

GABETTI GROUP INAUGURATES NEW OFFICE IN COMO

The Group's strategy is to strengthen its local role through a direct presence in the major capitals and provinces

Como, 28 September – **A new Gabetti office** was inaugurated in **Como** - at Via Lungo Lario Trento, 15 - with the Group's top management in attendance. The investment is part of the Group's growth plan, which has always focused on a greater local presence, through development of existing offices or opening of new ones, in line with the full service provider model.

The new office will handle a variety of services: integrated technical and engineering services within the area of redevelopment (through the company Abaco), residential brokerage activities in the luxury sector through the Santandrea brand and a section dedicated to new constructions through Gabetti Home Value. There will also be a division dedicated to office, retail, capital markets, and portfolio management (Gabetti Agency) and one for the activities of valuation and consulting, such as feasibility studies (Patrigest), along with a sports consulting division (Gabetti Sport) and management of short-term rents in the corporate and luxury segments (Gabetti Short Rent).

*"Como is another important step in our growth project - stated **Roberto Busso, CEO of Gabetti** - as it is a lively and flourishing market with a particularly dynamic local business community, as well as being an important tourist destination, also internationally. Our goal is to become the ideal local partner for both Italian and foreign private clientele, as well as for companies that are looking at the Como market with particular interest".*

*"Since this regional expansion project began - continues **Ferdinando Elefante, Sales Manager of Gabetti's regional offices** - we have handled a number of deals as advisors of both Italian and foreign investors, confirming the fact that knowledge of the territory and a local presence provide multiple opportunities. Como is a particularly strategic location for us, given the international vocation of the city and its province".*

Como is the latest addition to the territorial network offices, namely the provincial ones, already operational in Piacenza, Cremona, Lecco, Trieste, Mestre and Livorno, with upcoming openings in Reggio Calabria, Venice and Porto Cervo.

Since 2014, Como has recorded a continuous increase in the number of net residential market transactions (NTN), with the exception of 2020 due to the pandemic. Growth resumed in 2021, with a +32% increase in the residential NTN, even surpassing the 2019 value (from 1,146 to 1,263). Second quarter 2022 confirmed this positive trend, recording +29% compared to the same period of the prior year. In terms of size, most transactions in 2021 involved homes between 50 and 85 sqm and 85 and 115 sqm. The average price in the centre of Como for civil properties is €2,439/sqm for existing space and €3,337/sqm for new, showing little change from the previous year's figures.

With regard to the other sectors, the change in NTN compared to 2020 was also positive: transactions of office space grew by +13%, shops and workshops by +21% and that of manufacturing space more than doubled. In second quarter 2022, offices, shops and laboratories confirmed growth in the NTN figures.

GABETTI GROUP

Gabetti Property Solutions, through the various business lines of its subsidiaries, provides services for the entire real estate sector, with integrated consulting to satisfy the requirements and demands of private individuals, companies and institutional operators. This integration and synergy of services gives rise to the group's added value: a unique model with respect to its competitors. The organisational model of Gabetti Property Solutions integrates and coordinates the specific expertise of each company of the Group in the following areas: Advisory, Development, Management, Intermediation, Credit and Insurance Brokerage and Redevelopment.

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