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 a record listing in Hawaii to a historic castle in France, and the recent sales of a famed English address for over **$14 million** and a sprawling estate in California for **$31 million**.

Also in this issue, our affiliates and their sales professionals working in Mauritius, Finland and Block Island, Rhode Island, offer an insider's view of their regions and market conditions.

2015 brought with it tremendous global growth and expansion for the *Sotheby's International Realty* brand, and I'm excited to share new insights with our network as our worldwide community continues to grow.

Lastly, this volume's lifestyle comparison 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

Mauritius Sotheby's International Realty | Chamarel, Mauritius | Price Upon Request | PropID: **PXV9R9**

MAURITIUS

"Referred to as the 'Pearl of the Indian Ocean' and renowned for its pristine beaches, lagoons and reefs, Mauritius has been a successfully colonized region by the Dutch, French and British until its independency was achieved in 1968. A tropical island with a myriad of sea and land produce, Mauritius showcases an encompassing urban life with contrasting beautiful mountainous interiors of rainforests, waterfalls, hiking trails and native fauna. Its 330 kilometer coastal line and in-land lifestyle make it a prime tourist destination and a heavenly island blessed with a multitude of cultural influences. Since 2004, the government opened up the island to foreign homebuyers with access to permanent residency, creating high demand for homes, giving rise to luxury residential developments. Access to golf estates, beachfront resorts, integrated villages and marinas make Mauritius an ideal market for the *Sotheby's International Realty* brand. We are truly excited about our investments here and our goal is to deliver exceptional customer service through our best in-class associates, whom reflect our prestigious brand position."

- Timo Geldenhuys, director – international markets, **Mauritius Sotheby's International Realty**

Masthead art: **Suns and Houses** by Joel Barr © MMXV Sotheby's International Realty® Affiliates LLC. All Rights Reserved. **Suns and Houses** used with permission.

Sotheby's INTERNATIONAL REALTY

PERSPECTIVES

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

VIEWS FROM AROUND THE WORLD *Continued*

Sullivan Sotheby's International Realty | Block Island, Rhode Island
$2,800,000 USD | PropID: **XVG2TJ**

BLOCK ISLAND, *RHODE ISLAND*

"Our small island, located off the coast of Rhode Island, is now home to one of the newest *Sotheby's International Realty* brand affiliates. We are so excited and proud to represent the brand here in our unique market. Strategically located between Boston and New York's metropolitan markets, we offer a great vacation destination that is easily accessible by small aircraft and private or ferry boats. It is a place of natural beauty, only eleven-square-miles, but with over twenty miles of seashore, wind swept cliffs, estuaries, two idyllic lighthouses, classic New England and Victorian era structures, fresh air and star filled skies; needless to say, we make a lasting impression. We have even garnered the attention of The Nature Conservancy and have been designated as one of their 'Last Great Places.' It's a wonderful place to live, to vacation and to invest."

- Cindy Pappas, owner, **Sullivan Sotheby's International Realty**

FINLAND

"The country of the Northern Lights, with its dynamic design and technology influenced capital Helsinki, is currently one of the fastest growing metropolises in Europe. Expectations are that Helsinki will house an additional 250,000 inhabitants by the year 2050, and in response to this, new urban areas are being created and an additional subline is being opened toward the Western neighbor city of Espoo at the end of 2016. New development projects including both housing and hotels fill the central parts of Helsinki, as the nation prepares to celebrate its 100th anniversary in 2017. Being the 'World Design Capital' in 2012 and annual host of the globally popular tech talent fair Slush, among other events, Finland receives a constantly increasing amount of international attention. The air is clean, winters are picturesque and the proximity to nature is present in many residential projects. The dynamic nature of Helsinki´s urban development and a strong entrepreneurial drive on behalf of real estate developers motivated by the aspiration to leave a mark on the skyline, frosts for a dynamic and vibrant real estate market for years to come. With strong market knowledge and large potential for growth, Snellman Sotheby's International Realty was established in the fall of 2015. We are thrilled to join and drive the luxury real estate market, while opening new doors allowing more people to find their ideal home and workplace in Helsinki and the rest of Finland."

-Kenneth Katter, chief marketing officer, **Snellman Sotheby's International Realty**

Snellman Sotheby's International Realty | Helsinki, Finland | €2,475,000 EUR | Prop ID: **K8EKDY**

Masthead art: **Suns and Houses** by Joel Barr © MMXV Sotheby's International Realty® Affiliates LLC. All Rights Reserved. **Suns and Houses** used with permission.

Sotheby's
INTERNATIONAL REALTY

PERSPECTIVES

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

Listings of Distinction

Carvill Sotheby's International Realty | Kailua, Hawaii | $24,980,000 USD | PropID: **PKFE8F**

210 Kalaheo is one of Oahu's most significant beachfront estates and is unrivaled in size and quality of workmanship. Astonishing luxury and resort-like amenities highlight the 17,333 square -feet of covered living on approximately 1.5 acres. Privately gated and set among tropical gardens, the three-bedroom guest house leads to the grand entrance of the five-bedroom main residence. The Hawaiian lifestyle is accentuated by the indoor and outdoor spaces, masterfully blending the lanais and interior living areas.

Masthead art: **Suns and Houses** by Joel Barr © MMXV Sotheby's International Realty® Affiliates LLC. All Rights Reserved. **Suns and Houses** used with permission.

Sotheby's INTERNATIONAL REALTY

PERSPECTIVES

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

Listings of Distinction *Continued*

Lyford Cay Sotheby's International Realty | Nassau, Bahamas | $21,000,000 USD | PropID: **CVF7S3**

A beachfront estate located in the exclusive gated community of Old Fort Bay, this home features ocean views from nearly every room. The architectural details include a dramatic double staircase in the entrance foyer, pocket glass sliding doors, coffered ceilings and stone columns. The bespoke Downsview kitchen has top-of–the-line appliances, marble counter tops and opens to a family room with terrace access and ocean views. Wake up to the sounds and colors of the ocean in the spacious master bedroom; the master bath has marble counter tops, soaking tub and spacious walk-in shower.

Côte d'Azur Sotheby's International Realty | Price Upon Request | Cannes, France | PropID: **3JSLGB**

Ideally located on the prestigious Avenue du Roi Albert, east of 'la Californie' in Cannes, this unique castle of the nineteenth century, completely renovated and expanded, faces the Lérins Islands and offers extraordinary views of the sea. Witness of a golden era, the house, with plans by architect Rimbaud, were carried out around 1868. At the heart of a landscaped garden the property boasts exclusive views of the Mediterranean, the Lerins Islands and the Massif Esterel. Decorated with taste and elegance, the castle has been renovated with prestigious materials such as ebony, marble and mother of pearl, all adding to this historic home's prestige. The castle also features an advanced home automation system and garage for six cars.

Masthead art: **Suns and Houses** by Joel Barr © MMXV Sotheby's International Realty® Affiliates LLC. All Rights Reserved. **Suns and Houses** used with permission.

Sotheby's
INTERNATIONAL REALTY

PERSPECTIVES

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

Significant Sales

Dreyfus Sotheby's International Realty | California, USA | $31,000,000 USD

Dreyfus Sotheby's International Realty recently closed on this luxury estate situated on two parcels totaling almost four acres. Spanning over 10,000 square-feet, this gorgeous home incorporates grand-scale rooms including a foyer, formal living and dining rooms, media room with bar, family room and library. The personal accommodations consist of six bedroom suites and six-and-a-half baths including a ground-level in-law or au pair suite with eat-in kitchen. The elegant master suite has an adjoining office, luxurious master bath, walk-in closet and separate terrace.

Masthead art: **Suns and Houses** by Joel Barr © MMXV Sotheby's International Realty® Affiliates LLC. All Rights Reserved. **Suns and Houses** used with permission.

Sotheby's
INTERNATIONAL REALTY

PERSPECTIVES

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

Significant Sales *Continued*

United Kingdom Sotheby's International Realty | United Kingdom | £ 9,875,000 GBP

Last month **United Kingdom Sotheby's International Realty** closed on what is undoubtedly one of the most famous residential addresses in the world; Eaton Square is centrally located moments from the King's Road, Sloane Square and Knightsbridge. An impressive first and second floor duplex apartment situated on the southern terrace of a prestigious London Square, this residence was refurbished to the highest of standards complete with modern bathrooms and kitchens. The apartment maintains many of its impressive period features such as the high ceilings in the reception rooms.

Aspen Snowmass Sotheby's International Realty | Colorado, USA | $25,000,000 USD

Aspen Snowmass Sotheby's International Realty recently closed a truly a once in a lifetime property in one of the greatest resort towns in the world. Over 8,000 square-feet of penthouse living on the top two floors of the Aspen Core Building, this home was designed by renowned architecture firm Ike, Kligerman, and Barkley. Boasting a rooftop deck with a swimming pool, hot tubs, fireplaces, and an outdoor kitchen, the 360 degree views are captivating and include the Aspen Mountain Ski Area and Independence Pass. The property was sold as a shell providing the buyers a blank canvas to create their own masterpiece.

Masthead art: **Suns and Houses** by Joel Barr © MMXV Sotheby's International Realty® Affiliates LLC. All Rights Reserved. **Suns and Houses** used with permission.

Sotheby's
INTERNATIONAL REALTY

PERSPECTIVES

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

LIFESTYLE COMPARISON Lakefront

ITALY

PropID: **G4YVKC**

COMO, ITALY

ITALY SOTHEBY'S INTERNATIONAL REALTY

€16.800.000 EUR

Situated along the romantic shores of Lake Como, this historic villa is comprised of 12 bedrooms, 12 bathrooms and two renovated apartments annexed from the main house. Built in 1800, the home has since been meticulously restored and seamlessly blends old world charm with modern conveniences. Outdoor property features include a dock on the lake, mosaic swimming pool and wrought iron gazebo.

CONNECTICUT

PropID: **2FRGWT**

GREENWICH, CONNECTICUT

SOTHEBY'S INTERNATIONAL REALTY - GREENWICH BROKERAGE

$15,750,000 USD

This Georgian-style mansion on Putnam Lake spans over 15,000 square-feet and is set on more than eight acres of land. The home features high-end finishes throughout including detailed plaster crown molding, a curved wall of windows trimmed in pine and coffered ceiling beams. With six bedrooms, the home additionally includes a paneled library, gourmet kitchen, sunroom, home theater, wine cellar, billiard room, gym and separate loft apartment. The sweeping terrace across the entire back of the home overlooks the gardens with extensive views of the lake.

Masthead art: **Suns and Houses** by Joel Barr © MMXV Sotheby's International Realty® Affiliates LLC. All Rights Reserved. **Suns and Houses** used with permission.

Sotheby's INTERNATIONAL REALTY

PERSPECTIVES

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

LIFESTYLE COMPARISON Wine & Vineyard

SWITZERLAND

PropID: **WVX3ER**

VAUD, SWITZERLAND

CARDIS IMMOBILIER SOTHEBY'S INTERNATIONAL REALTY

CHF 3'200'000 CHF

Located in the heart of the Lavaux vineyards, known for its production of the Chasselas wine grape, this seven-bedroom estate offers 350 square-meters of living space. The charming home has absolute privacy in a whimsical setting with a spacious living room, two terraces and a large infinity pool. Also along the property is a garden with olive, fig and cherry trees, stone pine, bamboo and wisteria.

CANADA

PropID: **7QCNBE**

BRITISH COLUMBIA, CANADA

SOTHEBY'S INTERNATIONAL REALTY CANADA

$1 950 000 CAD

This five-bedroom, five-bathroom home is nestled in the Okanagan Valley, the second largest Canadian wine region known for growing more than 60 grape varieties. A contemporary masterpiece, the home boasts high-end finishes throughout including geo-thermal in-floor heating, Elan home automation system, polished concrete floors, glass walls and high ceilings. The home features a modern kitchen with a sub-zero fridge, island freezer drawers, Bosch appliances and butler's pantry, a master suite with a walk-in closet, spa-like en suite bathroom and terraces and private patios overlooking the Okanagan Lake.

Masthead art: **Suns and Houses** by Joel Barr © MMXV Sotheby's International Realty® Affiliates LLC. All Rights Reserved. **Suns and Houses** used with permission.

Sotheby's
INTERNATIONAL REALTY

PERSPECTIVES

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

LIFESTYLE COMPARISON Eco-Friendly

COSTA RICA

PropID: **25TT62**

SAN ISIDRO, COSTA RICA

COSTA RICA SOTHEBY'S INTERNATIONAL REALTY

$1,500,000 USD

Overlooking both the nearby city and the surrounding mountains, this home seamlessly integrates its indoor and outdoor living spaces and floor to ceiling windows offer a wealth of natural light.The private modern home features five bedrooms, four-and-a-half bathrooms, large kitchen with breakfast area, dining room and an expansive wrap around porch. On the second floor, the master bedroom includes a fireplace, terrace, kitchenette and walk-in closet.

NEW YORK

PropID: **J7ME9Y**

RIVERDALE, NEW YORK

EXCLUSIVE PROPERTIES SOTHEBY'S INTERNATIONAL REALTY

$1,950,000 USD

This historic, Mediterranean Revival house is ideal for the energy-conscious owner. The property has a gas-fueled heating system, third generation thermostats throughout and a charging station for electrical vehicles in a custom-built enclosure along the driveway. In addition, the five-bedroom estate features original woodwork, carved stone fireplace, formal dining room, and a renovated stainless steel eat-in kitchen.

© 2016 Sotheby's International Realty Affiliates LLC. All Rights Reserved. Sotheby's International Realty Affiliates LLC fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Each Office is Independently Owned and Operated. Sotheby's International Realty and the Sotheby's International Realty logo are registered (or unregistered) service marks licensed to Sotheby's International Realty Affiliates LLC. This newsletter is provided for informational purposes only and is not intended, nor shall it be deemed, to provide or offer legal, financial or tax advice or guidance. The views and opinions set forth in this newsletter are not necessarily the views and opinions of Sotheby's International Realty Affiliates LLC. You should always consult with your own advisor when dealing with any of the issues visited herein.

Masthead art: **Suns and Houses** by Joel Barr © MMXV Sotheby's International Realty® Affiliates LLC. All Rights Reserved. **Suns and Houses** used with permission.