



Find «la dolce casa» in Italy





Introduction

Alessandro Pasqual

Realtor in Italy and president of OID - Osservatorio Immobiliare Digitale, NAR bilateral partner. Co-founder of Grandi Agenti brokerage, a real estate company based in Verona (Veneto Region).

In the business since 2009, Alessandro loves to work with foreign people and help them to find a new home in Italy.

Attention to details and a particular focus on the purchase technical matters are Alessandro most relevant skills. After his law studies, he improved his communications abilities and his online presence and brand identity.

Over the years he has developed a strong network in the Italian real estate field, with other real estate agents, services providers and institutions which allows him to satisfy even the most demanding clients requests.

Alessandro's expertise:

- *Fiscal and Law application*
- *Communication and Advanced Marketing*
- *National and international networking*
- *Auction and commercial assets*
- *Investments*



Italian RE market overview



Verona panoramic view

Last year, the Italian Internal Revenue Service recorded almost **720.000 residential sales** across the entire Italian territory. With a turnover of almost **115 billions Euro**.

The total of private buyers who used a mortgage to purchase a house is almost 45%.

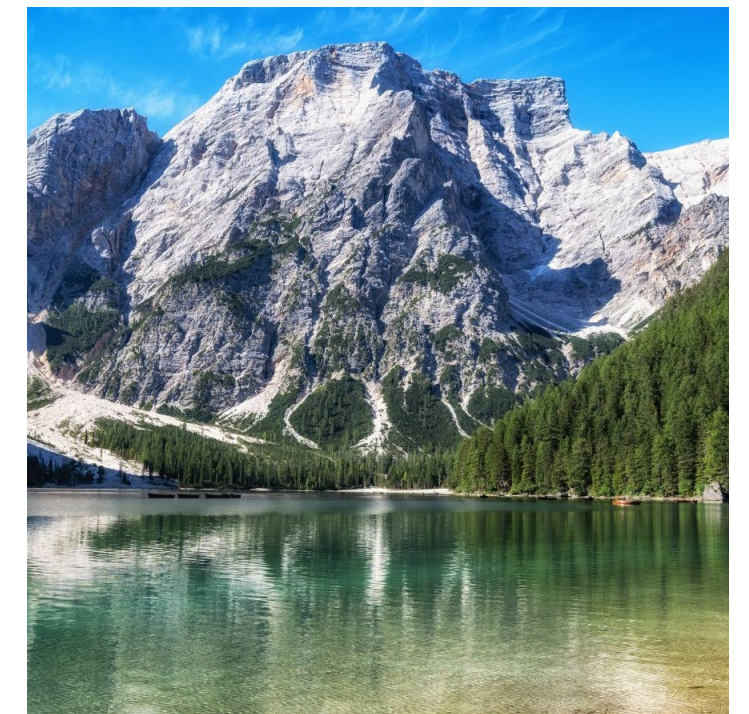
The **average mortgage interest rate** today is around **3 - 3.5%** and usually, private buyers, finance 80% of the house price.

In **2024 Almost 30% of the total foreign buyers are US citizen** (Gate-away.com survey) and a double digit increase house demand from **Mexico, Slovachia and Greece**. The average budget spent on a second home in Italy is around **400.000 €** and only 7% of the total buyers requests are over one million euro, but most of the requests are for cheaper solutions (under 250k).

The average size seek, is **up to 1300 sf, with 2 or 3 bedrooms** and an outdoor space.



Dolomiti Mountains



Italian RE market overview



Tagliolo Monferrato Castle

Italy, with it's 750 miles lenght, is divided in 3 macro-regions, econmically e geographically similar:

- North
- Center
- South/Islands



North:

Where the alps and The «Padana plain» are, is much more connected with the rest of Europe Here takes places some of the biggest enterprises and the «economic capital» of the country Milan.

In this part of the region you can find rural villages with beautiful medieval caratheristics, where houses price are around **100/150 €** per SF and big capitals with modern flats for **500/600/700 € per SF**.



The city of Sirmione, Garda lake

Italian RE market overview

Center:

This part of the country is full of hills where the nature thrives in the «Parco regionale degli Appennini» a National park where you can't build but only restore the old houses made with ancient stones.

Here can find single charming houses with land for under 100 k, or cozy cabin in the woods to restore. Almost all of the regions here have a seaside, with beautiful coasts and tourism activities. Our capital (Rome) is here, where the house prices are very high (they can reach 1.000/1200 € per sf),



Riviera Romagnola



Saturnia's Thermal pools



Italian RE market overview



Trullo, typical house in Puglia

South/Islands:

South Italy is mostly countryside, with marvellous landscapes and amazing sunsets on the Mediterranean sea. Here you can find very cheap houses (the famous 1 € italian houses) an luxurious villas in the most notorious location of the coasts.

The food here is superb and the life is slow and quiet. Sardinia is one of the place with the most centenarians in the world!



City of Matera



Sicilian coast



Sardinia

Italian properties tour



An American point of view...



800 year's old frescoes under a Million



Wanna buy a village in Italy? With 1.35 Mil, YOU CAN!!



What 490.000 € can buy you in Sicily

Veneto

Geography

The Veneto region offers a unique blend of breathtaking landscapes, rich traditions, and vibrant culture, making it a strategic destination for real estate investment. In recent years, Veneto has strengthened its reputation as one of Italy's most dynamic and prosperous regions, thanks to a solid economy, strong export orientation, and efficient infrastructure. Over ⅓ of the Italian Billionaires lives here and have their company based in the region. It has 3 international airports and the main highway infrastructure (A4 Milano/Venezia and A22 Brennero which connect Italy with Germany).

From the majestic Dolomites in the north to the tranquil shores of Lake Garda and the Adriatic coast, Veneto boasts diverse

and stunning scenery. Its historic cities, like Venice, Verona, and Padua, are world-renowned for their Roman and medieval architectural beauty and cultural heritage, attracting millions of visitors annually.

Veneto's strong economy, thriving tourism, and excellent infrastructure provide a stable foundation for property investments. The region is also known for its traditions, such as fine wine production in Valpolicella and Prosecco Hills, and its lively festivals, like Verona's opera season and Venice's Carnival.

Investing in Veneto means securing a piece of Italy's timeless charm, with opportunities in luxury villas, holiday rentals, or commercial properties in one of Europe's most sought-after regions.



Jesolo's Lagoon



Prosecco Hill's

Economy and infrastructure

KEY STRENGTHS OF VENETO:

· Leadership in Exports:

With an export-to-GDP ratio of 38.8%, Veneto is a leader in Italian exports. Its flagship products, ranging from the agri-food sector to manufacturing and fashion, are renowned for their quality and innovation.

· Strategic Infrastructure:

Veneto boasts a well-developed infrastructure network, including efficient railways, highways, and airports. The presence of Verona Airport and the efficiency of its motorway system make the region easily accessible and attractive for investments and tourism.

· Growing Real Estate and Tourism Markets:

Veneto continues to attract investors thanks to a vibrant and competitive real estate market, particularly in major cities like Verona. Moreover, tourism is a key resource, with a steady flow of visitors drawn by the region's cultural attractions, landscapes, and renowned food and wine traditions.



Tourist attractions

Veneto, a land rich in history, art, and traditions, is a true Italian treasure boasting 9 UNESCO World Heritage Sites. From the majestic Venice with its unique lagoon to the enchanting Dolomites, and from the Palladian Villas of Vicenza to the vineyard landscapes of the Prosecco Hills of Conegliano and Valdobbiadene. Every corner of Veneto tells an age-old story, filled with culture and timeless beauty.

But Veneto is not just about art and landscapes: it's also about authentic flavors. Here, excellence comes to life with products like Prosecco DOCG, the red radicchio of Treviso, Asiago cheese, and the prized Vialone Nano rice. Let's not forget the renowned wines of Valpolicella, Amarone, and Recioto, which delight taste buds worldwide. In the past five years, Veneto has demonstrated remarkable resilience and adaptability, solidifying its position as one

of the most sought-after destinations both nationally and internationally.

TOURISM TRENDS OVER THE LAST FIVE YEARS:

· 2023-2024: The positive trend continued, with growth in both arrivals and overnight stays. In the first four months of 2024, arrivals increased by 6%, and overnight stays rose by 3.7% compared to the same period in 2023.

TOURISM TYPES AND ACTIVITIES OFFERED:

Veneto offers a wide range of tourist experiences, catering to diverse visitor interests:

· Art Cities: Venice, Verona, Padua, and Vicenza are renowned for their historical and cultural heritage. Venice, with its canals and historic palaces, is an unmissable destination, while Verona attracts visitors with its Roman Arena and the legendary Juliet's House.

· Seaside Tourism: Coastal towns like Jesolo, Caorle, and Bibione feature well-equipped beaches and vibrant nightlife, making them ideal for families and young travelers.

· Mountain Tourism: The Dolomites, a UNESCO World Heritage Site, are perfect for skiing in winter and hiking in summer. Resorts like Cortina d'Ampezzo offer high-end facilities for sports enthusiasts and nature lovers.

- Thermal Tourism: The Euganean Thermal Baths, including Abano and Montegrotto, are famous for the therapeutic properties of their waters, attracting visitors seeking relaxation and wellness.
- Food and Wine Tourism: Wine regions such as Valpolicella and Prosecco offer tastings and gastronomic tours, making them a paradise for food and wine enthusiasts.
- Nature Tourism: The Po Delta Regional Park and Lake Garda offer opportunities for birdwatching, hiking, and water sports.

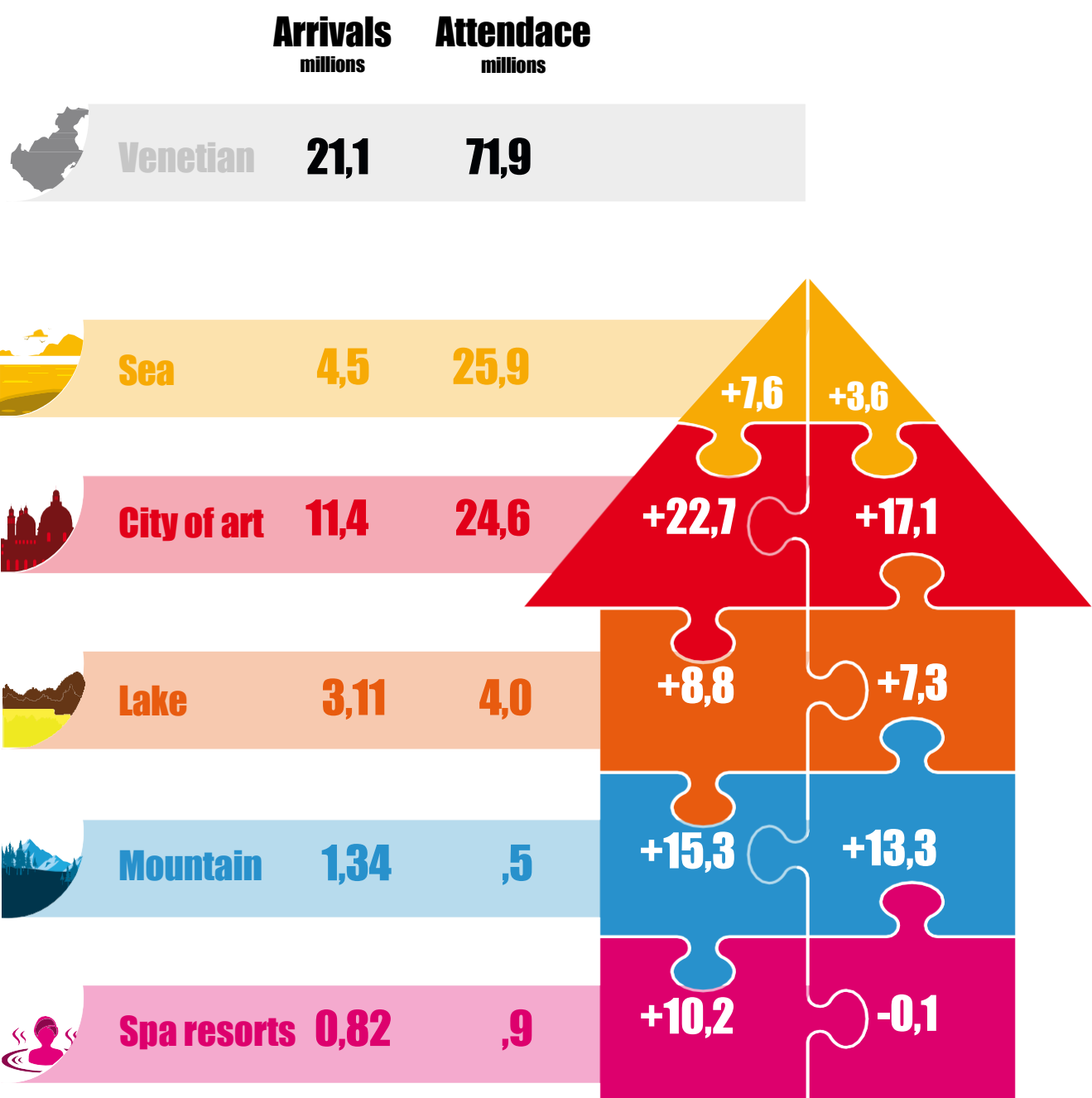
ORIGIN AND PROFILE OF TOURISTS:

The majority of international tourists come from Germany, Austria, and the United States. In 2017, international tourists spent a total of €5.9 billion, with an average daily expenditure of €105 per person. The lowest spending was recorded for seaside holidays (approximately



€67 per day), while the highest was for art city visits.

Veneto continues to diversify its tourism offerings, focusing on sustainability, digital innovation, and seasonality to attract an increasingly broad and varied audience.



How to buy a property in Italy?

...IF YOU BUY FROM A PRIVATE SELLER

A. Deeds of purchase stamped at the appropriate stamp duty = if the seller is a **private owner** – **real estate agency** – **developer** or **restructuring company** that sells after 5 years from completion of work and opts **out of the VAT regime**:

- Stamp duty:
 - 2% for **primary home** (always applied on the cadastral value with €1,000 as minimum payment due);
 - 9% for **second home** (€1,000 is its minimum payment due).
 - > It is applied on the cadastral value if the buyer is a private entity.
 - > It is applied on the purchase price if the buyer is a business entity
- Land registry tax: €50 (fixed rate)
- Cadastral tax: €50 (fixed rate)



...IF YOU BUY FROM A CONSTRUCTION COMPANY

B. Purchase subject to VAT (Value Added Tax) = if the seller is a **developer** or **restructuring company** that sells within 5 years from completion of work or that sells after 5 years from completion of work and opts to **charge VAT** on the sale:

- VAT (applicable on the purchase price agreed and stated in the act by the parties):
 - 4% for **primary home**
 - 10% for **second home**
 - 22% for a **luxury home**
- Stamp duty: €200 (fixed rate)
- Land registry tax: €200 (fixed rate)
- Cadastral tax: €200 (fixed rate)
- Duties: €230 (fixed rate)
- Land registry fee: €35 (fixed rate)
- Cadastral fee: €55 (fixed rate)



Download here the guide



A simple and useful guide to provide all the informations you and your clients need to complete a safe and quick purchase in Italy!



Thanks for your participation

