

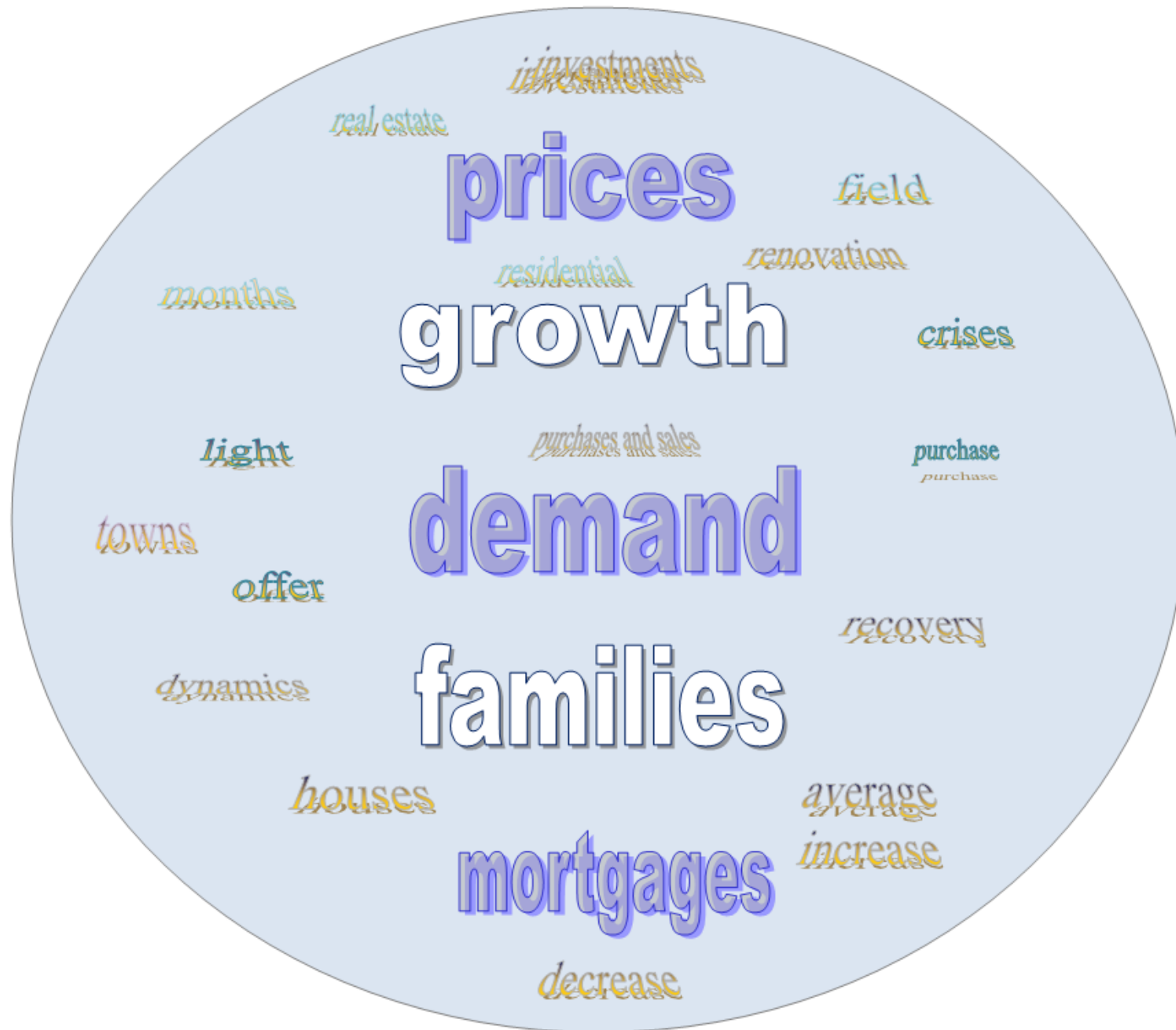
Vodice 29th Forum Croatia



Speaker
Manuela Boni
Real Estate agency
My-House

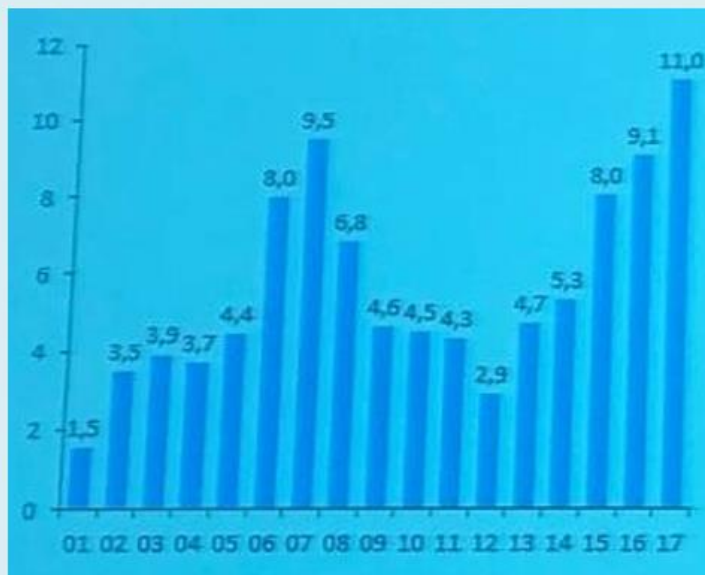


Real Estate Domestic figures from Nomisma



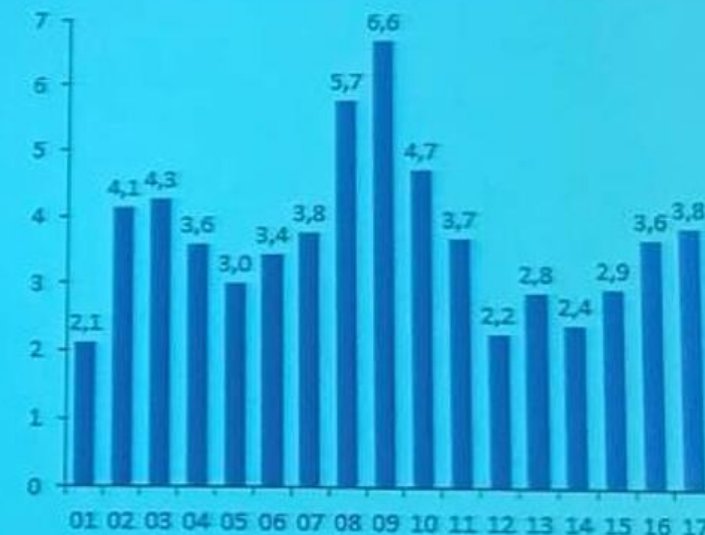
THE CORPORATE MARKET

ITALY – VOLUME OF REAL ESTATE INVESTMENTS
(billions of Euros)



Source: Nomisma using figures from BNP Paribas RE, Colliers and CBRE

WEIGHT OF REAL ESTATE INVESTMENTS IN ITALY
COMPARED TO THE TOTAL AMOUNT IN EUROPE (%)



Source: Nomisma, BNP Paribas RE, CBRE and Colliers

INVESTMENTS – SECTORS AND PROJECTS PROGRESSION

MARCH 2018

MILAN area (Investment in thousands of €)							ROME area (Investment in thousands of €)						
	Investment	Progress A	Progress B	Progress C	Progress D	Progress E		Investment	Progress A	Progress B	Progress C	Progress D	Progress E
Residential	7,472,878	56.8%	11.5%	30.2%	0.1%	1.3%	Residential	2,321,273	59.4%	16.6%	22.7%	1.3%	0.1%
Services	2,527,938	34.7%	29.2%	35.3%	0.6%	0.1%	Services	1,131,042	44.3%	14.2%	35.3%	0.4%	5.8%
Third sector	8,254,034	61.3%	9.3%	27.8%	0.5%	1.1%	Third sector	3,062,514	33.8%	50.8%	13.7%	1.7%	0.1%
Manufacturing	859,168	79.7%	5.1%	13.1%	0.0%	2.2%	Manufacturing	121,478	70.9%	16.1%	12.0%	1.0%	0.0%
TOTAL	19,114,018						TOTAL	6,636,257					

Note: Progress A project ready; Progress B project approved; Progress C contract awarded; Progress D works started; Progress E finishing

Source: Nomisma using figures belonging to Project

13 INTERMEDIATE MARKETS VS 13 BIG MARKETS - Prices



	1,760 €/sqm		13 big markets		3,370 €/ sqm
1,500 €/sqm	1,740 €/ sqm	13 intermediate markets		2,810 €/ sqm	



	1,400 €/ sqm		13 big markets		3,240 €/ sqm
1,200 €/ sqm	1,300 €/ sqm	13 intermediate markets		2,300 €/ sqm	



	1,720 €/ sqm		13 big markets		5,100 €/ sqm
1,200 €/ sqm	1,708 €/ sqm	13 intermediate markets		3,500 €/ sqm	



	600 €/ sqm		13 big markets		850 €/ sqm
500 €/ sqm	540 €/ sqm	13 intermediate markets		760 €/ sqm	

13 INTERMEDIATE MARKETS VS 13 BIG MARKETS

– Lifespan on the market

TYPES

13 INTERMEDIATE MARKETS

13 BIG MARKETS

Time before sale (*in months*)

Houses

7.7

6.5

Offices

11.3

9.5

Shops

9.9

9.0

Time before rent (*in months*)

Houses

2.5

3.1

Offices

7.0

6.2

Shops

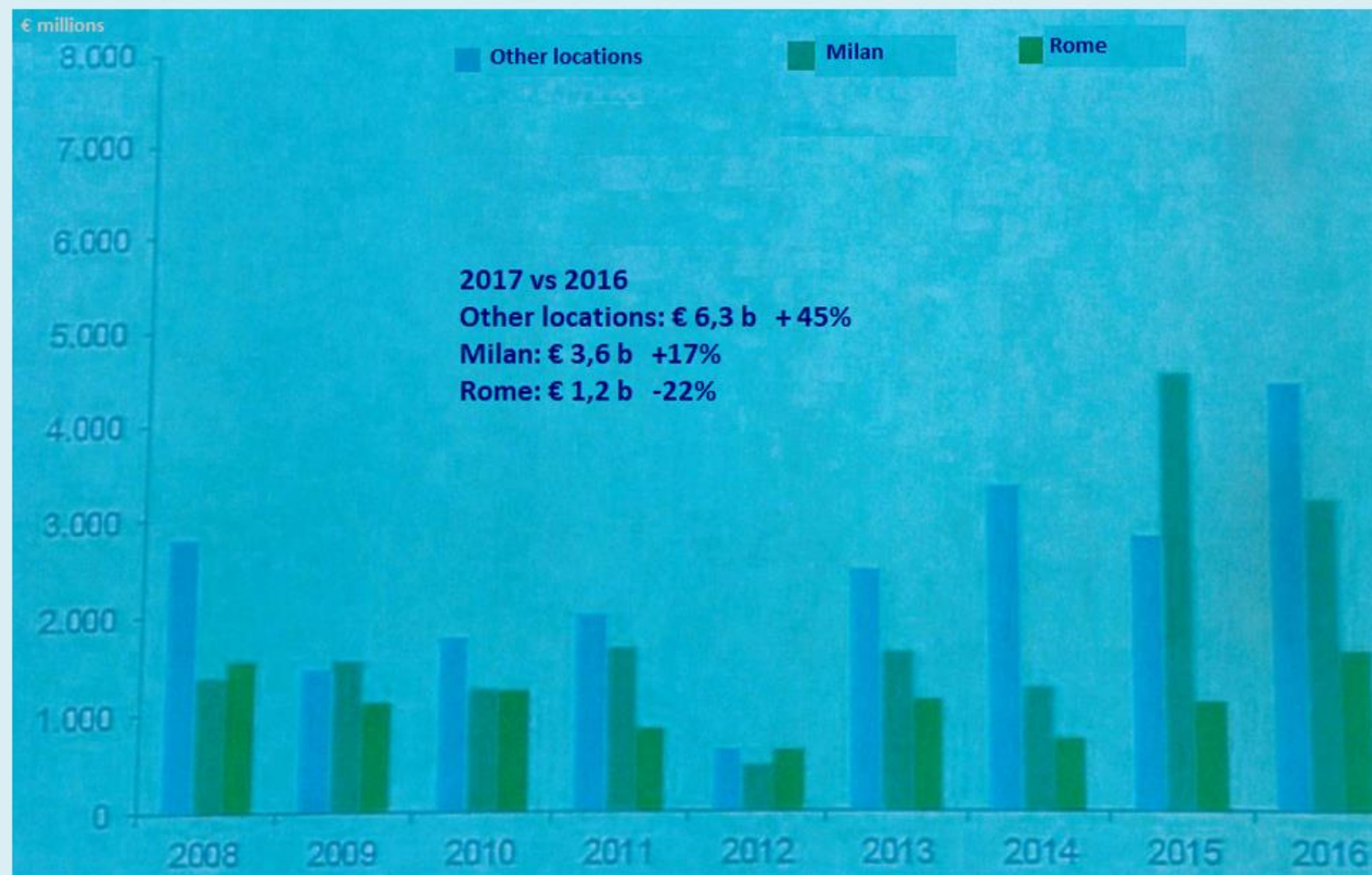
5.8

5.6

Note: this study is not considering newly constructed buildings

LOCAL MARKETS TAKE THE FLOOR

Italy, Commercial RE Volumes



Sources: BNP Paribas Real Estate Research Italia

QUESTION TIME



Real Estate Agents Franchising vs Network



FRANCHISING

- FIXED RULES
- LITTLE COLLABORATION
- COMMISSIONS UP TO 6% FROM BOTH PURCHASER AND SELLER

NETWORK

- REASONABLE RULES
- 100% COLLABORATION
- COMMISSIONS SHARED BETWEEN COLLABORATORS

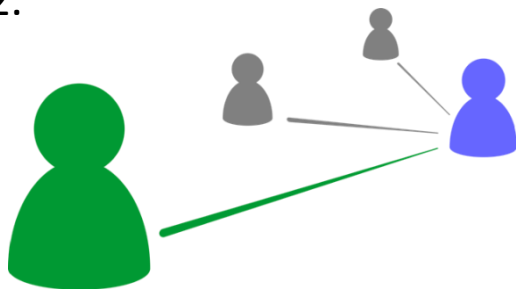
TWO COMMON REAL ESTATE AGENTS IN ITALY

1.



FIRST MONEY THEN CUSTOMER SATISFACTION – IF POSSIBLE NO RESPONSIBILITIES – EVERY PROPERTY SHOWN IS THE BEST OF ALL AND WILL BE SOLD IN TWO MINUTES IF YOU DO NOT BUY IT - NO COLLABORATIONS IN ORDER NOT TO RISK TO SHARE COMMISSIONS – OFTEN BELONG TO BRANDS WITH AGGRESSIVE MARKETING POLICY

2.



FREELANCE OR BELONGING TO ASSOCIATIONS – GOOD STANDARD PROFESSIONALISM, ALWAYS AT CLIENT'S DISPOSAL – A BUSINESS LOST IS BETTER THAN A CLIENT INVOLVED INTO A WRONG DEAL BECAUSE OF HIM/HER - COLLABORATIONS : 100 EUROS SHARED IS BETTER THAN 0 EUROS NOT SHARED

STEPS TO BUY IN ITALY

- VISITS
- OFFER – PRELIMINARY DEED - DEPOSIT
- CONDITIONED OFFER
- PRE-EMPTION RIGHT
- SOLICITOR AND NOTARY
- TRANSLATIONS
- FINAL DEED
- AFTER THE PURCHASE

MANDATORY PAPERS AMONG OTHERS:

- ENERGY PERFORMANCE – TAX CODE -



**WE WERE
BORN ON
29/07/2015**

**WE ARE
REAL ESTATE
TEAM ITALIA –
R.E.T.I.**



GLOCAL



**REAL
ESTATE
3.0**

REAL
ESTATE
2.0

COLLABORATIONS

INFORMATION

RECOMMENDATION

S



**WE CAN BE YOUR
PARTNER FOR THE
WHOLE COUNTRY,
EACH OF US WITH
OUR SPECIFIC
SECTOR**

FOREIGN MARKET

QUESTION TIME



**OPPORTUNITIES
AND A LOT MORE**



BUILDINGS IN ITALY

- HISTORIC BUILDINGS
- SOCIAL HOUSING
- QUALITY BUILDINGS (HOUSES VS CO-PROPERTIES)
- SMART BUILDINGS AND HOME AUTOMATION
- VILLAS
- TOURISTIC PREMISES

Reinventing cities



Support to Real Estate Development
Urban Regeneration
Both Greenfield than Brownfield areas



Great Beauty



Selling Historical Buildings
Building Conversion to new use
Both in little than in big cities



Great Opportunities



[povljana](#) • [accommodation](#) • [arrival](#) • [explore](#) • [contact](#)



Povljana (Isle of Pag)

15-year twinning between Povljana and Viverone

Lake of Viverone - Piedmont - Italy







Urban regeneration

This old building offers a very good opportunity of renovation. In fact, this property, located in front of the lake, is the object of a project to create 6 to 8 modern apartments with view to the lake and to the port. Touristic facilities are all around.



HVALA NA PAŽNJI