

# ITALIAN HOMES

— VILLAS & ESTATES —



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# Welcome

## **ITALIAN HOMES, VILLAS & ESTATES - THE FINEST PROPERTIES FROM AROUND ITALY**

Welcome to the new look version of Knight Frank's Italian residential catalogue **Italian Homes, Villas & Estates**, which we hope will inspire you to find your perfect Italian home.

Whether you are looking to buy or sell, Knight Frank is perfectly placed to help you with this important and exciting journey. Our unique and dedicated London team works hand-in-glove with a carefully curated and well-connected Italian network which spans the length and breadth of the country, giving you access to some of the most beautiful and sought-after regions of Italy. Our pledge, to offer you an unparalleled and attentive service, industry-leading research and of course access to our global network of over 487 offices worldwide.

We do hope you enjoy the contents and very much look forward to starting the journey with you...

### **Mark Harvey**

Head of International Residential  
+44 20 3504 4098  
mark.harvey@knightfrank.com

# The Italian Network

Knight Frank's network of agents in Italy can help you find your perfect property, providing exceptional service at every step of the way. As Amy Redfern-Woods, head of our Italian desk, explains, "in this thriving Italian market, we ensure our clients are well informed and supported throughout their property process".



## **LOCAL EXPERTISE BACKED BY A GLOBAL NETWORK**

To market your property, we work closely with our local office, pooling our resources and knowledge to give the widest exposure and comprehensive customer care. Our proven track record and specialist team enables us to assist with all property types including new-build projects, super-prime, farms, estates and vineyards.

## **A PERSONAL APPROACH**

Our philosophy is all about providing a personalised service that caters to your exact needs. It sounds obvious, but this human element of buying and selling property is often overlooked. That's why we use all the learnings from over 125 years of partnership to help us form relationships that last.

We pride ourselves on having a deep understanding of the local market while leveraging the support of a global network. Our advice is always backed by industry-leading expertise, cutting-edge technology, and the latest market insights and analysis.

## COMMITTED TO YOUR SUCCESS

We understand that wealth is a deeply ingrained aspect of our clients' lives. That's why we take the time to understand your financial situation, priorities, and long-term goals before offering any advice or recommendations.

For high-net-worth clients, Knight Frank's Private Office can advise on all forms of wealth and asset management, connecting specialist buyers to hand-picked properties all over the world.

With our commitment to acting with integrity and care, you can trust us to exceed your expectations and help you achieve your property goals.

### OUR RANGE OF PROPERTY SERVICES INCLUDES:

- Property sales
- Residential development
- Luxury long-term rentals
- Estate management
- Restoration
- Valuations
- Estate planning

Contact us to discover which services are available in your preferred area.

## Speak with a team member

### LUCCA

+39 0583 494326

**ALESSANDRO DEGHE**

alex.deghe@serimm.net

### FLORENCE

+39 0552 18457

**SALLY MUNERATI**

sally.munerati@it.knightfrank.com

### CHIANTI & SOUTHERN TUSCANY

+39 0577 738908

**BILL THOMSON**

bill.thomson@it.knightfrank.com

### VAL D'ORCIA

+39 333 3085445

**ABBY JONES**

abby@propertyqueen.it

### VENICE

+39 0415 210622

**SERENA BOMBASSEI**

info@venicerealestate.it

### LAKE COMO

+39 0313 100186

**TANIA MORABITO**

info@larealedomus.com

### LIGURIA

+39 348 3625547

**CHIARA LAGOMARSINO PICASSO**

chiara.picasso@portofinoproperty.it

### SARDINIA

+39 0798 96541

**ROBERTA PATERLINI**

roberta@costasmeraldaagency.it

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**“Our team of agents based in Italy, working alongside the London-based International team, have helped clients smoothly navigate their property purchase. Coupled with market leading advice and an extensive network of contacts, our clients are offered the best opportunities to acquire exceptional houses.”**

**Amy Redfern-Woods**

Head of the Italian Desk

**Opposite: Knight Frank's Italian Network**

# The Italian property market

Italy's cities and resorts have shone bright since the pandemic as the transition to hybrid working and a focus on health and wellbeing, along with the country's innovative flat tax has sparked interest from HNWIs globally.

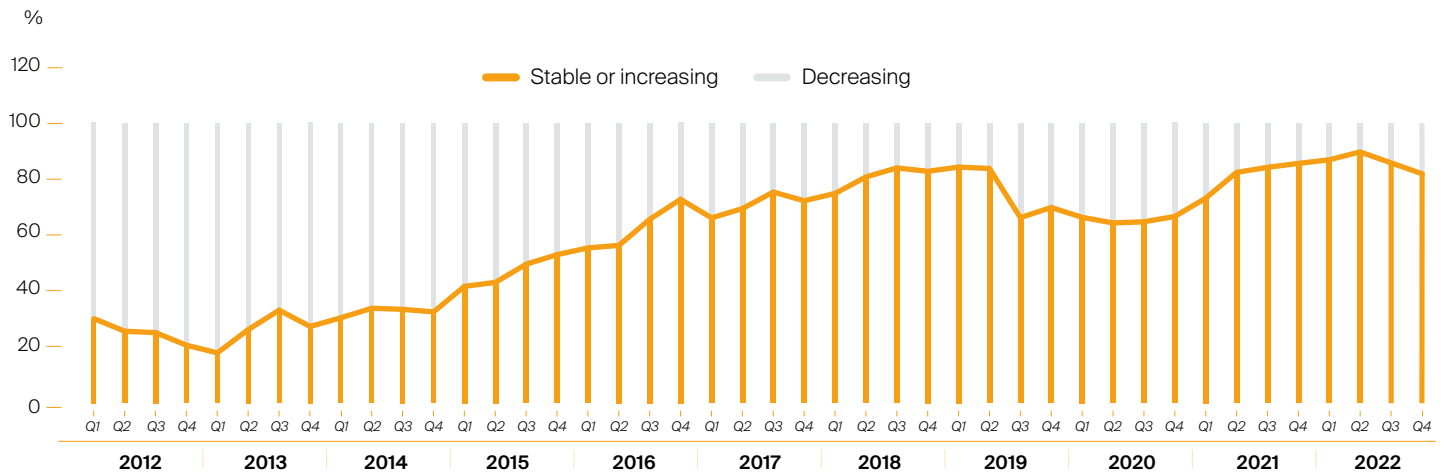
Of the Italian markets Knight Frank tracks, Sardinia led the prime price rankings in 2022 with annual price growth of 12%, followed by Lake Como 8% and Florence 6%.

We expect prime prices to rise in 2023 but the rate of growth is expected to moderate as economic headwinds dampen some of the pandemic-induced surge in demand witnessed to date.



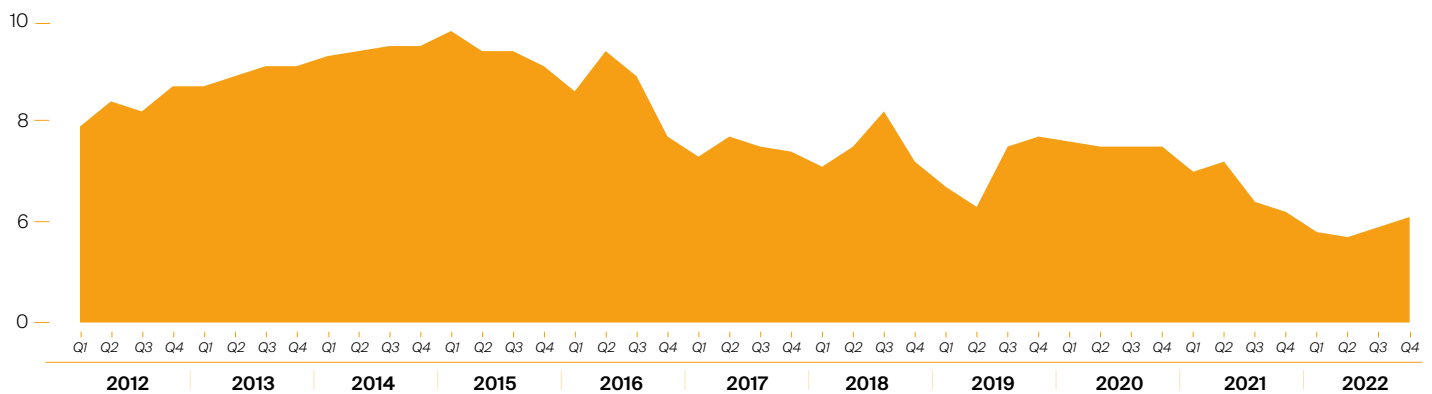
**BY KATE EVERETT-ALLEN**  
Head of Global Residential Research

## Prices resilient: 82% of Italian agents say prices are stable or rising



## Time taken to sell remains low relative to historic levels

Average no. of months



Source: Knight Frank Research, Banca d'Italia

# 6.5%

The average change in prices across Italy's prime residential markets in 2022, outpacing the global average of 5.2%

# 11.6%

The proportion of sales in Italy achieving at or above the asking price in 2022

# 65%

The percentage of Italian homes bought with a mortgage in 2022

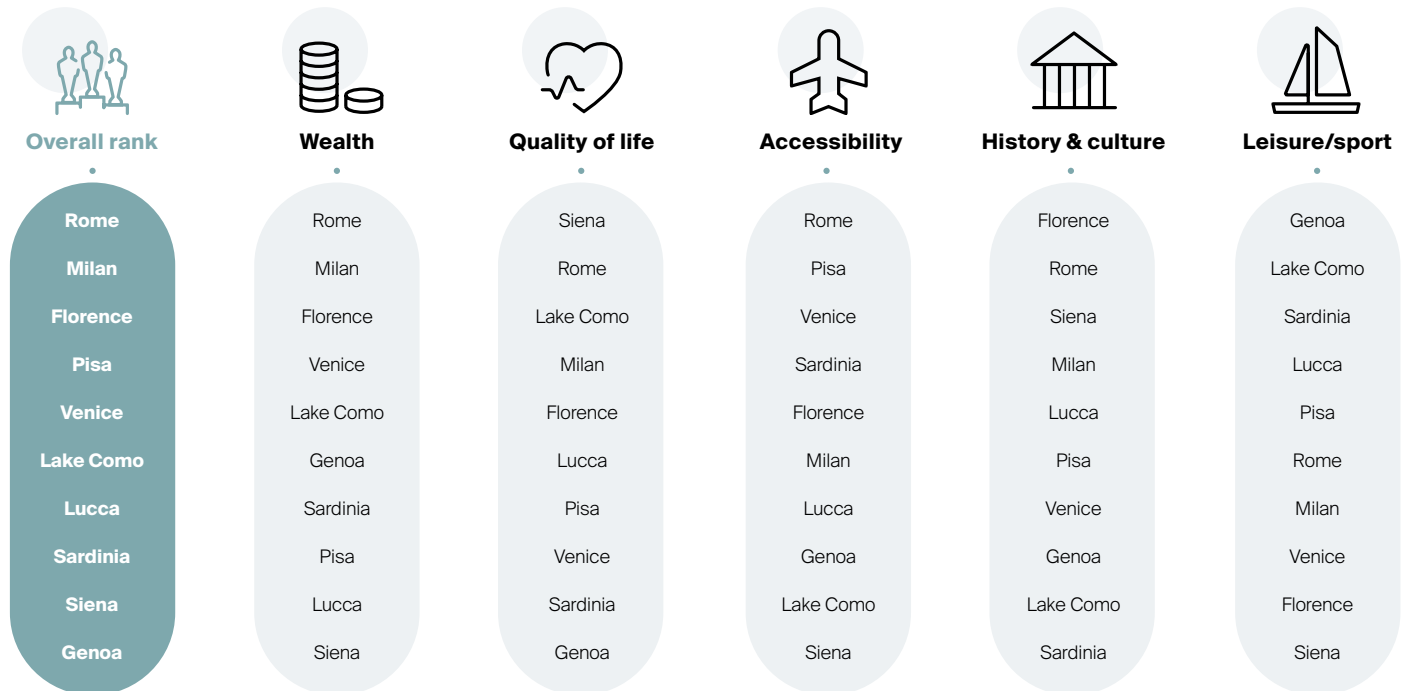
# 19,730

The number of ultra-high-net-worth individuals forecast to live in Italy by 2026

UHNWIs: Individuals with US\$30 million in net assets including their primary residence

Sources: Knight Frank Research, Banca d'Italia

## Lifestyle monitor



Source: Knight Frank Research, Oxford Economics, Il Sole 24 Ore, Ministry of Economical Progress, Flights From, WingX, Superyacht Intelligence

### From The Wealth Report 2023

## Italy's flat tax is in the spotlight

As policymakers look to plug large pandemic-induced deficits, governments around the world are raising taxes. Italy's flat tax which offers residency in return for a fixed tax of €100,000 each year on foreign income, is increasingly on the radar of overseas UHNWIs.



## Sardinia on top

Sardinia was the strongest-performing prime market in Italy in 2022.

## Diversity of ownership

Italy is the third most international prime residential marketplace, following France and Spain.



Scan the QR code to view the full Wealth Report 2023



# Add a touch of joy to your property search

If you're looking for an Italian home, these simple steps from our Italian Network Chairman, Bill Thomson, will help to make the experience a pleasure. His top tip? Make sure you stop for lunch!



**WHAT'S YOUR KEY PIECE OF ADVICE FOR POTENTIAL BUYERS IN THE CURRENT MARKET?**

Enjoy the search. We understand that most of our buyers are making this commitment for pleasure, and it needs to be fun from day one. Organise some short trips, stay in lovely hotels and get to know different areas. That will help you to feel which is the right bit of Italy for you.





**WHAT ARE YOUR THREE TOP TIPS FOR FINDING YOUR PERFECT PROPERTY?**

1. **It can take time** to find the right house, so don't get frustrated.
2. **Plan your trips wisely**, selecting the houses you want to see and allowing time for each one – and lunch, of course!
3. **Don't compromise**. You'll find it once you really understand what you're looking for – and that may not be what you thought it was going to be.

**HOW SHOULD YOU START A PROPERTY SEARCH?**

The market's amazingly transparent, so take your time. Once you get a feel for the pricing of the properties you like, instruct a single search agent to sift through options for you. It's better to take time to select an agent you feel comfortable with, tell them what you want (or think you want) and rely on them to do the hard work for you. Don't register your search with all of them immediately or you'll be inundated with sales details.

**WHAT ARE THE MOST COMMON PITFALLS WHEN PROPERTY HUNTING IN ITALY, AND HOW CAN THEY BE AVOIDED?**

Probably the most common error is imagining that what you see online will be as nice in real life. We try hard to represent our properties as they are; but not everyone does.

Don't get too hooked on a house until you've seen it in person. It may not be what you think at all – and you'll have wasted a lot of time and emotional energy.

**WHICH TRENDS ARE YOU SEEING AMONGST BUYERS CURRENTLY?**

More buyers want to buy a property that is ready for use and managed for them. We provide restoration and estate management services (and have done so for 30 years), precisely to cater for this requirement.

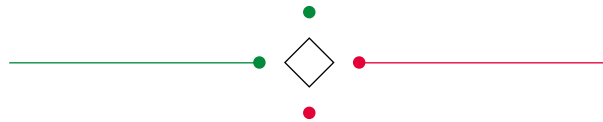
**IF YOU HAD €3 MILLION TO SPEND ON AN ITALIAN PROPERTY, WHERE WOULD IT BE AND WHY?**

I should say Florence or Chianti as this area's been my home for over 30 years and I love it. For a change, I'll say Palazzo Ponte Piccolo in Venice. It's an incredible, unique development and I think it'll be an amazing investment over time. Plus, it's a fabulous place to relax when I can get away from work.



# How being ‘Partners in Property’ makes life easier

Gerald and Margaret Vento set themselves the goal of moving their family from the City of Boston, Massachusetts to a new life experience in Florence, Italy. Partnering with Knight Frank made that potentially stressful and difficult global transition, “wonderful and easy” according to Jerry Vento. It was the start of an ongoing, valuable partnership.

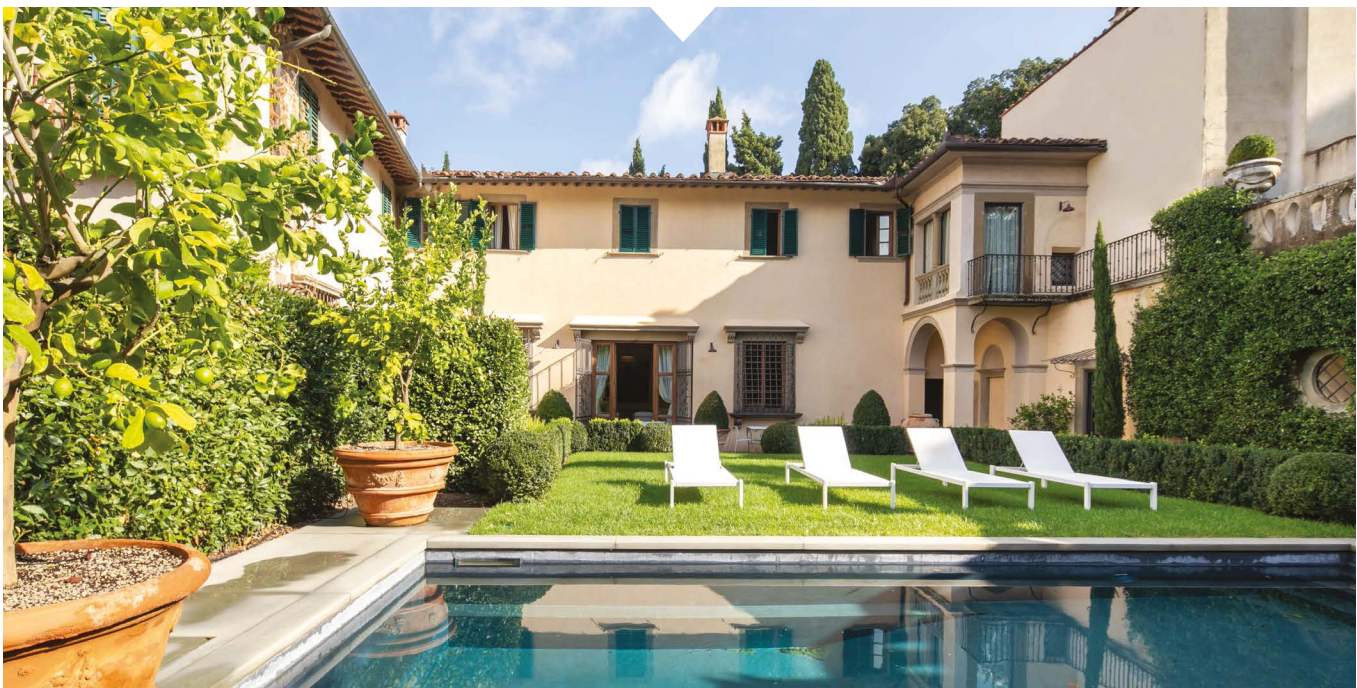


In 2009, the Vento family began a major life change by moving from the US to Italy. With family heritage in the country, Italy held a specific draw for them. Gerry Vento explains, “The aim was to broaden our view of the world and live in the jewel of the renaissance.”

Having seen an advert for a property outside Florence, Vento contacted our team. We got them started with the initial step of renting, with the option to purchase the property further down

the line. Their positive experience in this first phase, was the start of a long-term relationship with us.

Vento explains, “When you move across the world, it’s everything associated with that. The Knight Frank team was expert in embracing the needs of not only myself and my wife, but the children as well.” Our team advised them on everything from local schools and doctors, to help with repairs or upgrades to the property. Vento was hugely impressed by the full-service

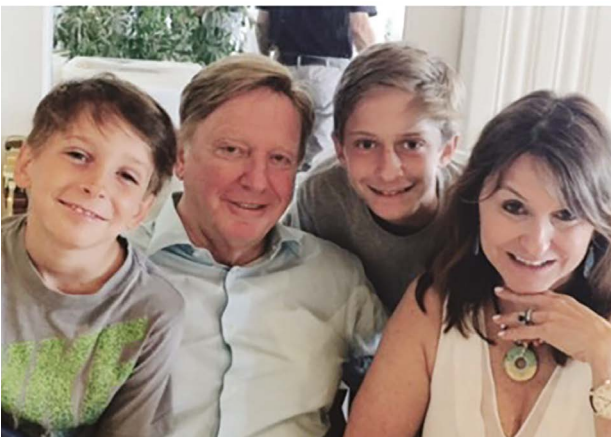




expertise. Our team has very deep local knowledge of the artisans and trades and “the living and breathing requirements that one needs when you go from one part of the world to the next.”

After a stint back in the US, Vento was ready to purchase a property in the Florence area in 2013. With our team’s help he found a villa, but it needed significant upgrades to bring it up to standard for the family. Our team supported him through the purchase process, followed immediately by a complete restoration project.

“In every aspect, Knight Frank was shoulder to shoulder with me. We jointly made judgements. Knight Frank had the human resources, the artisans, the sub-contractors that made our life so easy and so wonderful. We didn’t have the concerns and rigours of managing contractors,” expresses Vento.



“That’s the magic of Knight Frank. I literally wouldn’t attempt to buy a property without that hand in glove fit” insists Vento.

From that initial move to today, Vento praises our team highly for their understanding of his, and his family’s

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**In every aspect, Knight Frank was shoulder to shoulder with me. We jointly made judgements. Knight Frank had the human resources, the artisans, the sub-contractors that made our life so easy and so wonderful.**

needs. He says, “We’ve always been matched with the right property, with the right security and the right amenities.”

He also values the knowledge that there’s an exit strategy, so that when you want to sell you can do so with an appreciation. It’s an important factor for an investment.

In 2021 our team approached Vento with an extraordinary offer for his house. A buyer was lined up and the property was sold off market. Our team diligently crafted a great deal, together with Vento, which worked out satisfactorily.

Vento is a great advocate for the wonderful service he’s received from Knight Frank, from property purchase to estate management. “It’s more than a concierge service. It adds extraordinary value to property ownership.”

The enduring relationship between Vento and our team continues today. The Ventos are looking for a new property in the area and believe it’s incredibly helpful to have us with them on this next journey, making it more enjoyable. The couple still split their time between the US and Italy, but plan to spend more and more time in their Italian home.

**Opposite & Top: Property located just outside of Florence bought and sold with Knight Frank**

**Left: Jerry and Margaret Vento with their children**

# Out with the old..

Looking for convenience and luxury without the hassle of renovation? Aldo Flakstad, Knight Frank's Head of Residential Developments in Italy, shares his expert insights on this growing market - from the luxurious amenities and eco-credentials of these developments to the stand-out projects buyers should have on their radar.



## **WHAT'S THE DRIVING FORCE BEHIND THE INCREASED DEMAND FOR RESIDENTIAL DEVELOPMENTS IN ITALY?**

We're seeing a shift towards ready-to-move-in properties as a larger proportion of buyers are looking for convenience and routes to enter the market without necessarily having to put in the work on the property. These buyers are willing to pay a premium, which opens the door for developers going above and beyond to accommodate this increasing segment. There are good incentives for buyers, such as paying 4% tax on a new development that's a primary residence compared to the standard 10%, and there's no Capital Gains Tax to pay if residents have owned the property for more than five years. Meanwhile, developers are focusing on delivering high-quality, luxurious finishes, which brings the profile of developments to a new level that attracts international buyers - but Italians are quickly following.\*

## **WHY BUY NEW INSTEAD OF OLD?**

The excitement of being part of the process of deciding on finishes and layout instead of going through a long process of reconfiguring a property is attractive to many people. Also, knowing what you're getting for your money and the value of the investment is important. Many people will still buy a "fixer-upper", but the landscape has changed. It will be interesting to follow this as we see more branded residences enter the Italian market every



year. In the not-so-distant future, we'll see established high-end brands market residences as part of resorts and hotels. We know this will attract buyers looking for turn-key properties, but at the same time, it's critical to make these buyers feel at home with the chosen brand.

### **WHAT AMENITIES AND ECO-CREDENTIALS DO THESE DEVELOPMENTS OFFER?**

Developers in Italy are launching their projects with a big focus on sustainability, supported by incentives from the government. We're also seeing developers looking at other markets and offering similar managed and serviced properties. Amenities include in-house gyms, lounges for residents, business centres, catering and relaxation facilities. Knight Frank in Italy has a separate company offering management services to property owners. As of 2023, these will also be provided to developers, which they can include in their packages.

### **WHO ARE THE CLIENTS BUYING PROPERTY IN THESE NEW DEVELOPMENTS?**

Most buyers are from the international community, they want to spend a certain amount of time in Italy every year without booking accommodation. We find many of these buyers enter their property into a rental pool to increase the return on their investment, or share their property with family and friends. Pure investors are not as present yet, but with an increase in branded residences, we believe this segment will grow.

There's also a growing curiosity among Italians regarding these types of properties. We know there's a lot of investment capital in Italy, and the expectations are that also Italians will come into the market.

### **WHAT STAND-OUT DEVELOPMENTS SHOULD BUYERS HAVE ON THEIR RADAR?**

We're very excited about the development we are marketing in Venice, Palazzo Ponte Piccolo. It's a small project with seven apartments on the relaxed Giudecca island. This development is unique and high quality in every sense - from the finishes and materials to the spacious layout and amenities. It will be a fully serviced development offering a spa, gym and swimming pool, a private garden and mooring for boats. What sets it apart from the rest is that it will be one of the last projects allowed to be developed in Venice, as there is a ban on new hotels and apartment projects. The developer has put a lot of effort into creating a project that looks to tradition, using local products that buyers will recognise

from the cultural history. It'll be a true gem for buyers who want to experience authentic Venice.

We're also excited about Marina di Scarlino, a coastal development in Tuscany<sup>†</sup>. It's one of the few opportunities to live a true boating lifestyle and have a luxurious home at the same time. Located on the Tuscan coast close to the Maremma wine country, it's a perfect choice for the more active buyers and offers the opportunity to be part of an international boating community. It's also part of a resort that offers high-end restaurants, shops and yacht club use. The project will be completed between September and December this year.

### **WHAT MAKES YOU BEST PLACED TO ACT ON BEHALF OF CLIENTS IN ITALY?**

Being part of a team that is passionate about real estate and always looking for new opportunities makes us good partners. We put a lot of effort into knowing the details of the properties we market so that buyers can be sure that their needs are satisfied. Our job to advise buyers is something we do not take lightly, and we have a strong focus on integrity when assisting them in purchasing their dream Italian home. Our in-depth knowledge of the market and commitment to upholding our reputation keeps us on our toes. We might not shout as loudly as others, but we always offer substance.

### **WHAT TOP TIPS DO YOU HAVE FOR BUYERS LOOKING AT RESIDENTIAL DEVELOPMENTS?**

I would suggest that a buyer singles out a location and decides which amenities will satisfy them. It's also important to consider whether you want to be part of a branded residence concept or a free-standing development. This could influence and perhaps change the focus on location. Decide on your budget and timings. If you're an international buyer, it's essential to engage in the bureaucratic process sooner than later. Apply for residency, get the tax number (Codice Fiscale), open a bank account, connect with a lawyer, look at logistics, and, engage Knight Frank as your adviser when walking the road to realising your Italian dream.

Please email [Aldo.Flakstad@it.knightfrank.com](mailto:Aldo.Flakstad@it.knightfrank.com) or call +39 0552 18457 for more information.

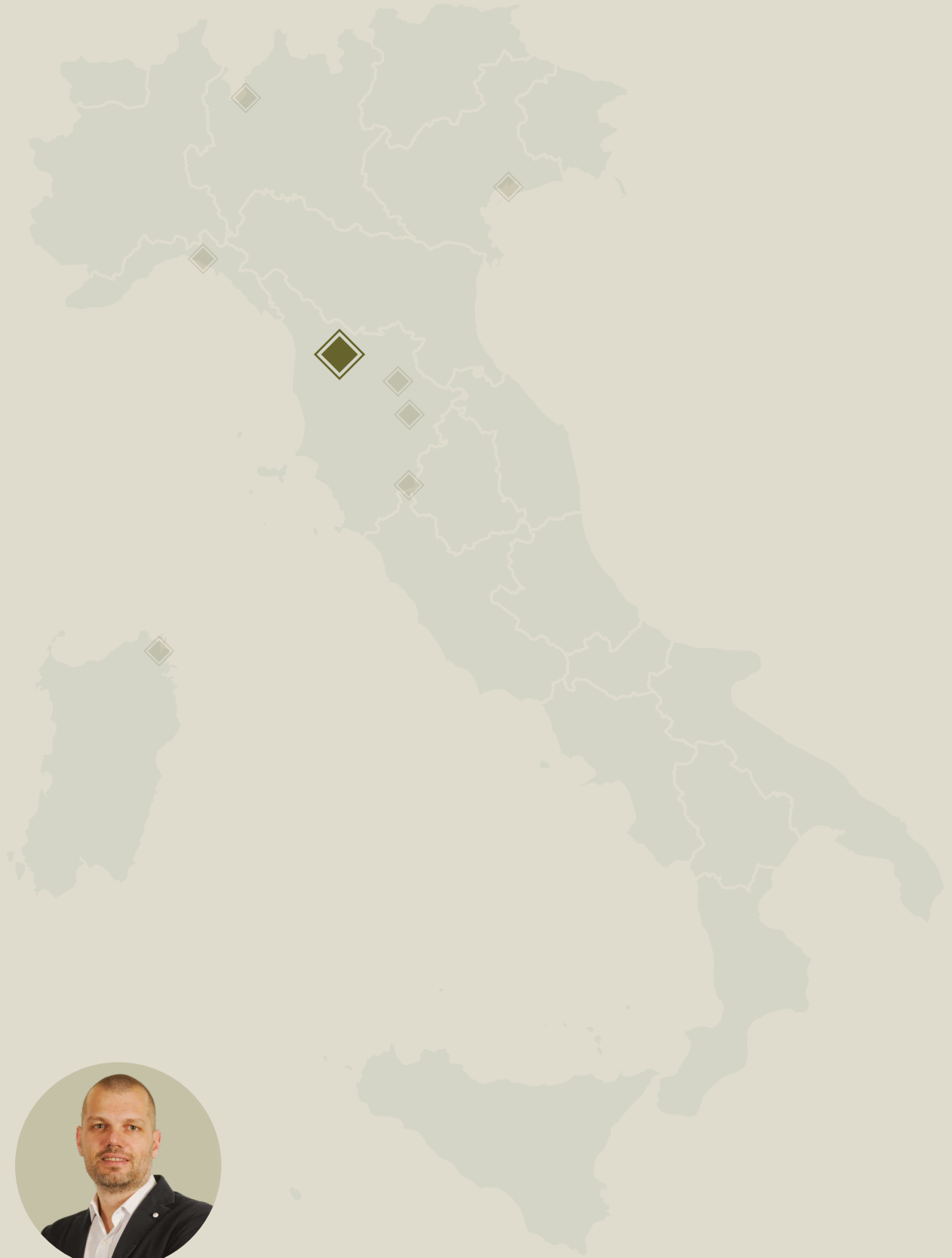
<sup>\*</sup>Seek independent legal/tax advice

<sup>†</sup>Expected to complete between September and December 2023

**Left: Marina di Scarlino, Tuscany, for sale with Knight Frank**  
**Above: Palazzo Ponte Piccolo, Venice, for sale with Knight Frank**



12.



**Lucca**



**Alessandro Deghé**

**LUCCA**

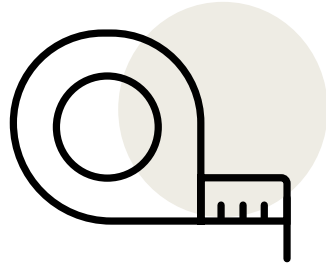
The demand for Lucca continues at pace. 2022 saw a record number of sales taking place, leading to average prices rising by 8%. The province of Lucca has much to offer - the art and culture of our historic centre, the unspoilt countryside, the golden beaches of Versilia, and obviously the food. Our clients value its position logistically too. From Lucca you can easily reach two international airports (Pisa and Florence) as well as Tuscany's main cultural centres - Pisa, Florence and Siena.

“  
**In the Lucca area, 2022 was a record year in transactions - the average sale price grew by 8%.**  
 ”

Source: Knight Frank Research  
 Data as at Q4 2022

Most active price band

**€1-3m**



**142.9m<sup>2</sup>**

How many square metres of prime property €1m buys



**11**

Michelin-starred restaurants

**2** International schools



Typical prime price (€ per sq m)



Average daily rental rate





# The Forci Estate

Lucca, Tuscany

Nestled in the hills outside of Lucca, The Forci Estate offers eleven farmhouses for sale, each differing in size and characteristics. Each farmhouse comes with an approved renovation project that reflects the environmental ethos of the estate.

**Prices from €1,290,000**

Property Number: RSI012325060

[alex.deghe@serimm.net](mailto:alex.deghe@serimm.net) | +39 335 8245052  
[mark.harvey@knightfrank.com](mailto:mark.harvey@knightfrank.com) | +44 20 3504 4098









# Rustico Brigante

Lucca, Tuscany

- ▶ 4 bedrooms ▶ 4 bathrooms ▶ 2 reception rooms ▶ Swimming pool
- ▶ Private parking ▶ Approximately 400 sq m ▶ Approximately 3.5 ha

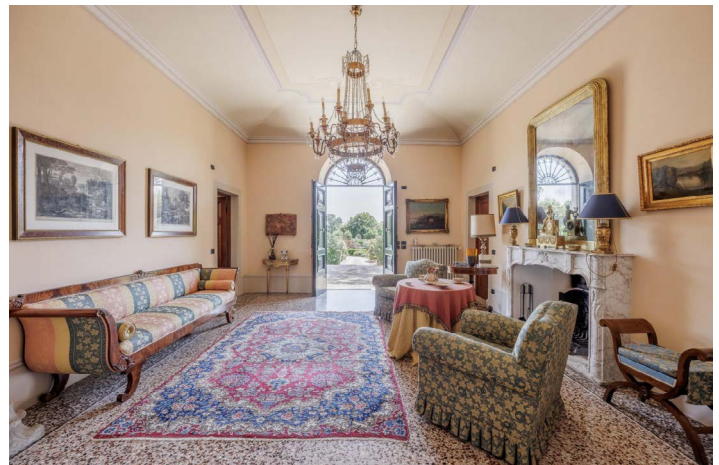
This charming farmhouse has been beautifully renovated, maintaining the traditional authentic Tuscan features while enjoying breathtaking views over the valley. The property includes an independent apartment and is set within extensive grounds.

Guide price €2,000,000

Property Number: RSI012275638

[alex.deghe@serimm.net](mailto:alex.deghe@serimm.net) | +39 335 8245052

[victoria.siddons@knightfrank.com](mailto:victoria.siddons@knightfrank.com) | +44 20 3930 4969



# Villa Piana

Lucca, Tuscany

- ▶ 6 bedrooms ▶ 6 bathrooms ▶ 4 reception rooms ▶ Swimming pool
- ▶ Staff accommodation ▶ Private parking ▶ Approximately 840 sq m ▶ Approximately 3.3 ha of land with olive groves

An idyllic period villa located in a private position in one of the most renowned areas of Lucca. It features extensive living spaces with elegant, beautifully proportioned rooms throughout and overlooks the surrounding manicured gardens.

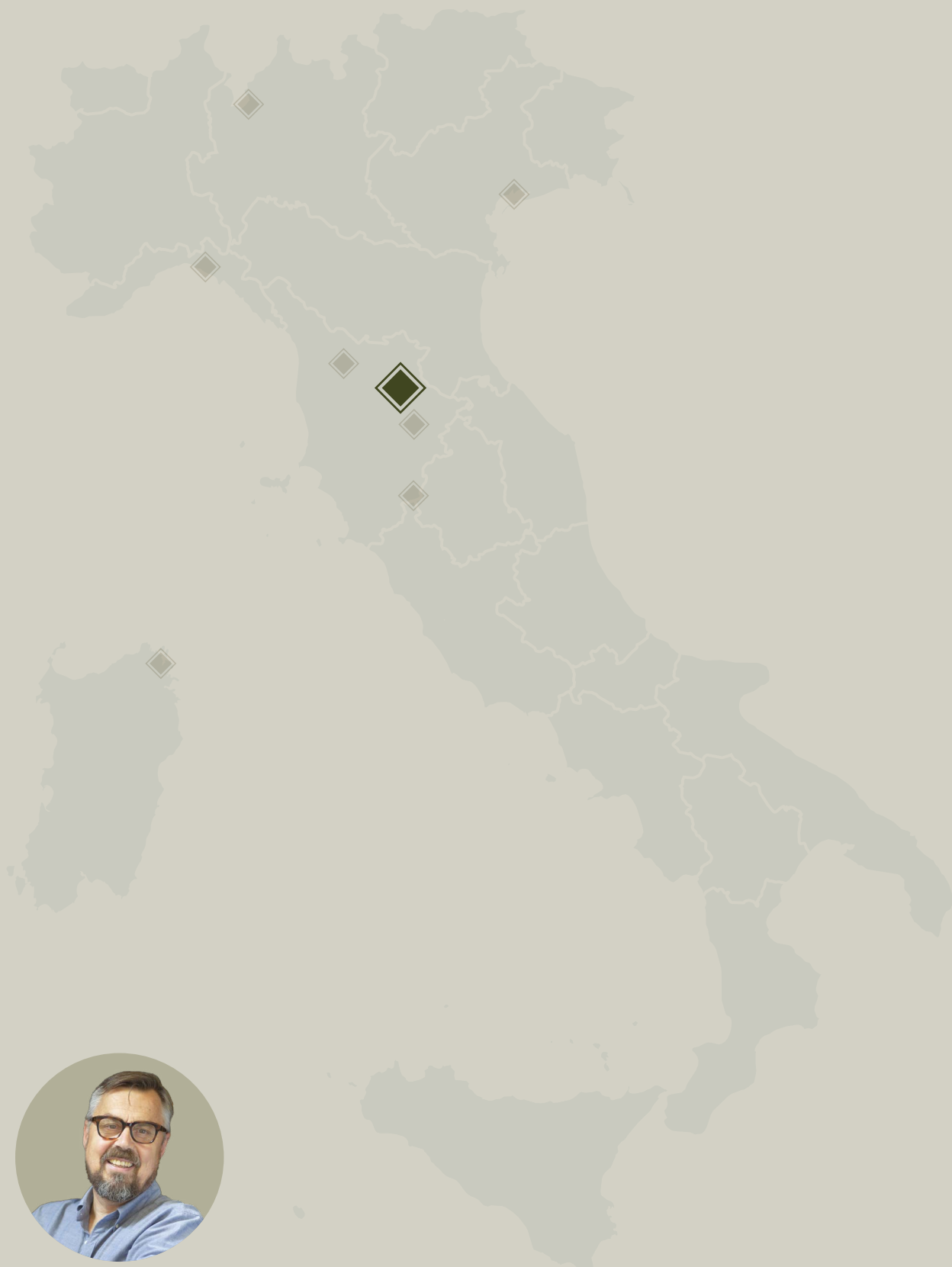
**Guide price €2,850,000**

Property Number: RSI012208545

[alex.deghe@serimm.net](mailto:alex.deghe@serimm.net) | +39 335 8245052

[andrew.blandford-newson@knightfrank.com](mailto:andrew.blandford-newson@knightfrank.com) | +44 20 3944 7455

18.



# Florence



**Bill Thomson**

Chairman of the Italian Network

**FLORENCE**

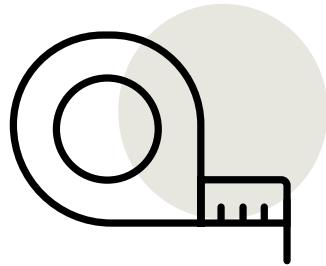
If I had to pick a market that never seems to go out of style, it would be Florence. International travellers have been finding their way here since the Grand Tour in the 17th century. The amazing thing is that the city hasn't changed much since then. Nor have the surrounding hills, with their beautiful renaissance villas hiding amongst them.

“  
**We have the highest concentration of art and architecture anywhere in the world, wonderful bars and restaurants, and a truly international community.**  
 ”

Source: Knight Frank Research  
 Data as at Q4 2022

Most active price band

**€3-5m**



**105.3m<sup>2</sup>**

How many square metres of prime property €1m buys



**6**

Michelin-starred restaurants

**5**

International schools



**€9,500**

Typical prime price (€ per sq m)

**€330**



Average daily rental rate





# Villa Belvedere

Florence, Tuscany

- ▶ 8 bedrooms ▶ 9 bathrooms ▶ 4 reception rooms ▶ Swimming pool ▶ Limonaia annexe ▶ Original cantina space
- ▶ Olive grove ▶ Approximately 1200 sq m / 12916 sq ft ▶ Approximately 14 ha / 34.5 acres

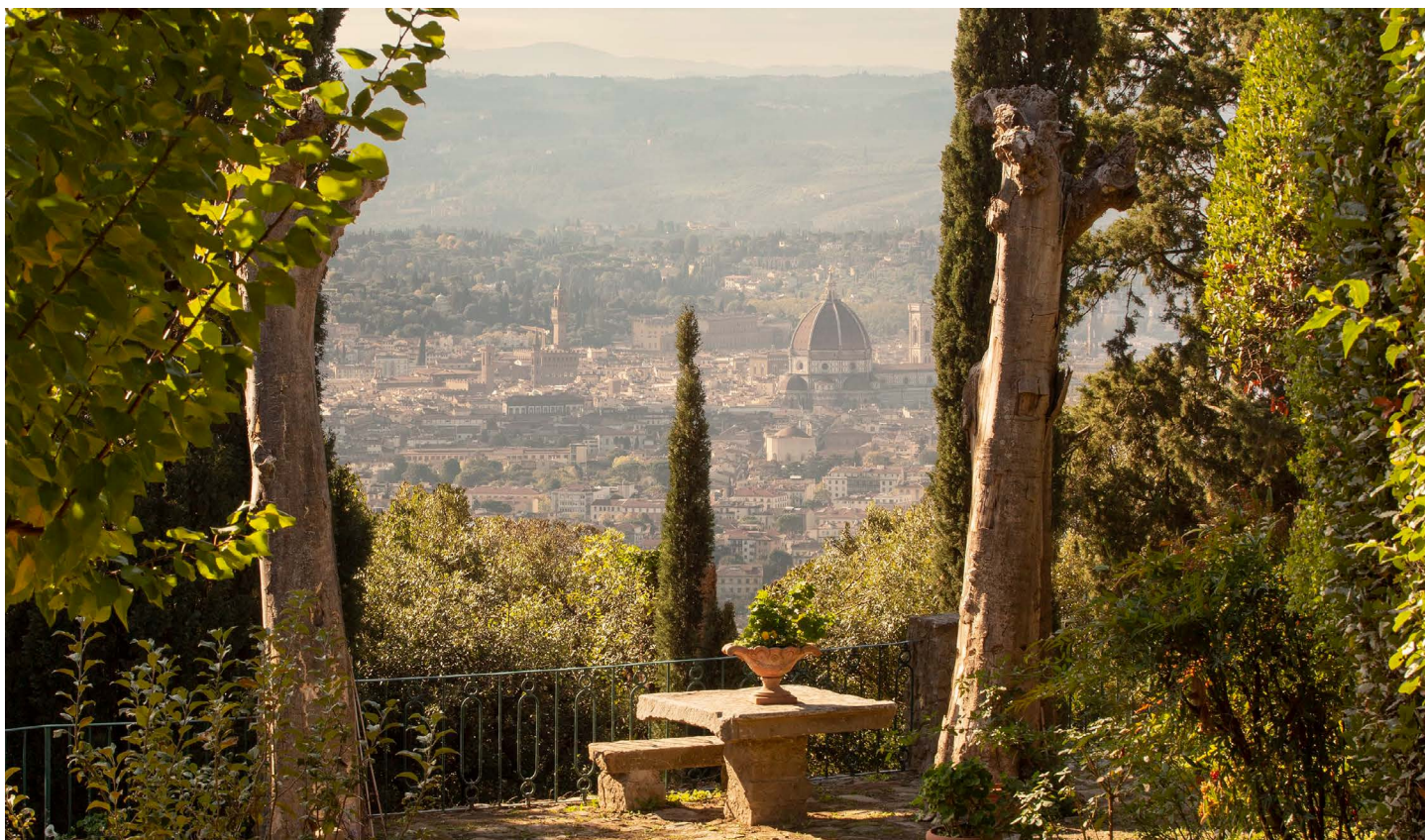
Majestic 15th century villa overlooking the countryside and the ancient city of Florence. The property features a wonderful loggia overlooking the villa parkland and beyond. The grounds around the villa are enclosed by its original stone wall and the land includes a splendid olive grove.

**Guide price €9,750,000**

Property Number: FLO012378206

giulietta.chiarugi@knightfrank.com | +39 0552 18457

mark.harvey@knightfrank.com | +44 20 3504 4098



# Casa Fiesolana

Florence, Tuscany

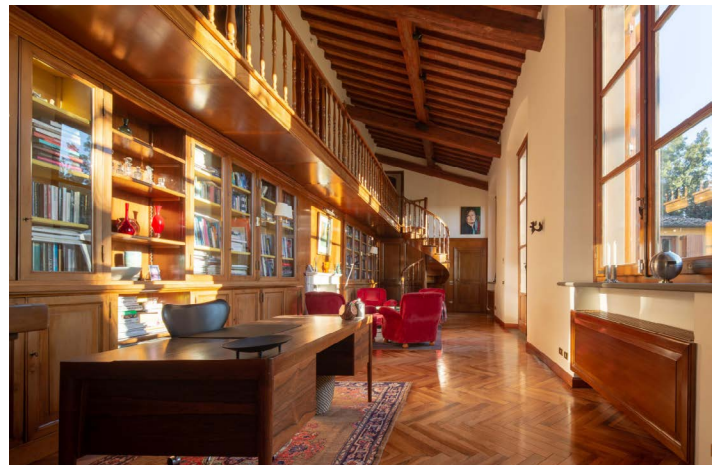
- ▶ 4 bedrooms ▶ 3 bathrooms ▶ 3 reception rooms ▶ Private parking
- ▶ Approximately 250 sq m ▶ 0.8 ha of gardens with an olive grove

A charming, semi-detached 17th century house situated in a south-westerly position in one of the most desirable areas of Florence. The property benefits from mature gardens with spacious outdoor dining areas and enjoys remarkable views over the city.

**Guide price €2,000,000**

Property Number: FLO012277566

giulietta.chiarugi@knightfrank.com | +39 0552 18457  
victoria.siddons@knightfrank.com | +44 20 3930 4969



# La Limonaia

Florence, Tuscany

- ▶ 5 bedrooms ▶ 7 bathrooms ▶ 2 reception rooms ▶ Panoramic roof terrace ▶ Heated swimming pool ▶ Jacuzzi
- ▶ Sauna & Turkish bath ▶ Gym ▶ Staff accommodation

This beautifully restored 19th century property set in 1 ha of grounds with olive trees enjoys peaceful countryside living on the outskirts of Florence. The house benefits from 850 sq m of spacious, light living spaces, with luxurious finishes and modern fixtures, creating the perfect family home.

**Guide price €5,850,000**

Property Number: FLO180026

[giulietta.chiarugi@knightfrank.com](mailto:giulietta.chiarugi@knightfrank.com) | +39 0552 18457

[andrew.blandford-newson@knightfrank.com](mailto:andrew.blandford-newson@knightfrank.com) | +44 20 3944 7455





# Villa Tantafera

Florence, Tuscany

- ▶ 7 bedrooms ▶ 7 bathrooms ▶ 2 reception rooms ▶ Swimming pool
- ▶ Approximately 2 ha ▶ Approximately 850 sq m

A 15th century Florentine villa recently restored to a high standard with terraced gardens and water features. The property also features a large annexe and superb views over the city centre.

**Guide price €3,950,000**

Property Number: FL0130003

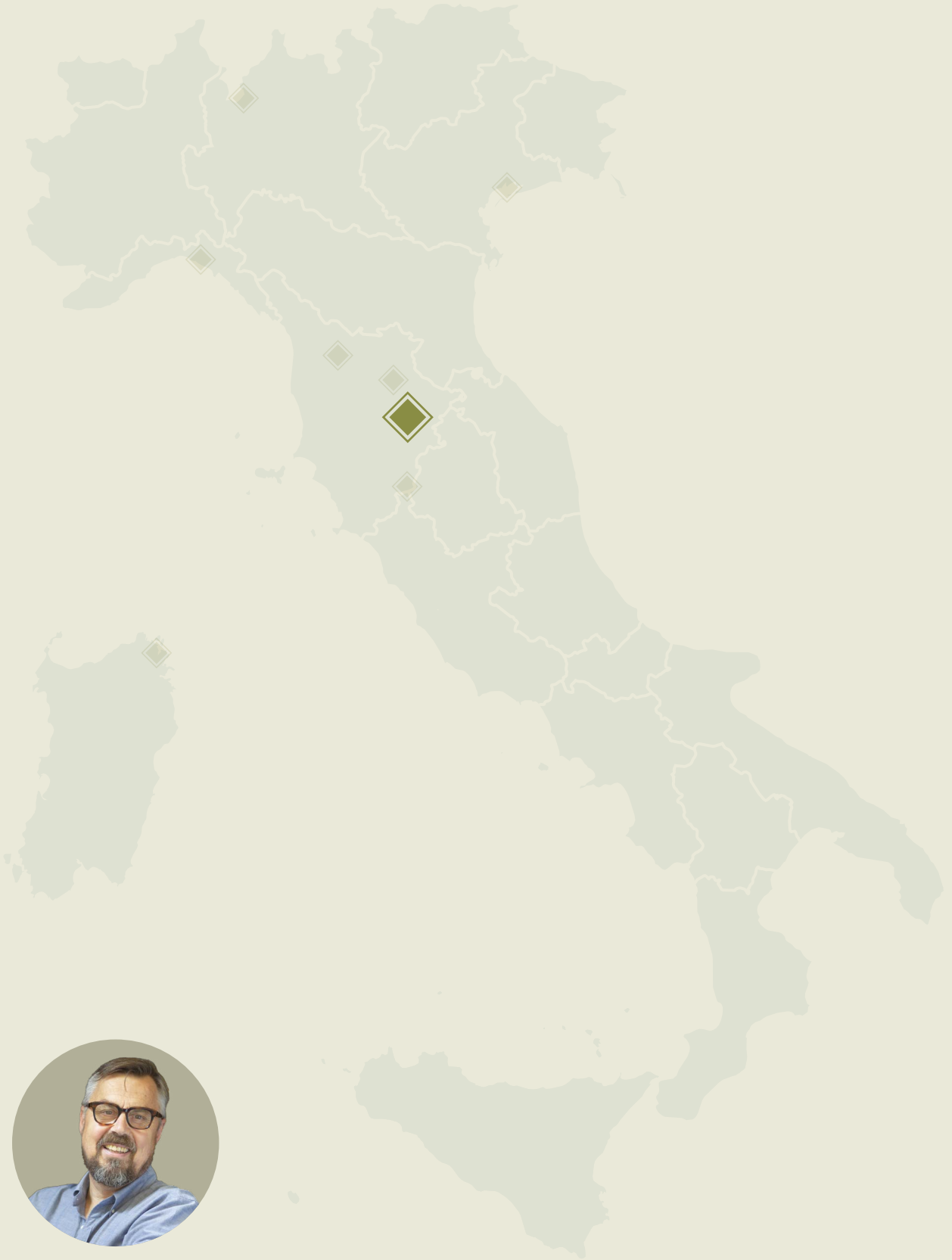
giulietta.chiarugi@knightfrank.com | +39 0552 18457  
andrew.blandford-newson@knightfrank.com | +44 20 3944 7455

24.

# Chianti & Southern Tuscany

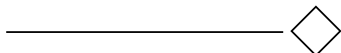


**Bill Thomson**  
Chairman of the Italian Network



**CHIANTI & SOUTHERN TUSCANY**

There are lots of very different areas of Tuscany. Luckily, not everyone likes the same bit, even though they often start out with the same search. Take your time to explore. Book weekends in different areas to get a feel of which is your Tuscany. Often overlooked is the coastal area with wonderful sunsets over the archipelago of islands, or the more rural area of Maremma to the south west.

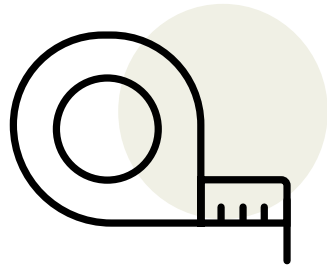


“  
**There are lots of very different Tuscany's – and they all need to be explored.**  
 ”

Source: Knight Frank Research  
 Data as at Q4 2022

Most active price band

**€4-6m**



**166.7m<sup>2</sup>**

How many square metres of prime property €1m buys



**14**

Michelin-starred restaurants

**I** International school



**€6,000**

Typical prime price (€ per sq m)

**€458**

Average daily rental rate





# Podere Ripucce

Chianti, Tuscany

- ▶ 5 bedrooms ▶ 5 bathrooms ▶ 4 reception rooms ▶ Swimming pool ▶ Solar panels
- ▶ Approximately 400 sq m ▶ Approximately 11 ha of private gardens

A traditional Tuscan farmhouse situated in a private elevated position between the bustling villages of Panzano and Radda in Chianti. The property offers extensive living spaces throughout, with far-reaching views of the surrounding countryside.

**Guide price €1,350,000**

Property Number: FLO012287735

giulietta.chiarugi@knightfrank.com | +39 0552 18457  
victoria.siddons@knightfrank.com | +44 20 3930 4969



# Mulinaccio

Chianti, Tuscany

- ▶ 4 bedrooms ▶ 5 bathrooms ▶ 3 reception rooms ▶ Swimming pool
- ▶ Approximately 700 sq m ▶ Approximately 26.7 ha of grounds with olive grove

This private 70 acre estate, home to an Etruscan well beside a private stream, has been meticulously restored with contemporary finishes and carefully curated landscaping. Featuring panoramic views of Chianti, it is surrounded by woodland and over 100 olive trees.

Guide price €3,750,000

Property Number: FLO012278726

giulietta.chiarugi@knightfrank.com | +39 0552 18457  
andrew.blandford-newson@knightfrank.com | +44 20 3944 7455



# Villa del Sole

Monte Argentario, Tuscany

- ▶ 6 bedrooms ▶ 8 bathrooms ▶ Divided into 3 apartments ▶ Approximately 470 sq m
- ▶ Approximately 1 ha

This superb villa is situated in an exclusive position within the natural park of Monte Argentario on the west coast of Tuscany. The property has direct access to the beach and enjoys panoramic sea views towards the islands of Giannutri and Giglio.

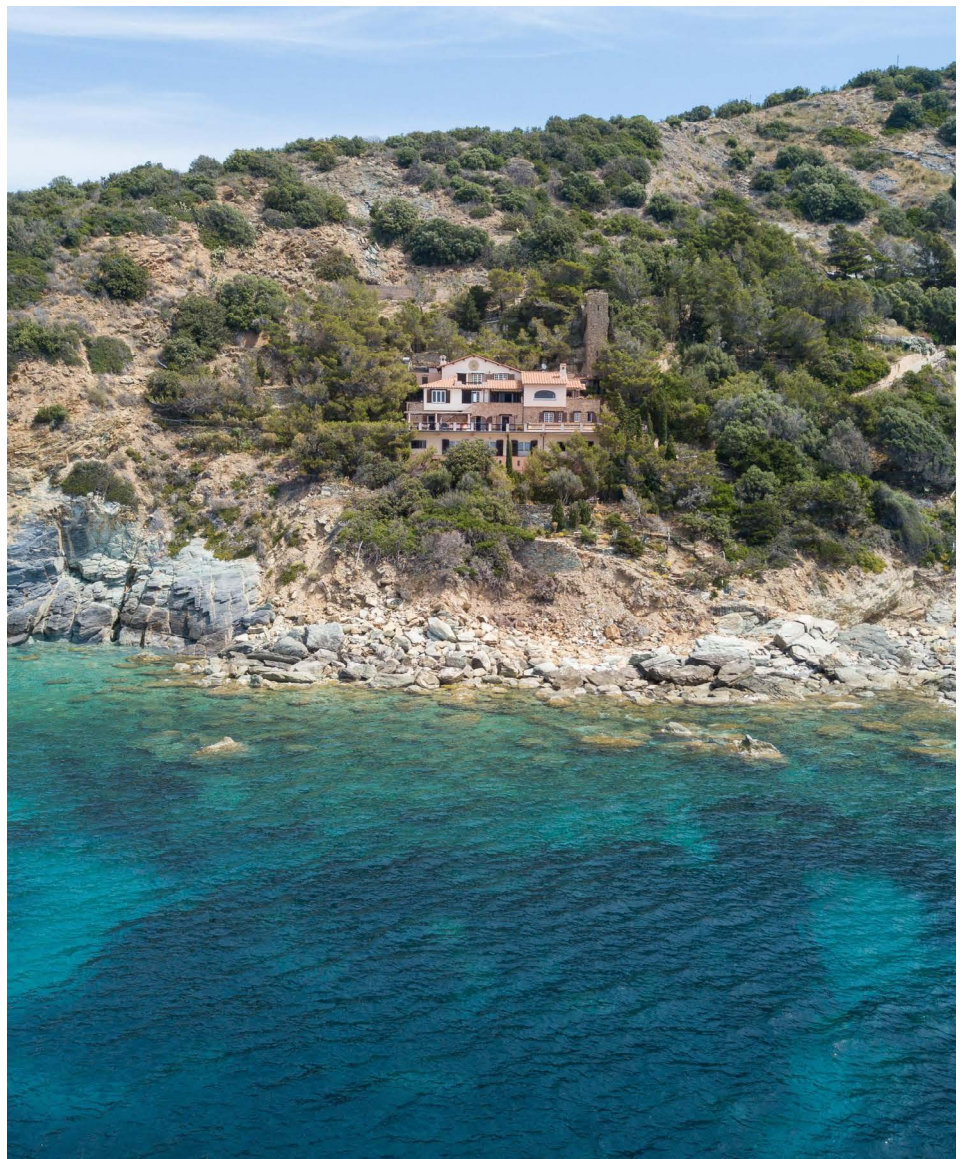
**Guide price €7,000,000**

Property Number: RSI012044038

giulietta.chiarugi@knightfrank.com | +39 0552 18457

mark.harvey@knightfrank.com | +44 20 3504 4098





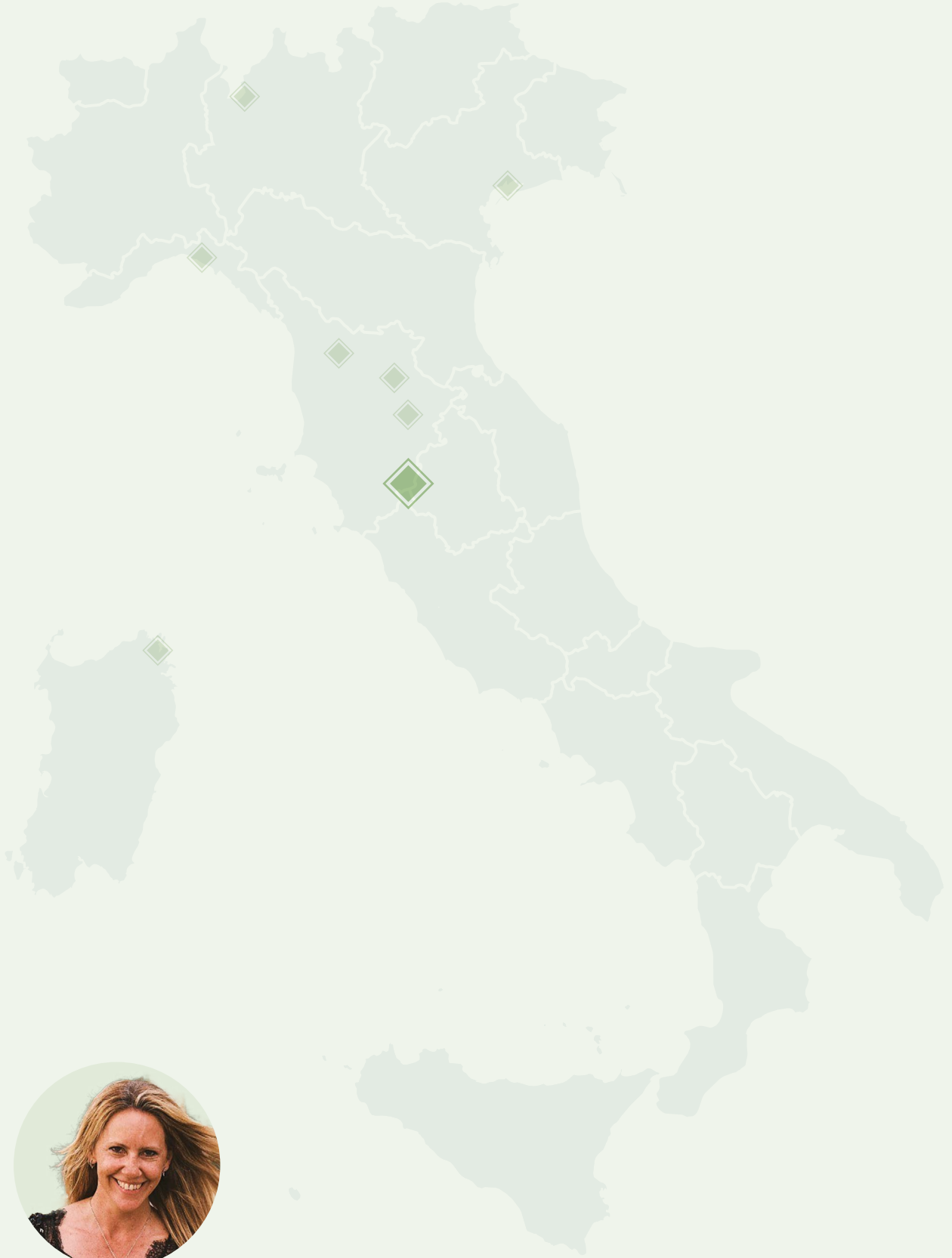
30.



# Val d'Orcia



**Abby Jones**





**VAL D'ORCIA**

Ridley Scott once said that “the Val d’Orcia is the earthly translation of paradise,” and I don’t think he was far wrong. With picture-postcard Tuscan views, it’s most famous for its incredible landscapes. It’s lured international buyers since the beginning of the 1900s. One of the rising stars of our areas of Italy, the Val D’Orcia has seen significant interest in the last couple of years.

“

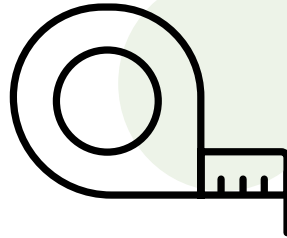
**One of the rising stars of our areas of Italy, the Val D’Orcia has seen significant interest in the last couple of years.**

”

Source: Knight Frank Research  
Data as at Q4 2022

Most active price band

**€1-3m**



**202.8m<sup>2</sup>**

How many square metres of prime property €1m buys



**3**

Michelin-starred restaurants

**1** International schools



**€4,930**

Typical prime price (€ per sq m)

**€554** 

Average daily rental rate





# Convento di Pitigliano

Pitigliano, Tuscany

- ▶ 10 bedrooms ▶ 8 bathrooms ▶ Approximately 650 sq m ▶ Approximately 10.5 ha
- ▶ Swimming pool ▶ Wine and cheese cellars

A carefully restored romantic convent enjoying westerly sunset views. With wonderful Etruscan wine cellars, cloister and vaulted ceilings, this is an oasis of peace and quiet within easy walking distance of the historic town of Pitigliano.

**Guide price €5,500,000**

Property Number: FLO012282054

[giulietta.chiarugi@knightfrank.com](mailto:giulietta.chiarugi@knightfrank.com) | +39 0552 18457

[mark.harvey@knightfrank.com](mailto:mark.harvey@knightfrank.com) | +44 20 3504 4098







## Sant Ansano

San Quirico d`Orcia, Tuscany

- ▶ 6 bedrooms ▶ 6 bathrooms ▶ 4 reception rooms ▶ Swimming pool ▶ Olive grove
- ▶ Approximately 475 sq m ▶ Approximately 4.9 ha

Enchanting location, breathtaking views and a farmhouse that truly exceeds all expectations. Completely restored between 2012 and 2014 this property has been transformed with impeccable taste, flair and the finest materials to become a comfortable and flexible year-round home.

Guide price €3,800,000

Property Number: FLO012252970

abby@propertyqueen.it | +39 333 3085445

andrew.blandford-newson@knightfrank.com | +44 20 3944 7455



# La Rocca

Cetona, Tuscany

- ▶ 17 bedrooms ▶ 14 bathrooms ▶ Swimming pool ▶ Olive grove
- ▶ Approximately 1200 sq m / 92916.692 sq ft ▶ Approximately 1 ha / 2.47 acres of land

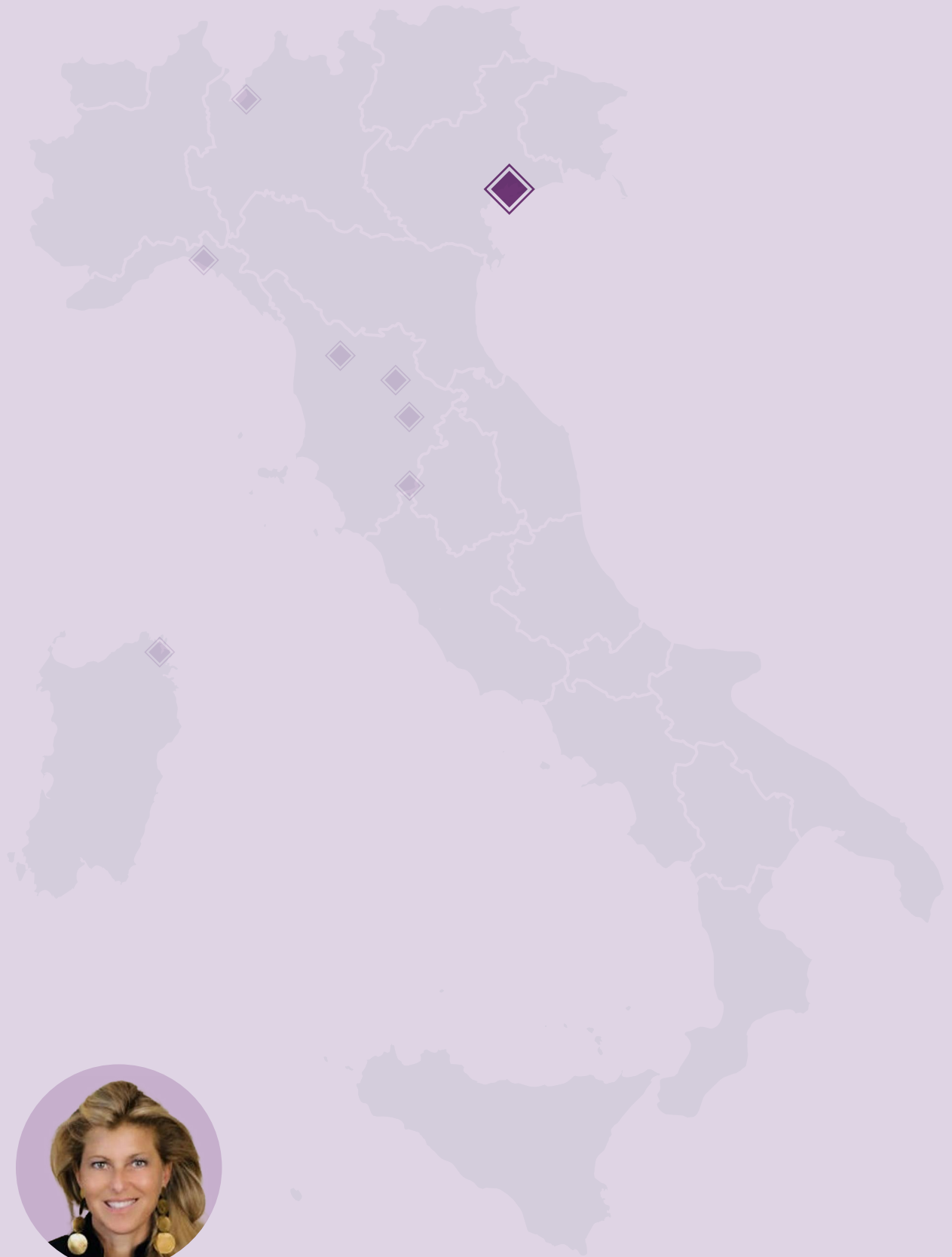
Located in an elevated position, this remarkable historic castle features a long driveway leading to a Romanesque amphitheatre and magnificent gardens. The property is completed by a Roman style swimming pool with a fountain surrounded by palm trees and gardens.

**Guide price €12,000,000**

Property Number: FLO012270516

giulietta.chiarugi@knightfrank.com | +39 0552 18457  
mark.harvey@knightfrank.com | +44 20 3504 4098

36.



Venice



**Serena Bombassei**

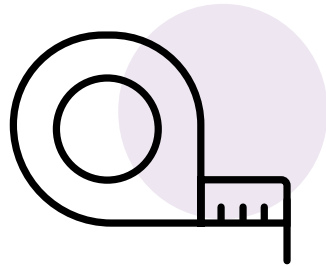
**VENICE**

Demand is up by around 20%, largely from the international market. The main focus of interest remains location and culture, merged with a desire for a less frenetic and rushed lifestyle. It can easily be considered as unique as it is spectacular and unmatched in its beauty and allure.

“  
**Venice can easily be considered as unique as it is spectacular and unmatched in its beauty and allure.**  
 ”

Most active price band

**€2-4m**



**137.4m<sup>2</sup>**

How many square metres of prime property €1m buys



**5**

Michelin-starred restaurants

**I** International school



**€7,280**

Typical prime price (€ per sq m)

**€320**

Average daily rental rate



Source: Knight Frank Research  
 Data as at Q4 2022



# Dorsoduro

Venice

- ▶ 4 bedrooms ▶ 5 bathrooms ▶ 2 reception rooms
- ▶ Inlaid parquet flooring ▶ Ceiling height 3m ▶ Approximately 400 sq m

This traditional apartment, situated on the first floor of a listed 17th century Venetian palazzo, is in a superb location in the heart of Dorsoduro. The palazzo, with its elegant façade, benefits from floor-to-ceiling windows with a balcony overlooking the canal and the private garden.

**Guide price €6,200,000**

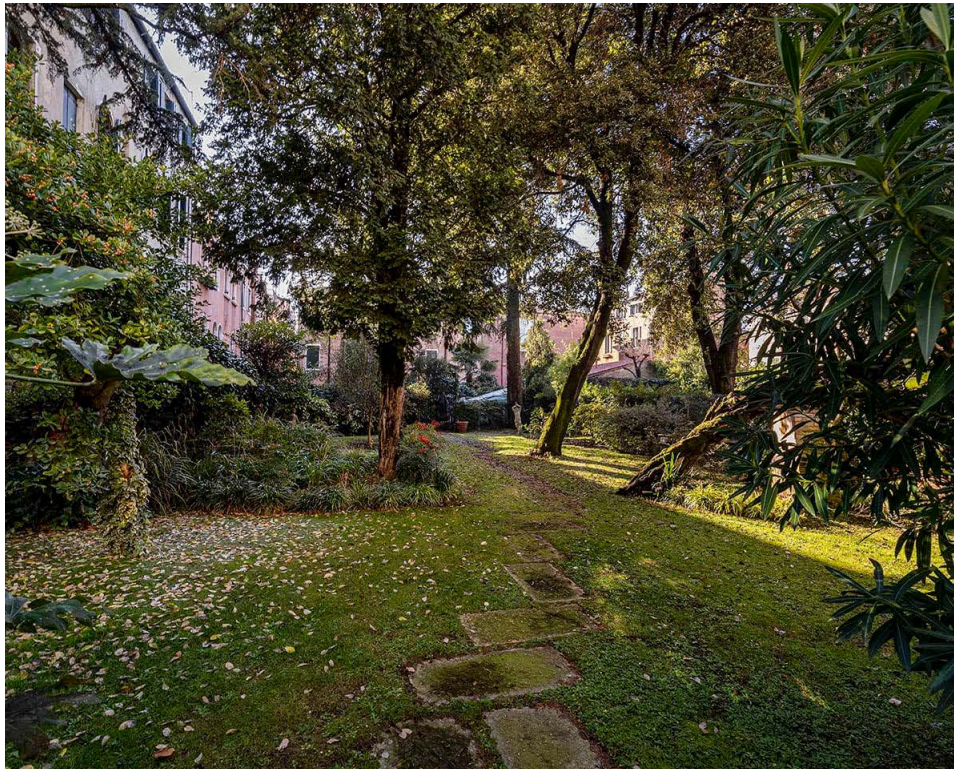
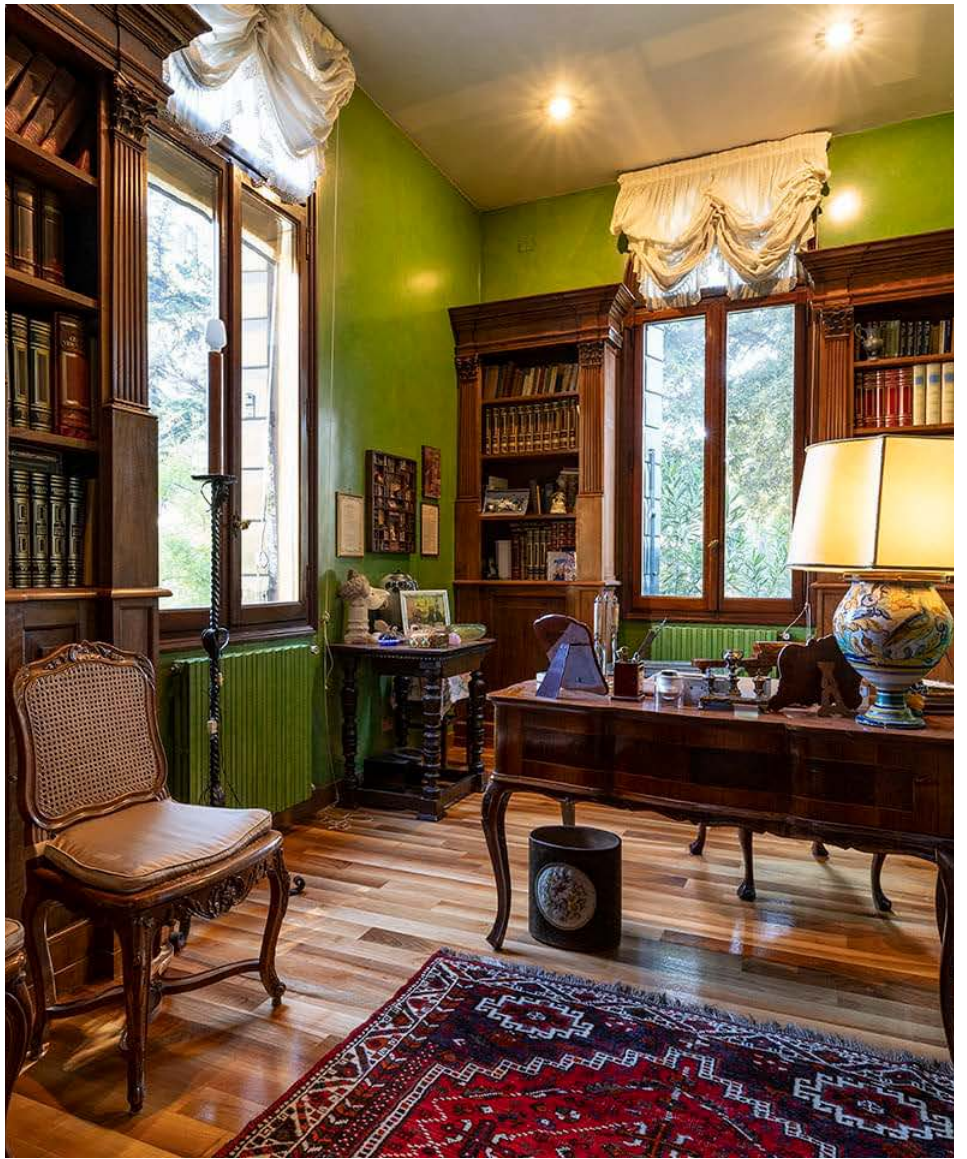
Property Number: RSI012390776

[serena@venicerealestate.it](mailto:serena@venicerealestate.it) | +39 0415 210622

[andrew.blandford-newson@knightfrank.com](mailto:andrew.blandford-newson@knightfrank.com) | +44 20 3944 7455









# Campo San Polo

Santa Croce, Venice

- ▶ 3 bedrooms ▶ 3 bathrooms ▶ Reception room
- ▶ Ceiling height 3.1 m ▶ Approximately 245 sq m

This historic apartment is situated on the second floor of a Venetian palazzo with views of Campo San Polo. The apartment is decorated with original features, including stucco walls, Murano glass chandeliers, Veneziano floorings, and a marble framed fireplace.

Guide price €1,400,000

Property Number: RSI012372635

serena@venicerealestate.it | +39 0415 210622  
victoria.siddons@knightfrank.com | +44 20 3930 4969



# Sestier di Castello

Castello, Venice

- ▶ 4 bedrooms ▶ 3 bathrooms ▶ Reception room
- ▶ Ceiling height 3.75 m ▶ Gym ▶ Approximately 220 sq m

Situated on the second floor of a 16th century palazzetto in the ancient heart of Venice, this apartment perfectly combines luxury and style. It is accessed through a private courtyard with a canal entrance, and it benefits from a Venetian balcony with views over a quiet canal.

**Guide price €2,950,000**

Property Number: RSI012388988

serena@venicerealestate.it | +39 0415 210622  
 victoria.siddons@knightfrank.com | +44 20 3930 4969

42.



# Lake Como



**Tania Morabito**

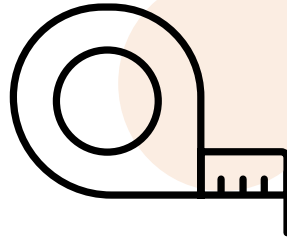
**LAKE COMO**

Lake Como continues to see strong growth. The area has much to offer - prestigious international schools, excellent infrastructure, and an extraordinary natural setting. The variety of properties available is truly unique. Plus, it's close to Milan, the beating heart of Italy's economy.

“  
**Real estate value's increased by 8% in the last year. It's a very strong signal for the future.**  
 ”

Most active price band

**€1-3m**



**100m<sup>2</sup>**

How many square metres of prime property €1m buys

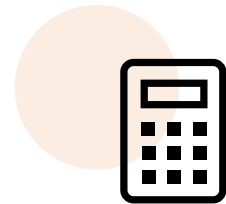


**7**

Michelin-starred restaurants

**2**

International schools



**€10,000**

Typical prime price (€ per sq m)

**€414**



Average daily rental rate



Source: Knight Frank Research  
 Data as at Q4 2022



# Villa Eremo

Lake Como, Lombardy

- ▶ 8 bedrooms ▶ 5 bathrooms ▶ Private mooring ▶ Private parking
- ▶ Approximately 880 sq m ▶ Approximately 0.9 ha

This property is situated in a beautiful lakefront position and consists of a main 800 sq m villa and secondary accommodation set in a centuries-old park of approximately 0.9 ha. Dating back to the renaissance era, the property is listed and therefore protected by Italy's Fine Arts restrictions.

**Guide price €3,000,000**

Property Number: RSI012265797

[taniamorabito@larealedomus.com](mailto:taniamorabito@larealedomus.com) | +39 0313 100186

[andrew.blandford-newson@knightfrank.com](mailto:andrew.blandford-newson@knightfrank.com) | +44 20 3944 7455







# Villa Amalfi

Lake Como, Lombardy

- ▶ 6 bedrooms ▶ 6 bathrooms ▶ 6 reception rooms ▶ Lakefront terrace
- ▶ 4,000 sq m private park ▶ Private dock

This property is set in a spectacular tranquil position with unparalleled panoramic views. It is surrounded by botanical gardens with multiple terraces and a dock. The villa incorporates an array of unique features that help create an idyllic retreat in an incredible environment.

**Guide price €7,500,000**

Property Number: RSI012203839

taniamorabito@larealedomus.com | +39 0313 100186  
andrew.blandford-newson@knightfrank.com | +44 20 3944 7455





# Aria Retreat

Lake Lugano, Lombardy

- ▶ 2-3 bedrooms ▶ 3-4 bathrooms ▶ Reception room
- ▶ Private parking ▶ Spa & wellness area ▶ 40 ha of private parkland

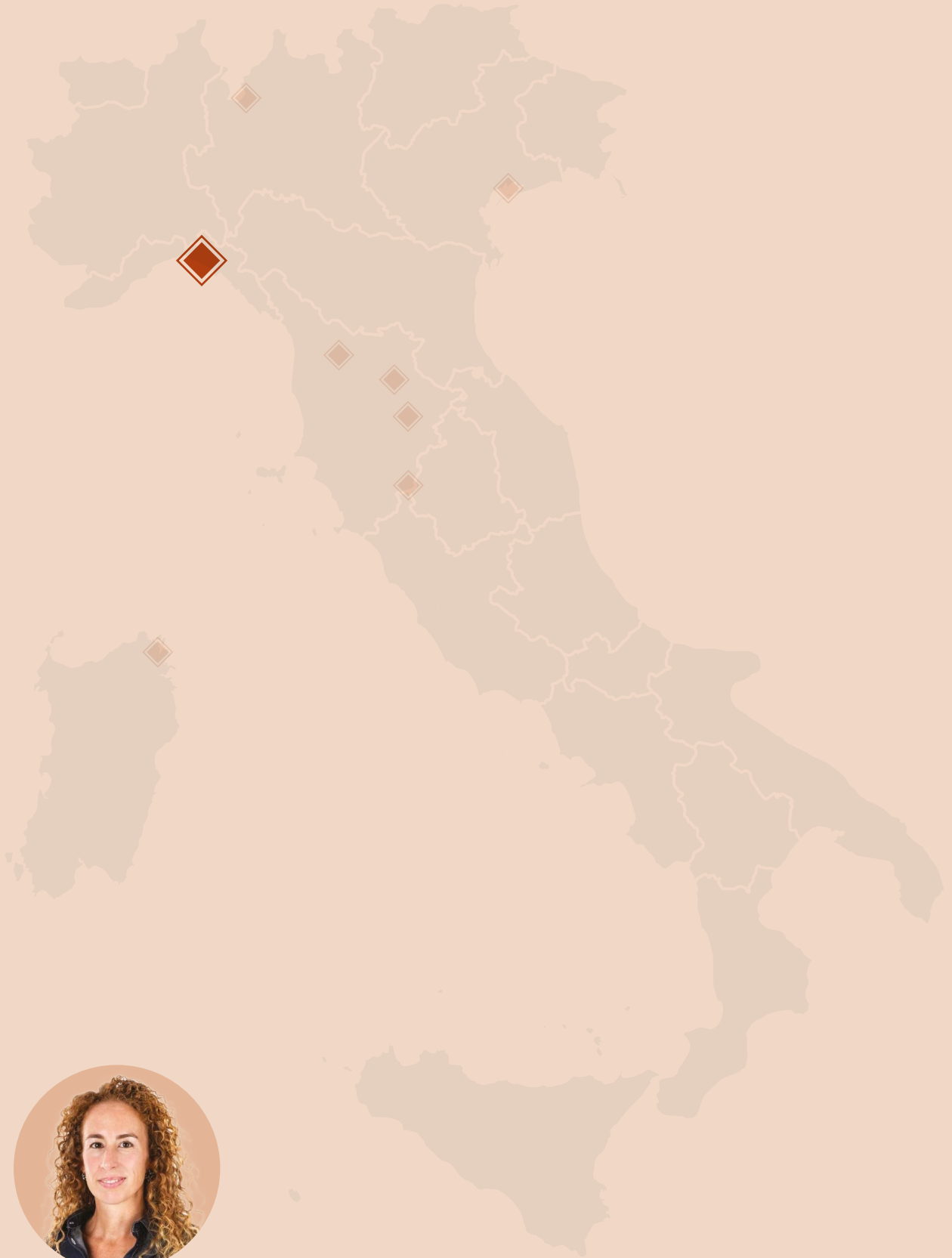
Aria Retreat is a selection of newly built luxury apartments with magnificent views over Lake Lugano and the surrounding mountains. All the apartments have access to 5-star hotel services, including five restaurants, five swimming pools and lake access.

Prices from €1,885,000

Property Number: RSI012364258

taniamorabito@larealedomus.com | +39 0313 100186  
victoria.siddons@knightfrank.com | +44 20 3930 4969

48.



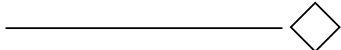
# Liguria



**Chiara Lagomarsino Picasso**

**LIGURIA**

It's hard not to fall in love with Liguria. This unique area lies between the mountains and the sea. It's one of the most diverse Italian regions. The mild climate, coastal activities, treks and healthy and delicious food are some of this surprising area's highlights. In addition, it's close to Tuscany, Milan, and France. Everything you need is nearby, yet you're in a protected environment, in one of the sunniest and safest parts of Italy.



“

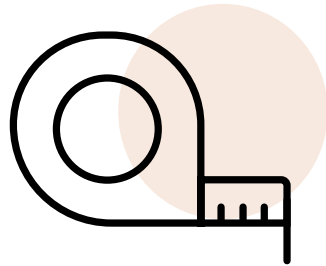
**Everything you need is nearby, yet you're in a protected environment, in one of the sunniest and safest parts of Italy.**

”

Source: Knight Frank Research  
Data as at Q4 2022

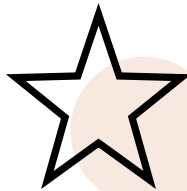
Most active price band

**€2-4m**



**137m<sup>2</sup>**

How many square metres of prime property €1m buys

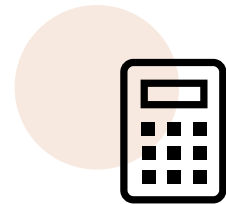


**11**

Michelin-starred restaurants

**3**

International schools



**€7,300**

Typical prime price (€ per sq m)

**€325**



Average daily rental rate





# La Paraggina

Paraggi, Liguria

- ▶ 6 bedrooms ▶ 5 bathrooms ▶ 2 reception rooms ▶ Terracing
- ▶ Private parking ▶ Approximately 450 sq m

This extensive estate is located at the top of the promontory of Paraggi and overlooks the Mediterranean Sea and entrance to Portofino's marina. The property comprises three houses: a main villa, an annexe, and staff accommodation, all situated within a private park with woodland, an olive grove and a vineyard.

**Guide price €18,000,000**

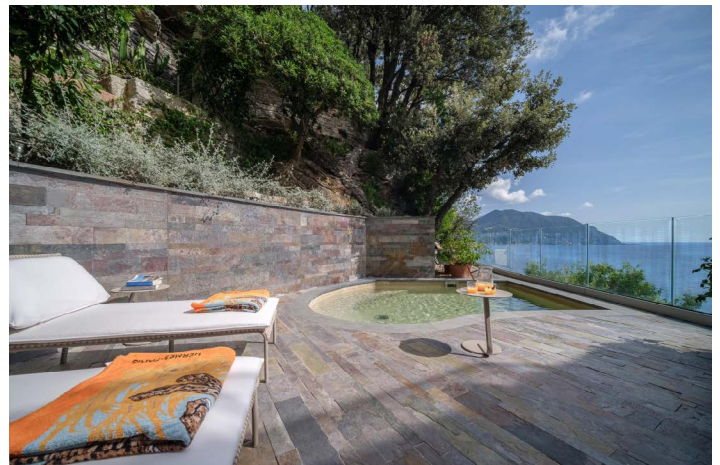
Property Number: RSI012213806

[chiara.picasso@portofinoproperty.it](mailto:chiara.picasso@portofinoproperty.it) | +39 349 5470822

[mark.harvey@knightfrank.com](mailto:mark.harvey@knightfrank.com) | +44 20 3504 4098







# Sori

Genova, Liguria

- ▶ 3 bedrooms ▶ 4 bathrooms ▶ 2 reception rooms
- ▶ Terracing & balcony ▶ Swimming pool ▶ Private parking

This contemporary apartment is situated in one of the most exclusive locations of the Paradiso Gulf between Sori and Recco. It is part of a complex with an independent entrance, private access to the sea and panoramic sea views.

**Guide price €1,780,000**

Property Number: RSI012200466

chiara.picasso@portofinoproperty.it | +39 349 5470822  
victoria.siddons@knightfrank.com | +44 20 3930 4969



# Sestri Levante

Liguria

- ▶ 7 bedrooms ▶ 8 bathrooms ▶ 2 reception rooms
- ▶ Garden & olive groves ▶ Swimming pool ▶ Staff accommodation ▶ Private parking

This superb villa, surrounded by lush greenery and overlooking the sea and Sestri Levante's bays, was designed by the well-known architect Alberto Mazzoni in the 1960s. The living spaces flow effortlessly throughout, integrating the natural surroundings with the bright interiors.

**Guide price €7,300,000**

Property Number: RSI012243557

chiara.picasso@portofinoproperty.it | +39 349 5470822

mark.harvey@knightfrank.com | +44 20 7861 5034

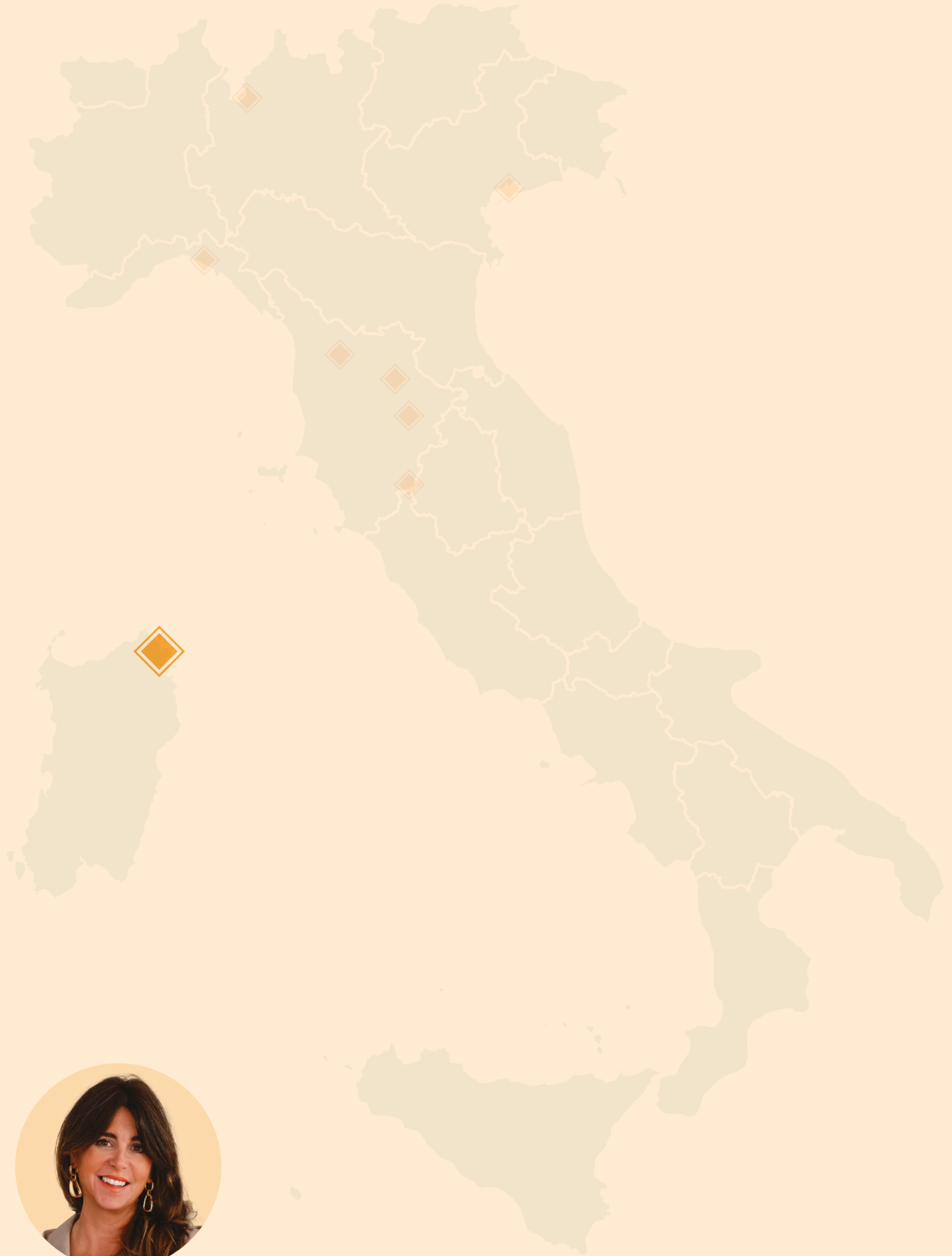
54.



# Sardinia



**Roberta Paterlini**





**SARDINIA**

Costa Smeralda continues to attract an international clientele eager to secure a slice of its sparkling and unspoilt coastline. With demand far outweighing supply, the future of this unique and remarkable region is assured.

“

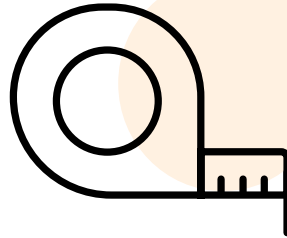
**Costa Smeralda is in high demand with international clients looking for a piece of its pristine coastline. Despite limited supply, the region’s future is promising.**

”

Source: Knight Frank Research  
Data as at Q4 2022

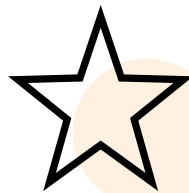
Most active price band

**€2-4m**



**50m<sup>2</sup>**

How many square metres of prime property €1m buys



**4**

Michelin-starred restaurants

**1**

International school



**€20,000**

Typical prime price (€ per sq m)

**€351**



Average daily rental rate for the whole of Sardinia





# Villa Chicchi

Cala di Volpe, Sardinia

- ▶ 5 bedrooms ▶ 6 bathrooms ▶ 2 reception rooms ▶ Wine cellar ▶ Staff accommodation
- ▶ Swimming pool ▶ Gym ▶ Spa with Jacuzzi & Turkish bath ▶ Approximately 599 sq m

This recently renovated villa overlooking Cala di Volpe Bay comprises open-plan indoor/outdoor living spaces with terracing ideal for entertaining. The villa has manicured gardens and a gated entrance with private parking, and enjoys breathtaking sea views.

**Guide price €12,000,000**

Property Number: RS110460

roberta@costasmeraldaagency.it | +39 0789 96541  
mark.harvey@knightfrank.com | +44 20 3504 4098







# Villa Camelia

Cala di Volpe, Sardinia

- ▶ 5 bedrooms ▶ 6 bathrooms ▶ Reception room ▶ Swimming pool
- ▶ Staff accommodation ▶ Private parking ▶ Approximately 500 sq m

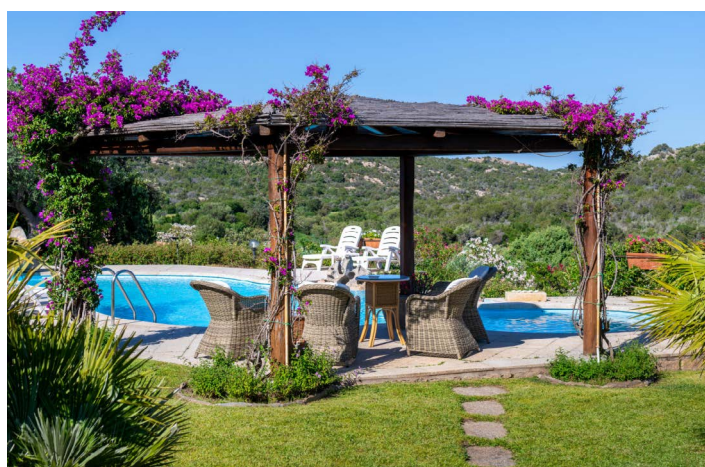
A newly built villa situated in a hilltop position with far-reaching sea views. The villa offers spacious interiors which flow effortlessly throughout and have been finished to a high standard. The villa has extensive terracing and is surrounded by landscaped gardens.

Guide price €6,500,000

Property Number: RS1180447

roberta@costasmeraldaagency.it | +39 0789 96541

andrew.blandford-newson@knightfrank.com | +44 20 3944 7455



# Villa Suviana

Cala di Volpe, Sardinia

- ▶ 5 bedrooms ▶ 5 bathrooms ▶ Reception room ▶ Garden & terrace with BBQ area
- ▶ Swimming pool with Jacuzzi ▶ Parking spaces

Located in a scenic position near the exclusive Pevero Golf Club and the beaches of Cala di Volpe is this excellent villa. It offers spacious, light living spaces with terracing enjoying breathtaking sea views that extend from Cala di Volpe to the Island of Tavolara.

**Guide price €7,000,000**

Property Number: RSI012046091

roberta@costasmeraldaagency.it | +39 0789 96541

andrew.blandford-newson@knightfrank.com | +44 20 3944 7455

# CONTACTS

Meet the locally expert, globally connected team who will guide you in tracking down your dream property

**Our London team work closely with our associate representatives in Italy who are carefully selected for their integrity, experience and professionalism.**

## United Kingdom

**Head of International Residential**  
**MARK HARVEY**  
+44 20 3504 4098  
mark.harvey@knightfrank.com

**London | +44 20 4502 8469**  
**AMY REDFERN-WOODS**  
Partner  
amy.redfern-woods@knightfrank.com

**London | +44 20 3944 7455**  
**ANDREW BLANDFORD-NEWSON**  
Senior Negotiator  
andrew.blandford-newson@knightfrank.com

**London | +44 20 3930 4969**  
**VICTORIA SIDDONS**  
Negotiator  
victoria.siddons@knightfrank.com

**London | +44 20 7861 1182**  
**ASTRID RECALDIN**  
International PR  
astrid.recaldin@knightfrank.com

**London | +44 20 3995 6462**  
**NADIA BENAHMIDOU**  
Italian Administration  
nadia.benahmidou@knightfrank.com

## Knight Frank Associate Offices

Lucca | +39 0583 494326  
**ALESSANDRO DEGHE**  
alex.deghe@serimm.net

Florence | +39 0552 18457  
**SALLY MUNERATI**  
sally.munerati@it.knightfrank.com

Chianti & Southern Tuscany | +39 0577 738908  
**BILL THOMSON**  
Chairman of the Italian Network  
bill.thomson@it.knightfrank.com

Val d'Orcia | +39 333 3085445  
**ABBY JONES**  
abby@propertyqueen.it

Venice | +39 0415 210622  
**SERENA BOMBASSEI**  
info@venicerealestate.it

Lake Como | +39 0313 100186  
**TANIA MORABITO**  
info@larealedomus.com

Liguria | +39 348 3625547  
**CHIARA LAGOMARSINO PICASSO**  
chiara.picasso@portofinoproperty.it

Sardinia | +39 0798 96541  
**ROBERTA PATERLINI**  
roberta@costasmeraldaagency.it

Italian Homes, Villas & Estates 2023

Publication Sponsor **Mark Harvey** Art Director **Scott Jones** Writers **Rob Cosey, Pippa Jackson** Contributors **Kate Everett-Allen,**

**Amy Redfern-Woods, Bill Thomson, Max Edgar, Abby Jones, Aldo Flakstad** Marketing Manager **Charlotte Higgs**

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