Partner of L'Immobiliare.com | Lanciano







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About us

Partner of L'IMMOBILIARE.COM: real estate agency accredited to the L'IMMOBILIARE.COM circuit authorized to use the brand alongside its own.

Our company (ARE IMMOBILIARE srl) has been operating in the real estate brokerage sector for many years. Today in the tradition of professionalism, seriousness and transparency consolidated and conquered over time, it follows the new path of the Grimaldi family which, thanks to its traditions and solid deep roots, has created the first circuit of prestigious professional real estate agents who identify themselves under a only effigy: L'IMMOBILIARE.COM.





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CROGNALE AVV. FILOMENA

Professionalità, serietà, solidità ed esperienza: ecco perché, in famiglia, abbiamo scelto L'immobiliare.com

Abbiamo il piacere di ospitare l'intervista all'**Avv. Crognale Filomena**, consulente legale dell'agenzia Are Immobiliare presente nella città di Lanciano (Chieti).
Già agenzia affiliata Solo Affitti, dall'inizio del 2021 ha scelto di diventare anche Partner del Network L'immobiliare.com per la gestione delle vendite con l'agenzia Are Immobiliare.

Avv.to Crognale, l'agenzia Are Immobiliare, di cui Lei è consulente legale, è presente a Lanciano (Chieti) da diversi anni. Ci racconta come è nata l'idea di entrare in questo settore?
La mia famiglia opera nell'immobiliare dal 1974, quando mio padre, il sig. Domenico Crognale, aprì la sua prima Agenzia Immobiliare a Lanciano. Qualche anno fa, contestualmente alla partnership con Solo Affitti è nata l'esigenza di aprire una nuova realtà agenziale sul corso pedonale di Lanciano, ed è nata Are srl.





Da qualche anno la sua Agenzia è Partner del Network Solo Affitti e con l'inizio del 2021 è diventata anche Partner del Network immobiliare della Famiglia Grimaldi per il settore delle vendite. Cosa l'ha spinta a fare questa scelta?

Il volerci distinguere dalle altre agenzie immobiliari per professionalità, serietà, solidità ed esperienza, ci ha spinti a fare questa scelta: sono tutti valori che sia la famiglia Spronelli (Solo Affitti) che la famiglia Grimaldi (l'Immobiliare.com) vantano da sempre, ed in cui noi ci riconosciamo.

Quali servizi offrite alla clientela?

Oltre ai servizi classici (valutazioni, pubblicizzazioni, visite, trattative immobiliari etc), l'agenzia Are si impegna ad esaudire ogni possibile richiesta del cliente, inerente l'immobiliare, grazie anche alla stretta collaborazione con associazioni di categorie e professionisti specializzati.

Inoltre i consulenti di ARE, grazie ad un'ottima conoscenza dell'inglese, sono in grado di seguire i clienti stranieri e soddisfare le loro richieste di vendita e/o acquisto immobili. E poi io stessa, oltre che essere consulente legale di Are srl, già docente presso la Confesercenti di Lanciano nei corsi di formazione per Agenti Immobiliari, sono anche Presidente dell'Associazione Confedilizia di Lanciano, e mi occupo di diritto immobiliare a 360°, di asseverazioni di contratti di locazione con cedolare secca al 10% nonchè di questioni condominiali.



Come immagina il futuro di Are Immobiliare?

Are Immobiliare è un'agenzia giovane e dinamica, professionale e seria, che in pochi anni ha già fidelizzato molti clienti, che verosimilmente continueranno a crescere nei prossimi anni, grazie anche alla partnership con Solo Affitti e L'Immobiliare.com.

CROGNALE LAWYER PHILOMENA
Professionalism, seriousness, solidity and experience: this is why, as a family, we chose L'immobiliare.com

> We are pleased to host the interview with Mr. Crognale Filomena, legal advisor of the Are Immobiliare agency present in the city of Lanciano (Chieti). Already affiliated agency Solo Rentals, from the beginning of 2021 it has also chosen to become a Partner of the L'immobiliare.com Network for the management of sales with the Are Immobiliare agency.

> Avv.to Crognale, the Are Immobiliare agency, of which you are legal advisor, has been present in Lanciano (Chieti) for several years.

Can you tell us how the idea of entering this sector was born?

My family has been operating in real estate since 1974, when my father, Mr. Domenico Crognale, opened his first real estate agency in Lanciano. A few years ago, at the same time as the partnership with SoloAffitti, the need arose to open a new agency on the pedestrian area of Lanciano, and Are srl was born.

> For some years now, your agency has been a Partner of the SoloAffitti Network and with the beginning of 2021 it has also become a Partner of the Grimaldi family's real estate network for the sales sector. What prompted you to make this choice?

The desire to distinguish ourselves from other real estate agencies for professionalism, seriousness, solidity and experience, has led us to make this choice: these are all values that both the Spronelli family (SoloAffitti) and the Grimaldi family (L'mobiliare.com) have always boasted, and in which we recognize ourselves.

> What services do you offer to customers?

In addition to classic services (evaluations, advertisements, visits, real estate negotiations, etc.), the Are agency undertakes to fulfill every possible customer request regarding real estate, thanks also to the close collaboration with category associations and specialized professionals. Furthermore, the consultants of ARE, thanks to an excellent knowledge of English, are able to follow foreign clients and satisfy their requests for the sale and / or purchase of properties. And then I myself, as well as being legal consultant of Are srl, formerly a teacher at Confesercenti of Lanciano in training courses for Real Estate Agents, I am also President of the Confedilizia Association of Lanciano, and I deal with real estate law at 360 °, of sworn leases with 10% flat rate coupon as well as condominium issues.

> How do you imagine the future of Are Immobiliare?

Are Immobiliare is a young and dynamic, professional and serious agency, which in a few years has already loyal many customers, who will likely continue to grow in the next few years, thanks also to the partnership with SoloAffitti and L'Immobiliare.com.

Services

WHEN YOU BUY A HOME WE CAN HELP YOU CHOOSE | Thanks to our professionals we are able to provide you with the right advice and to present the solution that best suits your needs, within a large and selected real estate portfolio. In fact, it is sufficient to leave your data and the characteristics of the property sought to be entered in our database, so as to be contacted quickly. Furthermore, for your maximum guarantee, the forms are simple and complete. You will then be followed in every phase of the negotiation, up to the notarial deed. Where necessary, we will be able to manage exchanges and report agreements with the best banking institutions to provide financial services tailored to your needs.

WHEN YOU SELL A HOME WE KNOW HOW TO ENHANCE YOUR PROPERTIES | Our network is made up of serious and prepared professionals, able to provide you with free real estate consultancy to establish a consistent market valuation. Thanks to our many years of experience, we are able to plan the most effective advertising promotion in newspapers and sector publications, both printed and online. To advertise all the properties that have been entrusted to the circuit, we have available our website www.limmobiliare.com with captivating graphics and easy to use. The property will also be advertised, thanks to important agreements, on the main portals of the sector. By entrusting the assignment exclusively to a member of the Circuit, the other operators present in the area can also be used through the online database. Furthermore, the visits to the property are always carried out with selected clients and accompanied by our consultants. We then provide you with periodic reports on the activities carried out and on the ongoing negotiations, following

you up to the notarial deed.

Our company operates in the real estate brokerage sector with the L'IMMOBILIARE.COM brand, in all the areas listed below. Furthermore, in the context of the Leases it operates as a Partner Point under the SOLOAFFITTI brand.

Agenzia Lanciano - https://www.soloaffitti.it/agenzia/lanciano-1

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Servizi

- Valutazione commerciale
- Studi di fattibilita' per operazioni
- Servizio fotografico
- Promozione pubblicitarie online
- Redazione preliminari
- Registrazione preliminari
- Assistenza notarile
- Assistenza fiscale
- Assistenza creditizia
- Perizie estimative scritte
- Home staging
- Servizio video
- Visite clientela selezionata
- Redazione contratti di locazione
- Registrazione contratti di locazione
- Assistenza legale
- Verifiche energetiche

Tipologie attivita' residenziale

- Compravendita
- Gestione permute
- Frazionamenti
- Locazione
- Cantieri
- Opportunita' d'investimento

Tipologie attivita' commerciale/direzionale

- Compravendita
- Locazione