

Italian Business

Getting to Know Tesoro Realty, Inc.

When many of us are looking for a new home, it's often hard knowing where to start. Especially for first-time buyers, finding the right property is a difficult decision, and it's easy to be overwhelmed with the amount of information that's available.

Large corporations hold a significant share of the real estate business in Greater Cincinnati. However, as my wife and I discovered, there are often advantages in working with a smaller company.

Tim Agnello, owner of Tesoro Realty, Inc. in Hyde Park, offers all the services of a larger company, while also being able to provide superior attention to customer needs.

Tim grew up in Cincinnati. Both his mother and father's parents were Italian immigrants. His mother's family is from the Pistoia area in Northern Italy, and his father's family roots are in Grotte, Sicily. His grandparents always spoke nostalgically about the old country, and Tim grew up with a love of all things Italian.

When he was just eight years old, Tim had the chance to live in Italy for a year, when his family traveled there for a teaching assignment that his father received. While Tim's father, Joseph, was working, Tim and his siblings had a chance to play in the countryside and visit with his uncle.

For a maker of red table wine and hard crust bread, his uncle was a relatively wealthy man. His main client was the Italian Army who every two weeks would come and load up on

cases and cases of red wine and baskets of freshly baked bread for their afternoon meal. The reasons for his success in business were his foresight and sharp Italian wits. During Mussolini's reign in Italy, at a time when most citizens' vehicles and anything useful for the war effort were being confiscated by the government, Tim's uncle disassembled his truck and hid its pieces in the side of a mountain, and the engine in a hay stack, to prevent it from being taken.

At the end of World War II, Italy was devastated. Many Italians were left poor and with very few possessions. Tim's uncle re-assembled his truck, and he was able to help many of his friends and neighbors with their re-building tasks. Since there was very little money available, people showed their appreciation by giving him goods and land. He ended up with a large plot of land, including a vineyard and a small stone house. He established a comfortable life for himself and his family in the wine business.

Tim Agnello's family returned to the United States with a renewed love of the Italian way of life and with many stories to share. He never forgot his roots as he grew up and began to pursue career options.

Tim had diverse interests in geology and real estate, and in 1986 he received his Real Estate license. He took a break from working on his Master's degree in geology and worked at several local real estate companies before he obtained a position at a national bank, where he managed and brokered a 40 million

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dollar real estate portfolio consisting of commercial, residential, and industrial property.

In 1999 after gaining some solid real estate experience, he decided to go into business on his own. When considering names for his business, he decided on a nickname that his father used to call him when he was a small boy--Tesoro, which means "treasure."

Eventually, Tim went back to school and completed his Master's Degree in geology at the University of Cincinnati, producing a thesis on landslide hazards in the Price Hill area of Cincinnati. Tim's thesis is utilized frequently by the City of Cincinnati for planning and development issues. Now, he offers both real estate and geology services at his own independent company, Tesoro Realty Inc.

Tim is a licensed professional geologist and holds several real estate certifications. He is a Certified Relo-

cation Professional (Employee Relocation Council) and a Certified Property Manager (IREM). Tim is a member of the Order Sons of Italy in America and the United Italian Society.

Today, Tesoro Realty Inc. is enjoying great success, assisting buyers and sellers throughout Greater Cincinnati. As customers, we admired Tim's extensive experience, his relaxed demeanor, and his thorough knowledge of his trade. Working with a small customer base, he is conscientious about keeping sellers up to date about the status of their home, and he was active and helpful when giving advice and information to us as buyers.

For great service from a reliable Italian businessman when you're buying or selling a home, investment property, or commercial real estate make sure to consider working with Tesoro Realty. You won't be disappointed.

■ Joe Webster, Editor

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