

LAKE SIDE

R E A L E S T A T E

C O R P O R A T E P R E S E N T A T I O N

July 2019



ABOUT





WE ARE

a Real Estate agency specialized in
exceptional and fine properties at
Lake Como.




**We are a team of locals:
we know our lake**

just perfectly.

This means that we know the local property market backwards and forwards.

We have a wide portfolio of prime properties for sale, and we constantly have an eye for opportunities also thanks to our capillary network of synergies with local agents, private owners and builders; this significantly increases the probability of finding the best property for our clients, and decreases the time needed to do it.





*"When you love your territory,
protecting its beauty
is your duty."*

Sara Zanotta, Lakeside Managing Director

VISION

Helping our client to fall in love first with the real local vibe, in order to impart them the feeling of **respect, protection and connection** with our territory.

In the end, we want to sell properties to people who really love the unique soul of Lake Como and its properties.

Getting an unparalleled exposure with our offices around Lake Como area, becoming reference point in every village, as well as a brand **synonymous of Guarantee and Trust.**

Sharing the love for what we do, providing the most creative and innovative real estate services on Lake Como.

MISSION

Making the buying, selling and renting of properties at Lake Como **faster and easier**: we hardly work in advance on customized shortlists of properties that best match the unique requirements of each client

Increasing the percentage of our clients who find the right property to buy at their **first visit**. The **90%*** of our clients successfully complete the house hunting at the first time with us.

Promoting the **conservative restoration philosophy**.


Having fun at work, everyday, always conveying to clients **our passion for the business**.

* Source: internal analysis FY 2018

We are matchmakers:

we are able to link the right people to the
right property.

We love **each and every** of our
houses: that's why we know them like a
book, and we know exactly what to
propose to our clients. On time, this has
clearly distinguished us from the
competition as stated clients' reviews.



PARTNERSHIPS

Local vibes. Global minds.

Our tagline speaks clear: we're able to combine a sound know-how of the local market with a strong international vocation, the latter also proved by our multiple partnerships with businesses in Sweden, UK, USA.



VALUES

Integrity

Obsession for details

Emotional connection

Happy team life

Innovation

Conservative restoration

Fast problem solving

Trust

Client-centric approach

We are part of FIAIP, the main Italian association of real estate professionals, with its Code of Ethics that is a guarantee of quality of service.



M I L E S T O N E S

2013



Opening of San Siro office (Via Statale 56)

2016



Opening of Argegno office (Piazza Roma 4)

2017



Opening of a representative seat at Stargo Design AB (Tysta Gatan 11, 115 20, Stockholm)

2018



Opening of Menaggio office (Via IV Novembre 3)

THEY TALK ABOUT US

The Telegraph



The New York Times

NYTIMES.COM

WHO BUYS IN ITALY

"Lake Como attracts buyers from all over the world," said Sara Zanotta, the owner of Lakeside Immobiliare in San Siro. She says as many as 70 percent of purchases on the lake are from second-home buyers. Mr. Cleps says English and American buyers are still the most common, along with the occasional buyer from other parts of Europe. Well-represented countries include Denmark, Sweden, Belgium and Germany. The Lake Como area was once a favorite of Russian buyers, but Mr. Cleps says they are now less common.

rightmove 

rightmove 



Sara Zanotta
Lakeside Immobiliare, Lombardy

Most Popular Regions	Houses	Apartments
Como	51%	49%
Brescia	27%	73%
Bergamo	57%	43%

La Provincia

LA PROVINCIA
Lombardia - 11 settembre 2015

Lega 15/21 25

«Non vendiamo solo case C'è un lago da rilanciare»



Il lago di Como è un luogo di grande fascino e di grande interesse per i turisti. Ma è anche un luogo che ha bisogno di essere rilanciato. Sara Zanotta, proprietaria di Lakeside Immobiliare, è una delle persone che più si battono per questo. Lei e il suo team lavorano per attirare nuovi acquirenti e turisti nel lago, promuovendo le sue bellezze e le opportunità che offre. Sara Zanotta è una donna di successo, che ha costruito una grande carriera nel settore immobiliare. Ma non si è mai dimenticata del lago di Como, il suo luogo di nascita e di amore. Lei e il suo team lavorano per rilanciare il lago, promuovendo le sue bellezze e le opportunità che offre. Sara Zanotta è una donna di successo, che ha costruito una grande carriera nel settore immobiliare. Ma non si è mai dimenticata del lago di Como, il suo luogo di nascita e di amore.

SPONSORSHIPS

We sustain culture & beauty.

We are among the official sponsors of the 2018 and 2019 edition of LacMus, the most prestigious International Music Festival of Tremezzina, Lake Como, organized by the famous Canadian pianist Louis Lortie.



About

Tickets

Program 2018

Past Editions ▾

**PICONE
PIANOFORTI
COMO**

LAKE SIDE
HOTEL & SPA

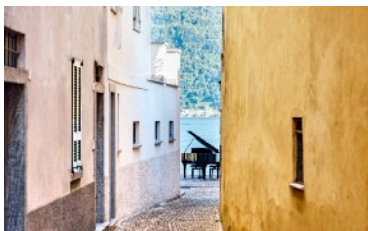
Clericiuto.it



Albergo Lario

"The sounds of nature are always rich, but don't we need great music and inspired interpreters who will channel the richness of all the impressions gathered in such a divine setting?"

(www.lacmusfestival.com)



CHARITY

We believe in the homes with a soul.

One of these is *La Casa di Arianna*, born to host all families who need to assist patients with serious diseases by the Hematology and Pediatric Oncology wards of S. Matteo Hospital in Pavia (PV).

Lakeside supports and promotes *La Casa di Arianna*.



www.sette17-e-oltre.webnode.it

lacasadiarianna@gmail.com

[@lacasadiarianna](https://www.instagram.com/lacasadiarianna)



SERVICES

Purchase

First offer, Preliminary Agreement, Deed Sale: we offer our sound expertise in each single step of the purchasing journey.

Sale

Pre-sale and post-sale support: screening of the estate, accurate pricing, home staging advices, photo shootings, follow up of each listing and accurate report of viewings for our sellers.

Rental

We assist landlords and tenants for residential, tourist, temporary and commercial leases.

Property Management

We take care of all the maintenance needs of your estate, like taxes arrangements, home furnishings & home staging/property optimization, insurance and utilities setups.

Financial Assistance

New to the mortgage world in Italy? We help you being prepared on everything: paperwork required, costs, and interest rates.

Property Renovation

Our internal Technical Studio *Lake Como Projects* helps homeowners understand how to renew their property.

Project Management

Our technicians offers assistance for all that concerns your project.

Property Marketing

We work on a vast array of digital strategies to engage quality leads via emotional touch points: compelling shootings, promotional brochures with a magazine-like approach, e-newsletters, social media campaigns.





CONTACTS



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LAKE SIDE

R E A L E S T A T E

LOCAL VIBES

GLOBAL MINDS

#ComoLakeside

