

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 private island escape in Tahiti to the recent sale of a famed summer compound in New York for over **\$50 million** and a record setting sale in South Africa for **R 18.7 million**.

Also in this issue, our affiliates and their sales professionals, working in regions as diverse as the Netherlands, the Alabama Gulf Coast and Virginia Beach, offer an insider's view of their regions and market conditions.

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



Redres Sotheby's International Realty | Price Upon Request | South Holland, Netherlands | Prop ID: YC3PM8

NETHERLANDS

“The Netherlands is one of the newest territories that the Sotheby's International Realty® brand covers. This country, famous for Dutch masters like Rembrandt and Van Gogh, offers some of the most precious heritage properties in the world, like the canal houses in Amsterdam and windmills in the countryside. **Redres Sotheby's International Realty** covers the entire Netherlands and has the country's key listings in their portfolio. The head office is located in Hilversum at an estate nominated to become a UNESCO world heritage site and we plan to open additional offices in Amsterdam and other key Dutch markets. The global coverage of the *Sotheby's International Realty* network accelerates our local network and, together with our existing and well-known presence in the region along with the brand's rich heritage, we look forward to the future of luxury real estate in the Netherlands.”

- Jim Reerink, chief executive officer and Jan-Willem Andriessen, chief operating officer,
Redres Sotheby's International Realty

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VIEWS FROM AROUND THE WORLD *Continued*



Kaiser Sotheby's International Realty | \$367,500 usd | Gulf Shores, Alabama | Prop ID: H668LG

ALABAMA GULF COAST, ALABAMA

“The Alabama Gulf Coast is home to 32 miles of sandy white beaches. Our coastal atmosphere is no secret to investors and families seeking rooms with a view along The Gulf of Mexico. With well over five million tourists a year, our community still maintains its core values as a family friendly destination. We are happy to share our area with a global audience through our new affiliation with the Sotheby's International Realty® brand. Our waterfront community features fresh seafood, water sports and one of the largest artificial reef systems in the world. Fishing, biking and a steady stream of musicians offer our community and visitors plenty of options for entertainment. Last year, *Better Homes & Gardens* named The Alabama Gulf Coast one of the “Top 10 Beaches to Visit with Your Family,” while *Retirement Magazine* named our beaches as one of the “Top Ten Places to Retire.”

- Mike Steward, broker/owner,
Kaiser Sotheby's International Realty

VIRGINIA BEACH, VIRGINIA

“Virginia Beach, one of the great gems of the mid-Atlantic, is a waterfront paradise rich in history and natural beauty. A coastal destination bordered by the Atlantic Ocean to the east, the Chesapeake Bay to the north and boasting more coastline than nearly any other city in the United States, this ideal environment makes Virginia Beach the perfect home for beach-goers and boaters alike. Comfortable, idyllic, and positioned just a short one-hour flight to New York and

two-hours to Miami, Virginia Beach allows its residence to have it all. Ranked #1 in *OpenTable's Top 25 Most Romantic Cities in America*, #15 in America's fittest cities by the American College of Sports Medicine, and the #4 *Best Place to own a Home in America* by Porch. Virginia Beach is a truly amazing place to call home.”

- Kris Weaver, owner,
Atlantic Sotheby's International Realty



Atlantic Sotheby's International Realty | \$1,950,000 usd | Virginia Beach, Virginia | Prop ID: XYDMX3

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LISTINGS OF DISTINCTION



Hong Kong Sotheby's International Realty | \$200,000,000 HKD | Hong Kong | Prop ID: XY7P6V

180-degree panoramic views across East Kowloon, Lei Yue Mun, Causeway Bay and Victoria Harbor are enjoyed from this residence. This stunning contemporary duplex in a skyscraper represents a refined taste and quality of living. Fashionable furniture and lighting fixtures complement the stunning floor-to-ceiling windows throughout to create a truly majestic home.

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LISTINGS OF DISTINCTION *Continued*



French Polynesia Sotheby's International Realty | \$50,000,000 usd | Tahiti, French Polynesia | Prop ID: ZGQNST

Motu Tane (which in Tahitian translates to “Man’s Island”) is well known in Bora Bora as having been **Paul-Emile Victor’s** home. Paul-Emile Victor was the famous French polar explorer and author who chose his personal paradise refuge of Motu Tane in Bora Bora to live a peaceful and secluded life. This exceptional private island is just under 47,800-square-yards with coconut groves, encircled by a white sand beach with Polynesia’s sparkling turquoise blue waters just beyond. This incredible vision is topped off with Bora Bora’s mountains, majestically etched against the backdrop, bringing to life nature’s exotic canvas.



Italy Sotheby's International Realty | 19,000,000 € eur | Tuscany, Italy | Prop ID: KLYRVD

This beautiful historic villa is located in the tranquil countryside of Lucca and used to belong to the Mansi, a very well-known family in Europe in the silk trade. The original building dates back to the second half of the 16th century and was largely transformed by architect Oddi in the first half of the 17th century. The main villa is built on four levels with a total of about 2,100 square-meters and features 11 bedrooms and nine bathrooms.

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SIGNIFICANT SALES



Sotheby's International Realty - East Hampton Brokerage | \$50,000,000 usd | Montauk, New York

Sotheby's International Realty-East Hampton Brokerage recently sold one of America's greatest and most storied summer compounds in Montauk, New York. A true East End landmark, the nearly six-acre estate was built in the early 1930s as a "fishing camp" by the Church family, of the **Arm & Hammer** baking soda fortune. Subsequent owner **Andy Warhol** made the compound famous frequently entertaining a host of luminaries including **Jackie Onassis**, **Mick Jagger**, **Elizabeth Taylor** and **John Lennon**.

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SIGNIFICANT SALES *Continued*



Turks & Caicos Sotheby's International Realty | \$22,500,000 USD | Parrot Cay, Turks and Caicos

Turks & Caicos Sotheby's International Realty closed on this premier beachfront estate in February. Known as "Oliver's Cove," this private home is perfectly positioned on nearly 800 feet of beach frontage. The main house features four bedrooms, five-and-a-half bathrooms and over 9,000 square-feet of space. Other features include an infinity pool installed directly in the sand, exposed wooded ceiling beams, Venetian plaster walls and antique French entry doors.



Lew Geffen Sotheby's International Realty | R 18 700 000 ZAR | Whale Rock Ridge, Western Cape, South Africa

Lew Geffen Sotheby's International Realty recently completed the sale of this cliff-top villa in Whale Rock Ridge. This sale is the highest price achieved in the region to date. The magnificent home showcases unobstructed panoramic sea views and features six en-suite bedrooms, exceptional finishes and spacious living and entertaining areas all within the private gate-guarded grounds.

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LIFESTYLE COMPARISON Equestrian

NEW JERSEY



Prop ID: 5FCMJM

HOPEWELL, NEW JERSEY

CALLAWAY HENDERSON SOTHEBY'S INTERNATIONAL REALTY

\$6,250,000 USD

A winding drive past a spring-fed pond, a three-bedroom guest/staff house, fully outfitted 10-stall barn and riding ring leads to this enchanting equestrian estate. Situated on 101 acres adjacent to a 1,000-acre watershed, the property offers unencumbered views across five fenced pastures, a saltwater pool and well-tended gardens. Elegance abounds in this extensively renovated home designed by William Thompson.

ENGLAND



Prop ID: QEGRKV

ENGLAND, UNITED KINGDOM

UNITED KINGDOM SOTHEBY'S INTERNATIONAL REALTY

\$6,032,778 USD **£4,270,000** GBP

Loretta Lodge is an outstanding residential and equestrian property in close proximity to Epsom Downs racecourse in the heart of Surrey. One of Epsom's most famous yards set within rolling countryside, the property comprises a detached three-bedroom house with a double garage and indoor swimming pool, a newly refurbished trainer's house with four bedrooms and additional accommodation for staff. A circular five furlong Polytrack Martin Collins all-weather gallop and a five furlong McArdle all-weather gallop, extensive equestrian facilities including stabling for 52 horses, are also included, set on over 100 acres.

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LIFESTYLE COMPARISON Ski

CALIFORNIA



Prop ID: YWN75B

OLYMPIC VALLEY, CALIFORNIA

SIERRA SOTHEBY'S INTERNATIONAL REALTY

\$15,000,000 USD

Held and safeguarded for decades by the Valley's founding family, this extraordinary property embodies all of the elements which reflect the early mountaineering spirit of life in the Sierra Nevada. Protected and thoughtfully tended by the legendary Poulsen family since the early 1940's, this is the most coveted landholding in Squaw Valley. Spectacular big mountain views surround the property in all directions.

SWITZERLAND



Prop ID: CYNK8K

GRISONS, SWITZERLAND

ST. MORITZ SOTHEBY'S INTERNATIONAL REALTY

\$13,424,227 USD **CHF 12'800'000**

This historic luxury villa is located at the edge of the forest in a prime location in Pontresina with unobstructed views of the Roseg-Valley. The quiet location, spacious rooms, elevator access to all five floors and carefully preserved original building make this property unique and timeless. All of the conveniences available in Pontresina are a short walk away.

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LIFESTYLE COMPARISON Historic

CONNECTICUT



Prop ID: Q3NVCP

GREENWICH, CONNECTICUT

SOTHEBY'S INTERNATIONAL REALTY – GREENWICH BROKERAGE

\$3,950,000 USD

Enjoy big sky sunsets across Fisher Field year round from the terrace of this Round Hill landmark, featuring beautifully restored structures set on two level acres trimmed with stone walls, gardens, and specimen trees. A handsome stone and clapboard main house has origins as a 1700s saltbox from Hadley, Massachusetts, and was moved to Connecticut in the 1950s.

BRAZIL



Prop ID: XBTYJS

SAO PAULO, BRAZIL

BOSSA NOVA SOTHEBY'S INTERNATIONAL REALTY

\$4,178,885 USD **R\$ 15.000.000** BRL

The former home of a Count, this historic residence features ample accommodations and is surrounded by greenery, with grand garden space and native centennial and fruit trees. Living here is akin to living in Europe, as the rich environment, building materials, neighborhood and the pleasant climate are reminiscent of European living.

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