



Find  
«la dolce casa»  
in Italy



alessandro  
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# Introduction

## Alessandro Pasqual

Realtor in Italy and president of **OID - Osservatorio Immobiliare Digitale**, NAR bilateral partner.

**CIPS** designee

Co-founder of Grandi Agenti brokerage, a real estate company based in Verona (Veneto Region).

## Let's connect !



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## 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%.

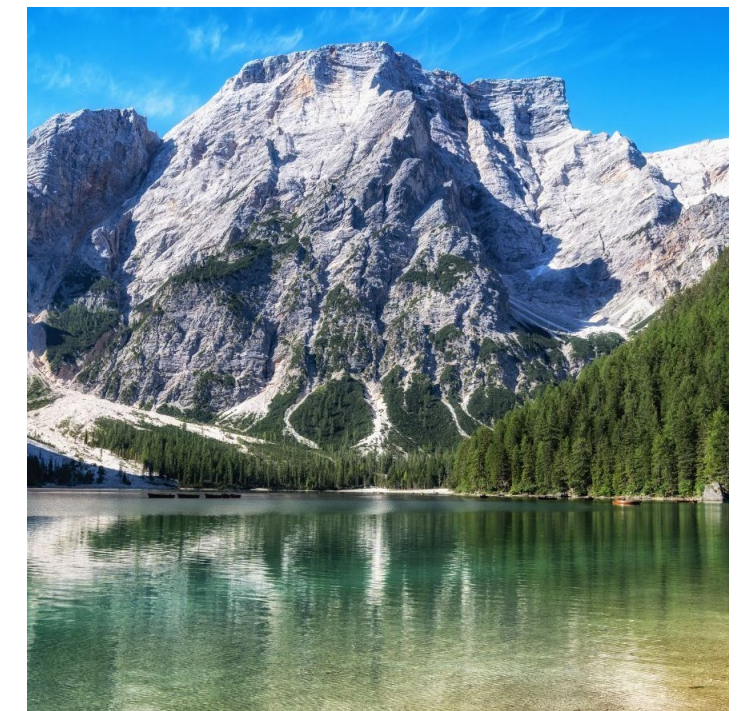
The **average mortgage interest rate** today is around **3 - 3.5%** . **Foreing buyers CAN get a mortgage, 50% LTV**

In **2024 Almost 30% of the total foreign buyers are US cityzen** ( 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 cabinet 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 Golden Visa

## Requirements:

1. Buy 2.000.0000 € of Italian Treasury bond
2. Invest 500.000 € in a company
3. Invest 250.000 € in innovative startups
4. 1 M filantropic donation (culture, research etc..)

## Benefits:

1. 2 years Visa ( renewable + 3 years )
2. Fiscal advantage:

Individuals who transfer their tax residence to Italy may opt to pay an annual substitute tax of **€ 100,000** on income produced abroad, provided that they have not been tax-resident in Italy for at least nine years over the previous ten.

This option can be extended to family members, by paying a further annual substitute tax of **€ 25,000** per family member. The scheme has a maximum duration of 15 years.



# 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!

Download here the guide

## Notaries, Property and Business in Italy:

*A Practical Guide*



To better understand how Notary works in Italy!



Thanks for your  
participation

