

# Convegno

 **Immobiliare.it**  
il N.1 degli annunci immobiliari

**AGENTI D'AFFARI IN MEDIAZIONE**

Nuove frontiere per la professione

MILANO  
MONZA  
BRIANZA



F.I.M.A.A.

*Milano, 1/7/19*



## CAMBIAMENTI

- Della società
- Della normativa
- Della professione

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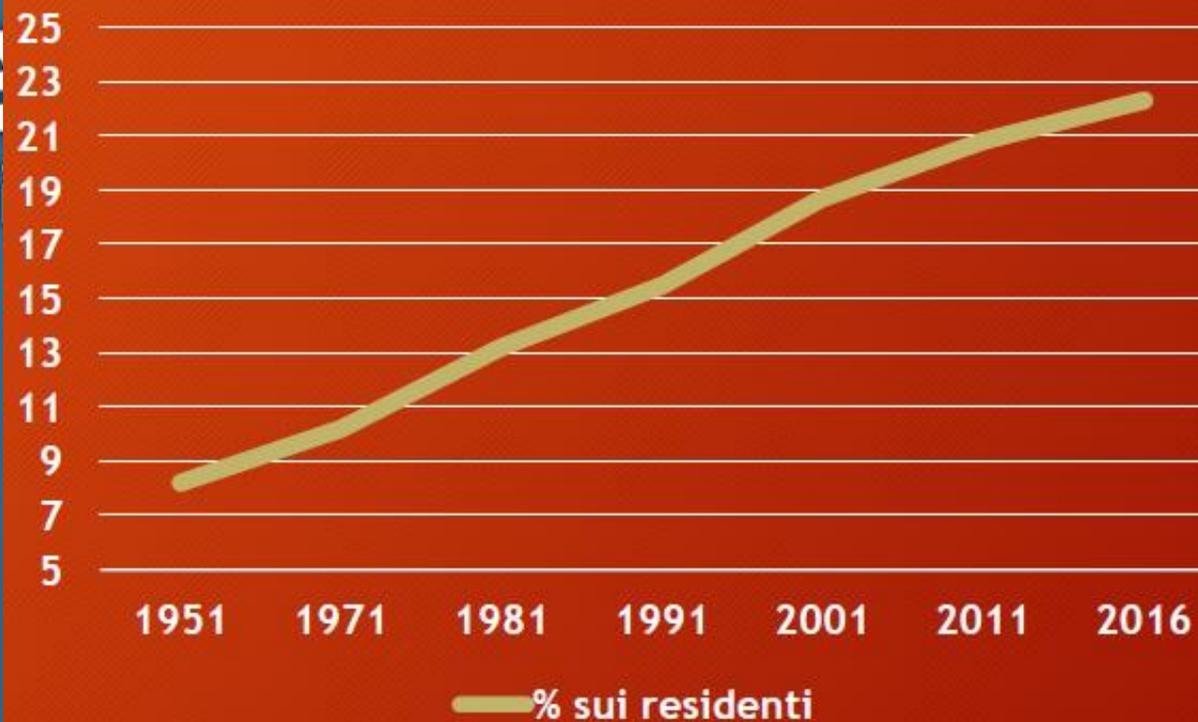
F.I.M.A.A.

# Effetti combinati... Natalità e Longevità

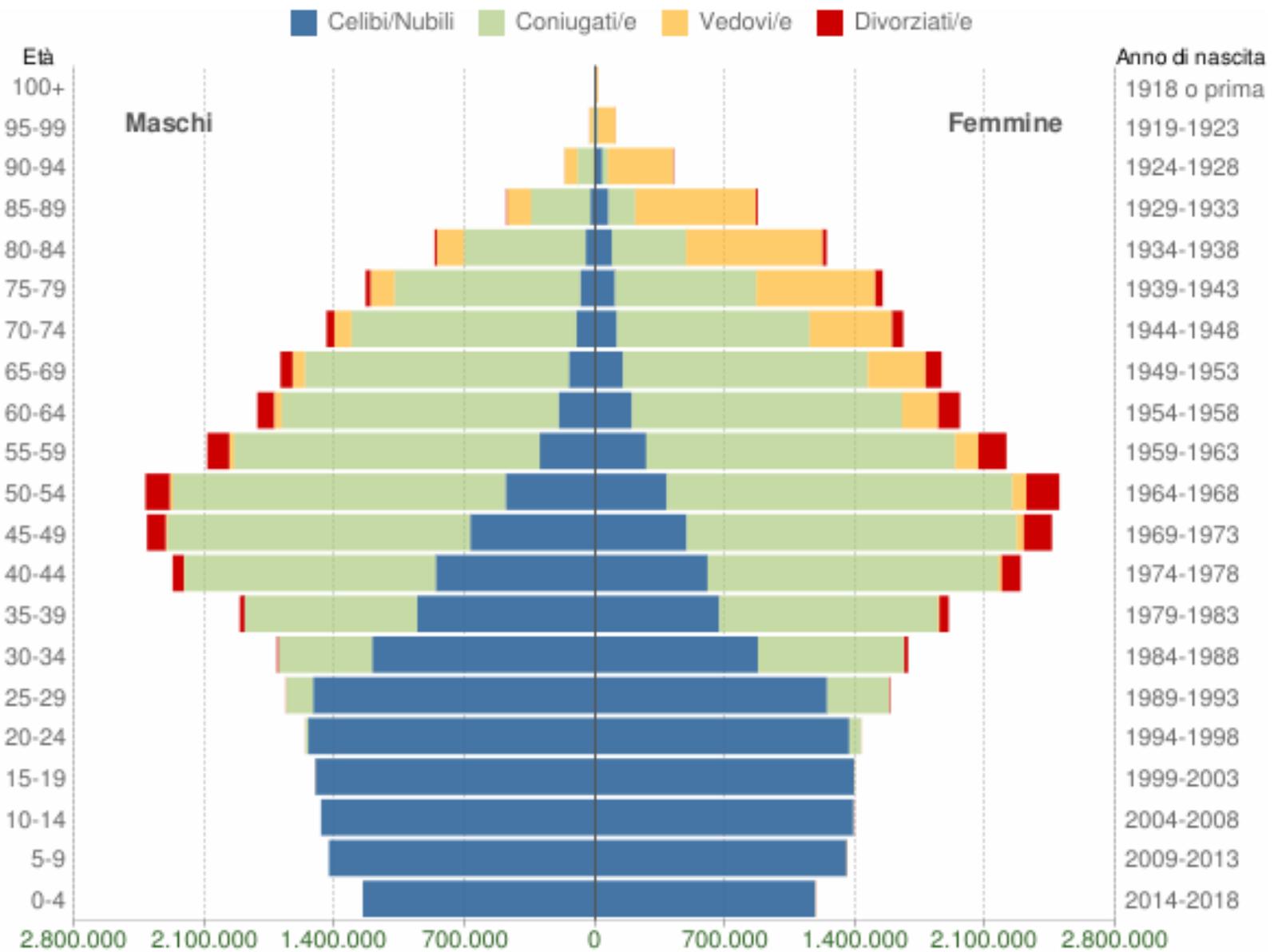
## Calano i nati



## Crescono gli over 65 anni



# Demografia

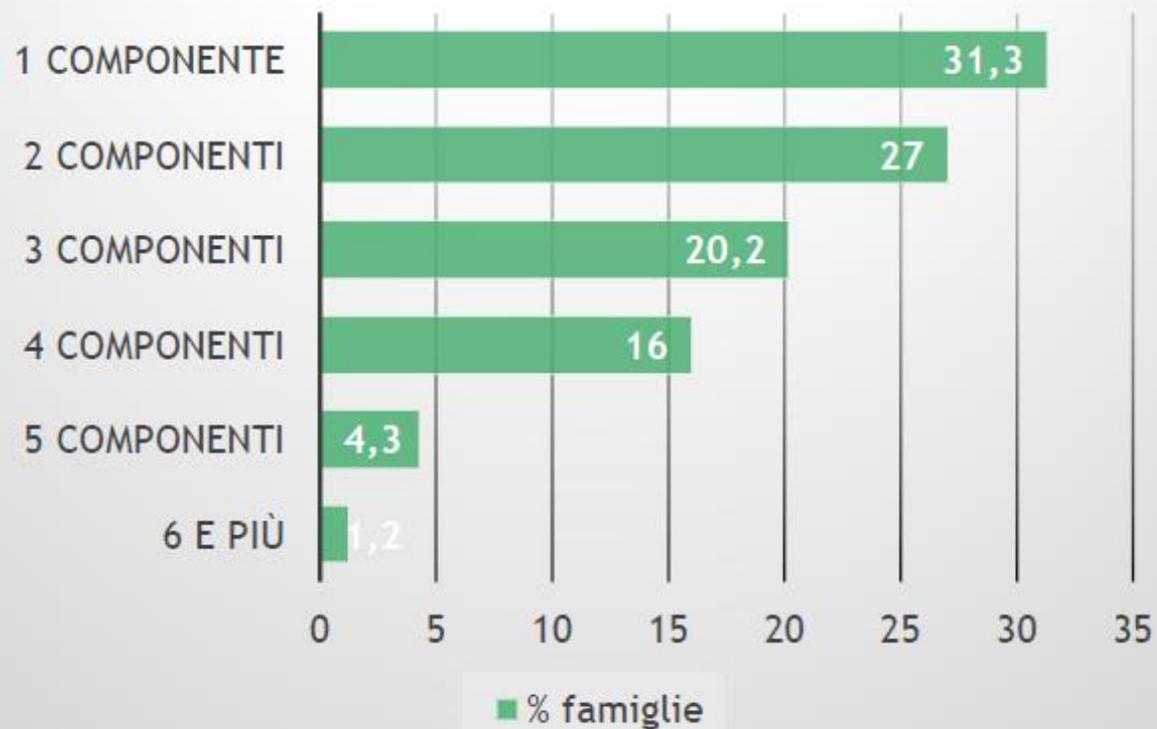


Popolazione per età, sesso e stato civile - 2018

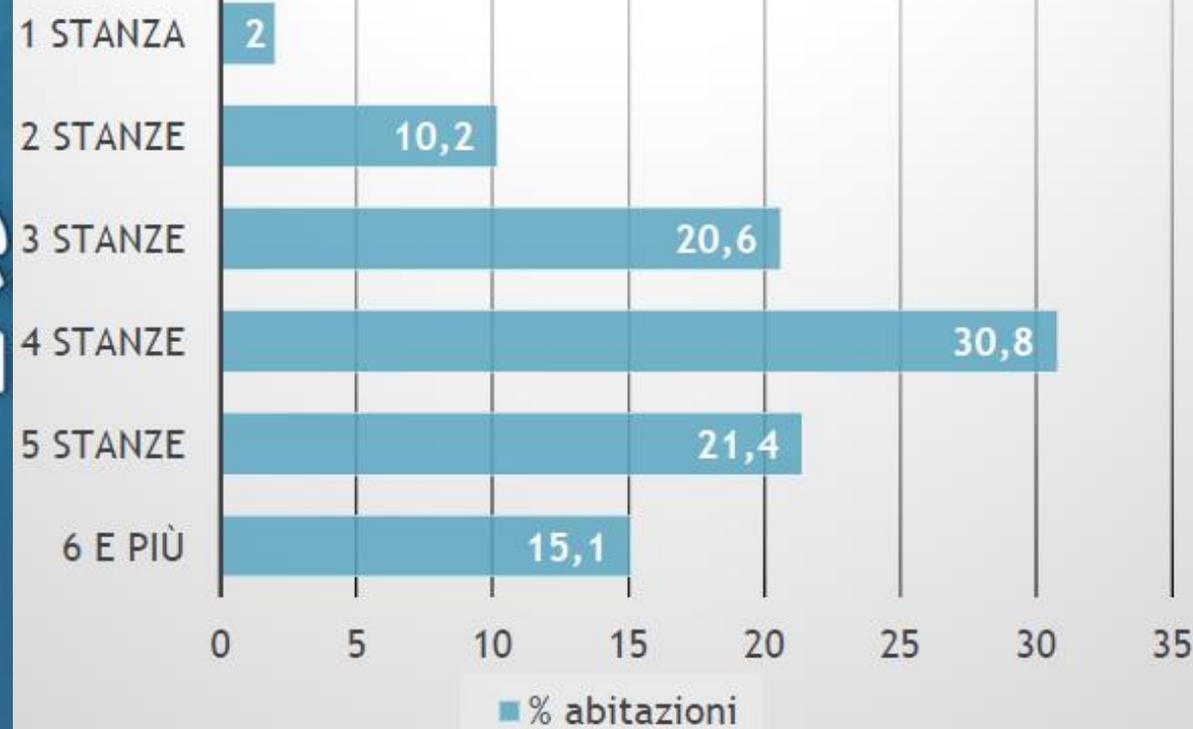
ITALIA - Dati ISTAT 1° gennaio 2018 -

# Grandi case per piccole famiglie

## Dimensione familiare



## Stock residenziale



# Costruiamo case fatte diverse

**1968**



**2018**

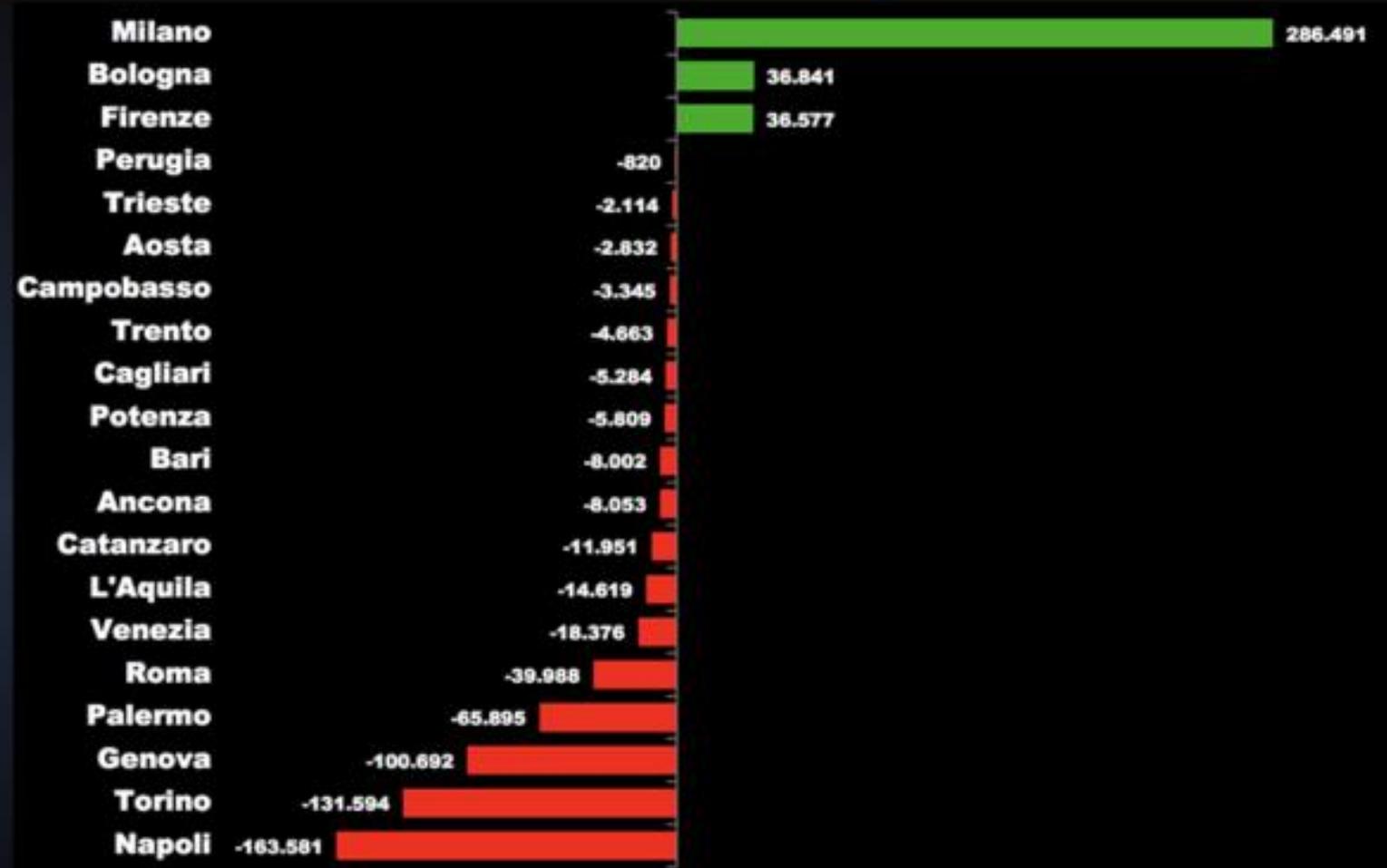


# Le persone si muovono

## VARIAZIONE RECENTE DELLA POPOLAZIONE (2013-2016)



## VARIAZIONE SCENARIO POPOLAZIONE (2016-2036 - IP centrale)





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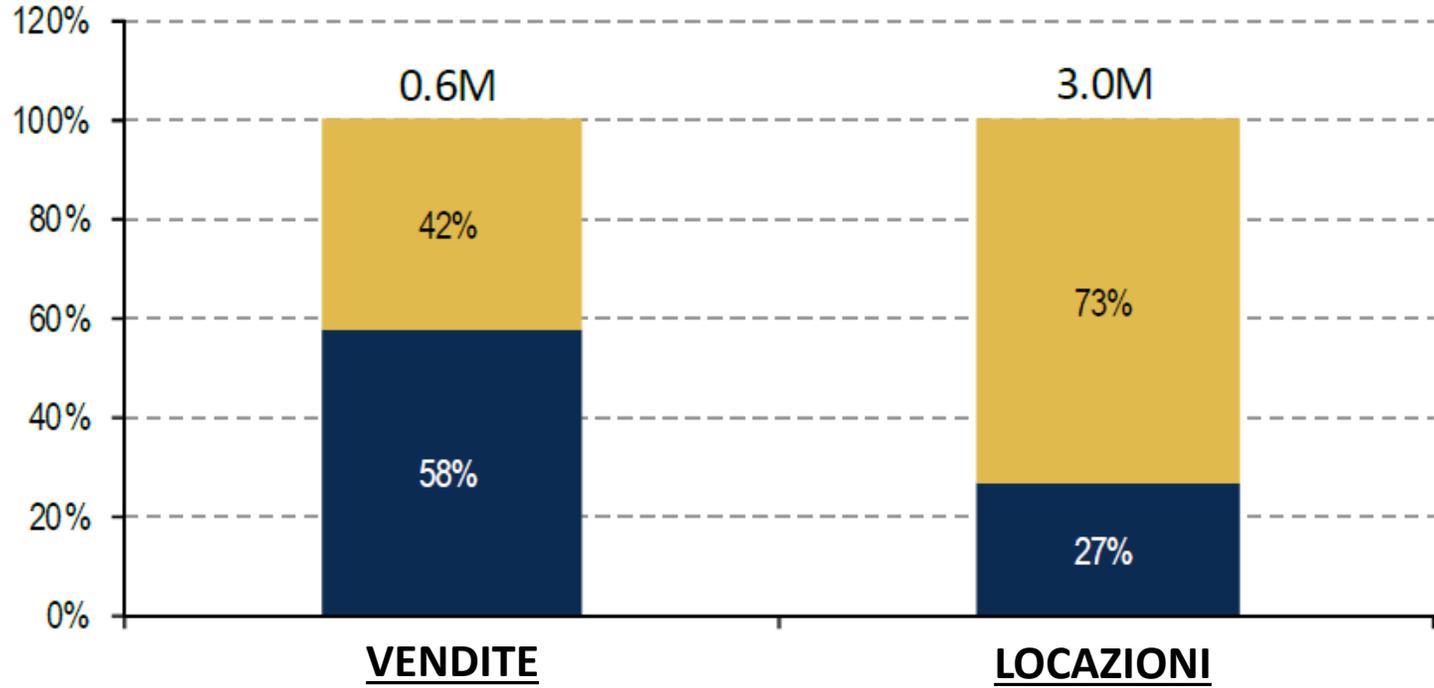
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# Mercato Immobiliare in Germania

## TRANSAZIONI

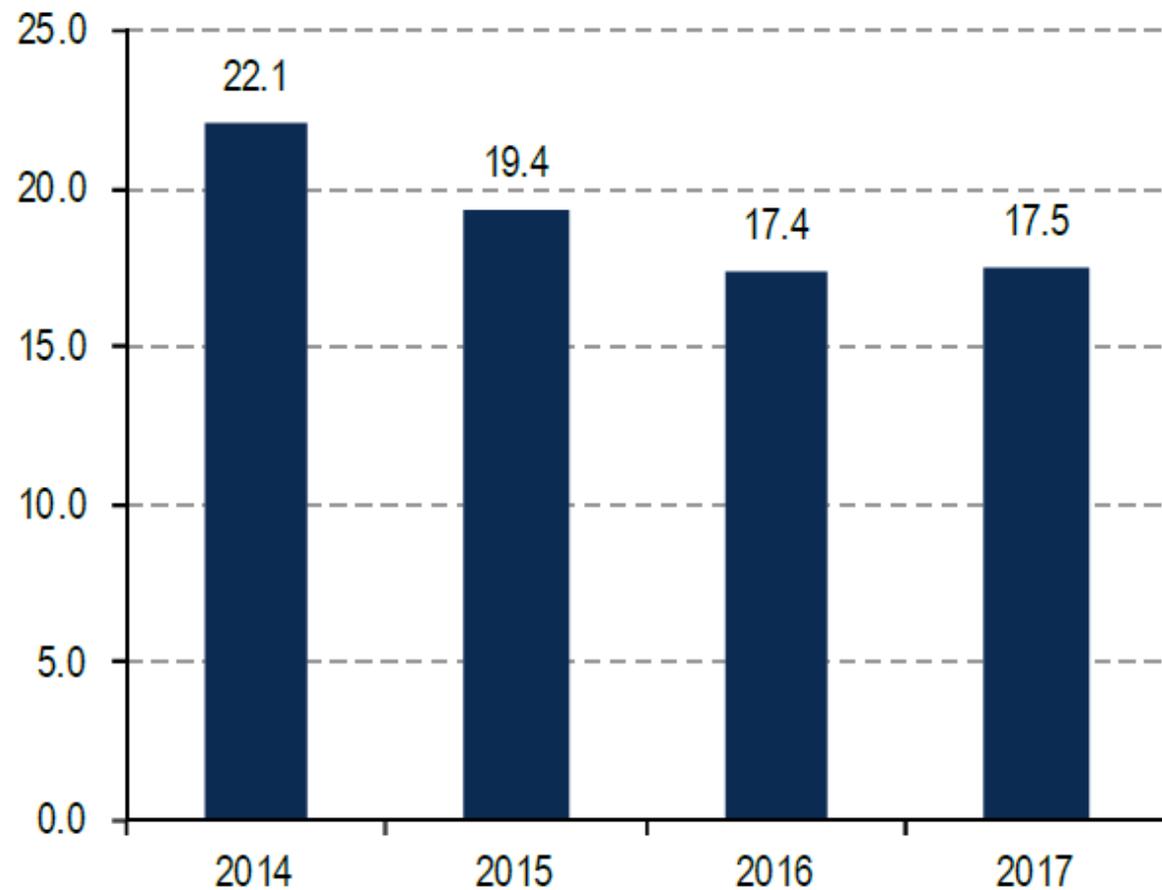


**1/6/15: Bestellerprinzip - Principio dell'acquirente**  
*Si applica il principio dell'economia di mercato:  
«chi ordina, paga»*



# Risultati legge Bestellerprinzip

## AGENZIE OPERATIVE SU LOCAZIONI



*“L'introduzione del Bestellerprinzip ha enormemente giovato i nuovi potenziali inquilini”*  
Federal Justice Minister Katarina Barley (SPD)

*“La professione di brokeraggio cambierà in modo massiccio, ma alla fine prevarrà la qualità”*  
Presidente Real Estate Association Germania  
Dirk Wohltorf



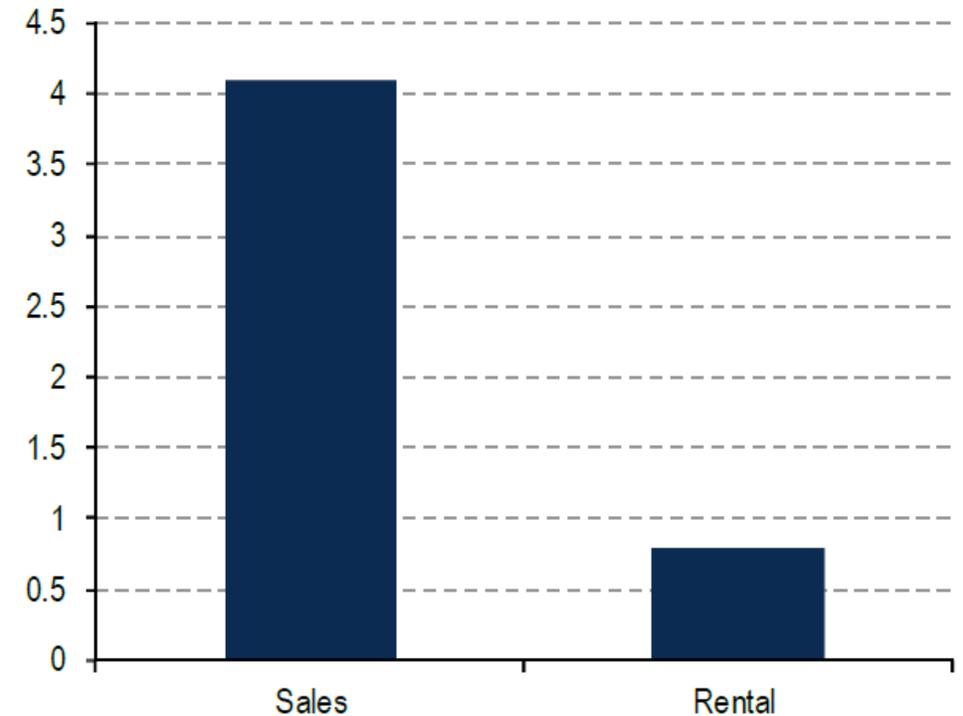
# Germania: e domani?

Table 4: German real estate transaction fee by state

State	Real Estate Tax	Real Estate Agent fee	Notary costs	Total
Baden-Württemberg	5.00%	3.57%	2.00%	10.57%
Bayern	3.50%	3.57%	2.00%	9.07%
Berlin	6.00%	7.14%	2.00%	15.14%
Brandenburg	6.50%	7.14%	2.00%	15.64%
Bremen	5.00%	5.95%	2.00%	12.95%
Hamburg	4.50%	6.25%	2.00%	12.75%
Hessen	6.00%	5.95%	2.00%	13.95%
Mecklenburg-Vorpommern	5.00%	3.57%	2.00%	10.57%
Niedersachsen	5.00%	3.57%	2.00%	10.57%
Nordrhein-Westfalen	6.50%	3.57%	2.00%	12.07%
Rheinland-Pfalz	5.00%	3.57%	2.00%	10.57%
Saarland	6.50%	3.57%	2.00%	12.07%
Sachsen	3.50%	3.57%	2.00%	9.07%
Sachsen-Anhalt	5.00%	3.57%	2.00%	10.57%
Schleswig-Holstein	6.50%	3.57%	2.00%	12.07%
Thüringen	6.50%	3.57%	2.00%	12.07%



Agent Commission Pool (€B)





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# Il mondo cambia... anche nella professione



**homepal** L'agenzia immobiliare a costo fisso

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**Victoria Vinokur** (917) 952-3452

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# Cambio di piano



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**Ron Ferrara**  
 ★★★★★ (17)  
 (347) 245-5183 Agent with Keller Williams Landmark II  
**Specialties:** Listing Agent  
**License Number(s):** #10401255552  
[Share Profile](#)

Overview
Reviews (17)
Properties (59)
Activity (1)

### Reviews Summary

Overall on Trulia ★★★★★ (17)

0

**Review Distribution**  
 100% Positive Reviews  
 0% Neutral Reviews  
 0% Critical Reviews

### Skill Ratings

Overall Rating	★★★★★
Local Knowledge	★★★★★
Process Expertise	★★★★★
Responsiveness	★★★★★
Negotiation Skills	★★★★★

**Contact Ron Ferrara**

Hi Ron Ferrara. I saw your profile on Trulia and wanted to see if you could help me.

Send Message

### Service Areas

Jackson Heights, NY  
 Queens, NY

### Reviews

Sort: Newest First Write a Review

★★★★★

**zuser20150318181522285 reviewed Ron Ferrara** | 05/22/2018 | Helped me buy a home

Very professional , always available. Buying a house in New York comes with a long process and he was always helping . When I needed to negotiate some detail with the owner he took a key part . Thanks Ron

★★★★★

**eeng2012 reviewed Ron Ferrara** | 02/18/2018 | Helped me buy a home

Ron goes above and beyond trying to help his client. He is very responsive and helped me make this entire experience a breeze. Ron is simply the best agent I've ever worked with.

 **Ron Ferrara replied to this review** | 03/08/2018

 **Amma**  
il N.1 degli a

