

INVESTOR INFORMATION PACKAGE

PIGRA

Lake Como · Italy

*An independent 224 sqm residence above Lake Como —
a rare opportunity in one of Europe's most sought-after locations.*

Asking Price: € 140,000

UP TO 20% GROSS YIELD · INCOME FROM SEASON 1

224 sqm

4 Floors · 2 Units

Private Garage

5 min to Lake

4–5 Bedrooms

Independent House

€ 625 / sqm

Lowest on Lake Como

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Via G. Mazzini 11/13 · Pigra (CO) · Italy



01 - THE PROPERTY

€ 140,000

Entry price

up to 20%

Gross yield / year

224 sqm

2 independent units

€ 625 / sqm

Lowest on Lake Como



An independent multi-level residence in the historic village of Pigra, connected to Lake Como by cable car in 5 minutes. Habitable now. Exceptional canvas for renovation or immediate income generation.

ADDRESS

Via G. Mazzini 11/13, Pigra (CO) 22020

SURFACE

224 sqm cadastral (226 sqm gross incl. uncovered)

FLOORS

4 levels: Ground · 1st · 2nd · Attic

CONDITION

Habitable — renovation recommended to maximise value

YEAR BUILT

Pre-1967, restructured 1985 (Concessione n. 1/85)

BEDROOMS

4–5 bedrooms across 4 levels

CADASTRAL REF.

Foglio 12, Mappale 1811, Sub. 701 — Comune di Pigra

ENERGY CLASS

G (657 kWh/m²/year) — standard for pre-1967 buildings

APE VALID

09/08/2032

CATEGORY

A/4 — Residential (Classe 2, 12 vani)

TWO FULLY INDEPENDENT UNITS — SEPARATE EXTERNAL ENTRANCES

This is not a future conversion — the property already has two completely independent units, each with its own external entrance and private staircase. Both can be rented simultaneously today.

UNIT A

Floor 2 · Independent entrance

- 1 double bedroom
- 1 single bedroom
- Max 3 guests
- Own staircase · fully private

UNIT B

Floor 1 + Floor 2 · Independent entrance

- 2 double bedrooms
- 1 single bedroom
- Max 5 guests
- Own staircase · spans 2 floors

INCLUDED IN THE SALE

ELEMENT	LOCATION	SIZE
Main Residence — 2 independent units	Via Mazzini 11/13 · 4 floors	224 sqm
Private Garage	Viale Rimembranza snc · Cat. C/6	30 sqm
Cellar + Woodshed	Mappale 1814 Sub.1	36 sqm

2 Units

Independent

224 sqm

Total Surface

Garage

Private · Rare

5 min

To Lake Como

02 - LOCATION & LEGAL

Location Advantage

5 min

Argegno & Lake Como
by cable car

30 min

Como city
by car

35 min

Lugano, Switzerland
by car ★

60 min

Milan & Malpensa
by car

★ **For Swiss buyers:** Pigra is closer to Lugano than most Swiss weekend destinations. Strong CHF/EUR rate makes € 140,000 exceptional value for 224 sqm in this area. No restrictions for Swiss nationals purchasing in Italy.

Legal & Urban Status

ITEM	DETAIL
Urban Zoning	PdR — Predominantly Residential · High environmental green area (Pigra PGT 2014)
Holiday Rental	Permitted — B&B; / Airbnb active in municipality. No known restrictions.
Building Status	Regular — works pre-1967; restructuring permit 02/03/1985 (pratica n. 1/85)
Free of Liens	Confirmed free of mortgages and encumbrances (notarial inspection 02/05/2023)
Foreign Buyers	No restrictions. Non-EU citizens may buy freely. Standard notarial process.
Purchase Tax	Resale: 9% registro on cadastral value ≈ € 6,249 (declared value € 69,434)
Notary Fees	Typically € 2,000 – € 3,500 depending on services



View of Lake Como from Pigra

03 - RENTAL POTENTIAL

Lake Como is one of Italy's highest-performing short-term rental markets. Pigra already has active verified listings. Habitable condition is sufficient to list and earn income immediately — renovation is the upside, not the prerequisite.

TWO RENTAL SEASONS — A COMPETITIVE ADVANTAGE NO COMPETITOR IS USING

■ Summer Season

June – September

- UK · DE · CH families & couples
- Lake view · courtyard · private garage
- € 130 – € 219 / night (verified comps)

■ Winter Season

November – March

- Swiss & German couples · weekend retreats
- Working fireplace · mountain atmosphere
- € 80 – € 120 / night (35 min from Lugano)

UNTAPPED OPPORTUNITY

★ No competitor in Pigra currently markets the winter/fireplace angle. Zero competition in this segment.

VERIFIED MARKET DATA — PIGRA · 2026 (SOURCE: AIRBNB.IT & BOOKING.COM · CHECKED MARCH 2026)

COMPARABLE LISTING	WEEKLY RATE (July peak)	NIGHTLY
VillaMarinaPigra — 1 bed apt (Airbnb · verified)	€ 1,395 / week	~ € 199 / night
VillaMarinaPigra — 2 bed apt (Airbnb · verified)	€ 1,535 / week	~ € 219 / night
ILOVEPIGRA Historic House — 2 bed (Booking.com)	€ 831 / week	~ € 119 / night
VillaMarinaPigra w/ balcony (Booking.com)	€ 748 / week	~ € 107 / night
Airbnb Official Estimator · Pigra 2-bed home	€ 1,271 / week	~ € 182 / night

* Comparable listings are 45 – 70 sqm, 1 – 2 bedrooms. This property at 224 sqm can command significantly higher rates.

INCOME POTENTIAL — THREE OPERATING SCENARIOS

SCENARIO A

Full House · Single Rental

Capacity:
Up to 8 guests · 5 bedrooms
Nightly rate:
€ 180 – 250 / night
Peak season:
~80 nights (Jun – Sep)
Total est. nights:
~125 nights / year

€ 22,500 / year

gross estimate
~ € 21,000 net
~ 15% gross yield

SCENARIO B

Dual Rental · Both Units

Unit A:
3 guests · € 100 – 120 / night
Unit B:
5 guests · € 140 – 170 / night
Peak (both units):
~70 nights each unit
Total est. nights:
~160 nights combined

€ 28,000 / year

★ highest income scenario
~ € 26,500 net
~ 20% gross yield

SCENARIO C

Lifestyle · Keep + Earn

Unit A:
Owner personal use
Unit B capacity:
5 guests · € 140 – 170 / night
Unit B peak:
~85 nights (Jun – Sep)
Unit B total:
~140 nights / year

€ 19,200 / year

Unit B rental only
~ € 17,700 net
~ 13.7% on purchase price

All estimates conservative. Dual-unit scenarios based on independent simultaneous rental — property already has 2 external entrances and 2 private staircases. No works required.

04 · RENOVATION & VALUE UPSIDE

The property is habitable now and can generate rental income immediately. Renovation is not a prerequisite — it is the upside. Earn from day one, invest later.

VISION: ROOF TERRACE WITH PANORAMIC LAKE VIEW



Architectural render — potential roof terrace / pocket balcony (attic level)

Subject to municipal planning approval · Recessed within existing roof profile · No projection beyond building envelope

WORK ITEM	ESTIMATED COST	IMPACT ON VALUE / INCOME
Electrical system rewiring (full)	€ 15,000 – € 25,000	Safety compliance · insurance optimisation
Air conditioning / heat pumps (multi-split)	€ 8,000 – € 15,000	Comfort · higher nightly rates · winter appeal
Kitchen & bathrooms upgrade	€ 15,000 – € 30,000	Higher Airbnb ratings · premium pricing
Roof terrace / pocket balcony ★	€ 20,000 – € 40,000	★ Transforms rental value · unique selling point
Base renovation (electrical + AC)	~ € 25,000 – € 40,000	Minimum to maximise rental appeal
Full renovation + balcony	~ € 60,000 – € 110,000	Premium positioning · maximum yield & resale value

★ A lake-view roof terrace at this altitude would be unique in Pigra — potential € 250 – € 350+ / night peak. Estimates indicative.

INVESTMENT SCENARIOS

SCENARIO	USE	TOTAL INVESTMENT	ESTIMATED RETURN
A — Income Ready Now	List as-is · zero works needed	€ 140,000 + purchase costs	€ 16,720+ net/year · ~11.9% net yield
B — Base Upgrade	Electrical + AC · improved comfort & reviews	~ € 165,000 – € 180,000	€ 19,000 – € 22,000 gross · higher rates
C — Full Renovation + Balcony	Complete renovation + roof terrace	~ € 200,000 – € 250,000	Premium rates · € 250+ / night · capital uplift
D — Divide into 2 Units	Split into 2 independent apartments · rent or sell	Variable	Dual income stream · resale value uplift

05 - RUNNING COSTS

EXPENSE	ANNUAL COST	NOTES
IMU (property tax)	~ € 300 – € 500 / year	Second home rate ~10.6‰ on cadastral value € 69,434
Electricity	~ € 360 / year	Currently ~ € 90 / quarter (Octopus Energy)
Water	~ € 120 / year	Currently ~ € 30 / quarter
Building insurance	~ € 300 – € 500 / year	Estimate — subject to coverage level
TOTAL (owner-managed)	~ € 1,080 – € 1,480 / year	Excl. renovation & rental management
If rental-managed	+ ~ € 2,500 – € 4,000 / year	15 – 25% of gross rental income if outsourced

IMU not currently paid by owner (primary residence exemption). Upon sale, second-home rates apply. Verify with a local tax advisor.

06 - WHY THIS PROPERTY IS RARE

→ € 140,000 · € 625 / sqm

★ Comparable Lake Como houses: € 350,000 – € 1M+. Entry price is exceptional.

→ **Up to 20% gross yield · income from day 1**

Dual-unit setup already exists — rent both units immediately, no conversion needed

→ **224 sqm · Independent house · 4 levels**

A full independent residence, not a flat — rare at any price on Lake Como

→ **2 units · 2 external entrances · 2 staircases**

Unit A (3 guests) + Unit B (5 guests) — already fully independent

→ **Private garage**

Extremely rare in historic lake villages — included at no extra cost

→ **Potential roof terrace with direct lake view**

Engineering feasibility confirmed · Subject to municipal planning approval
· Recessed within existing roof profile

→ **No condominium fees**

Full independence — no HOA, no shared structure, no hidden recurring costs

→ **5 min from Lake Como · 35 min from Lugano**

Optimal: tranquil hilltop village, never isolated — cable car to the lake

→ **Working fireplace · year-round appeal**

Winter rental segment — zero competition in Pigra for this positioning

→ **No restrictions for foreign buyers**

Swiss, German, Belgian, UK buyers welcome — standard notarial process

→ **Habitable now · list on Airbnb this season**

Renovation is the upside — not the prerequisite. Earn from week one.

■ **Spring viewings available now — rental season starts May 2026. Properties at this price on Lake Como are rare and move fast.**

REQUEST PRIVATE INFORMATION

Floor plans · video walkthrough · full photo gallery · arrange a visit

pigralakecomohouse.it

website · photos · floor plans

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