

If you are looking for your dream home in Puglia, or a great investment opportunity, rest assured it can be easier than you think. My professional team will guide you step by step.

1. Choose a property according to your needs and budget

Puglia has something for everyone, unique properties including:

Trulli – historic rural conical roofed stone houses, generally quite small starting at 20sq.m. and going up to 100sq.m. The buying price is typically higher as you pay a premium for heritage and historic value.

Lamie – country houses typically with vaulted ceilings and thick walls to protect from the summer heat. They are normally between 90 to 130sq.m. There are many abandoned properties, which are a great opportunity, as they can be bought with a reasonable plot of land for around Euros 100,000.

Masserie – historic farms and the biggest types of properties available and normally start at Euros 150,000 and go up to Euros 220,000 for a 200sq.m. property. This price category is for properties in need of substantial renovation. Some masserie may go up to 2000sq.m. including massive olive groves, internal courtyards, colonnades, cloisters, and even their own private chapel. Larger masserie are well suited for boutique hotels and mid-smaller properties may be renovated into a generous luxury villa.

Land – an opportunity with the biggest flexibility and well suited for those in search of a house with maximum customization. Most plots are agricultural and tend to be on average of 2 hectares which renders quite a spacious home, with many bedrooms and generous living areas. The buying price is normally between Euros 40,000 – 70,000 per hectare, depending on the quality of the trees on the land and the views it boasts.

2. Renovate or build a new property

New-built: for this type of property, consider around 500 Euros/sq.m. for a concrete structure, add approximately 1,000 Euros/sq.m. for walls and finishes, increasing to 3,000-4,000 Euros/sq.m. for more luxury specifications. Adding a medium size swimming pool of approximately 50sq.m. will typically cost around Euros 40,000 - 50,000.

Renovation costs: vary greatly according to the type of the property, the condition of the property, and the level of finishing desired.

- **Trulli:** typically present higher costs because they are ancient structures with very thick walls. If you decide to alter the layout, it is advisable to have an expert structural engineer or an architect examine the interior beforehand to estimate construction costs and time.
- **Lamies and Masserias:** are similar in renovation costs. For a basic finishing without any structural work, construction costs start at approximately 500 Euros/sq.m., including a new kitchen (indoor and outdoor), bathrooms, doors, plaster work, electrical, plumbing, irrigation system, etc. This price may easily go up to 1,500 Euros/sq.m. if one wishes to

make more radical changes, such as additional internal and external openings, structural works, demolition of unsafe areas and re-building. For higher-end specifications, for example, under floor heating, resin or natural stone doors, timber or steel frame windows, renovation price may double or even triple depending on the level of luxury materials.

Please note: These are just approximate numbers. Every project is different and ultimately designated by the market price. Real quotes are given when the plans and drawings are submitted to contractors. We advise you to be wary of low offers as they are not in line with the market prices and will result in unfortunate surprises. Finally, these are only construction costs, with VAT(10%) to be added in addition to professional fees.

3. The steps in renovation or a new construction

First, a layout and the scope of design are defined including elevations approved by the client.

Second, the planning process commences, taking an average of 2 to 6 months (depending on the type of permission) by the planning authority.

Third, as planning is approved, the architect/engineer proceeds with design development to establish finishing, construction materials, and sending out tender/bids to several contractors. When defined quotes come back from the contractors, the client decides on adding or deleting items to adjust to their budget. In a quote offer, the contractor will commit to a timetable for the construction and price (a late fee can be charged if construction is delayed). If the contractor is late, a daily amount may be discounted from the construction cost, up to 10% of the total value of the construction.