

**CREATING VALUE  
IS OUR JOB**

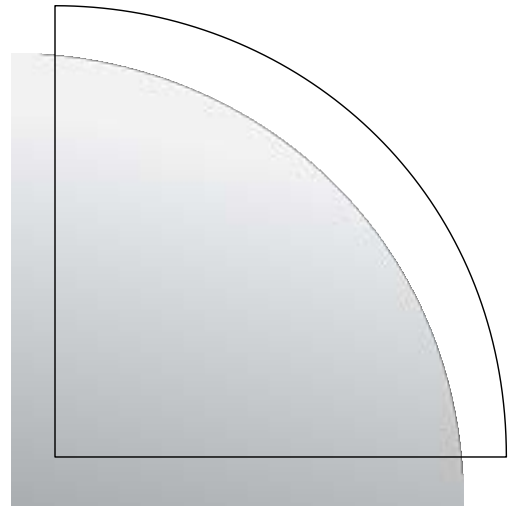
**Tuscania Real Estate**, based in Florence, is a real estate brokerage and services company operating in Tuscany and Umbria.


With over thirty years of experience in real estate and related industries, we have understood the market's **needs and requirements**, creating a **platform of integrated services** that sets us apart from any other real estate agency, enabling us to **add value**.



# HISTORY, COMPANY MISSION, AND VISION

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The journey that led us to become the reality we represent today, initiated by the founding partner in the seventies, has been characterized by a **clear mission**, which has always been our guiding star: to provide the customer with the best experience throughout **all phases of a real estate transaction**.

We firmly believe that buying or selling a property is not simply the conclusion of a contract, but rather the culmination of numerous expectations, needs, hopes, but also fears. For many, **this is one of the most important moments in life**. Our mission is precisely to ensure that this delicate moment, which encompasses many activities of different nature, concludes successfully, allowing everyone to reach the end of the process in **tranquility and security**.

Over the years, we have come to realize that in order to successfully complete such a complex procedure as a real estate transaction, we had **to go far beyond the duties of a real estate intermediary**, offering the customer clear and unequivocal advice provided by our partners.

We have therefore created "**TusCare**", a platform of services where the person is at the center and all around are us and our partners with proven experience, each a leader in their respective field.

Over time, **TusCare** has been enriched with a growing array of professionals and nationally and internationally renowned companies. Today, we can say that we live up to our company motto, because... **creating value is our job!**

# THE 'TUSCARE' SERVICES PLATFORM

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TUS **care**





- **BROKERAGE REAL ESTATE**
- **REAL ESTATE NETWORK,  
NPL, UTP**
- **LEGAL ASSISTANCE - OUTSOURCING**
- **ADVICE INSURANCE - OUTSOURCING**
- **CREDIT ADVICE - OUTSOURCING**
- **REAL ESTATE MARKETING - OUTSOURCING**
- **DESIGN AND INNOVATION - OUTSOURCING**

# TUSCANIA IN A NUTSHELL



# AGENCY

- Promotion of **residential** properties
- Promotion of **prestigious** properties
- Promotion of **income-generating** properties
- Promotion and sale of **problematic** properties
- Promotion of **property subdivisions**
- Real estate **auctions**
- Property **valuations**

# ADVISORY

- Analysis and enhancement for the disposal of **real estate assets**
- Consulting for the enhancement of **residential, commercial, office, tourist-hotel, and industrial real estate complexes**
- Consulting and analysis of the underlying real estate for the acquisition of **Non Performing Loans (NPLs)** in the Italian national territory
- **Legal and tax** consulting related to the acquisition, disposal, and management of real estate assets

# THE TEAM

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# Giovanni Candalia

Founder and CEO of **Tuscania Real Estate**



My mission is to provide, in the field of real estate brokerage, a tailor-made experience, shaped around the specific needs of each individual. The motto 'creating value is our job' signifies our determination to do much more than what traditional agencies do; we have created an ecosystem - the value - that surrounds and protects the client until their complete satisfaction.

A circular portrait of Giusy Poggiolini, a woman with shoulder-length wavy brown hair, wearing a black top and a necklace, with her arms crossed.

**Giusy Poggiolini**

Back Office Manager

"Seeing the happiness of those who have realized their dream after turning to us, repays us for all our efforts. We are happy to stand by our clients during every single phase of the process."

A circular portrait of Diego Candalia, a man with a beard and dark hair, wearing a white button-down shirt.

**Diego Candalia**

Asset Valuer

"A good valuer requires balance, rationality, and great attention to detail, as well as the delicacy to understand that every property has a unique story and distinctive features."



**Sara Rossini**

Network Manager

"As the Sales Manager and Network Manager, I am in constant contact with people and I believe that listening is one of the key elements to excel in this profession."



**Elisabetta Follioley**

Front Office Assistant

"By daily attending to the needs of our clients, I realize how crucial it is to always be present; every issue, every requirement, and every request must be listened to actively, sincerely, and genuinely."

# EXPERIENCES





- Agency for Zero SGR Spa Fondo Due Portfolio
- Pirelli Real Estate SGR Spa
- Social & Public Fund
- Cordea Savills SGR Spa
- FIP - Investire Immobiliare SGR Spa
- Release Spa
- Foundation of Employees of Cassa di Risparmio di Firenze
- Pension Fund of MPS Employees
- Croix Rouge International Geneva
- John Hopkins University
- Generali Real Estate SGR Spa
- Eagle & Wise Spa
- Prelios Credit Servicing Spa
- ACS Aquileia Capital Service
- IPI Spa

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We are always on the lookout for new **collaborators** and **professionals** to provide our clients with the **best service.**



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Via del Campofiore 22, 50136 - Firenze  
+39 055 689051  
[info@tuscare.com](mailto:info@tuscare.com)