L'Immobiliare.com | Roma Prati







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About us

The Co.Re. srl Member of L'immobiliare.com - Real Estate Network of the Grimaldi family, is based in Rome in Via Carlo Mirabello, 7 and was born from the desire of the professional Franco Bartolomei to build a new and alternative real estate reality based on the experience gained in over thirty years of continuous activity.

Associated with FIMAA (Italian Federation of Business Agent Mediators, the largest association in the brokerage sector in Italy) the group boasts high professionalism, reliability, a guarantee of clarity and security even for the most demanding customer. This aptitude for establishing an empathetic relationship with customers in order to best satisfy their needs is what makes our work a passion dedicated above all to the care of the people who rely on us and their homes, perhaps the good for all most important and necessary.



IMPRENDITORI SI RACCONTANO AD INEWS

FRANCO BARTOLOMEI
AGENZIA IMMOBILIARE CO.RE
Da 32 anni mi dedico a questo lavoro con grande passione

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>Ecco l'intervista a **Franco Bartolomei**, collega agente immobiliare che opera da oltre 32 anni nel settore immobiliare e che ha sempre saputo adattarsi ai cambiamenti del settore. Oggi con la sua Agenzia L'IMMOBILIARE.COM a **Roma in zona Prati** vuole essere per i suoi clienti un punto di riferimento per tutte le problematiche inerenti il campo immobilare.

Sig. Bartolomei, lei è un professionista di grande esperienza nel settore immobiliare ed oggi è titolare di un'Agenzia Member del Network L'immobiliare.com in Roma zona Prati. Ci racconta come è nata la sua passione per questo settore e come si è evoluta la sua attività negli anni?
La mia passione per questo settore è arrivata molti anni dopo aver intra

preso questa strada. A soli 18 anni iniziai quasi per caso rispondendo ad uno dei tantissimi annunci di lavoro "automunito venditore cercasi"...ed essendo già "venditore porta a porta" per piccole esperienze pregresse, appena presi la patente mi sentii perfettamente in linea con il profilo richiesto. Poi, forse anche complice un mercato facile e ricco, mi impegnai molto e ne ricavai tante soddisfazioni e non solo di tipo economico... da lì capii che mi ero appassionato a questo splendido lavoro.
L'attività in questi 32 anni è cambiata tante di quelle volte che ho perso il conto, ma ricordo che già da venditore ad acquisitore di una piccola agenzia fu un primo upgrade per poi passare dall'inserimento in una grande azienda, prima come collaboratore, poi come dipendente, responsabile, capoarea fino a decollare nel 2005 per l'imprenditoria al fianco della famiglia Grimaldi.
Come è strutturata oggi la sua Agenzia a livello operativo e quali strumenti utilizza principalmente per l'acquisizione degli immobili?
La mia attuale agenzia, figlia di tantissimi anni di lavoro ma soprattutto di relazioni, oggi composta sostanzialmente da me, da una affidabilissima collega che facendo un lavoro prettamente da ufficio mi aiuta e mi organizza le giornate e da due colleghi free-lance con i quali unendo le forze e le rispettive relazioni, riusciamo

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ad acquisire un equilibrato numero di immobili da poter essere gestiti al meglio e dai quali abbiamo mediamente ottime rese.

Quali sono i servizi offerti dalla sua Agenzia che vengono più apprezzati dalla clientela?

La mia agenzia in effetti non eroga servizi differenti da moltissime altre. Il "focus" fermo e deciso che teniamo è: facciamo le stesse cose ma facciamole benissimo. Dalla presenza, al materiale, al biglietto da visita alla brochure ad ogni singolo appuntamento di vendita, alla reale assistenza fino al Rogito ma spesso anche oltre. Questo insieme di attenzioni crea un servizio di cui la differenza è ben percepita dalla maggior parte dei clienti.

Come vede in prospettiva il mercato immobiliare nella sua zona?

La mia zona? Ho sposato questo network anche per la libertà di operatività che ci consente. La mia zona è il cliente, i suoi immobili e tutte le esigenze relative. Cerco di essere sempre un punto di riferimento per tutte le loro problematiche a dubbi indipendentemente dalla location. Proprio per questo, avere un costante confronto con colleghi del Network vicini e lontani dal mio ufficio, nella stessa città o altrove, serve ad incrementare quel bagaglio di esperienza che utilizzo per trasmettere la massima professionalità al cliente. In linea generale, avendo traghettato più volte periodi di crisi, credo che quest'ultimo lo abbiamo ormai superato e, lavorando bene, possiamo tornare ad essere produttivi a livello soddisfacente.

I have been dedicating myself to this work with great passion for 32 years.

> Here is the interview with Franco Bartolomei, a fellow real estate agent who has been working in the real estate sector for over 32 years and has always known how to adapt to changes in the sector. Today, with its L'IMMOBILIARE.COM agency in Rome in the Prati area, it wants to be a point of reference for its customers for all problems relating to the real estate field.

> Mr. Bartolomei, you are a professional with great experience in the real estate sector and today you are the owner of a Member Agency of the L'immobiliare.com network in the Prati area of Rome. Can you tell us how your passion for this sector was born and how your business has evolved over the years?

My passion for this sector came many years after embarking on this path. When I was only 18, I started almost by chance by responding to one of the many job advertisements "car salesman wanted" ... and already being a "door-to-door salesman" for small previous experiences, as soon as I got my driving license I felt perfectly in line with the profile required. Then, perhaps also thanks to an easy and rich market, I worked hard and I got a lot of satisfaction and not only of an economic nature... from there he understood that I was passionate about this splendid job. In these 32 years, the business has changed so many times that I've lost count, but I remember that already from seller to purchaser of a small agency it was a first upgrade... to then move on from inclusion in a large company, before as a collaborator, then as an employee.. manager.. area manager until taking off in 2005 for entrepreneurship alongside the Grimaldi family.

> How is your agency structured today at an operational level and what tools do you mainly use for the acquisition of properties?

My current agency, the result of many years of work but above all of relationships, today essentially made up of me, a very reliable colleague who, doing purely office work, helps me and organizes my days and two freelance colleagues with whom by combining perhaps and the respective relationships, we are able to acquire a balanced number of properties that can be managed in the best possible way and from which we have, on average, excellent yields.

> What are the services offered by your agency that are most appreciated by customers?

In fact, my agency does not provide different services from many others, the firm and decisive "focus" we keep is: we do the same things but do them very well. From the presence, to the material, to the business card to the brochure at every single sales appointment, to the real assistance up to the deed but often even beyond. This set of attentions creates a service whose difference is well perceived by the majority of customers.

> How do you see the real estate market in your area going forward?

My area??? I also married this network for the freedom of operation it allows us. My zone is the client... his properties and all related needs. I try to always be a point of reference for all their problems regardless of the location. Precisely for this reason, having a constant dialogue with Network colleagues near and far from my office, in the same city or elsewhere, serves to increase the wealth of experience I use to convey maximum professionalism to the client. In general, having navigated through periods of crisis several times, I believe that we have now overcome the latter and, by working well, we can return to being productive at a satisfactory level.

Services

The collaborators are all licensed real estate agents and have over ten years of experience in the field of brokerage and a proven in-depth knowledge of issues relating to the sale and rental of residential and commercial properties; they guarantee efficient management of the numerous real estate proposals and requests, accompanying the client up to the signing of the notarial deed, offering all the assistance necessary for the success of the operation.

The rapidity in the search for the buyer is supported by the promotion of the property with advertisements on the major and multiple real estate portals on the web, complete with a large number of photographs taken strategically by a professional, an interactive Virtual Tour and an accurate description of the property and the area where it is located, as well as through targeted mailings. Furthermore, sharing the property on MLS (Multiple Listing Service) platforms allows you to collaborate with other agencies, thus also taking advantage of their requests, expanding the user base possibly interested in the property while maintaining the relationship directly with a single interlocutor, the Co. .Re srl.

The correct valuation of the property is the first service we offer and to which qualified experts are dedicated. Complete assistance at every stage of the lease, sale or purchase, up to the closing of the contract, is another of the services included in the consultancy. Our services in detail:

Accurate and precise property valuations
Sales and leasing assistance with search for selected buyers and tenants
Preparation, drafting and registration of preliminary contracts and lease agreements also electronically
Service for interior design and renovation and furnishing assisted by partnerships with qualified architects
Partnership with professionals for Notarial, Legal and Technical assistance
Production and release of town planning compliance and Energy Performance Certificates (APE)
Cadastral and mortgage certificates
Cadastral plans

BROWSE OUR BROCHURE



Servizi

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

Tipologie attivita' residenziale

- Compravendita
- Gestione permute
- Opportunita' d'investimento
- Locazione
- Affittanze

Tipologie attivita' commerciale/direzionale
- Compravendita
- Affittanze
- Locazione
- Opportunita' d'investimento

Tipologie attivita' turistico
- Compravendita
- Opportunita' d'investimento
- Locazione

Tipologie attivita' estero
- Compravendita
- Opportunita' d'investimento

Tipologie attivita' immobili di lusso
- Compravendita
- Gestione permute
- Locazione
- Opportunita' d'investimento







Our Meeting Point Immobiliare.com offers its customers ONLINE consultancy services, I.WORKING.

This allows you to work in Smart-Working mode with your customers and collaborators.

Below is the LINK to our Room Reserved for online consultations and visits.