FOURTH EDITION 2015

SOTHEBY'S INTERNATIONAL REALTY®

PERSPECTIVES

NEWS & INFORMATION ON THE GLOBAL REAL ESTATE MARKET FROM SOTHEBY'S INTERNATIONAL REALTY® PROFESSIONALS WORLDWIDE

This issue of *Perspectives* features many noteworthy properties to recently come to market, as well as several notable sales: from the former home of culinary legend, Julia Child, to the penthouse once belonging to author Tom Clancy, and the recent sales of an English home for **$17 million** and an elegant home in New York for **$30 million**. Also in this issue, our affiliates and their sales professionals working in regions as diverse as India, Walla Walla, Washington and Australia's Gold Coast, offer an insider's view of current market conditions. I also encourage you to read our latest research on the ultra high net worth consumer with Wealth-X by **clicking here**. The report profiles a range of growing markets for multi-homers and uncovers current trends in their purchasing behavior, whether it be a location they fall in love with during their travels or to meet the demands of their lifestyle.

Finally, this issue's lifestyle comparison also celebrates a broad spectrum of property types from around the world. But whatever lifestyle suits your needs, you can search for the ideal property at **sothebysrealty.com**.

Enjoy this issue of *Perspectives*!

Sincerely,
Philip White
President and Chief Executive Officer
Sotheby's International Realty Affiliates LLC

Views From Around the World

Walla Walla Sotheby's International Realty- Walla Walla, Washington | $849,000 USD | PropID: **Z3DXRV**

Walla Walla, Washington

"The Walla Walla Valley is a place where scenic beauty, incredible wineries, restaurants, cultural inspiration, outdoor adventures and small town friendliness come together to create an experience you'll want to share again and again. Walla Walla has a diverse real estate market ranging from small downtown cottages to large acreage vineyards and farms. Four distinct seasons provide for year round activities and enjoyment. In the warmer months Walla Walla and the surrounding areas provide a wealth of outdoor activities including cycling, hiking, boating, fishing and camping and in the winter months there are two ski areas nearby for snow enthusiasts. A vibrant reflection of the past and the present, downtown Walla Walla is the place where you begin to discover what makes Walla Walla so special. A walk down tree-lined streets reveals an eclectic mix of vintage shops, boutiques, cafes, bookstores, tasting rooms, restaurants and more. Add in the numerous pieces of public art and special events, live theater productions, the Walla Walla Symphony, the seasonal Farmers Market and outdoor concerts, and you begin to see why our downtown area has been recognized time and again as one of the best small town Main Streets in the United States. The Walla Walla Valley has long been known as one of the most fertile agricultural areas in the nation, producing such crops as wheat, apples, asparagus, corn, strawberries and the famous Walla Walla Sweet Onions. However, it's the wine country for which Walla Walla is now most celebrated. With more than 100 wineries representing a wide range of varietals, it doesn't take long to see why. Walla Walla Wine Country offers the rare opportunity to experience not only world-class wines but to meet the winemakers, vintners, and family members carrying on the wine tradition. Tucked in the southeast corner of Washington State, Walla Walla is a Lifestyle choice where everyone is treated like a local."

- **Cherie Colon**, Owner & Managing Broker, Walla Walla Sotheby's International Realty

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Views From Around the World *Continued*

Gold Coast Sotheby's International Realty- Gold Coast, Australia | Price Upon Request | PropID: **E7WVNE**

Gold Coast, Australia

"The Gold Coast of Australia is known for its unique beauty and global appeal, making it an ideal market for the *Sotheby's International Realty* brand, the timing to expand operations to the Gold Coast and throughout Queensland has never been better. We have extreme confidence in the Gold Coast region, acknowledging the inherent domestic and international appeal of this market. We are truly excited about our investments in the Gold Coast, and our goal is to deliver exceptional customer service through our best in class associates, whom reflect our prestigious brand position. The Gold Coast is the sixth largest city in Australia and one of the fastest-growing regions, making real estate in this location highly coveted. The area is renowned for tourism and its wonderful lifestyle with its many homes and apartments along its waterways and oceanfront. The City will host the upcoming 2018 Commonwealth Games - the largest event to be held in Australia this decade."

- Paul Arthur, Owner, Gold Coast Sotheby's International Realty

India

"The Indian economy is the seventh largest in the world by nominal GDP and third-largest by purchasing power parity. Classified as one of the G-20 major economies, a member of BRICS, an emerging economy with an over 7% average growth rate over the last two decades and the world's fastest growing major economy. The growth prospective of the Indian economy is positive due to its young population, corresponding low dependency ratio, healthy savings and investment rates, and increasing integration into the global economy; it is expected to become the world's third largest economy by the next decade. India is also the fourth largest start-up hub in the world with over three thousand technology start-ups in the last year and has $600 billion worth of retail industry with one of the world's fastest growing E-Commerce markets. Home to the world's third largest population of billionaires and the fourth largest population of ultra-high-net-worth households that have more than $100 million dollars, India is home to more billionaires than any other country outside the U.S. and China. There are one million people of Indian origin in the United Kingdom and the Indian emigrant community there is now in its third generation. Due to this great international relationship, North India Sotheby's International Realty has set up an 'India Desk' within United Kingdom Sotheby's International Realty's offices in order to strengthen the synergy between the offices and the growing business. The North India Sotheby's International Realty team has been actively travelling to the United States, United Kingdom, Dubai and Hong Kong to engage the network and build cross referral business."

- Amit Goyal, Founder & CEO, North India Sotheby's International Realty

North India Sotheby's International Realty - New Delhi, India | Price Upon Request | PropID: **MXYRYB**

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Listings of Distinction

TTR Sotheby's International Realty- Baltimore, Maryland | $12,000,000 USD | PropID: **QSWQSZ**

The Garrison Breck Group, Laura Bednash and Corey Burr of **TTR Sotheby's International Realty** have listed the former home of famed writer, Tom Clancy. Listed at **$12 million,** this custom designed one-floor Penthouse was recently featured in the *Wall Street Journal* and combines four units seamlessly into one lavish modernist masterpiece. The exquisitely appointed principal spaces are ideal for showcasing an extensive art collection and large scale entertaining. There are five bedrooms including a grand master suite with two en-suite bathrooms each featuring an individual dressing room. Abundant windows and six gracious terraces grant ample sunlight and unobstructed views of the Inner Harbor, Federal Hill & Downtown. **Click here** for more information.

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Côte d'Azur Sotheby's International Realty- Cote D'Azur, France | Price Upon Request | PropID: **7X4M82**

Peter Illovsky of **Côte d'Azur Sotheby's International Realty** in France has listed a truly once-in-a-lifetime opportunity to acquire, for the first time ever, the former home of a world-renowned culinary legend, complete with the only still existing private Julia Child kitchen in the world. **Price Undisclosed**, the inviting house was featured in the *New York Times* and offers approximately 150 square meters of living space, including a charming living and dining room with a wood-burning fireplace, the historic kitchen with its original equipment and three bedrooms, all with updated en-suite bathrooms. A separate studio building offers another living room, a bedroom, a kitchenette and a bathroom. The charming landscaped grounds features a carport, a shady terrace and an inviting pool area. **Click here** for more information.

Prominent Properties Sotheby's International Realty- Alpine, New Jersey | $48,880,000 USD | PropID: **E7H98K**

Sharon Kurtz of **Prominent Properties Sotheby's International Realty** has listed the highest priced listing in New Jersey. Only eight miles from New York City, the Stone Mansion is listed at **$48.8 million**. This gated estate is approximately 30,000 square feet built of solid granite and steel infrastructure, with 12 bedrooms, 19 bathrooms, indoor basketball court, movie theatre, 4000-bottle wine cellar, fitness center, 3 exquisite bars for entertaining, elevator and ultimate privacy. 18 Frick Drive includes the main mansion with a dramatic dining terrace, secondary service wings and a carriage house attached via a turreted port-cochere. **Click here** for more information.

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Significant Sales

East Side Manhattan Brokerage- New York, USA| $30,000,000

Sotheby's International Realty Inc. recently completed a **$30 million** sale in New York. History, elegance, and the conveniences of modern restoration converge in this magnificent home. Boasting unobstructed views down Fifth Avenue, Central Park, the midtown skyline and The Jacqueline Kennedy Onassis Reservoir, this home's 26 windows and custom detailing accentuate the graceful layout of the grand scale rooms. A Shelton, Mindel and Associates extensive three-year renovation, featured by Architectural Digest, only enhances this rare opportunity to live in one of Fifth Avenue's most highly regarded buildings.

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Significant Sales *Continued*

United Kingdom Sotheby's International Realty - England, United Kingdom | $17,000,000

United Kingdom Sotheby's International Realty recently closed a **$17 million** sale. Set in a prime location on one of the world's most sought after private roads, this property is located just moments from Kensington Palace and offers three bedrooms, underground parking for three cars and a separate studio apartment within the development. Thoughtfully designed, this property is ideal for entertaining with spacious living areas that showcase exceptional views. Enhanced safety and security features including Crown Estate security and a 24-hour concierge facilitate a comfortable lifestyle for this beautiful home's inhabitants.

Cardis Immobilier Sotheby's International Realty- Switzerland | $25,000,000

Cardis Immobilier Sotheby's International Realty recently completed a record-breaking **CHF 25'000'000** sale by utilizing the *Sotheby's International Realty* referral system. The building, located on Quai des Bergues, was built in 1830 and is comprised of 12 apartments with unobstructed views of Lake Geneva and the Jet d'Eau fountain. Sotheby's International Realty Inc. in New York City referrred the property.

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Lifestyle Comparison *Ski*

ANDORRA

Andorra Sotheby's International Realty- La Massana, Andorra | $4 million (USD) | PropID: **ZQC4ZE**

Close in proximity to the ski slopes of Pal and Arinsal in the sector of Vallnord, this chalet is rustic and every element is in perfect harmony with the magnificent high mountain environment surrounding the property. The bathrooms and the kitchen are of the Rolex brand and are bathed in gold and the floor and wall tiles are hand-made Relais & Chateaux. All of this home's rooms enjoy light throughout the day thanks to the orientation of the chalet. This magnificent property is built on a plot of 900 square meters and is perfect for those who enjoy long days of skiing. **Click here** for more information.

COLORADO

Steamboat Sotheby's International Realty- Steamboat Springs, Colorado | $5.4 million (USD) | PropID: **ZEDYJ6**

The latest home by Acanthus Design, this property features beautifully appointed exterior and interior finishes. Inside you'll find a wine cellar, designated home theatre, elevator, exercise room with steam shower, office/library and a two bedroom family suite above a four-car garage. Boasting access to private decks from each of the four bedroom suites, enjoy the two-tiered exterior infinity spa framed by massive stone columns. This spacious 9,792 square foot home overlooks the 10th fairway on the Catamount Golf Course and is in close proximity to unrivaled ski resorts. **Click here** for more information.

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Lifestyle Comparison *Waterfront*

BRAZIL

Bossa Nova Sotheby's International Realty- Rio De Janeiro, Brazil | $6.5 million (USD) | PropID: **XTDG4H**

This magnificent five-bedroom home features sweeping views, sophistication in design, comfort and privacy. The living room showcases oceans views and a vertical garden. The home includes five large suites, a home office, home theater, family room with dining and gourmet area, and a spa, complete with pool and sauna. Additionally, this single family home could easily accommodate six independent couples, as guests, with comfort and privacy. Enjoy the infinity edge swimming pool that appears to merge with the ocean. **Click here** for more information.

TEXAS

Kuper Sotheby's International Realty- Horseshoe Bay,Texas | $4.8 million (USD) | PropID: **MQ7ELV**

This contemporary lake house Designed by Tim Blonkvist, Overland Partners out of San Antonio, features a soothing pallet of neutral shades, showcasing locally quarried limestone, contrasted with hues of rich warm wood and the beautiful blues of Lake Lyndon B. Johnson. Situated facing north with wide-open waterfront in the exclusive gated community of Applehead Island in Horseshoe Bay, TX, the outdoor living areas are designed to fully enjoy the views of the lake and Scarbourgh Ranch in the distance. Enjoy the gourmet kitchen and a large dining area, perfect for entertaining. The lower level features a large lakeside media and game room with wet bar and outdoor deck. **Click here** for more information.

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Lifestyle Comparison *Golf*

MICHIGAN

Signature Sotheby's International Realty- Bloomfield Hills, Michigan | $12.7 million (USD) | PropID: **K5MEP9**

This premier home built on the golf course at Bloomfield Hills Country Club is classic and inviting. The large estate is meticulously designed and features sprawling views of the surrounding course. All of the bedrooms are suites and most feature private fireplaces. The home also includes a separate apartment, two separate three-car garages, generator and a separate well for the sprinkler system. **Click here** for more information.

MALLORCA

Mallorca Sotheby's International Realty- Mallorca, Spain | $13.3 million (USD) | PropID: **JRXZ5J**

Featuring direct access to the golf course of Santa Ponsa, this exceptional property is situated on over 13,000 square meters. The main building features intricate design details, a spacious kitchen, bar and gym among its offerings. The home provides the comforts of security with fully alarmed windows and several video cameras. The impeccable grounds feature a summer kitchen, BBQ and pool terrace. Further amenities include a tennis court, direct access to the golf course and well-kept garden with two entrances. **Click here** for more information.

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