake and Mountains
-  G Energy Class

Price: 1.975.000 €



THE MOST COMMON MISTAKES...



... not to make when trying to sell a real estate object:

1. To not rely on professionals in the sector

Many real estate owners believe that it is not necessary to contact a real estate agency to sell their property. Unfortunately, this is not the case. Relying on a real estate agent means managing all aspects of the property sale in the best way, including the selection of the customer which is one of the main aspects. Before making an appointment, Palazzo Estate directly selects those customers who seem to be truly interested, requests their personal data and makes sure that they have the financial possibility of buying a property. Thus, our company tries to eliminate, in most cases, time wasters, curious and in particular any malicious people. The real estate agent will also filter all calls received, making the seller free from numerous phone calls from potential customers that happen at any time of day. Moreover, the agent will be able to relieve the seller of the embarrassment of managing any downward offers by making profitable negotiates of the deal.

2. To not trust the real estate agent's valuation

Contacting a real estate agency means above all placing the utmost trust in the chosen specialist and trusting the property valuation that will be provided. Palazzo Estate has professionals qualified for real estate valuation and registered in the register of appraisers and experts who are constantly being kept updated and know all the details of the real estate market.

3. To deny to provide the real estate agent with the exclusive right to sell the property

The exclusive right makes real estate agents more motivated to invest energy, time and all their resources into the search for a potential buyer of the property, and ensures that the sale takes place in the shortest possible time and at the best. market conditions.

4. Wrong advertising

Sales techniques are constantly evolving, this is why real estate agencies have to constantly keep their eye on the ball. Palazzo Es-

tate uses a marketing service that systematically and periodically studies and analyses market conditions and new sales techniques. To better advertise the properties entrusted to it, Palazzo Estate uses various advertising channels, from representative offices located in the main areas of the cities where it is present, to the best national and international real estate portals, in particular those dedicated to luxury properties, constant and precise development of all social channels and the timely renewal of its website.

5. Not to value the strengths of the property

Effective advertising of the property to be sold is essential, and to do this, it is necessary to bring the property to its best condition. Palazzo Estate employs professional photographers who take advantageous photos and use a drone for shots from the bird's flight and for short videos as well. A good presentation of the property is an excellent business card for a potential customer, since the first visual impression does develop interest of the customer and makes him/her to ask for information.

6. To give incorrect information

To sell a property, the real estate agent has to be aware of all its strengths and weaknesses in order to inform the end customer correctly. Therefore, sellers have to provide all useful information to their real estate agent, and the real estate agent has to be able to understand all the information that may be useful for achieving the best presentation of the property.

7. Interference with customers during the visit

An important phase of the sale (perhaps even the most important one) is a visit with potential customers. In addition to making the environment as comfortable as possible, it is advisable to let the real estate agents work freely, both for their experience, which allows them to deal with the potential client in the best way, and for the fact that the potential buyer would probably prefer to stay in contact only with the real estate agent, feel more at ease and freely ask all questions he/she needs.



PROFESSIONALISM AND EFFICIENCY...

... are fundamental for the commitment of the management and staff of the company Palazzo Estate, which is based on the total transparency and integrity of the management of the relationship with the Customer as well as on the utmost confidentiality and discretion.

Hospitality is of great importance for Palazzo Estate: our staff through a simple smile and natural kindness manages to attract the customer, who feels welcomed and "caressed" in our real estate boutiques. We listen to and help all our customers to find or sell their properties, making them feel simply at home.

Palazzo Estate also wants its work to be guided by essential and objective principles, such as offering its interlocutors reasons for absolute tranquillity and certainty.

Our company also pays great attention to the 100% enhancement of the properties that the customer entrusts to us – for this reason we invest a lot into photo shoots, marketing campaigns and integrated communication strategies in order to optimise market requests and relevant proposals.

We have studied in detail the graphics and design of our exclusive real estate periodical. Our selected photographers are of service for each of our properties. If necessary, we can also offer a home

staging service to maximise the attractiveness of the property. We are present not only on national Internet portals but also on international ones, such as American, Russian, French, German and English portals, thus embracing 100% of the real estate multimedia panorama.

We are present on the main social media and we have created a blog to keep our users updated on all our news and issues related to real estate trading.

We use a management software to ensure maximum visibility of our properties and an immediate intersection between supply and demand, we collaborate with a network of partner agencies throughout Italy and abroad.

We send a weekly newsletter to all subscribers to our database to inform and update them on our new proposals.

We purchase advertising pages on the leading press media in the sector. Competence and seriousness are the characteristics of our work group. We always look for ways to grow and improve. For this reason, the training of all staff is crucial for us.

"The company is made up of people and they are the ones who appreciate our daily work."



living by the **SEA**

The Italian peninsula is famous all over the world for its seaside resorts. Moving to such places is not only an advantage for one's well-being but also an excellent economic investment.

Purchasing a property in the most prestigious locations ensures a constant growth of its value.

As far as health is concerned, living in the seaside improves one's mood and reduces stress. The mild climate with temperate winters makes people live their lives easily enjoying their free time and outdoor spaces a lot.

Observing a marine environment has positive effects on one's mood and in many cases improves the ability to concentrate.

The great tradition linked to fresh food, such as fish and fruit, should be mentioned as well since this food makes part of the healthy Mediterranean diet.

The dream of many foreigners to live in the Italian seaside is today even more achievable; the cost of living is also significantly lower than in many other countries in the world.

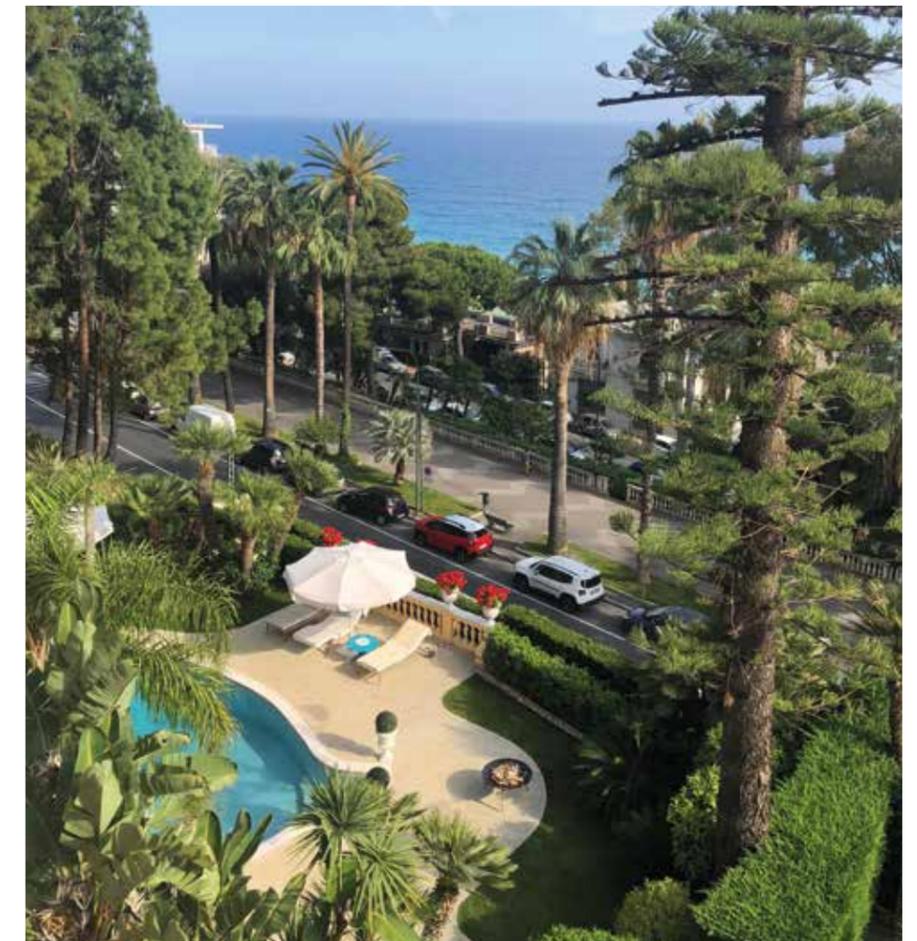
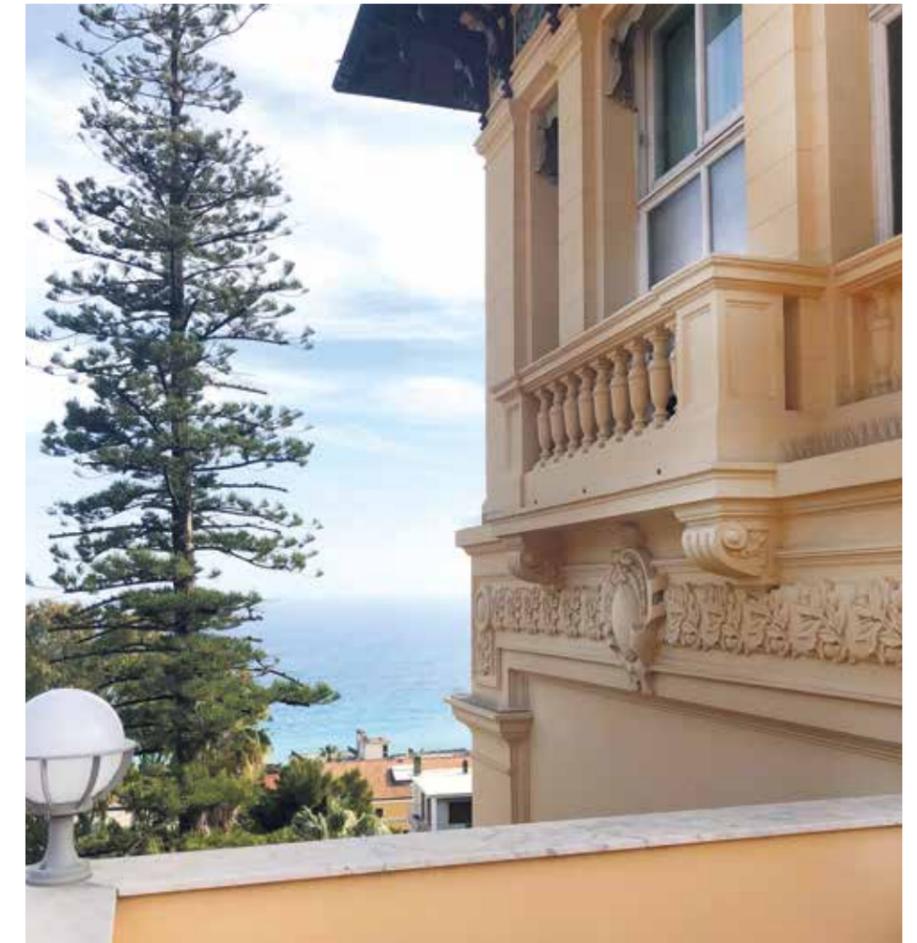
The Italian sun and warmth become truly within reach.



VILLA, CAMOGLI, LIGURIA ili1587

-  633 sq.m Area
 -  1,8 Hectares of Land
 -  6 Bedrooms
 -  5 Bathrooms
 -  Garage/Parking
 -  View on the Sea
 -  G Energy Class
- Price: 2.400.000 €





APARTMENT, LIGURIA, OSPEDALETTI ili1567

 183 sq.m Area

 3 Bedrooms

 3 Bathrooms

 View on the Sea

 City Center

 G Energy Class

Price: 980.000 €



VILLA, LIGURIA, ALBISOLA ili1566

-  600 sq.m Area
 -  8000 sq.m of Land
 -  6 Bedrooms
 -  5 Bathrooms
 -  123 Pied Dans l'Eau
 -  G Energy Class
- Price on Application





VILLA, ADRIATIC SEA, OPICINA ifri0003

-  500 sq.m Area
-  1200 sq.m Land
-  5 Bedrooms
-  5 Bathrooms
-  View on the Park and Sea
-  E Energy Class

Price: 1.480.000 €





VILLA, SALENTO, PUGLIA ipu0006

-  200 sq.m Area
-  3000 sq.m of Land
-  3 Bedrooms
-  4 Bathrooms
-  Garage/Parking
-  Pool
-  View on the Sea
-  C Energy Class



APARTMENT, VILLA LALLA, PORTO ROTONDO isa0003

-  756 sq.m Area
-  3183 sq.m of Land
-  8 Bedrooms
-  10 Bathrooms
-  Garage/Parking
-  Pool
-  View on the Sea
-  G Energy Class





APARTMENT, SANTA MARGHERITA, LIGURIA ili1519

-  90 sq.m Area
-  3 Bedrooms
-  1 Bathroom
-  Views
-  G Energy Class





VILLA, CIPRESSA, LIGURIA ili1599

-  800 sq.m Area
-  7 Hectares of Land
-  7 Bedrooms
-  10 Bathrooms
-  View on the Sea
-  G Energy Class

Price: 4.500.000 €





VILLA, SAN BENEDETTO DEL TRONTO, MARCHE ima1368

-  5000 sq.m Area
 -  12 Hectares of Land
 -  6+5 Bedrooms
 -  14 Bathrooms
 -  Parking
 -  Views
 -  G Energy Class
- Price: 3.300.000 €



VILLA, PESARO, MARCHE ima1395

-  1420 sq.m Area
-  5 Hectares of Land
-  9 Bedrooms
-  10 Bathrooms
-  Parking
-  Views
-  G Energy Class





VILLA, VERSILIA, TOSCANA ito1955

-  760 sq.m Area
-  950 sq.m of Land
-  7 Bedrooms
-  8 Bathrooms
-  Parking
-  Views on the City Center
-  C Energy Class





VILLA, MASSAROSA, TOSCANA ito2290

-  500 sq.m Area
-  9,5 Hectares of Land
-  19 Bedrooms
-  10 Bathrooms
-  Parking
-  View on the Sea
-  F Energy Class

VILLA, CASTAGNETO CARDUCCI, TUSCANY ito2473

-  330 sq.m Area
-  1 Hectar of Land
-  6 Bedrooms
-  5 Bathrooms
-  Garage/Parking
-  Pool
-  View on the Sea and Park
-  G Energy Class





VILLA, MARINA DI PIETRASANTA, TUSCANY ito2472

-  500 sq.m Area
-  1,3 Hectares of Land
-  6 Bedrooms
-  8 Bathrooms
-  Panoramic View
-  G Energy Class



VILLA ARENADA

- 🏠 320 sq.m Area
- 🛏️ 2 Bedrooms
- 🚿 3 Bathrooms
- ⚡ A2 Energy Class



HOUSES AS SCULPTURES TO LIVE IN

When an architect asks the wind, the earth, the heat of the sun and the cool of the shade to work with him, he is both a gentle and a powerful man. **At Is Molas Massimiliano Fuksas**, one of the greatest of contemporary architects, has created an extraordinary collection of villas inspired by the forces of nature and time. Houses as sculptures to live in, he has called them. Houses that listen to the landscape and to the history of the people who are going to inhabit them.

And when nature and humanity come together, respect one another and speak to each other from the bottom of their hearts, heedless of the geological eras and the centuries to which they belong, then it means we are in **Sardinia**.

Is Molas Golf Resort is located 30 km from Cagliari and its international airport in southwest Sardinia, between the town of Pula and Capo Teulada. It is one of the most fascinating stretches along the south coast of the island, with stunning beaches and bays with crystal clear water providing the backdrop for one of the most exciting landscapes for people who love golf and unspoiled nature. Protected to the north by the wild and dramatic mountain park with its Mediterranean scrub, and to the south by the sea, dominated by the Tower of Nora with the remains of the ancient Phoenician town at its feet, Is Molas Golf Resort enjoys a microclimate found nowhere else on the island and which means you can play sports all year round.

The ideal world imagined by Massimiliano Fuksas stands at the heart of a 500-hectare estate of lush vegetation, just a few kilometres from Cagliari. Behind it rise the mountains of the Gutturu Mannu Park, one of the largest and most unspoiled in Europe, and its peaks and ancient trees provide shelter from currents of cold air and ensure the warmth of summer all year round. At the foot of each villa flowers a splendid private garden, merging into the glittering greenery of two golf courses unlike any other in the world. On the horizon, the blue

of the sea and its crystal-clear waters. And then there are the stars, to contemplate, to count, to give to the person you love, lying on a roof that follows the curve of a wave and turns into an observatory of the heavens. Your breath comes easily, your heart is at peace, existence is a delight. Shaped by your desires alone.

Nestled between the slopes of the mountain park and the Championship Course, are four kinds of villa designed by architect Fuksas. Each of the villas has been designed and built to merge into the morphology of the land around it. So we have mirror-image villas and villas on two levels. The swimming pools have been designed to embrace the houses and their surroundings. The island, consisting of 15 villas, is divided into a raised area, affording stunning views over the whole resort down to the sea and the Tower of Nora, and a lower part whose gardens merge with the fairways. We have produced four mock-up villas (Palas; Luxi; Nea and Arenada) to illustrate the materials and finishes chosen by Massimiliano and the furnishing range designed by Doriana Fuksas for Is Molas and produced by Moroso and Venini. Large and private, just like your own exclusive island. "Sa Palas" is the waistcoat made of red cloth and gold thread that is worn by Sardinian women on holidays to convey wealth and happiness. This sums up Villa Palas: beautiful, exquisite and lavishly embellished. The design philosophy of the Palas villa reflects a new way of experiencing the surroundings, the sea, the lake and the lush green countryside; the villa consists of four structures of different sizes, volumes and, most important of all, shapes. They are arranged around an inner garden and connected by a terrace which acts as a linking element.

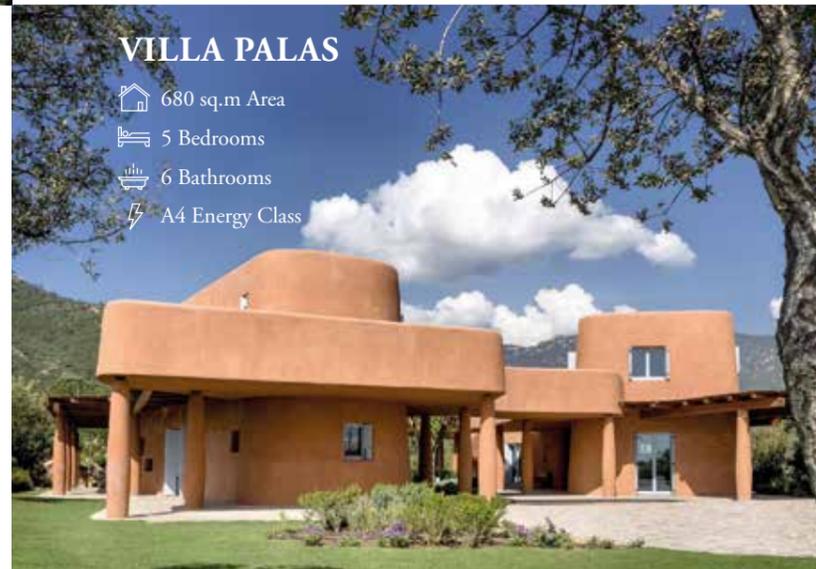
A light illuminates the beginning of a new life. "Luxi" is Sardinian for "light". The sound of the name is electric, like a spark, like the beginning of a new life, splendid. A tribute to the transparency of the air and the color of the sky which embraces it. The Luxi villa consists

of two slightly staggered structures with a rectangle design which are separated at first floor level by a terrace which is extended on the entrance side and the living room side by wooden load-bearing elements with a wooden roof with a reed canopy. The terrace can also be accessed from the outside by a staircase and is designed to protect the patio below where guests spend most of their time in the summer.

A treasure that is revealed dawn after dawn. Dawn, "nea" in Sardinian, is the joy of renewal in the early hours of the morning. And the villas at Is Molas have been conceived so you can watch the sun as it rises from their terraces. The Nea villa features 3 structures of different sizes and functions. They are arranged around a central space which is covered by a terrace that is designed to bring together the different parts of the villa. This central part is fully glazed so not only can you admire the surrounding countryside, but you can also access all the other rooms in the villa from a single focal point, the pivot of the whole villa. On the ground floor is the living area with a spacious dining room

VILLA PALAS

- 🏠 680 sq.m Area
- 🛏️ 5 Bedrooms
- 🚿 6 Bathrooms
- ⚡ A4 Energy Class



from the sun and rain so they can enjoy the patio below. The design of the property is enhanced by a pool which wraps round the villa.

For the Is Molas project, architect Fuksas has put a new spin on the idea of everyday living, he has pushed back the boundaries of convention, rediscovering, and transforming an everyday object into a work of art.

This is the idea of another world, where the sky and sea merge with the land on the horizon and every day marks a new beginning. This is the work of someone who has taken the shapes of the wind and created a sculpture with them, imaging life within. Simplicity and essentiality are what make this work so beautiful and the elements are stone, water, wind and the Sardinian land. Join us on this new and exciting journey of discovery of the "Inhabited Sculptures" by Massimiliano Fuksas.

Is Molas Resort

My Rework. Unique. Intimate. Magic.

VILLA LUXI

- 🏠 425 sq.m Area
- 🛏️ 4 Bedrooms
- 🚿 4 Bathrooms
- ⚡ A2 Energy Class

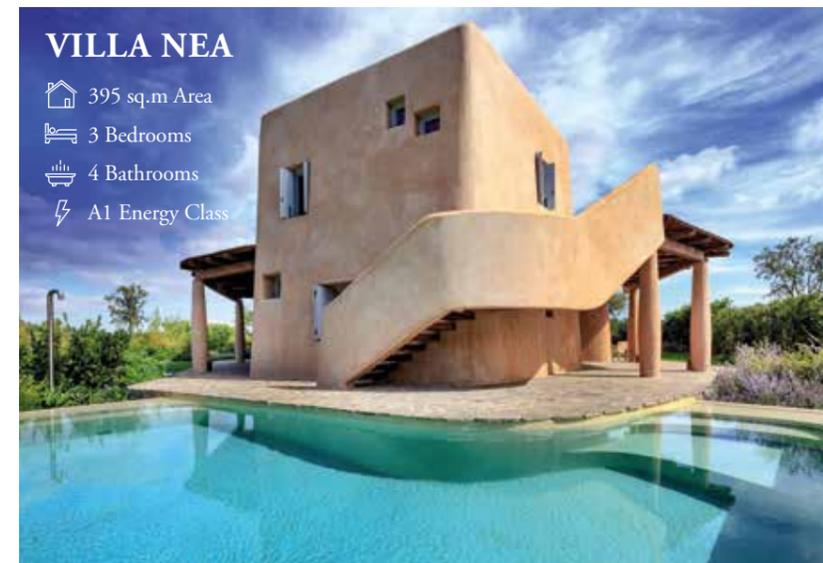


with kitchen and lounge, one bedroom with ensuite bathroom and an office. The most beautiful of the beautiful. The Sardinian people call pomegranates "arenada", the laughing fruit. It has been the symbol of happiness for centuries, embroidered on table cloths and painted on ancient pottery. A miniature world to hold within your hands. Villa Arenada has a main central body with smaller bodies linked to it radially, creating a pleasant series of rooms which are revealed gradually as you walk around the house.

On the ground floor of the main structure is a large living area; the rooms around it are the kitchen and the dining room with its folding glass walls, the master bedroom with its bathroom, and a second bathroom for the living area. The villa has large windows throughout which can be opened in the summer for seamless indoor/outdoor living. Upstairs is the second bedroom with its own bathroom and a large terrace with a wellness area and ornamental pool. The terrace is extended by a wooden roof structure with a reed canopy, designed to protect guests

VILLA NEA

- 🏠 395 sq.m Area
- 🛏️ 3 Bedrooms
- 🚿 4 Bathrooms
- ⚡ A1 Energy Class





living in the
MOUNTAIN

An interesting fact is the increase in the number of people who every year decide to move to hilly places and mountains.

There is also an important value linked to the wealth and quality of life of those who live in such places: companies with strong growth and population with a higher age index.

The environment is essential as well: clear air, open spaces, large woodlands, historic national parks, and nature reserves.

All these facts also influence the rapidly growing tourism sector: a property becomes an excellent investment to make one's income increase.

For many people, villages in the mountains become an oasis of peace, where they can also enjoy the traditional cuisine: meat, poultry and berries. Finally, it is worth mentioning that the entire hilly area is full of vineyards.

There are numerous fine Italian wines known all over the world.



VILLA, TRENINO-ALTO ADIGE, ALTA BADIA itre1319

-  900 sq.m Area
-  1 Hectar of Land
-  15 Bedrooms
-  4 Bathrooms
-  Parking
-  Views on the Mountains
-  B Energy Class



VILLA, VENETO, ZOLDO ALTO ive1346

🏠 170 sq.m Area

🛏️ 4 Bedrooms

🚿 3 Bathrooms

🚗 Parking

🏔️ View on the Mountains

⚡ C Energy Class





VILLA, TRENINO-ALTO ADIGE, CAMPIGLIO itre1327

-  500 sq.m Area
-  400 sq.m of Land
-  5 Bedrooms
-  5 Bathrooms
-  Garage/Parking

-  Pool
-  View on the Mountains
-  City Center
-  G Energy Class





VILLA, TRENTINO-ALTO ADIGE, CAMPIGLIO itre1326

-  500 sq.m Area
 -  400 sq.m of Land
 -  3 Bedrooms
 -  5 Bedrooms
 -  Garage/Parking
 -  Pool
 -  View on the Mountains
 -  City Center
 -  G Energy Class
- Price on Application



living in a
CITY of ART

The Italian art cities are some of the most-visited destinations in international cultural tourism. Rich in monuments, churches, castles, museums, and historic dwellings, Italy's cities of art are an ideal target for low-season tourism, fulfilling a desire to know them any time of the year.

Of course, many are Italy's art cities: Milan, Florence, Rome, Naples, just to name a few.

Marked by the initiatives of great artists and patrons, these cities are not only the repositories of poignant artistic expressions, but are themselves true masterpieces of art.

Open-air museums that can be enjoyed and admired on foot - these cities offer modern and inspiring itineraries for discovering shops and artisan workshops, markets and fairs, festivals and theatrical events that are a great blessed union of union of traditions, culture and excitement.



VILLA, FIRENZE ito2334

 713 sq.m Area

 5270 sq.m of Land

 4 Bedrooms

 6 Bathrooms

 Parking

 Pool

 G Energy Class

Price: 7.950.000 €

DOLCE VITA MILANO



Milan is facing a boom in real estate operations. All Italy is developing with its temperate pace and only Milan, as a rebellious teenager, is eager to demonstrate not only to the entire country but to the whole world how successful it is in all spheres: it is at the forefront of culture, it takes the first place in the economy and industry and finally it has a high level of technology development of “smart” cities. Here comes the result - the demand for real estate is growing extremely fast!

Today Milan is an excellent exponent of modern Italy. Even though the parliament sits in Rome, the true power is concentrated in Milan where there are money and trade.

At present, Milan is the largest financial and economic centre of Europe, and the population of the city is 1.3 million people.

Milan has earned a reputation of a fashionable, compelling, stylish and attractive city with beautifully dressed residents. Citizens have numerous opportunities for entertainment and enjoy spending evenings in restaurants and clubs. However, at home they always enjoy tranquillity and calmness.

The architecture of the city is thought out so well that it gives residents the opportunity to be in a quiet and peaceful environment of their own apartments and villas located both in the city centre and in elegant suburbs. Behind strict buildings there hide quiet green courtyards – this is Milan’s soul.

The geographical location of Milan is truly unique. The city is located

at equal distance from both mountains and the sea. Besides, Milan is surrounded by a network of picturesque lakes.

The Italians love skiing and taking at the sea and lakes. Nobody stays at home at the weekends, every family has their favourite places. The variety of leisure options out of town is endless: lakes, mountains, sea - all the beauty of nature is in front of you.

In winter, Milan’s residents spend weekends in the mountains, many have their own chalets in ski resorts where they go every weekend with their families and friends. When it gets a bit warmer, everyone goes to the lakes to enjoy the first rays of the spring sun. From olden times it was prestigious to have one’s own house on the lake, because traditionally the Italian aristocracy and noble people spent their holidays on lakes. Milan is the most developed city of Italy. All modern development programmes are focused first of all on interests and needs of the city’s dwellers. Milan is among 15 world’s leading cities which successfully use technologies of “smart” cities. Their influence on different aspects of the quality of life is significantly increasing day by day. Milan is permanently growing and developing.

Milan’s underground thoroughly covers the whole city and even goes beyond it. A network of lines and stations is used to save travel time for residents and guests of the city. Another underground line is being currently constructed. It will go through the whole city and connect it to the terminal of the Linate international airport. In total, Milan has 3 airports – Malpensa, Linate and Bergamo. They operate

both international and domestic flights, this is why getting to Milan is easy both from abroad and from other regions of Italy.

Italian high-speed trains are extremely convenient and comfortable kind of transport, which saves travellers and businessmen a lot of time. Ultra-modern trains run all over Italy, developing a speed of up to 300 km per hour.

Such a modern organisation of the city’s infrastructure allows citizens to not spend much time getting, for example, to the city centre or to the airport.

People are free to choose means of transportation and are not required to use private cars, since public transport is often much more convenient and comfortable. These facts tell us about a very high level of the quality of life in Milan.

Parks of Milan urge citizens not only to relax and enjoy the beauty of nature, but also reveals the history of the city. The Sempione Park, for example, is a landscape park which is a part of the historical complex of the Sforzesco castle – the residence of Milan’s Dukes, Palazzo del Arte – Palace of Arts, where a variety of art exhibitions are regularly held attracting lovers of art, and the Arch of Peace conceived by Napoleon in 1807 as a triumphant entry into Milan. Milan’s northeast represents a park area with palaces and museums scattered throughout its territory.

It is not only a beautiful, but also historically famous place and the oldest public park in Europe – the park has existed since 1797. The

governors of that time – the Habsburgs – founded a garden on the site of a vacant lot.

The architect of the landscape zone was Giuseppe Piemarini, who had built the La Scala Theatre by that time.

There are many small cosy miniparks, promenade parks and flowering botanical gardens in the city. For instance, the amazing Botanical Garden of Brera, adjacent to the Pinacoteca Museum, is located in the heart of Milan, in the historic district of Brera.

The wealth of the artistic and musical heritage of Milan is really impressive. Important citizens for centuries supported artists and different types of art and left the city a patrimony of beautiful buildings and art collections.

Most of the museums of Milan are based on private collections, and some of them are located in buildings that were specially built by collectors to store the works of art.

So, Leonardo da Vinci ended up in Milan thanks to the patronage of the Sforza family, and created many of his famous masterpieces in this city.

The monastery of Holy Mary of Grace (Santa Maria della Grace) stores one of Leonardo da Vinci’s main masterpieces – the fresco “The Last Supper”.

Milan Cathedral is the heart of the city. It was built by the will of the whole city as a “domus”, i.e. a common house, a home for everyone. For the citizens, it still serves as a symbol of the unification of the

lifestyle & travelling

by Anastasia Semenova

Christian community, civil society of the city and the entire region of Lombardy. Milan Cathedral is one of Europe's largest Gothic temples made of white marble. The La Scala Theatre is the world's centre of opera, and the Italians consider opera as their national music.

Those who are planning to move to Milan will have an excellent chance to give their children European higher education. More and more well-off Russians choose international schools for their children, thus giving them a sense of confidence in the future and an ability to feel comfortable everywhere in the world thanks to the knowledge of several languages.

International schools motivate children, help them know themselves better and understand what they love to do most of all, so that making it easier in the future to choose a university and profession.

Milan is an economic and cultural centre of Italy. There are the best universities, international companies, the most famous design studios and central offices of fashion brands in Milan.

The oldest universities and colleges of Milan, such as Bocconi, UCSC and Polytechnic University of Milan offer undergraduate, graduate and MBA programmes in Business Administration, Economics, Law, Finance, Engineering, Marketing, Communications and others. In Milan, where there is no shortage of fashion and design universities, you can get a high-quality education in all fashion and design fields: Fashion Design and Modelling, Management and Entrepreneurship, Brand Management in the fashion and design industry, Production, Procurement, Sales, Marketing, Interior Design, Architecture, and Industrial design. The most prestigious universities of Milan in these fields are Istituto Marangoni, Domus Academy, Naba and Polimoda. Education at Milan's universities is possible in the English and Italian

languages. As a rule, professional training includes a huge number of practical lessons, learning of real situations, project implementation and complete immersion in the field of study. The studying process takes place, so to say, "now and here", in real time, based on events and trends currently occurring in the relevant field of training. All this makes studying in Milan a promising investment into one's professional future.

Everyone knows the Italian formula "Dolce Vita" - the art of a beautiful life, the art of living in the moment and enjoying it. For those who are considering moving to this city, life in modern Milan means not only Dolce Vita, but also comfort and high quality of life, excellent climate, cleanliness and excellent location in the centre of Europe, safety and the opportunity to give children a European education.

Super modern housing development in Milan

The city has several new neighbourhoods designed by world-famous architects. A new residential complex between the Garibaldi station and Isola, Varesine and Porta Nuova blocks is a new project of the development of the last empty territories close to the centre of Milan. This complex can boast of ultra-modern skyscrapers for business and luxurious life.

An international team of architects worked on a complex that includes the Gae Aulenti square with a skyscraper, which is the headquarters of the UniCredit Bank (Italy's second tallest building), a cultural centre with museums, a park, luxury residential buildings with prestigious apartments, shopping and entertainment facilities. On the first floors of these elite houses there are boutiques of the most fashionable brands. Different parts of the complex are connected by

green areas, squares, bridges and bike tracks. The Gae Aulenti square was designed by the Argentinian architect Cesar Pelli and was named after the famous Italian female architect and designer Gae Aulenti who was the author of several well-known projects of museums reconstruction. The main symbol of this modern complex is the Bosco Verticale houses (Vertical Forest), on the facades of which there are trees, various bushes, green spaces and a huge number of flowers and herbs. Designed by the Italian architect Stefano Boeri, the son of the famous designer Chigny Boeri, these buildings were recognised as the most beautiful skyscrapers in the world and received the International Highrise Award. Real trees grow on a terrace of each apartment, so that each resident has his own mini park in the apartment, which creates the complete illusion of being surrounded by nature.

Real Estate purchase in Milan as investment

Statistics on the purchase of real estate in Milan in recent years shows a steady growth. Among all the cities of Italy, Milan's real estate provides the highest return on investment and is affected in crisis periods the least of all. Real estate in Milan is a real and high-quality alternative to such "classic" destinations as London or Paris, and has a much more affordable average price per square meter, which is €4,000. The average real estate price level in the centre of Milan is between €8,000 and €12,000 per square meter. However, there are some streets, neighbourhoods and objects where the price can reach from €18,000 to €20,000.

The investment attractiveness of the city is growing actively: from 2013 to 2018, the number of transactions increased from 18.2% up to 39.6% compared to other Italian cities. Housing prices are

expected to increase both in the medium and long term. The largest number of apartments purchases in Milan was recorded in the city centre, which has always been attractive for business. This is due to the well-developed tourism, the presence of important companies and universities in the centre of Milan, boutiques and showrooms of the world fashion brands, exchanges and financial corporations, as well as the organisation of many events of international importance. Milan is Italy's most industrial city and therefore young Italian people, businessmen and potential entrepreneurs are eager to go there, thus filling the real estate rental market, which is also an attractive factor for investors. The greatest demand for investment housing in Milan traditionally grows during the fashion weeks that take place twice a year, attracting a large number of businessmen, models, journalists who come to Milan to work, as well as lovers of fashion, fashion shows and events of that kind.

Over the recent years, especially after the World Exhibition EXPO 2015, Milan has become a host of many cultural events, art exhibitions, international congresses, and professional symposia.

Italy is known all over the world thanks to thousands of design companies producing furniture and home decoration.

Every year in April, with the exception of 2020, designers and businessmen from all over the world head to the city to visit the astonishing furniture exhibition – Salone del Mobile - and sign contracts with Italian interior manufacturers.

Will the coronavirus emergency lead to a crisis in Milan's real estate market? Not at all! In Milan, prices for real estate for sale and rent will not fall, primarily because the demand for liquid assets will continue being higher than supply.





MILANO, ZONA PALESTRO ilo2561

 190 sq.m Area

 3 Bedrooms

 2 Bathrooms

 Center of a city

 A+ Energy class

Price on Application

Rendering of a New Project





APARTMENT, MILANO, BOSCO VERTICALE ilo2575

 276 sq.m Area

 3 Bedrooms

 4 Bedrooms

 View on City and Park

 City Center

 A Energy Class

Price: 3.800.000 €





APARTMENT, MILANO, GIARDINI D'INVERNO ilo2567

-  70 sq.m Area
-  1 Bedroom
-  1 Bathrooms
-  Views on the City
-  A+ Energy Class



A DAY AS A REALTOR



Real Estate has always been my passion.

I have been living on my own for about 15 years and lived in several cities in Italy and abroad. Wherever I've been, the place I called home has always had a relevance in my daily life and I have always wanted to live in beautiful houses and in cool neighborhoods, even if that could have meant some small sacrifices. Despite this passion, in my early career I never considered the possibility of working in this sector. Surely my educational background in Marketing and Sales has influenced my choices for a long time and has driven my career in big companies. The turning point came in 2017 when I moved to London and I started to work for an Interior Design studio. It was the first step towards Real Estate and nowadays is my world. Overall I consider a strength to be able to flex my different experiences on a daily basis.

What do I like about my job? It's hard to draw a short list. One of my favorite duties is definitely visiting and evaluating the locations. I believe it's essential to know every detail of the property and its emotional values to transfer to potential buyers. I am strongly convinced that my work is to offer an experiential sale. Other key points are the relationship with the customer and the negotiation process.

I like dealing with people and establishing mutual trust, which is the essential recipe for success. Passion, knowledge and commitment can deliver personal satisfaction. From that point, sky is the limit.



A 12 YEARS JOURNEY

Year 2008. Via Ripamonti. Southern area of the city.

On that date and on that street, I fell in love with the city of Milan.

Many people will call this as a bizarre start. In those years, that area was nothing special, everyone considered it only as an historic street famous for its 7km length and some popular restaurants on the edge of the city. Certainly not many aspired to live there.

Only a few visionaries could have imagined that that long street, within a few years, would have hosted the Prada Foundation, become an important fashion district and home to big companies from all sectors.

Already in 2008 it was clear that sub-central area would have been included in the inevitable gentrification process of the city. Vibes of change were in the air and it was probably not a coincidence that it was the first area where I looked for an accommodation, when I moved to Milan in 2010.

History confirmed that I would win my bet. About a year ago I accidentally came across the announcement for the rental apartment I had visited at the time and the asking price had increased by 52%.

This process was, of course, not limited to via Ripamonti area. We also saw Isola going from a working class neighborhood to a lively and vibrant district and home to the Vertical Forest, we saw Citylife emerging from a huge crater of what was once the Fiera area, we saw the opening of the new Lilla subway line, we saw the Darsena's regeneration in Navigli. The list could be very long. This fervor gave an incredible boost to the city, it was no longer the foggy business city but a vibrant and trendy place where to aspire to live in.

As a result, the value of real estate has increased exponentially and this trend seems unstoppable, uplifting the city to the same price level of largest European cities.

Year 2020, I still love this city, every day more.



VILLA, CARATE BRIANZA ilo2360

-  282 sq.m Area
 -  10,3 Hectares of Land
 -  21 Bedrooms
 -  12 Bathrooms
 -  G Energy Class
- Price on Application

5 REASONS TO BUY PROPERTY IN ROME

1. The heart of Christianity

The city-state has its own flag, anthem, government, and Academy of Sciences. It also owns a newspaper, radio station, and even its own Internet domain. The territory of the Vatican City was considered holy even before the advent of Christianity, and in 326, when Christianity became an official religion, a basilica was erected over St. Peter's alleged tomb.

2. Sunny Paradise

Rome is one of the sunniest cities of Europe. Just look at happy faces of its dwellers. It is absolutely impossible to feel sad in this city! The Tyrrhenian Sea with its picturesque sandy beaches of the amber colour is only half an hour drive from the city centre, as well as the azure Lake Albano, where there is the summer residence of the Pope.

3. The cradle of civilisation

No wonder Rome is called the Eternal City. Each building is literally filled with centuries-old history. Colosseum, Vatican, Roman Forum, Trevi Fountain, Pantheon, Sistine Chapel - some of the main attractions of the world significance are concentrat-

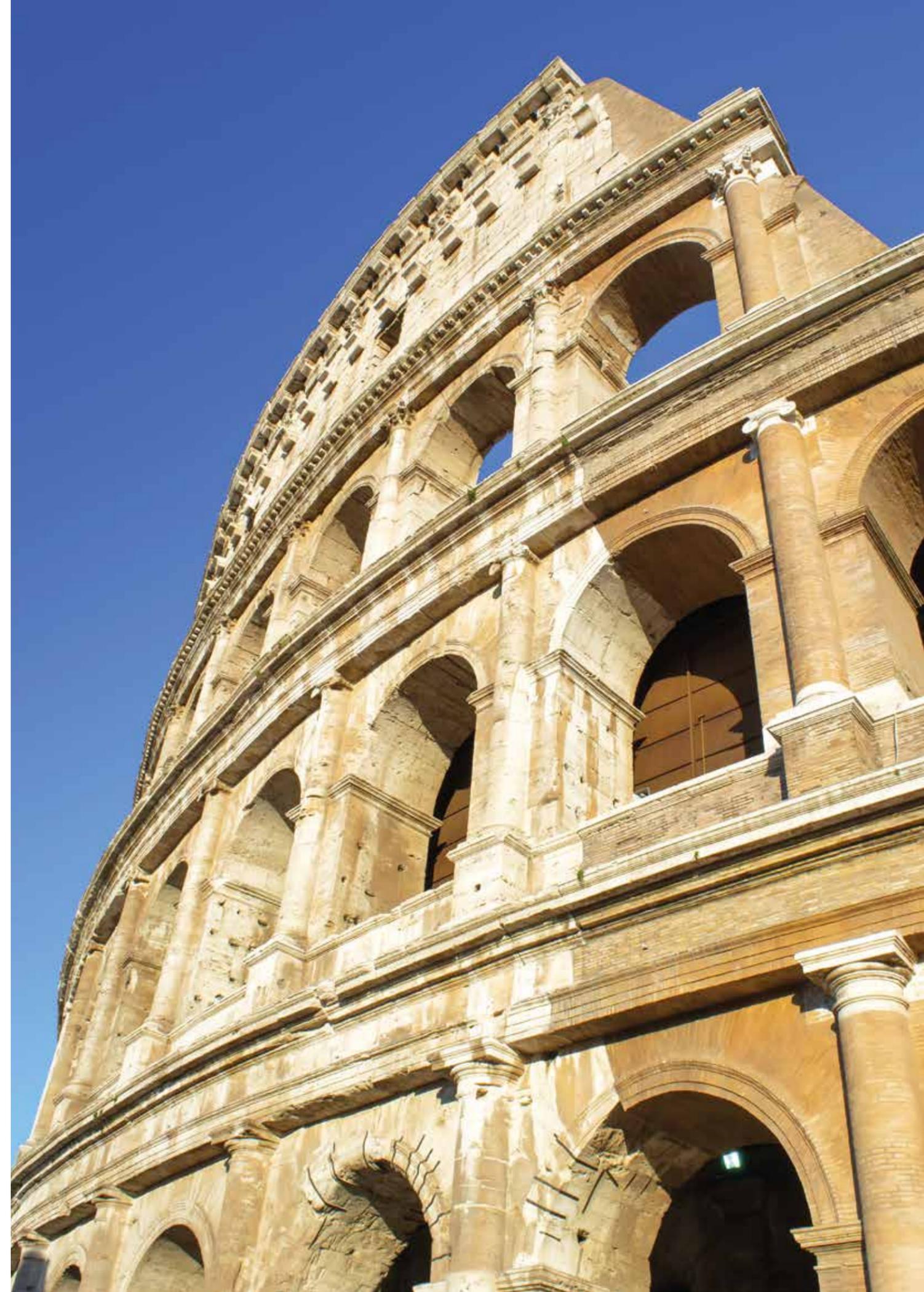
ed in Rome. Purchasing one's own apartment in the historical centre or settling in an old mansion is a cherished dream of most tourists who have visited Rome at least once. In addition, an apartment or house in the Italian capital is also a profitable investment in the period of crisis.

4. Dolce Vita

Rome is the city that inspired the great Italian director Federico Fellini to make his famous movie "Dolce Vita". Would you like to plunge into the sweet life, enjoy gourmet cuisine and become a part of the maelstrom of social events too? Then welcome to the capital of Italy! Having been there once, you will want to return there again and again to make new discoveries.

5. Roman holidays

Would you like to give yourself endless Roman holidays? Life in Rome offers a broad variety. Numerous palaces, museums, art galleries, churches, parks and boutiques of course - in the Italian capital, without exaggeration, there is everything indeed! Shopping in the quarter of fashion next to the famous Piazza di Spagna turns into a true aesthetic pleasure.





APARTMENT, ROMA ila1418

-  500 sq.m Area
-  4 Bedrooms
-  5 Bathrooms
-  Parking
-  Pool
-  G Energy Class



interior design



NADINE INTERIORS

For over 20 years now design center Nadine has been making private residencies and apartments in United Kingdom, France, Italy, MonteCarlo and Russia . We work with a variety of styles, ranging from contemporary classics to modern and minimalistic. The main principle of our company is making ready housing solutions that can be directly moved into. We pick up a project at any stage, and starting from engaging with local authorities to settle the legality of the construction, all the way to embellishing the living space with various works of art, and even placing cutlery in the kitchen.

We handle all steps of the project along the way. Historical site or an untouched piece of land, we work with any properties. To this

day we have successfully completed over 100 projects all around the world, and are happy to say that our previous customers come back to us once they are in need of a house made the way they like it. We work with over 400 fabric, textile, and furniture manufacturers from Europe and the rest of the world, making our palette quite extensive, and allowing for no creative restriction.

We also try our best to be in tune with the newest technological innovations for interior design, and these solutions are immediately applied in our projects. Our task is to create a unique interior, and a cozy, beautiful, and fully functional home.

A home for you!

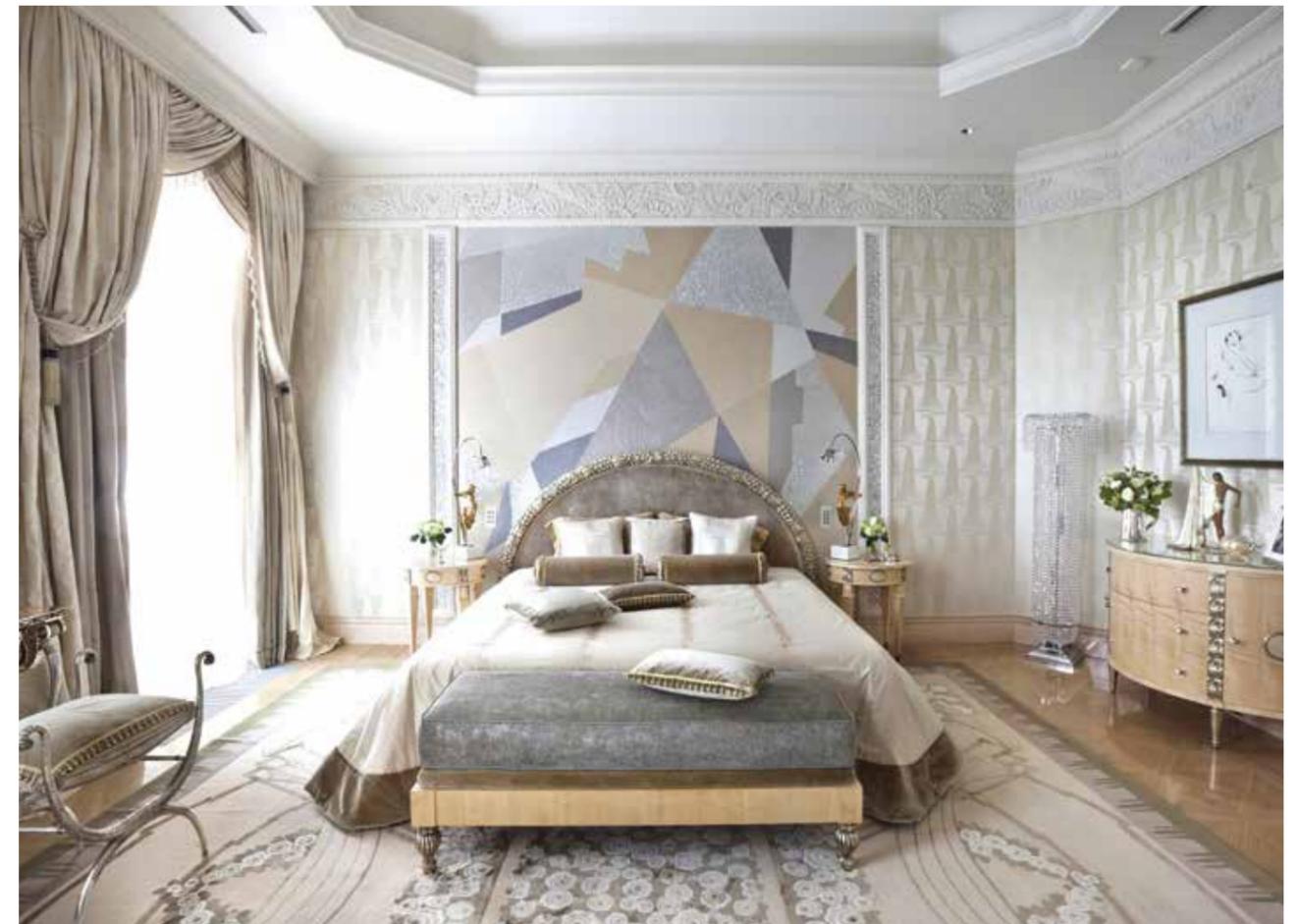
CONTACTS:
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www.kontur.ru

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Via Gino Capponi 12
+39 328 2665957





living in the
COUNTRYSIDE

Italy is a treasure trove of beautiful rural cottages: from the north to the south of the country you can find a wide range of authentic properties for sale in the Italian countryside.

Now more than ever, people want to escape city life and are opting for a life surrounded by nature and open space. Our selection of rural properties in the Italian countryside, many of them farmhouses made from stone or wood, are all infused with timeless charm.

Many of these properties also have their own swimming pool and spacious gardens, providing the ideal space for relaxation with all the family. If buying a second home as a rural retreat in Italy sounds ideal, then you can't miss our selection of the best countryside properties for sale in Italy.



VILLA, TUSCANY, CORTONA ito2349

-  1000 sm.q Area
-  14,5 Hectares of Land
-  8 Bedrooms
-  12 Bathrooms
-  Pool
-  View on the Park
-  G Energy Class



VILLA, LAZIO, CERVETERI ila0986

 770 sq.m Area

 1 Hectar of Land

 5 Bedrooms

 5 Bathrooms

 Parking

 Pool

 G Energy Class

Price: 2.400.000 €





APARTMENT, TOSCANA, MOLINA DI QUOSA-RIGOLI ito1872

-  2200 sq.m Area
-  1 Hectar of Land
-  20 Bedrooms
-  22 Bathrooms
-  View on the Park
-  G Energy Class





VILLA, TUSCANY, MAREMMA ito2503

-  800 sq.m Area
-  6000 sm.q of Land
-  5 Bedrooms
-  6 Bathrooms
-  Parking
-  C Energy Class



CASTELLO, IMPRUNETA, TUSCANY ito5000

 3300 sq.m Area

 100 Hectares of Land

 23 Bedrooms

 23 Bathrooms

 View on Mountains and Park

 B Energy Class



PREPARATING PROPERTY FOR SALE SEVERAL HOME STAGING TIPS

When we talk about staging your home, we're referring to a method of preparing a property for sale on the real estate marketplace. Staging is designed to showcase a home's best assets, impress buyers, and sell it quickly at the highest possible price.

Since not all sellers stage their homes – especially homes in lower price ranges - you'll be at an advantage if you choose to take the extra step of staging your property. Let's see how.

Home staging refers to preparing your home to sell, so it appeals to the most potential buyers who will pay the highest possible price. Relative to the amount of time and money involved, staging may be one of the most lucrative projects you ever undertake. The living room, kitchen, bathrooms, bedrooms, and outdoor living spaces are all important areas to focus on when staging your home.

A few recommended home staging tips:

- clean or replace your appliances so they look new,
- remove any personal items such as photos and monogrammed towels,
- get rid of odours.

Home staging is not the same as decorating. Decorating is about *personal style*, while staging makes your home appealing to the *largest pool of buyers*.

When dealing with such a significant financial transaction as selling a home, you don't want to settle for a lower selling price or a longer marketing period than you have to.

Considering the amount of time and money involved, staging may turn into one of the most profitable projects of yours. Potential buyers aren't just looking for a structure to inhabit — they're also looking for a way to fulfill their dreams and improve their lifestyle. Staging can create a more emotional purchase for the buyer, which ultimately can generate more money for the seller. Home staging is also beneficial because potential buyers don't want to see work that needs to be done upon moving into the home. For every problem they see, they'll deduct its cost from their offering price. If they see too many problems, they may pass completely on buying the home.

HOW STAGING AFFECTS SALE PRICE AND TIME ON MARKET

According to the 2019 Profile of Home Staging, a report from the National Association of Realtors (NAR), 25% of buyers' agents and 22% of sellers' agents say that staging a home increases the offer price by between 1% and 5%, compared to other similar homes on the market that aren't staged.

The report also found that 83% of buyers' agents say staging makes it easier for buyers to visualise a property as their future home, which can help sell the home faster. According to the report, more than half of sellers' agents say staging decreases the amount of time a home spends on the market.

The COVID-19 pandemic has changed the home buying and selling process, including the way homes are staged. More homeowners are opting for DIY home staging (as opposed to hiring a professional stager) and limiting the number of buyers who come into their home

for in-person showings. Yet staging remains an important tool because a well-staged home looks better in photographs - and most buyers are looking for homes online.

SEVERAL HOME STAGING TIPS

Of course, time and money determine the level of staging that is practical for your home. Try to employ the following techniques in as many rooms of the house as you can afford and have time for.

Clean

A clean home shows potential buyers that you've taken good care of the property. Ideally, you should clean every part of the house, from the floors to the ceilings — and everything in between.

If you don't have new appliances in the kitchen, make sure the existing ones are spotless. Likewise, make sure your bathrooms sparkle, from the corners of the tub, to the sink drain, to that spot behind the toilet you don't think anyone can see. Your goal should be to make everything look new.

Depersonalise

Buyers need to be able to envision themselves in your home, so remove all the family photos, keepsakes, and refrigerator art. Keep clothes hidden away as much as possible, and make sure the bathroom counters are empty (except for hand soap, of course). Likewise, put away all the toys and anything else that is highly personal or evocative of the home's current inhabitants.

Focus on green

A few potted plants can do wonders to make your home feel fresh and inviting. If you have a lot of plants, space them out strategically so they don't overwhelm any area (unless you have a greenhouse). Of course, dead and dying plants don't do much to make your home look well taken care of. Be sure your greenery is healthy and dust-free, too. Another way to make your home seem fresh is to get rid of odours. Pets, kids, last night's dinner, a damp bathroom, and many other conditions can make your home smell. Inexpensive tricks for ridding a home of odours and giving it an inviting aroma include baking cinnamon-coated apples or cookies in the oven (be careful not to burn them), or burning vanilla-scented candles.

Essential oils (mix one cup of water with eight to 10 drops of oil in a spray bottle, and spray toward the center of each room), herbs and flowers, beeswax candles, and air purifiers are chemical-free ways to freshen the air in your home.

It's also a good idea to wipe down the kitchen sink with half a lemon, then grind it in the garbage disposal to remove sink odours. While you could use air fresheners to deodorise your home, it's best to avoid these since they can trigger allergic reactions and asthma in sensitive people. If you're a smoker and you normally smoke indoors, start limiting your smoking to outside the home and take extra steps to deodorise indoors. Finally, don't forget to take out the trash.

Declutter

There are two major problems with clutter. One is that it distracts buyers from your home's features. The other is that it makes it seem to have less space. Now it is the time to box up and put into storage

the things you don't need on a day-to-day basis (think: knickknacks, games, papers, seasonal clothes, and messy hobbies). It's also time to get rid of things you no longer need — like the expired food in the back of the cabinets, and the clothes and toys the kids have long since outgrown. The emptier storage space you have, the better.

Define rooms

Make sure that each room has a single, defined purpose. And make sure that every space within each room has a purpose. This will help buyers see how to maximise the home's square footage. If you have a finished attic, make it into an office. A finished basement can become an entertainment room, and a junk room can be transformed into a guest bedroom. Even if the buyer doesn't want to use the room for the same purpose, the important thing for them is to see that every inch of the home is usable space. This includes alcoves, window seats, corners, breakfast nooks, and other areas.

Lighting

Take advantage of your home's natural light. Open all curtains and blinds when showing your home. Add fixtures where necessary, and turn on all the lights for showings (including those in the closets). This makes your home appear brighter and more inviting, and it saves buyers from having to hunt for light switches. If you think your existing fixtures are fine, be sure to dust them and clean off any grime. Otherwise, outdated and broken light fixtures are easy and cheap to replace.

Wallpaper and paint

It is unlikely that a potential buyer will like your wallpaper. Your best bet is to tear it down and paint the walls with a neutral colour instead. It's best not to paint over the wallpaper because it may look shabby and send a signal to the buyer about work they may have to do later. Potential buyers will likely feel the same way about custom paint colors. You may love your orange bathroom, but people's tastes in colours are very specific and highly personal. You might think white walls are ideal because they create a blank slate that allows buyers to envision their own décor and gives them an easy starting point. However, it's actually better to paint your home with warm, neutral colors.

Flooring

No one wants to live in a home with dirty, stained carpet, especially when someone else was the one who dirtied it. And linoleum is outdated and looks cheap. Although pricey, hardwood floors add value and elegance to a home. They are also low maintenance, provide great long-term value, and are perfect for buyers with allergies. In other words, they appeal to almost everyone, and if not, they're easily carpeted over by the buyer and preserved for the next owner. Common areas like the living room, dining room, and kitchen should be your main focus if you are going to add hardwood floors. Ideally, you should upgrade the bathrooms, too. They have relatively little floor area and therefore won't be too expensive. In kitchens and bathrooms, go with ceramic tile or stone if you can afford it. If not, use high-quality vinyl tiles that mimic these more expensive materials.

Furniture

Make sure furniture is the right size for the room, and don't clutter a room with too much of it. Furniture that's too big will make a room look small, while too little or too small furniture can make a space feel cold. Don't use cheap furniture, either. You don't have to pay a lot of money to switch out your existing furniture - and you may even be able to rent furniture to stage your home. Either way, make sure the furniture looks nice, tidy, and inviting.

You can use throw pillows to add contrast and a pop of colour. You'll also want to arrange the furniture in a way that makes each room feel spacious, homey, and easy to navigate. In the living room, for example, seating should be set up in a way that creates a comfortable conversation area.

Walls and ceilings

Cracks in the walls or ceiling are red flags to buyers because they may indicate foundation problems. If your home does have foundation problems, you will need to either fix them or alert potential buyers to them; fixing any foundation problems would be better in terms of getting the home sold. If the foundation only looks bad but has been deemed sound by an inspector, repair the cracks so you don't scare off buyers for no good reason.

Exterior

The exterior and the entryway - so called "curb appeal" - are important points of focus because they can heavily impact buyer's first impression. They may even determine someone's interest in viewing the inside of the house. Make sure your lawn, hedges, trees, and other plants are neatly pruned, and be sure to get rid of any weeds.

Wash windows well, and consider adding flower boxes to brighten them up even more. If you can, power wash your home's exterior - this can make it look almost freshly painted but with less effort and expense. Make sure the sidewalk leading up to the house is clear and clean, and buy new doormats for the front and back doors. If you have a pool, showcase it by making sure it's crystal clear. Creating some sort of outdoor living space in the backyard, such as a deck or patio with outdoor furniture, is another way to use the exterior of your home to its greatest advantage.

Final touches

Just before any open house or showing, make sure that your staging efforts have the maximum impact with a few last-minute touches that will make the home seem warm and inviting. Put fresh flowers in vases, let fresh air into the house for at least ten minutes beforehand so it isn't stuffy, light a few candles (soft and subtle fragrances only), and put new, plush towels in the bathrooms.

Don't put too much money into the staging process

Keep in mind that what sells the home and what makes the home usable for the buyer are not necessarily the same thing. Overall, to get the most bang for your buck, your home staging efforts should be designed to appeal to the widest possible range of buyers. The more people willing to submit purchase offers for your home, the higher the selling price will be.

RUSTICO, TUSCANY, MONTERIGGIONI ito2523

 750 sq.m Area

 2200 sm.q of Land

 7 Bedrooms

 8 Bathrooms

 Garage

 C Energy Class







APARTMENT, FORTE DEI MARMI, TUSCANY ito2522

-  200 sq.m Area
-  5 Bedrooms
-  4 Bathrooms
-  Panoramic View on Sea and Mountains
-  City Center
-  F Energy Class





VILLA, MARINA DI PIETRASANTA ito2030

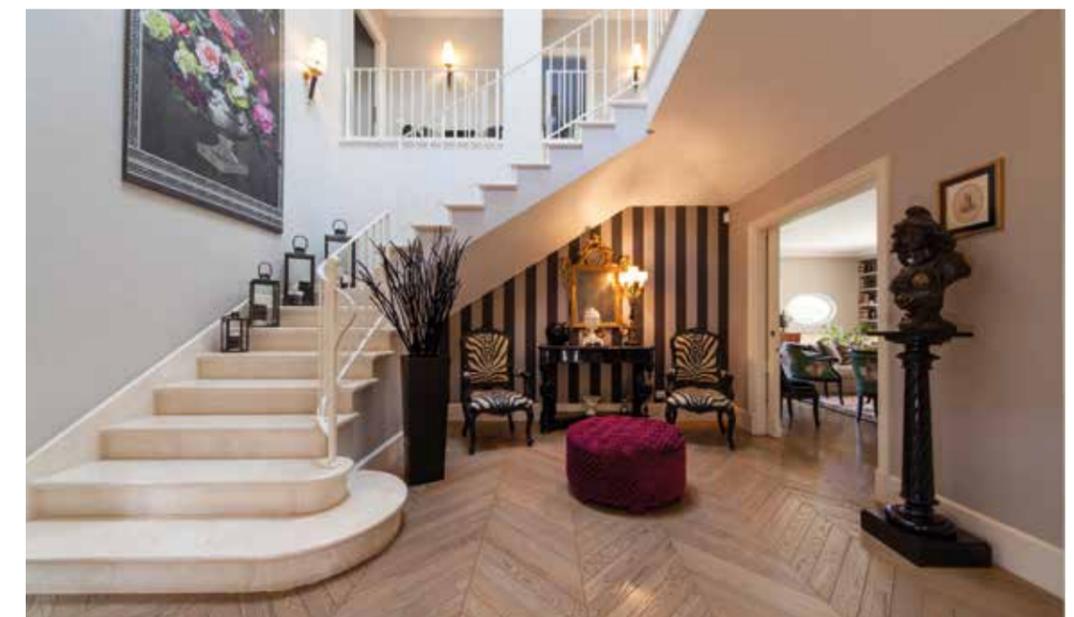
-  300 sq.m Area
-  1500 sq.m of Land
-  5 Bedrooms
-  4 Bathrooms
-  View on the Park
-  F Energy Class





VILLA, UMBRIA, SPOLETO ium1482

-  396 sq.m Area
 -  1 Hectar of Land
 -  4 Bedrooms
 -  4 Bathrooms
 -  Panoramic View on the Park
 -  G Energy Class
- Price: 810.000 €





NUCCIA LANGIONE

Communication expert has treasured the basic principles of interaction with customers filling the role of a real estate agent with empathy and passion that accompany a buyer and a seller with patience and lightness.

If “agent” from Latin means “the one who acts” and if philosophy reminds us of the link between power and action, Nuccia has literally taken a mission that leads her to the sale and purchase of living spaces. In her opinion, a customer should be accompanied by the hand to the discovery of their new place of living, so that they would be sure of their choice and feel at home.

At the same time, those who are willing to dispose of an asset can enjoy maximum assistance and benefit of the services that otherwise might be cumbersome and discouraging.

For us, the customer is a true protagonist of the process that does not end in having a look, in a boring manner, at one property rather than another. It means we are willing to understand customer’s needs and dreams to turn them into reality. Knowing and personalising the customer, in an approach free from conformism, turns into a constant dedication full of complicity, to the point of gratifying their every expectation. The true secret of success of real estate operations is all here, it is not an alchemy.

Architect Nuccia Langione

PROPERTY MANAGEMENT AND PROPERTY FINDER SERVICE

Enjoying your property in Italy is one thing, maintaining it is something different. If you are a holiday home owner in Italy, it is very common that your home is not lived in for a short or extended period of the year. In your absence you want everything to be settled, and when you are in Italy, you want to relax and enjoy your own place. In this case, it is very important to have someone reliable who takes care of your holiday home when you are away and act on your behalf by actively checking your property and performing regular maintenance.

The solution is to engage a Property Management Company. Having a Property Manager provides a personal touch and solves all problems when you are away from the property. Property management fees are usually based on the types of services the client wants to use. Palazzo Estate offers tailor-made property management packages with a variety of options and guarantees high quality management services, such as:

Local representation - Regular home inspections - Performing ad hoc inspections due to bad weather conditions (rainfall, strong wind, etc.) - Ventilating - Collecting bills and mail - Taxes arrangements - Insurance and utilities arrangements - Property cleaning and laundry services - Garden and land maintenance services - Swimming pool maintenance - SOS repairs - Communicating extensively on the status of the property - Home Staging - Language assistance - Financial assistance.

Welcome to our offices, we have a huge checklist of services for you!

PROPERTY RENOVATION & PROJECT MANAGEMENT

Our company also offers renovation management services. In many cases, our clients find anything but a ready-to-move-in property. Sometimes an old house requires complete demolition and rebuilding, sometimes our clients find only a very nice panoramic buildable piece of land. In any case, these kinds of projects require careful supervision paying attention to quality, cost and time control. The language barriers and difficulties in understanding the local building laws and in translating to an architect your desired project results make renovating and refurbishing a bit complicated, especially if you are not there. If you have in mind to start simple projects or complex ones, it is crucial to find a trusted local (speaking your language) agency that has experience, is able to understand your wishes and regularly supervises the project of renovation. In order to understand all your requirements exactly, our managers will discuss a thorough plan with you listening carefully to all your wishes and asking specific questions. Thanks to our extensive network of building companies, architects, plumbers, electricians and other specialists with good reputation, honest pricing and high quality of work, we are able to provide a start to finish service and be by your side step by step during the renovation works.

HERE'S WHAT WE CAN DO FOR YOU:

Building & Renovation property management - Performing intensive intake of your wishes and specific needs regarding the project - Finding the right parties to involve during any stage of the project: local architects, internal designers and builders with good reputation and honest pricing and all necessary craftsmen like carpenters, plumbers, electricians and others - Providing recommendations on how the project can maximise rental/value income Escorting you to and/or representing you at all relevant authorities - Organising and facilitating all necessary meetings between you and any third party - Updating the Cadastral Map & Plan before the sale and after the

renovation to be done - Translating all relevant documents and conversations accurately and timely - Home furnishings.

WE ARE WAITING FOR YOU, SO THAT YOUR HOME IN ITALY WILL BRING YOU ONLY PLEASURE!

If you are looking for a property to buy but have no idea where to start from, use our Property Finders service. This service is particularly interesting for those who appreciate quality, money saving and time. The Property Finders is a professional innovative tool that helps you find the property of your dream. The Property Finders service was born in the USA in the 90's spreading to Great Britain and all over the world (in particular Canada and France).

In other countries it is called in different ways such as Home Hunter, Flat Hunter, Home Seeker, Property Finding, or Property Hunter. The Italian version is “Cacciatore di Immobili”.

The Property Finder is a real estate expert that consults customers with the aim of finding properties with the required characteristics to buy or to rent. Its target is to consider interests of its clients and their specific, personalised requests. Trusting the Property Finders service allows you to have access to a huge quantity of properties available in the market. Actually, the consultant is able to access many different types of buildings, also coming from auctions, estate agents, architects, land surveyors and engineers.

HOW THE PROPERTY FINDERS SERVICE WORKS:

The Property Finder plans a meeting at your place, asks detailed questions to understand your needs, expectations and preferences to identify the correct type of the property, services, areas, taking into consideration your budget, and time to satisfy your project and property desire. We will also analyse taxation and family's needs involving, where necessary, specialists. The research will last as long as you need to be completely satisfied with the property proposal.

WHO IS OUR POTENTIAL BUYER?

Our potential buyer is a Person who:

Has not time or desire to look for the property on his/her own - Has already tried without success - Who considers the research as a hard work - Wants to save money because spending time in an unknown activity is difficult and expensive. It will also be difficult to set up a commercial negotiation when you are directly involved in it - Is afraid of the traps of the market, bureaucracy, and laws since they may be complicated - Is looking for a professional who will be the only trusted partner being with the customer until the end of the deal and even after - Lives and works far away from the area of interest, is in a hurry to find a solution, or needs strict confidentiality - Is really motivated to find a property that reflects his/her needs.

We start immediately taking into consideration all the opportunities offered by the market to select the right one! While we are searching for your property, you will be able to continue your activities and your life without problems. The Property Finders will keep you updated about the research. As soon as the Property Finders service spots the right property, you will have an opportunity to check it out. Once you have found the right property, the Property Finders will start the cadastral and fiscal controls to set up the right negotiation to proceed with the purchase in tranquility.

DON'T MISS THIS OPPORTUNITY! WE WILL BE HAPPY TO FIND THE RIGHT PROPERTY FOR YOU!



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