

Cangiano Estates partnership results in overseas listings

The newest addition among Staten Island's major bridges reaches farther than Brooklyn or New Jersey, figuratively spanning to Europe.

An alliance between Island-

based realtor Cangiano Estates and the law firm of Perugi and Associates in Viterbo, Italy, about 65 miles north of Rome, has resulted in a flourishing of Italian-property listings between the two

firms. Current offerings range from \$150,000 for a one-bedroom unit on the outskirts of Rome to a \$12.5 million villa on the Mediterranean coast of Tuscany, with 800 olive trees and three vine-

yards.

Although Cangiano Estates is based on Staten Island, the firm's online listings of the Italian properties make them readily available across the United States to buyers desiring a safer and transparent means of purchasing a foreign property. Some of the Italian homes, available either for purchase or as vacation rentals, are actually owned by Staten Islanders and others Americans who earlier had been apprehensive about transacting a real estate deal from afar.

The relationship between the two firms "removes the angst international home sellers and buyers might normally face by eliminating concern over such matters as potential fraud, language barriers, negotiations, distance, payment arrangements and legal

compliance," says Traci Cangiano of Cangiano Estates.

To help ease and expedite the buying and selling process, Cangiano said, "real estate contracts are translated into Italian and meet the standards for Multiple Listing Service listings in the United States, protecting sellers or landlords here and in Italy. In the United States, you're dealing directly with Cangiano Estates, with additional support from a dependable law firm in Italy."

To further protect American sellers and buyers, a Perugi and Associates liaison in Italy researches and visits each site; provides an accurate description and assessment, including its condition, and takes photographs. For the American seller, the liaison will promote the property in Italy.



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