



SOTHEBY'S INTERNATIONAL REALTY®
COLLECTIONS

VOLUME 1 2016

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

As we look forward into 2016, I would first like to reflect back on 2015, which was a monumental year for the Sotheby's International Realty® brand.

Due to the hard work and dedication of our network, our affiliated brokers and sales professionals achieved approximately **\$80 billion** in U.S. home sales volume (transaction sides multiplied by average sales price). This is driven largely by a brand record of over 100,000 total transaction sides, marking the highest annual sales volume performance in the history of the brand and a 13 percent increase from the prior year.

In addition, 2015 was a record year for domestic franchise sales and our global network added 12 international, independently owned and

operated affiliate brokerage locations. The *Sotheby's International Realty* network now encompasses an impressive 63 countries and territories worldwide. At year-end, the network totaled approximately 835 offices, a gain of 10 percent, and more than 18,800 sales associates, up 14 percent. To read more about our achievements last year, view the entire press release by [clicking here](#).

As a brand, we continue to build on this momentum and 2016 is already off to a strong start. This issue of *Collections* features a wealth of examples of our brand's growth and the power of our network including the largest transaction in the brand's history, by Briggs Freeman Sotheby's International Realty and led by Bernard Uechtritz, closing on the sale of the W.T. Waggoner Ranch in

Vernon, Texas, which was listed for \$725 million. Also featured is a spotlight on New Homes & Developments and a look into more exciting news from Sotheby's International Realty offices around the world.

Please accept my best wishes for an outstanding 2016 and enjoy this issue of *Collections*!



Philip

Philip White
President & Chief Executive Officer
Sotheby's International Realty Affiliates LLC



Peninsula Sotheby's International Realty | Melbourne, Australia | Price Upon Request | PropID: [YQ24XV](#)

The Sotheby's International Realty network currently boasts approximately **835 offices in 63 countries and territories worldwide.**

The brand welcomed the following companies to its network recently:

- Gateway Sotheby's International Realty – Sutter Creek, CA
- South Australia Sotheby's International Realty – Adelaide, Australia

The following branch offices have opened:

- Anne Erwin Sotheby's International Realty – Ogunquit, ME
- Briggs Freeman Sotheby's International Realty – Plano, TX
- Daniel Gale Sotheby's International Realty – Little Neck, NY
- Daniel Gale Sotheby's International Realty – Rockville Centre, NY
- Four Seasons Sotheby's International Realty – Bedford, NH
- Four Seasons Sotheby's International Realty – West Dover, VT
- Gulf Sotheby's International Realty – Abu Dhabi, United Arab Emirates
- Landmark Sotheby's International Realty – Southport, NC
- List Sotheby's International Realty – Honolulu, HI
- Mauritius Sotheby's International Realty – Grand Bay, Mauritius
- Monument Sotheby's International Realty – Baltimore, MD

- Mott & Chace Sotheby's International Realty – Providence, RI
- New Zealand Sotheby's International Realty – Herne Bay, Auckland, New Zealand
- Peninsula Sotheby's International Realty – Sorrento, Australia
- Premier Sotheby's International Realty – Asheville, NC
- Prominent Properties Sotheby's International Realty – Hoboken, NJ
- Queensland Sotheby's International Realty – Bundall, Queensland, Australia
- Sierra Sotheby's International Realty – South Lake Tahoe, CA
- Sydney Sotheby's International Realty – Mosman, Australia
- Treasure Coast Sotheby's International Realty – Melbourne Beach, FL

SPOTLIGHT ON

NEW *Homes AND Developments*

New construction and development have continued to make a strong comeback in the luxury residential real estate sector over the past few years. During this time, *Sotheby's International Realty* affiliate companies around the world have continued to secure exclusive sales and marketing opportunities for these projects. With a strong brand presence in the new homes and developments sector, the time was right for the brand to launch a dedicated ***New Homes & Developments*** section on sothebysrealty.com.

The New Homes & Developments section was designed to masterfully showcase new construction projects globally throughout the *Sotheby's International Realty* network. Each development landing page includes:

- Hero Shot
- Property Description
- Photo Gallery
- Map
- Developer Information

This section allows real estate developers to have exclusive access to clients from around the *Sotheby's International Realty* network on the most highly-trafficked comprehensive real estate website in the world. The section additionally simplifies the home search for real estate intenders, giving them the opportunity to explore properties available within the new development.



Realogics Sotheby's International Realty | Seattle, Washington | The Homes at Fort Lawton

Realogics Sotheby's International Realty currently has the listing of new development, ***The Homes at Fort Lawton***, in Seattle, Washington. Andrea J. Savage, the firm's vice president of marketing, believes that the New Homes & Development section of sothebysrealty.com has been truly beneficial in the sale of the properties and helps projects to stand out.

"Taking on a large new development project that includes multiple homes is a difficult task and takes a lot of strategy to find a large pool of buyers," said Savage. "The new search allows us to direct our potential buyers directly to our portfolio of new construction. We are able to show the different property types offered all in one place and still carry the branding that was created for the project."

Savage also added that they have found that the dedicated page is an added bonus to developers. "This search function helps our conversation while we are in negotiation for the contract on the project. With the parameters outlined by the *Sotheby's International Realty* brand, we are able to explain the added value of only hiring our brokerage for the representation. Only *Sotheby's International Realty* listed properties are shown on the sothebysrealty.com website, a site that drives over one million visitors a month and attracts global citizens. By having a broader audience, we can make sure no money is left on the table. Our developers appreciate that they can still feel included in the positioning by having their logo represented on the page and the project branding remains intact."

Telluride Sotheby's International realty
Telluride, CO
Madeline Residences

JJ Ossola, director of sales at the ***Madeline Residences*** and broker associate with **Telluride Sotheby's International Realty**, also added that the New Homes & Development section offers increased exposure for the development as well as increased lead generation. In regards to the Madeline Residences dedicated landing page on sothebysrealty.com, Ossola said, "It looks excellent!"





Gibson Sotheby's International Realty | Beacon Hill, Boston | Maison Vernon

MAISON VERNON

Maison Vernon is an exclusive, seven-residence luxury condominium development in Beacon Hill, Boston. The property, developed by Boston-based Chevron Partners and Paris-headquartered Fulton, was designed by award-winning architecture firm Meyer & Meyer and is being sold and marketed by **Gibson Sotheby's International Realty**.

A meticulous renovation of an iconic building, Maison Vernon is seamlessly blending grand American architecture with well-crafted, modern European interiors. The impeccable lobby will feature curated artwork and a custom-commissioned glass and iron design elevator. Each unit will boast the finest materials and craftsmanship

including hand-carved Italian marble fireplace mantels, French oak chevron floors, hand-crafted French-inspired plaster moldings, imported Italian kitchens, 13-foot ceilings and a private terrace.

There are currently five residences available within the Maison Vernon, ranging from a two-bedroom, 1,911-square-foot apartment for **\$2,995,000 USD** to a three-bedroom, 2,903-square-foot apartment for **\$5,650,000 USD**. To learn more about Maison Vernon, [CLICK HERE](#).



Mauritius Sotheby's International Realty | Bel Ombre, Mauritius | Villas Valriche

VILLAS VALRICHE

Villas Valriche is a new development on the island of Mauritius surrounded by vast, unspoiled nature reserves. The residential estate is set on 210 hectares of land and upon completion will consist of 288 plantation-style villas. Sales and marketing for the development are being handled by **Mauritius Sotheby's International Realty**.

The development comprises five base-model villas, available in an array of configurations and ranging from 150 square-meters to over 500 square-meters. Each home features luxurious amenities varying across units including privately landscaped gardens, an infinity pool, verandas and uninterrupted, panoramic views overlooking

the ocean and golf course. Residents of the property benefit from membership to C Beach Club, the Heritage Golf Club, privileged access to the five-star hotels Heritage Le Telfair and Heritage Awali, and to the Frederica Nature Reserve.

Of the 288 planned villas, 145 of them have already been built and delivered to their owners. There are 12 additional villas currently available, ranging from **\$1,395,000 USD** to **\$2,700,000 USD**. To learn more about Villas Valriche, [**CLICK HERE**](#).



Carvill Sotheby's International Realty has listed a beachfront estate in Kailua, Hawaii for \$24.98 million usd
PropID: [PKFE8F](#)

KAILUA BEACH ESTATE | KAILUA, HAWAII

Scott Carvill of **Carvill Sotheby's International Realty** has secured the exclusive listing of a 17,333-square-foot estate in Kailua, Hawaii for **\$24,980,000 usd**. The privately gated home is situated on approximately 1.5 acres of land and includes a three-bedroom guest house and a five-bedroom main residence, centered around a waterfall pool with entertainment cabana. With lanais seamlessly integrating indoor and outdoor living, the estate features resort-like amenities and is just steps away from world-famous Kailua Beach. The property is one of the most significant beachfront estates in Hawaii and was recently featured as House of the Day on **Curbed**. [CLICK HERE](#) for more information.



Celia Dunn Sotheby's International Realty has listed a southern estate in Okatie, South Carolina for \$8.8 million usd | PropID: [83GQLS](#)

SOUTHERN MANOR | OKATIE, SOUTH CAROLINA

Celia Dunn Sotheby's International Realty has listed a unique southern estate in Beaufort County, South Carolina for **\$8,800,000 usd**. Situated on nearly 120 acres of land, the property additionally includes 11,000 linear feet of marsh and waterfrontage as well as a 9,000-square-foot residence designed by renowned architect Joseph K. Hall of Hall and Hull Architects. The home features six bedrooms, nine-and-a-half bathrooms, formal dining room, butler's pantry with a full-service wet bar and chef's kitchen. Also around the property is a replica of an old English pub, garage with guest apartment above, caretaker's cottage, barn and stables with equestrian facility and a waterfront dock. The property was recently featured as the **Wall Street Journal's** House of the Day. [CLICK HERE](#) for more information.



Ewing & Associates Sotheby's International Realty has listed a gated estate in Hidden Hills, California for \$12.5 million usd | PropID: [QMEN3G](#)

EXCLUSIVE GATED ESTATE | HIDDEN HILLS, CALIFORNIA

Tomer Fridman and Isidora Fridman of **Ewing & Associates Sotheby's International Realty** have listed a **\$12,500,000 USD** gated estate in Hidden Hills, California. Currently owned by internationally recognized entertainer Jennifer Lopez, the sprawling 17,129-square-foot main house is comprised of nine bedrooms, 11 full bathrooms and two half-bathrooms. The home also features a formal living room, formal dining room, gourmet kitchen, outdoor living room, paneled library, 20-seat home theater, gym and dance studio, recording studio, eight fireplaces, eight-car garage and a motor court. Situated on over three acres of land, the property additionally includes a resort-like pool and spa, children's play area, direct access to horse trails and lush landscaping. [CLICK HERE](#) for more information.



British Virgin Islands Sotheby's International Realty has listed an oceanfront villa in Mahoe Bay, Virgin Gorda for \$7.95 million usd | PropID: [MYTTX](#)

KATITCHE POINT GREATHOUSE | MAHOE BAY, VIRGIN GORDA, BRITISH VIRGIN ISLANDS

Overlooking the Sir Francis Drake Channel in Virgin Gorda, **British Virgin Islands Sotheby's International Realty** has listed a dramatic villa inspired by the Great Pyramids of Egypt for **\$7,950,000 USD**. The home features five bedroom suites, each with its own private veranda, a master suite with an outdoor bath and shower, cathedral ceilings, custom mahogany kitchen, indoor-outdoor pool bar and a horizon-edged pool. The property is surrounded by white sand beaches, tropical landscaping and a contemporary sculpture by renowned artist Joerg Sigle. [CLICK HERE](#) for more information.



Poland Sotheby's International Realty has listed a polo club and manor in Poznan, Poland for €50 million EUR
PropID: [4L8M5N](#)

SOWINIEC POLO CLUB & MANOR | POZNAN, POLAND

Poland Sotheby's International Realty has listed a polo club and residence for **€50,000,000 EUR**. The main house features nine en suite bedrooms, a ballroom with hand painted ceiling and crystal chandeliers, a library, dining room with mahogany paneling, staff room and indoor swimming pool. Nestled on over 279 hectares of land, the estate is additionally composed of an indoor oak-paneled tennis court, office building, carriage house, guest house, private marina, stables, fully equipped riding area and two full-sized polo fields. There is also an airstrip and helipad along the property. [CLICK HERE](#) for more information.



Terrace Sotheby's International Realty has listed a triplex apartment in Forest Hills, New York for \$1.099 million USD | PropID: [X88CKC](#)

RENOVATED TRIPLEX APARTMENT | FOREST HILLS, NEW YORK

Robert Hof of Terrace Sotheby's International Realty has listed a triplex apartment in a 1920s Tudor-style building in Forest Hills, New York for **\$1,099,000 USD**. With three bedrooms and two full bathrooms, the unit has high-end finishes throughout including exposed brick walls, high ceilings and ceiling beams. The apartment features an open floor plan, wet bar and wine cooler, views of Manhattan and a private rooftop terrace. The property also includes exclusive use of a verdant, gated private park across the street. [CLICK HERE](#) for more information.



Lew Geffen Sotheby's International Realty has listed an oceanfront mansion in Cape Town, South Africa for \$35 million usd | PropID: [DSV523](#)

CASABLANCA | CAPE TOWN, SOUTH AFRICA

Brendan Miller of **Lew Geffen Sotheby's International Realty** has listed the palatial 33,732-square-foot Casablanca in Cape Town, South Africa for **\$35,000,000 USD**. The oceanfront mansion comprises eight bedrooms, six of which are master suites, and 13 full bathrooms. There are high-end finishes throughout including solid oak and Carrara marble floors, crown moldings, crystal chandeliers, and custom wrought-iron work with gold leaf detailing. A gymnasium, squash court, 25-meter swimming pool, sauna and massage room can also be found in the home. [CLICK HERE](#) for more information.



Cascade Sotheby's International Realty has listed a modern clifftop masterpiece in Sisters, Oregon for \$2.35 million usd | PropID: [746LNK](#)

FAMOUS TREE | SISTERS, OREGON

Listed for **\$2,350,000 USD** by Pam Mayo-Phillips and Brook Havens of **Cascade Sotheby's International Realty**, this modern clifftop masterpiece, called "Famous Tree," was designed by renowned architect James Cutler. A custom-built estate, Famous Tree is situated on 41 acres, offers private access to the Whychus Canyon Preserve and has 180-degree views of the canyon as well as the mountains Broken Top and Three Sisters and Smith Rock State Park. The home is 2,300 square-feet and has two bedrooms and two bathrooms. [CLICK HERE](#) for more information.



Damianos Sotheby's International Realty has listed a gated community estate in Paradise Island, Bahamas for \$8.9 million USD | PropID: [828JDK](#)

OCEAN CLUB ESTATES | PARADISE ISLAND, BAHAMAS

Damianos Sotheby's International Realty's Craig Pinder has listed an **\$8,900,000 USD** mansion in the exclusive gated community of Ocean Club Estates in Paradise Island, Bahamas. Named "La Vista," the property overlooks the Ocean Club Golf Course and is situated on almost an acre of land. The home is comprised of five bedrooms with en suite bathrooms, two guest bathrooms, a mahogany study, custom-designed kitchen and a gym. In addition, the 9,310-square-foot home features an infinity pool, Jacuzzi, outdoor kitchen and a Total Home Control System with integrated audio and visual. Residents of the Ocean Club Estates have 24-hour security and access to two tennis courts, the Golf Clubhouse restaurant, The Beach Club restaurant and full use of the facilities at the One and Only Ocean Club Resort and Atlantis Resort. [CLICK HERE](#) for more information.



MacArthur Sotheby's International Realty has listed a beachfront estate in Kailua-Kona, Hawaii for \$16 million USD | PropID: [7PJ2ND](#)

LUHAHINEWAI | KAILUA-KONA, HAWAII

Adam Atwood of MacArthur Sotheby's International Realty has listed a 2.5 acre estate, known on the Big Island as Hawaii as "Luahinewai," for **\$16,000,000 USD**. Designed by renowned architect Vladimir Ossipoff, the home spans 3,500 square-feet and comprises four bedrooms and four full bathrooms. The property is situated on a secluded black sand beach and overlooks the Pacific Ocean, a private ancient pond and lush tropical landscaping. An eco-friendly and self-sufficient estate, it harnesses the natural sunlight to provide electricity and hot water. [CLICK HERE](#) for more information.



Uzes Sotheby's International Realty has listed a historic chateau in Uzès, France for €8.9 million EUR
PropID: [NTX5RN](#)

CHATEAU DE CASTILLE | UZES, FRANCE

A historic chateau that was once home to legendary British art historian and collector Douglas Cooper has been listed for **€8.900.000 EUR** by **Uzes Sotheby's International Realty**. The property, frequently visited by Pablo Picasso, has five Picasso fresco installations which have since been declared historic monuments by the French government and are included in the sale. The home, which dates back to the 13th century, additionally features seven bedrooms, eight bathrooms, two drawing rooms, two dining rooms and several kitchens. The interior of the castle has been decorated by acclaimed American designer Dick Dumas. The property was recently highlighted in the *Wall Street Journal*. [CLICK HERE](#) for more information.



Wallace & Co. Sotheby's International Realty has listed a custom-built residence in Edgartown, Massachusetts for \$20 million USD | PropID: [KXB4MR](#)

CHAPPY ESTATE | EDGARTOWN, MASSACHUSETTS

Wallace & Co. Sotheby's International Realty has listed a custom hilltop residence overlooking Katama Bay in Edgartown, Massachusetts for **\$20,000,000 USD**. Spanning over 10,000 square-feet, the property is situated on 5.95 acres and boasts 180-degrees of unobstructed water views. The home comprises eight bedrooms and 11 bathrooms and features a gourmet kitchen, four fireplaces, screened porch, wine cellar, gym, sauna, steam shower and rooftop deck. [CLICK HERE](#) for more information.



Briggs Freeman Sotheby's International Realty has closed on the sale of the W.T. Waggoner Ranch in Texas, the largest transaction in brand history

Briggs Freeman Sotheby's International Realty has completed the largest transaction in the *Sotheby's International Realty* brand history. The firm closed on the sale of the W.T. Waggoner Ranch in Vernon, Texas, which was listed for **\$725,000,000 USD**.

Bernard Uechtritz led the deal for Briggs Freeman Sotheby's International Realty and this was the first time in 165 years of ownership that the iconic ranch was offered for sale by the property's heirs and shareholders. It was sold to American businessman, professional sports team owner and rancher Stan Kroenke. Terms of the transaction were not disclosed.

The W.T. Waggoner Ranch was established in 1849 and spans more than 535,000 acres across six North Texas counties. The property includes two main compounds, a 65,000-square-foot ranch office headquarters, 20 cowboy camps, approximately 1,200 existing oil wells, 30,000 acres of cultivated farmland, thousands of cattle, hundreds of horses, lakes, waterways and creeks with approximately 454,000 acres of land remaining undeveloped for oil. The listing was also the most-viewed property on sothebysrealty.com in 2015.



Mott & Chace Sotheby's International Realty recently completed two record sales around Rhode Island

Mott & Chace Sotheby's International Realty recently completed two record sales in Rhode Island. 159 Surfside Avenue in Charlestown sold for **\$4,000,000 USD** and was the highest sale completed in the community since 2012, according to data from the Rhode Island Multiple Listing Service. The property, an oceanfront shingle-style home, closed before the listing could reach the broad market. In addition, 6 Wapan Road in Watch Hill sold for **\$6,500,000 USD**, which, according to data from the Rhode Island Multiple Listing Service, was the highest in the area in the past 15 months. A historic nine-bedroom estate known as "Stoneleigh Cottage," the home was built in 1915 and overlooks the Little Narragansett Bay and Pawcatuck River.



MacArthur Sotheby's International Realty recently closed on two significant sales on the Big Island of Hawaii

MacArthur Sotheby's International Realty recently closed on two significant sales on the Big Island of Hawaii.

Through the powerful *Sotheby's International Realty* referral network, Marijane Bates Hvolbeck of **Sotheby's International Realty – Greenwich Brokerage** contacted Scott Carvill of **Carvill Sotheby's International Realty** on behalf of her clients that were looking to buy in Hawaii. The referral was then passed on to Molly and Patrick Harris of MacArthur Sotheby's International Realty. The Harris' sold the clients a property in Kukio on the Big Island of Hawaii, and the home closed for **\$6,250,000 USD**.

In addition, Michele Paape of MacArthur Sotheby's International Realty listed and sold Pro Football Hall of Famer Terry Bradshaw's Hawaiian estate in an impressive 14 days. The property, located within Kohala Ranch, is set on nearly 12 acres of land and features 4,600 square-feet of living space and was sold for **\$2,700,000 USD**. The sale was featured in the [Los Angeles Times](#).



Brazen Sotheby's International Realty recently completed the sale of one of the highest price properties in Maple Valley, Washington

Kelly Langston and Lauren McCoy of **Brazen Sotheby's International Realty** recently completed the sale of one of the highest priced properties in Maple Valley, Washington. 23724 SE 170th Street, the former home of well-known author Sarah Gerdes, sold for **\$1,230,000 USD**. The property is a post and beam log home situated on five acres and features custom Brazilian Cumaru flooring, three-story lava rock fireplace, gourmet kitchen, 2,000-square-foot ironwood deck and regulation tennis court.



New Zealand Sotheby's International Realty completed the sale of a home in Auckland, New Zealand

New Zealand Sotheby's International Realty recently completed the sale of a **\$5,700,000 NZD** property in Auckland. The five-bedroom home underwent a major renovation and rebuild and is designed for multigenerational living. There are three separate living areas, a three-car garage and opportunities for further redevelopment.



Sweden Sotheby's International Realty completed three sales in Stockholm including a penthouse apartment, a development opportunity and a horse farm

Sweden Sotheby's International Realty recently completed three significant sales throughout Stockholm. A penthouse apartment was sold for **20.700.000 KR SEK**. The apartment features stucco finishes, high ceilings and five fireplaces. The firm also sold an apartment in the center of Stockholm for **21.000.000 KR SEK**. The apartment was one of the few remaining units in a 24-apartment new development. Additionally, Forsen Farm, a 40 hectare horse farm, was sold for **23.000.000 KR SEK**.



Lew Geffen Sotheby's International Realty completed the sale of a contemporary masterpiece in Cape Town, South Africa

Lew Geffen Sotheby's International Realty sold a contemporary masterpiece in Cape Town, South Africa for **R 47 000 000 ZAR**. The property features six en suite bedrooms, elevator, theater room, steam room, swimming pool and entertainment patio. An eco-friendly estate, the home also boasts conservation of rain water, solar heating, home automation and advanced LED lighting technology.



United Kingdom Sotheby's International Realty completed the sale of a duplex apartment in London

United Kingdom Sotheby's International Realty completed the sale of a duplex apartment in Eaton Square, London for **£9,875,000 GBP**. Eaton Square is a prestigious neighborhood with residents including notable royalty, celebrities and high net worth individuals. A rare opportunity to own a first and second floor apartment in the square, the property has been renovated to the highest standards and includes modern bathrooms and kitchens while maintaining its impressive period features.



Philip White appears on CNBC's The Closing Bell prior to the event



News of this event gained worldwide attention as TVB News provided coverage in Hong Kong

CELEBRATING 40 YEARS AND RINGING IN THE NEW YEAR AT THE NEW YORK STOCK EXCHANGE

On December 29th the *Sotheby's International Realty* brand rang the Closing Bell at the New York Stock Exchange (NYSE) to commemorate its 40th anniversary milestone in the luxury real estate brokerage business. "I am very proud of the journey we have taken together with our global luxury real estate network to bring the brand where it is today," said Philip White, president and chief executive officer of **Sotheby's International Realty Affiliates LLC**. "The *Sotheby's International Realty* brokerage network was built to connect the finest independent residential real estate companies to the most prestigious and discerning clientele in the world," said White. "We are honored to be celebrating this milestone by ringing the Closing Bell at the New York Stock Exchange."

TURKS & CAICOS SOTHEBY'S INTERNATIONAL REALTY CELEBRATES ART

Following the success of last year's event, this past January **Turks & Caicos Sotheby's International Realty** co-sponsored the second annual "Exclusive Evening of Art" fundraiser at the Amanyara Resort. Showcasing local, international and youth artists, the sold out event was able to raise close to **\$40,000 USD** with proceeds going to the Ed Gartland Youth Center. "I am truly overwhelmed by the support that we received for this event and am delighted to see the community come out and support us as we strive to better the lives of young people on the islands as well as being able to continue to provide them with so many valuable opportunities," said Roxann Wake-Forbes, director, Ed Gartland Youth Center.



Art on display at the Amanyara Resort Villa



From Left:
Wisland Toussaint, student/volunteer, Ed Gartland YC; Roxann Wake-Forbes, director, Ed Gartland YC; Joe Zahm, president, Turks & Caicos Sotheby's International Realty; Gilley Williams, event co-sponsor, Gilley's Enterprises; and Terry Drummey, chairman, Ed Gartland Youth Center



From Left: Philip White; Henry Howard-Sneyd, chairman of Asian art, Sotheby's; and Lorenzo Angeloni, Italian ambassador to India

From Left: Philip White with members of North India Sotheby's International Realty and the Sotheby's Auction House



The Sotheby's International Realty Brand Launches in North India

Philip White, president and chief executive officer, **Sotheby's International Realty Affiliates LLC**, was on hand in January to welcome **North India Sotheby's International Realty** to the brand. "Northern India is one of the most exciting, beautiful and fastest growing markets in the world, with a developing luxury real estate market," said White. The large-scale event was spread out over almost a week and featured the presentation of the coveted "Hind Rattan Award" by the NRI Welfare Society, an international property showcase featuring affiliates from London, New York, Miami, Washington DC, California, Dubai, Hong Kong, Italy, Spain, Australia and New Zealand, a joint event with **Italy Sotheby's International Realty** and Lorenzo Angeloni, Italian ambassador to India, and a gala celebrating the partnership with **Sotheby's Auction House** featuring an exclusive expert talk on "The History of Timekeeping." Associates from the United States, United Kingdom, Dubai, Hong Kong, Spain, Australia and New Zealand were in attendance.



Michael Valdes stands with Judy Green, president and chief executive officer, Premier Sotheby's International Realty and Philip White

2016 Power Summit in Florida

In February **Premier Sotheby's International Realty** hosted the 2016 Power Summit in Punta Gorda, Florida. Approximately 500 guests were in attendance and included associates from **Sotheby's International Realty Inc.**, **Gulf to Bay Sotheby's International Realty** and Premier Sotheby's International Realty. The two-day event consisted of a large reception, vendor marketplace, breakout sessions and guest speakers. Philip White, president and chief executive officer, **Sotheby's International Realty Affiliates LLC**, Matthew Shadbolt, director of real estate products, *The New York Times*, Lorenzo Mercolini, managing director, **Italy Sotheby's International Realty** and Fran Santangelo, senior vice president, global operations, Sotheby's International Realty Affiliates LLC were among the speakers and the event was tracked on social media with the #PREMIEROLOGY hashtag.



Brazen Sotheby's International Realty sold two properties over the holidays

NO SLOWING DOWN DURING THE HOLIDAYS

Along with the usual tidings of joy that come with the holidays, **Brazen Sotheby's International Realty** completed sales on both Christmas and New Year's Day. Far from slowing down, they closed the **\$4.3 million** Kirkland Waterfront and **\$3.9 million** Yarrow Point homes respectively as a great end to 2015 and warm welcome in 2016.



Michael Valdes served as the keynote speaker at a recent event hosted by the Westchester/Bronx chapter of NAHREP

SOTHEBY'S INTERNATIONAL REALTY BRAND AT THE WESTCHESTER NAHREP EVENT

In January, Michael Valdes, global vice president, **Sotheby's International Realty Affiliates LLC**, served as a keynote speaker at the "Think Bigger & What to Expect in 2016" event hosted by the Westchester/Bronx chapter of NAHREP. "I was honored to have been asked to participate as the keynote speaker," said Michael. "It is a great privilege to sit on their national board with a focus on the Wealth Project, which is to triple Hispanic ownership within 10 years. My focus of this speech was to 'Become the Trusted Advisor to the World's Elite Clientele.' The audience was eager to learn and asked pointed questions and I was truly humbled to be a part of the experience."



The South Africa National Convention delegates gather at the Fancourt Golf & Spa Resort

ANNUAL NATIONAL CONVENTION IN SOUTH AFRICA

Law Geffen Sotheby's International Realty held their annual networking and training convention at the Fancourt Golf & Spa Resort in George, South Africa to close out 2015. The proceedings included guest speakers Thierry Rey, Timo Geldenhuys and Diane Watkins, directors and principals from **Mauritius Sotheby's International Realty**, an awards ceremony and team building activities. Over 150 people attended the event and all 64 Law Geffen Sotheby's International Realty offices were represented.



The Malta Sotheby's International Realty team along with Michael J. Zammit, director and joint owner, Malta Sotheby's International Realty and David Russell

MARKETING IN MALTA

Earlier this year **Malta Sotheby's International Realty** hosted David Russell, director, international marketing and public relations, **Sotheby's International Realty Affiliates LLC**, as he delivered learning sessions to the Malta Sotheby's International Realty staff. After reflecting on 2015's successes, Russell and the attendees discussed what was on the horizon for 2016 and how the team would best approach it. The event was covered by the ***Times of Malta***.



One of the charitable events supported by TTR Sotheby's International Realty

TTR Sotheby's International Realty in Washington D.C. was awarded the number one ranking for 2015 Corporate Philanthropy in the Small Business Category by the *Washington Business Journal*. Mark Lowham, managing partner of TTR Sotheby's International Realty, stated "Leadership begins with the communities in which we live and work, and we will continue to mobilize our people and resources to lead positive social change." The firm was recognized for its support of over forty charitable organizations and over 125 philanthropic events including Charity Works, the Joan Hisaoka "Make a Difference" Gala, Bark Ball, and Celebrate Logan.



Sotheby's International Realty Affiliates LLC has won Franchise Business Review's Best in Category for Real Estate Franchisee Satisfaction award for the ninth year in a row

Sotheby's International Realty Affiliates LLC won *Franchise Business Review's* Best in Category for Real Estate Franchisee Satisfaction award for the ninth year in a row. The Best in Category award measures franchisee satisfaction with their franchisors and is part of the 11th annual Franchisee Satisfaction Awards presented by Franchise Business Review. In addition to earning the top real estate ranking, the Sotheby's International Realty brand also came in fourth in the overall top 50 and second among the Top 50 "Systems with 250 or more units," which is a ranking of all franchise systems across all categories with more than 250 locations.



Decker Bullock Sotheby's International Realty set a Marin County record, including the sale of 101 Belvedere Avenue

In 2015, Bill Bullock and Lydia Sarkissian of Decker Bullock Sotheby's International Realty set a Marin County, California record, selling four properties priced over \$10 million each. The previous number of \$10 million or more properties sold by any one agent or agent-team in the

"...set a Marin County, California record..."

county in a single year was two. The duo represented parties in the sale of 101 Belvedere Avenue for \$15.5 million, 125 Belvedere Avenue for \$13 million, 1 Cliff Road for \$10.5 million, and 255 Golden Gate Avenue for \$10.5 million, all located in Belvedere, California. Since 2010, only 16 homes have sold in this price range and Bullock and Sarkissian represented half of those sales.

"...has been awarded the Hind Ratan Award..."

North India Sotheby's International Realty has been awarded the Hind Ratan Award by the NRI Welfare Society of India for its efforts in promoting properties to Non-Resident Indians around the world. The society selected nominees from various fields who have contributed significantly in promoting India real estate, culture and heritage overseas, particularly to Non-Resident Indians. The award ceremony took place in late January and was attended by over 400 Non-Resident Indians from around the world.



Gibson Sotheby's International Realty owners Paul McGann and Larry Rideout with Relocation Director, Nicole Rideout

"...exceeded the billion dollar sales..."

In 2015, Gibson Sotheby's International Realty in Boston, Massachusetts exceeded the billion dollar sales volume closed mark for the third year in a row, according to data from MLS. Larry Rideout, owner and chief executive officer of Gibson Sotheby's International Realty, credits the achievement to three key factors – momentum, growth and foundation. The firm has set a solid foundation and quality company culture, continuing to attract local top talent.

The *Mandalay House* property in Queensland, Australia, listed by Queensland Sotheby's International Realty was named *Mansion Global's* 2015 Listing of the Year. This was the first annual Listing of the Year contest hosted by the online outlet. The rankings were determined by *Mansion Global* readers. An additional 34 properties listed by Sotheby's International Realty affiliate companies

"...listing of the year..."

made the year's Top 50. The Top 10 was rounded out with properties from Cote d'Azur Sotheby's International Realty, Island Sotheby's International Realty, Sleeping Giant Sotheby's International Realty, Sotheby's International Realty – San Francisco Brokerage and Kuper Sotheby's International Realty. The full list can be seen [HERE](#).



Sotheby's International Realty Québec's Director of Marketing was recently recognized as a regional winner for the 2015 Notable Awards

Anna-Maria Retsinas, director of marketing for **Sotheby's International Realty Québec**, was named the 2015 Notable Awards Regional Winner in the Advertising, Marketing and Media category. The Notable Awards recognize Canada's most influential millennials across 35 different industries. Winners for each category are selected by a custom panel of three judges who are experts in the respective category's field. The awards are presented by Notable, the largest online publication for young professional adults in Canada.



Sotheby's International Realty graduates of the AscendSM program with members of Sotheby's International Realty Affiliates LLC Senior Leadership Team and Alex Perriello, president and chief executive officer, Realogy Franchise Group

The **Sotheby's International Realty Affiliates LLC** Senior Leadership Team proudly recognizes the *Sotheby's International Realty* affiliate members who were among the first graduating class of Ascend: The Executive Leadership Experience. The program is available exclusively to Realogy brand-affiliated brokerage owners who are in the process of grooming a successor to lead their company into the future.

AscendSM is a 46-week learning experience comprised of four one-week interactive classroom semesters at Realogy's headquarters interspersed with extended online learning modules. The rigorous Ascend curriculum engaged Realogy senior leadership, real estate industry experts and current successful franchisees from *Sotheby's International Realty* and other Realogy brands. It culminated with individual case study presentations. The program's intense face-to-face and online learning experience prepared the participants to become successful future brokerage leaders by challenging them to significant growth in three core areas identified in the program's mission statement: Leading Self. Leading Others. Leading Organizations®.

The graduates and future leaders from this inaugural class are Ken Hager from **Old Cape Sotheby's International Realty** in Cape Cod, Massachusetts; Sanoj Stephen from **Sotheby's International Realty, Inc.** in New York, New York; Nick Phillips from **Landmark Sotheby's International Realty** in Topsail Island, North Carolina; Deborah Hauser from **Daniel Gale Sotheby's International Realty** in Long Island, New York; Zach Morse from **Legacy Properties West Sotheby's International Realty** in Durango, Colorado; Emily Wilkins from **Goldcoast Sotheby's International Realty** in Ocean City, New Jersey; and Deirdre O'Connell from Daniel Gale Sotheby's International Realty in Long Island, New York.

We are extremely proud of these individuals who participated and want to acknowledge and recognize the time they dedicated over the past year to acquire the skills and expertise necessary to lead their respective organizations into the future.



From left: Philip White; Kathryn A. Korte, president and chief executive officer, Sotheby's International Realty, Inc.; the late Alice Bell; Debra Reece, brokerage manager, Sotheby's International Realty - Palm Beach Brokerage; John Gicking, brokerage manager, Sotheby's International Realty - East Hampton Brokerage and Bradley Nelson, senior vice president of marketing, Sotheby's International Realty, Inc.

REMEMBERING ALICE H. BELL (1943 – 2015)

Alice joined **Sotheby's International Realty, Inc.** as a sales associate in 1994 and was appointed manager of the East Hampton Brokerage in 2002. In April 2010, Alice was named Senior Vice President and assumed leadership over the company's four offices in the Hamptons, New York. "She was a good lady," remembered associate broker Harald Grant. "She was a friend and a mentor, rather than a boss. She treated everybody

fairly and with respect, and she put everybody ahead of herself."

Alice was a brilliant businesswoman with a hilarious wit, a strong advocate for the *Sotheby's International Realty* brand and most importantly, a faithful friend. She will be sincerely missed.

SALVATION ARMY REAL ESTATE WEDNESDAY'S IN ARIZONA



Russ Lyon Sotheby's International Realty staff pictured the left: Stephanie Stewart, sales accounting supervisor; Bob Judy, chief marketing officer; Susan Dreyer, controller and Deems Dickinson, president and designated broker



David Friedman, branch manager, Russ Lyon Sotheby's International Realty stands with a Salvation Army volunteer

Throughout December of 2015, **Russ Lyon Sotheby's International Realty's** V-Corps participated in Salvation Army's "**Real Estate Wednesdays.**" Independent sales associates, managers and owners donated their time every Wednesday for the on-site kettle as well as implementing an online kettle. After contributing nearly **\$10,000 USD** in 2014, the volunteers at Russ Lyon Sotheby's International Realty were able to double their efforts, and outcome, collecting well over **\$17,000 USD** and saving the Salvation Army over **\$2,800 USD** in wages for a total impact of over **\$20,000 USD.**

SHINING BRIGHTLY IN LONDON

In February **United Kingdom Sotheby's International Realty** hosted the Global Shine Foundation's Charity Auction at the Fulham Reach Penthouse in London.



Michelle Van Vuuren, speaks at the Global Shine Foundation's Charity Auction

The event was opened by award-winning British film maker, actor and producer Leslee Udwin and featured guest speaker Michelle Van Vuuren, managing director, residential development and investment, United Kingdom Sotheby's International Realty. A selection of items up for auction included a piece from Banksy and a mask adorned with Swarovski crystals designed by Charlotte Tiley. The event was considered a huge success as they were able to raise nearly **£20,000GBP** for the program. Proceeds

from the auction went to **Global Shine Foundation**, for supporting the development and empowerment of inspirational women around the world.

MAKING THE HOLIDAYS BRIGHT IN NEW JERSEY

Prominent Properties Sotheby's International Realty in Saddle River, New Jersey continued a 10-year tradition of partnering with United States Marine Corps Reserve

Toys for Tots Foundation to spread holiday cheer to local children in need. "I continue to be overjoyed with the amount of dedication shown by the independent sales agents and the mountain of toys recreated every time in our conference room," Prominent Properties Sotheby's International Realty Broker Associate Douglas F. McLean recently told **NorthJersey.com.** He started the program at his office back in 2006.

The program has continued to thrive with the support of Daniel Weixendorfer, senior vice president and manager of the Saddle River regional office, who took over managing the office in 2012. Weixendorfer was excited to continue the tradition and grow the toy drive, as both his parents were WWII Marines.



Staff from Prominent Properties Sotheby's International Realty's Saddle River office with their annual collection for the Toys for Tots Foundation.



From left to right: Jeff Horning, Francis X. Santangelo, Lisa Piccardo, Olivia Horning, Michelle Davis and Jacob Smith departing Jackson Hole to Sun Valley

Jeff and Olivia Horning, owner and operators of **Lakes Sotheby's International Realty** in Minnesota, have acquired ownership of **Jackson Hole Sotheby's International Realty** and **Sun Valley Sotheby's International Realty**. This acquisition strengthens the brand's presence across the North and West United States. Donna Clinton will continue to lead the offices of Jackson Hole Sotheby's International Realty, while Darlene Young will continue to lead the Sun Valley Sotheby's International Realty office.

The *Sotheby's International Realty* brand has expanded its global presence into the remaining states of Australia with the addition of **South Australia Sotheby's International Realty**. Led by Principal Scott Bowie, the firm will serve the states of South Australia, Western Australia, Tasmania and Northern Territory.

Owned and operated by Tiffany Kraft and Kristina Agustin, *Sotheby's International Realty* brand welcomed **Gateway Sotheby's International Realty** in Sutter Creek, California to its network. The firm will service the California counties of Amador, El Dorado, Sacramento and Placer.

Mott & Chace Sotheby's International Realty has expanded its operation with the opening of a new office in Providence, Rhode Island. The office is located at 100 Exchange Place, overlooking the Providence River, and will help the firm to better service its local Providence clients. This is Mott & Chace Sotheby's International Realty's fourth location throughout the state of Rhode Island; also having offices in Charlestown, Narragansett and Watch Hill.



The Providence, R.I. office of Mott & Chace Sotheby's International Realty

The *Sotheby's International Realty* network has expanded into Ireland with the addition of **Ireland Sotheby's International Realty**. Led by David Ashmore and Bill Montgomery, the firm's main office will be located in Dublin and it will service the luxury residential real estate market throughout Ireland.

Gold Coast Sotheby's International Realty in Queensland, Australia is now operating as **Queensland Sotheby's International Realty**. The firm is expanding to provide luxury real estate services throughout the state of Queensland with its newest office in the capital city of Brisbane expected to open in March 2016.

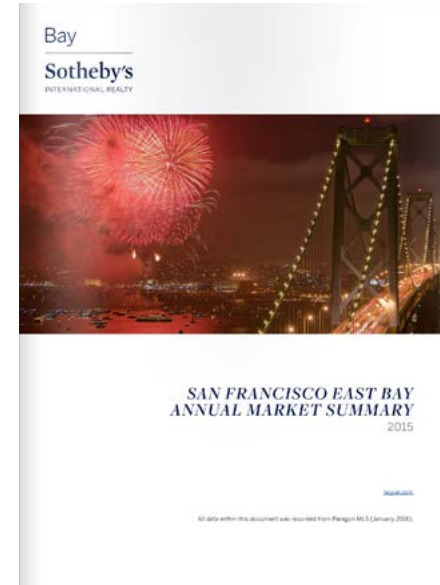


The Southport, N.C. office of Landmark Sotheby's International Realty

Landmark Sotheby's International Realty has opened its third location, a new office in Southport, North Carolina. This expands the firm's operation to provide luxury residential real estate services in Southport, Bald Head Island, St. James Plantation, Caswell Beach and the surrounding communities. Landmark Sotheby's International Realty also has offices in Wilmington and on Topsail Island.

Treasure Coast Sotheby's International Realty acquired South Island Real Estate in Melbourne Beach, Florida, which now operates as the Brevard County Division of the firm. The new branch will continue to service the areas of Melbourne Beach, coastal Brevard County and the mainland. This acquisition expands Treasure Coast Sotheby's International Realty's operation to two offices and 91 sales associates.

Prominent Properties Sotheby's International Realty acquired Gold Coast Realty in Hoboken, New Jersey. The acquisition expanded the current Hoboken operation of the firm to two offices and 90 sales associates. Prominent Properties Sotheby's International Realty now has a total of 12 offices throughout Northern and Central New Jersey.



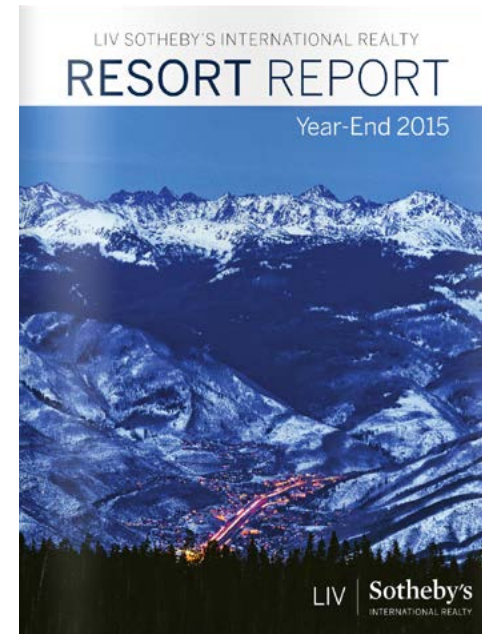
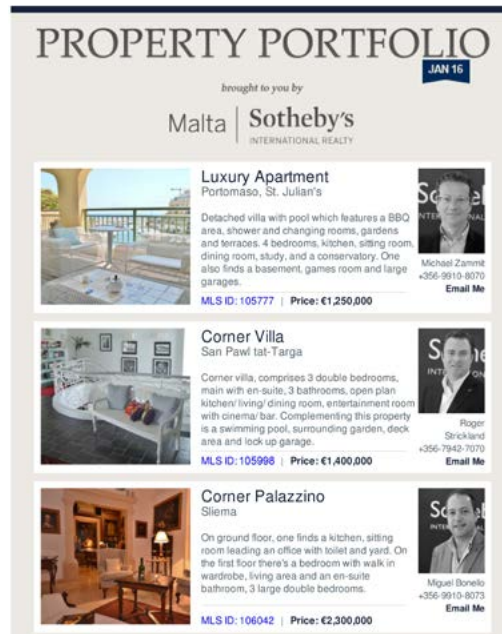
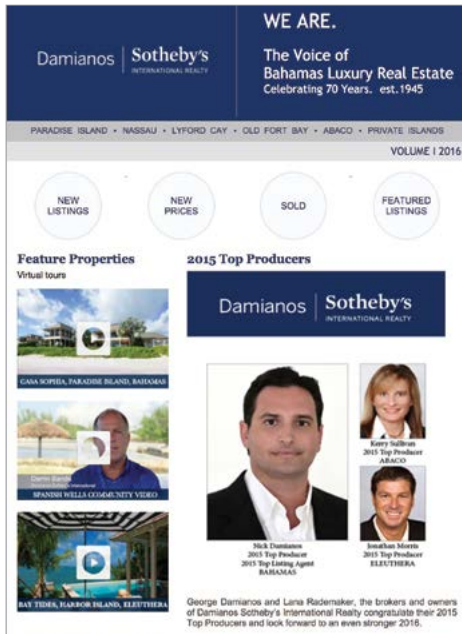
Realogics Sotheby's International Realty launched additional initiatives to increase its Chinese consumer base

Realogics Sotheby's International Realty recently launched additional initiatives to increase its Chinese consumer base. The firm has partnered with *Seattle Magazine* to release an all-Mandarin magazine called *Seattle Luxury Living*. Intended to reach affluent Chinese nationals living and/or interested in the Seattle metro area, the publication is being distributed locally and overseas at select retail stores, hotels, first-class airport lounges and Starbucks locations.

In addition, Realogics Sotheby's International Realty worked with adSage to develop an **exclusive real estate portal for WeChat**, a mobile communication app that is exceptionally popular in China. Dean Jones, president and chief executive officer of the firm, stated, "This app will help us showcase our Pacific Northwest real estate and lifestyle real time overseas. It was a necessary investment to encourage communications between our Asia Services Group and connect our local brokers and their listing clients with a world of opportunity."

Bay Sotheby's International realty released its inaugural San Francisco market report

Bay Sotheby's International Realty released its *San Francisco East Bay Annual Market Summary 2015*—an inaugural report featuring statistics for single family luxury homes as well as insightful national & local real estate industry statistics. The publication also highlights the firm's current property listings and recent significant sales. Monthly editions are published summarizing some of the San Francisco East Bay's hottest markets including Oakland, Berkeley, Lafayette and Danville. The full report can be seen [HERE](#). Monthly editions can be viewed [HERE](#).



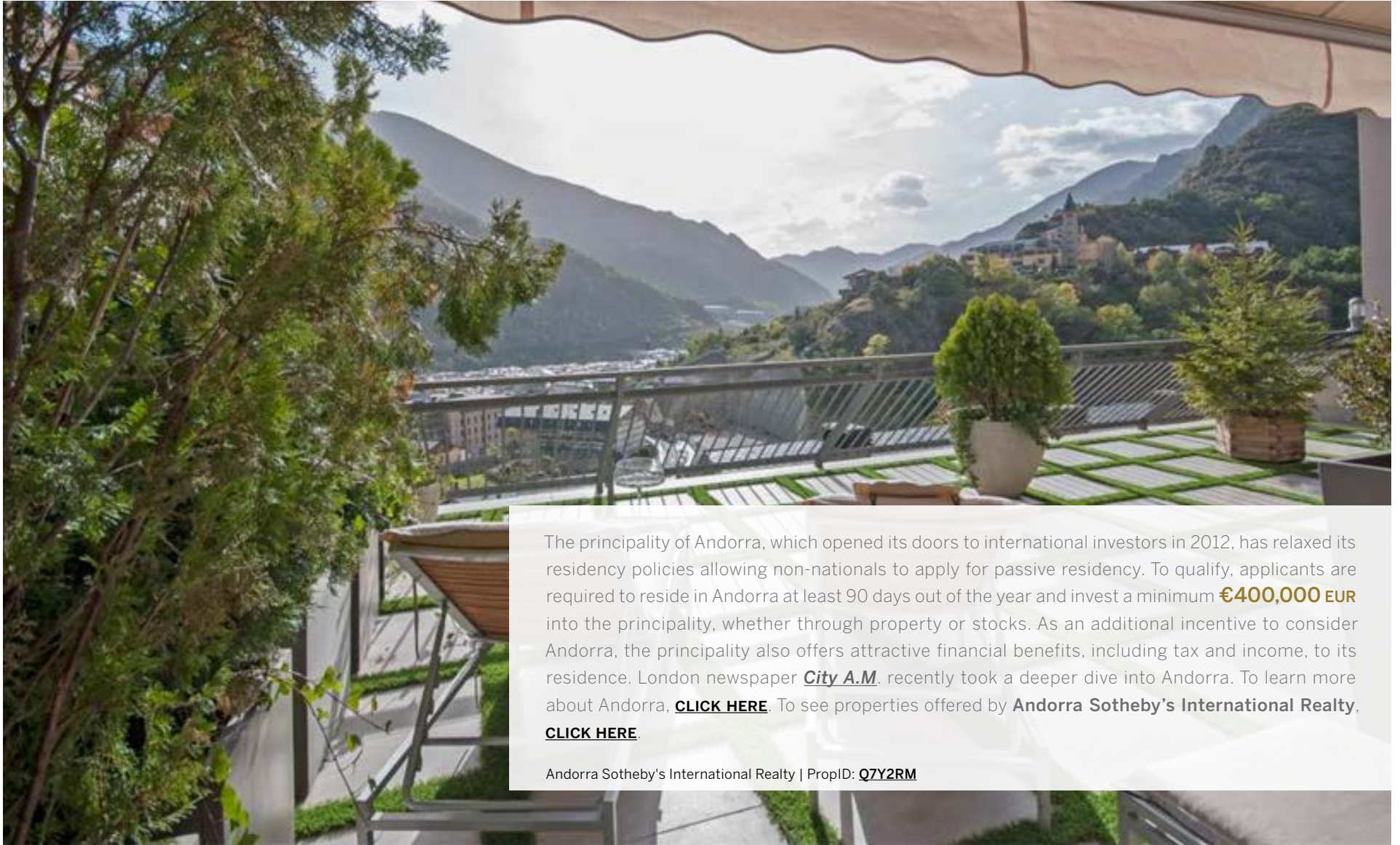
Damianos Sotheby's International Realty and Malta Sotheby's International Realty collaborated to cross-promote properties

Damianos Sotheby's International Realty and **Malta Sotheby's International Realty** recently collaborated to cross-promote property listings in their respective markets. Each provided the other with properties, descriptions and contact information to be included in the respective newsletters, reaching a broader, international audience. Nicholas Delaney, multimedia coordinator at Damianos Sotheby's International Realty, stated "There is a lot of power in the brand when we join together!" Diane Borg Bascetta, marketing manager at Malta Sotheby's International Realty added, "We believe so strongly in the brand and feel that collaborating with *Sotheby's International Realty* affiliates is crucial for increasing referral opportunities and widening our market's exposure."

The third edition of the Resort Report, put out by a partnership of 11 *Sotheby's International Realty* affiliate companies in Colorado and the Western United States

LIV Sotheby's International Realty released its third edition of the *Resort Report* with partners **Aspen Snowmass Sotheby's International Realty, Benson Sotheby's International Realty, Big Sky Sotheby's International Realty, Jackson Hole Sotheby's International Realty, Santa Fe Sotheby's International Realty, Sierra Sotheby's International Realty, Steamboat Sotheby's International Realty, Summit Sotheby's International Realty, Sun Valley Sotheby's International Realty** and **Telluride Sotheby's International Realty**. The report focuses on information about the luxury residential real estate market in 12 prominent resort areas throughout Colorado and the western half of the United States. It is designed to provide clients with information that is pertinent to making home buying and selling decisions. The report is customizable for each affiliate, allowing market-specific editions to be distributed in their local areas. To read the full report, click [HERE](#).

DID YOU KNOW



The principality of Andorra, which opened its doors to international investors in 2012, has relaxed its residency policies allowing non-nationals to apply for passive residency. To qualify, applicants are required to reside in Andorra at least 90 days out of the year and invest a minimum **€400,000 EUR** into the principality, whether through property or stocks. As an additional incentive to consider Andorra, the principality also offers attractive financial benefits, including tax and income, to its residence. London newspaper *City A.M.* recently took a deeper dive into Andorra. To learn more about Andorra, [CLICK HERE](#). To see properties offered by **Andorra Sotheby's International Realty**, [CLICK HERE](#).

Andorra Sotheby's International Realty | PropID: **Q7Y2RM**

One of the Sotheby's International Realty® brand's greatest assets is its relationship with the Sotheby's Auction House. Here are some examples of how the brand's professionals are capitalizing on it...



Tim Bourne at presenting "The History of Timekeeping" at the Cocktails and Canapés event in New Delhi

The firm additionally sponsored a preview of Sotheby's upcoming Modern and Contemporary South Asian Art Highlights. Many Indian celebrities, socialites and eminent personalities attended the event including Rahul Bhatia of Indigo Airlines; Tarun Tahiliani; V.C. Burman; and Sukanya Shankar, among others. Robin Woodhead, executive vice president, chairman, Sotheby's International; Edward Gibbs, chairman-Asia, Sotheby's; Philip White, president & chief executive officer, **Sotheby's International Realty Affiliates LLC**; and Amit Burman, honorary chairman, North India Sotheby's International Realty and vice-chairman, Dabur Group, each made a short speech to the group.

North India Sotheby's International Realty partnered with the Sotheby's Auction House to present an evening of Cocktails and Canapés at The Imperial in New Delhi. The event took place on January 28th and was a celebration of North India Sotheby's International Realty's recent opening in India and included an exclusive expert talk on "The History of Timekeeping" by Tim Bourne, Sotheby's global head of watches. It was attended by members of YPO, Sotheby's Auction House and the *Sotheby's International Realty* network, as well as **New Zealand Sotheby's International Realty, Hong Kong Sotheby's International Realty, ONE Sotheby's International Realty, Italy Sotheby's International Realty, TTR Sotheby's International Realty, Gulf Sotheby's International Realty, Pacific Sotheby's International Realty, Sotheby's International Realty – East Side Manhattan Brokerage, United Kingdom Sotheby's International Realty, Balearics Sotheby's International Realty and Sydney Sotheby's International Realty.**

AUCTION TERM OF THE MONTH

In each issue of *Collections*, we will highlight a new auction term.

Bid Increment

The amount by which the auctioneer increases the bidding. In general, the auctioneer will request bids of about 10% higher than the previous bid. For instance, if the bidding opens at \$5000, subsequent bids of \$5500, \$6000, \$6500, etc. would follow. The figure is generally rounded up or down at the auctioneer's discretion.

AUCTION CALENDAR HIGHLIGHTS

Sotheby's



Tripode (A. R. 125): Estimate 80,000 – 120,000 GBP: Important Ceramics by Pablo Picasso

The Private Cellar of An International Collector - Rare Wines & Whiskies

April 2 | Hong Kong

Finest and Rarest Wines Featuring Ornellaia Archivio Storico

April 2-3 | Hong Kong

Modern and Contemporary Asian Art Evening Sale

April 3 | Hong Kong

Photographs

April 3 | New York

Important Ceramics by Pablo Picasso

April 5 | London

Collection Boutet de Monvel

April 5-6 | Paris

European Decorative Arts from Caramoor Center for Music and the Arts

April 12 | New York

Finest and Rarest Wines

April 13 | London

Travel, Atlases, Maps and Natural History

April 28 | London

Important Watches

May 14 | Geneva

NEWS & VIEWS FROM THE GLOBAL REAL ESTATE INDUSTRY

"Residential property sales in Spain are continuing to rise with the latest data showing that the number of transaction recorded by notaires increased by 7.3% compared with the same month in 2014.

It marks some 18 months of continuous growth, the figures from the General Council of Notaires shows with its analysis report saying that the recovery in the housing market is being maintained."

Spanish Property Sales Up for 18th Month in a Row

PropertyWire, January 25

"Yet for many so-called snowbirds, the Canadian dollar's almost 30 percent decline from parity is top of mind, putting a chill on their spending, sending many home early and discouraging others from coming altogether.

With similar cultural proclivities, the North Americans of the north are a natural fit in the golf and bridge tournaments of Florida's retirement communities. But with the loonie near a 13-year low and buying only about 71 U.S. cents, Canadian leisure travel to the U.S. is expected to decline 8 percent this winter season, according to the Conference Board of Canada."

Florida Snowbirds Head North as Lowly Loonie Curbs Spending

Bloomberg Business, February 3

Editor: Lindsey Scharf | lindsey.scharf@sothebysrealty.com | Writers: Lindsey Scharf, Erik Weinbrecht, Natalie Hernandez | Designer: Dalia Tropper

© 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. You should always consult with your own advisor when dealing with any of the issues visited herein.