



SOTHEBY'S INTERNATIONAL REALTY®

COLLECTIONS

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

As 2018 comes to a close, I am proud to say that it has been yet another landmark year for the Sotheby's International Realty® brand.

We began the year by announcing our record-breaking \$108 billion USD global sales volume in 2017 and have since expanded the *Sotheby's International Realty* brand's worldwide presence, supported the growth of our affiliate

companies, and seen more collaboration across our global network than ever. It is because of the contributions from each member of our network that our brand continues to rise above and beyond, shattering expectations.

On behalf of the *Sotheby's International Realty* brand, I want to thank you for all of your hard work, dedication and great results. Here's to your continued

success and a prosperous 2019. Enjoy this issue of *Collections*.

With best wishes for a safe and happy holiday season.



Philip White

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

WORLDWIDE GROWTH



Madrid Sotheby's International Realty | Madrid, Spain | € 1.890.000 EUR

The Sotheby's International Realty network currently boasts approximately 970 offices in 72 countries and territories worldwide.

The brand welcomed the following companies to its network recently:

- Madrid Sotheby's International Realty – Madrid, Spain
- Pines Sotheby's International Realty – Southern Pines, NC
- Tera Sotheby's International Realty – Shanghai, China

The following branch offices have opened:

- Barrett Sotheby's International Realty – Acton, MA
- Cascade Sotheby's International Realty – Lincoln City, OR

- French Polynesia Sotheby's International Realty – Moorea, French Polynesia
- Kienlen Lattmann Sotheby's International Realty – Mendham, NJ
- Lew Geffen Sotheby's International Realty – Stilbaai, Western Cape, South Africa
- List Sotheby's International Realty – Bangkok, Thailand
- Mahler Sotheby's International Realty – Milwaukee, WI
- Morrison House Sotheby's International Realty – Tacoma, WA
- New Zealand Sotheby's International Realty – Masterton, New Zealand
- ONE Sotheby's International Realty – Miami, FL
- Paris Est Sotheby's International Realty – Paris, France; Vincennes, Val de Marne, France; and Val d'Europe, Seine-et-Marne, France
- Realogics Sotheby's International Realty – Seattle, WA
- Sotheby's International Realty Canada – Montreal, Quebec, Canada
- Summit Sotheby's International Realty – Draper, UT & Herber City, UT
- The Steele Group Sotheby's International Realty – Richmond, VA
- Today Sotheby's International Realty – Redwood City, CA
- Zurich Sotheby's International Realty – Zurich, Zurich, Switzerland

POWER OF THE BRAND



Damianos Sotheby's International Realty

Damianos Sotheby's International Realty hosted the Ninja Selling | Bahamas Conference 2018 at the Grand Hyatt Baha Mar in Nassau, Bahamas. It was attended by members of the firm as well as six members of **Cayman Island Sotheby's International Realty**. The program was taught by Katie Williams, COO of **LIV Sotheby's International Realty** and Certified Ninja Trainer; Ryan Secrist, managing partner and principal at **Venture Sotheby's International Realty** also spoke at the event. To see upcoming Ninja Installations, [click here](#).

Taiwan Sotheby's International Realty hosted its inaugural Worldwide Property Summit in Taipei City to showcase a variety of high-end properties available from international cities around the world. The two-day event additionally included various breakout presentations and whiskey tastings. Affiliates participating in the event included **Briggs Freeman Sotheby's International Realty**, **Italy Sotheby's International Realty**, **New Zealand Sotheby's International Realty**, **Queensland Sotheby's International Realty**, **Sotheby's International Realty Inc.**, **Sydney Sotheby's International Realty**, **Today Sotheby's International Realty**, **TTR Sotheby's International Realty**, **United Kingdom Sotheby's International Realty**, and the Hawaii, Hong Kong, Japan, Singapore and Philippines offices of **List Sotheby's International Realty**. The event coincided with the opening of the firm's second office in Taipei City.



Taiwan Sotheby's International Realty

POWER OF THE BRAND

The **Sotheby's International Realty Affiliates LLC** senior leadership team have penned insightful, thought-provoking pieces to share their expertise with the world. Read the full articles by clicking below:



Philip White, president and chief executive officer, on global branding for [Business.com](#)

Philip White on competitive advantage for [Chief Executive](#)



Kevin Thompson, chief marketing officer, on bringing iconic luxury brands into the digital age for [CMO.com](#)



Julie Leonhardt LaTorre, chief operating officer, on retention for [Entrepreneur](#)

Julie Leonhardt LaTorre on the power of yes for [Thrive Global](#)

India Sotheby's International Realty hosted a golf weekend at the Laxmi Vilas Palace in Vadodara with the Maharaja of Baroda, Samarjit Singh Gaekwad. In addition to golfing on the nine-hole course on palace grounds, the two-day affair included a visit to the Maharaja Sayajirao Gaekwad University, a private tour of painter Raja Ravi Varma's gallery, and a tour of the Laxmi Vilas Palace, The Palace Museum & Grounds spread over 500 acres.

[Amit Goyal](#), CEO of India Sotheby's International Realty noted,

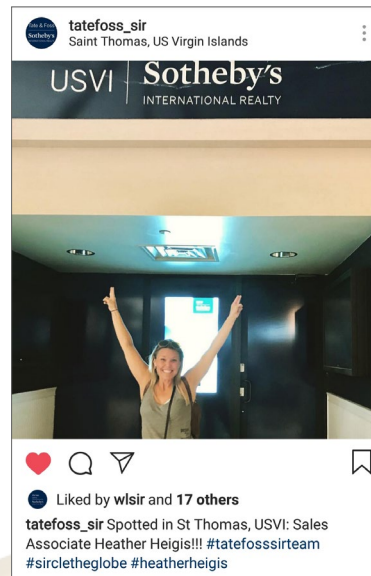
"We are honored to be a part of the Golf Weekend in Baroda. This has been one of the most prestigious associations of India Sotheby's International Realty in Gujarat and we feel privileged that the Maharaja welcomed our team to the palace and bestowed us with his hospitality."



India Sotheby's International Realty

POWER OF THE BRAND

The **Sotheby's International Realty** brand launched the **#SIRcleTheGlobe** hashtag as a means of showcasing our true global presence and collaborative spirit. Here are some Instagram highlights from the past year:



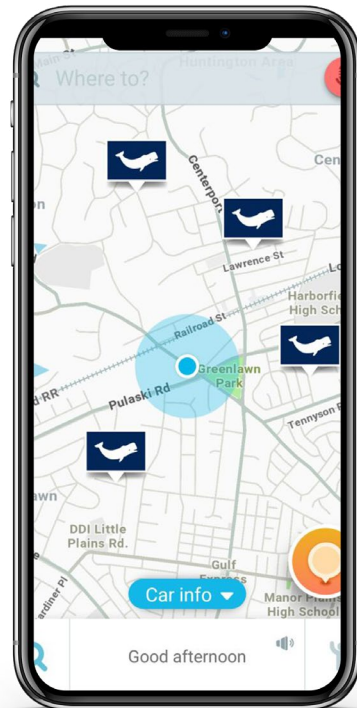
#SIRcleTheGlobe

To learn more about Sotheby's International Realty brand hashtags, [click here](#).

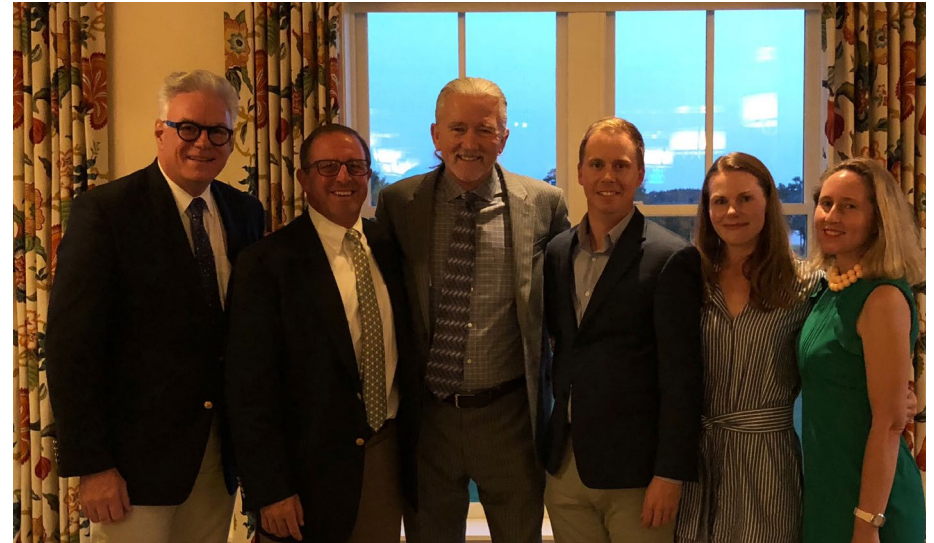
IDEAS FROM AROUND THE NETWORK



Morrison House Sotheby's International Realty adapted the *Sotheby's International Realty* brand's monthly ***"Making Headlines"*** **social media GIF** to share recent press achieved by one of the firm's significant listings. To see the Morrison House Sotheby's International Realty Instagram post, [click here](#). To learn more about the property, [click here](#).

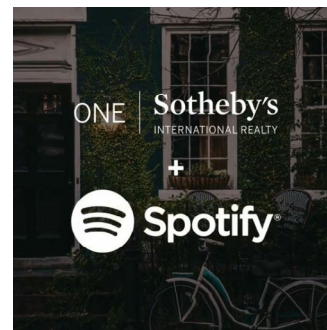


Daniel Gale Sotheby's International Realty hosted a company-wide Open House Weekend using traffic and GPS navigation app Waze to promote the locations of participating properties. Waze users were notified of nearby Daniel Gale Sotheby's International Realty open houses through the use of a whale pin that appeared on the map; interested parties were able to click on the pin to be directed to the property.



Legacy Properties Sotheby's International Realty

Legacy Properties Sotheby's International Realty hosted a cocktail party and panel discussion called "The Art of Collecting," presented by **Sotheby's** Senior Specialists of American Art Liz Sterling and Peter Kloman. Actor, art collector, and Sotheby's client Patrick Duffy was a special guest of the event which showcased some of his pieces that were to be offered at the Sotheby's American Art Sale in October. The event took place at the Portland Country Club in Falmouth, Maine and was attended by approximately 125 guests.



ONE Sotheby's International Realty used music-streaming service Spotify to create a curated playlist for open houses. To listen to the playlist, [click here](#).

SIGNIFICANT SALES



Ken Grodberg, Telluride Sotheby's International Realty



Ken Grodberg, Telluride Sotheby's International Realty



Rick Fusting and Lars Carlson, Telluride Sotheby's International Realty

Telluride Sotheby's International Realty recently completed three separate significant sales. [Ken Grodberg](#) represented the buyer in the highest-priced condo sale in Telluride, Colorado year-to-date. A penthouse unit in a complete remodel of a storied building in Telluride's historic district, the property closed for **\$7,850,000 USD**.

Grodberg also represented the buyer in the sale of a 28-acre mountain compound for **\$7,437,500 USD**. The property comprises a seven-bedroom main residence, two guest cottages, caretaker's residence, horse barn, and paddle tennis court. The estate also comes with a deeded parking space with storage in Mountain Village for convenient access to skiing at the world-class Telluride Ski Resort.

The firm represented both sides in the sale of a commercial building that includes plans to complete a 6,705-square-foot residential penthouse above the commercial space. Sold for **\$7,440,000 USD**, the building is located in downtown Telluride and boasts views of the surrounding mountains and cityscape. [Rick Fusting](#) was the listing agent while [Lars Carlson](#) represented the buyer.

SIGNIFICANT SALES



List Sotheby's International Realty

Rowena Chan of **List Sotheby's International Realty** in Singapore represented the buyer in the sale of a single-story bungalow in Sentosa Cove on the island of Sentosa. Sentosa Cove is the only location in all of Singapore where foreigners are allowed to purchase property. With views of the Southern Seas, the home sold for **\$33,800,000 SGD**, the highest-priced sale of a bungalow in the area since 2013. News of the sale was featured in ***The Business Times***.



Gustave White Sotheby's International Realty

Kate Kirby Greenman of **Gustave White Sotheby's International Realty** recently completed the sale of the iconic Bird House Estate in Newport, Rhode Island for **\$9,000,000 USD**. Custom-built in 2012, the 10,000-square-foot home belonged to Dorrance Hill Hamilton, an heiress to the Campbell Soup fortune. The home sold to American television personality Judge Judy – Judge Judy was looking for a coastal property and knew that the *Sotheby's International Realty* brand would have just what she was looking for. After perusing sothebysrealty.com, she and her husband visited Newport on a Saturday to tour four properties, made an offer on their favorite, and had the house under contract by Monday. The sale closed nine days later and received widespread media coverage.

SIGNIFICANT SALES



Barbados Sotheby's International Realty

Michelle Gay of **Barbados Sotheby's International Realty** completed one of the highest-priced sales in the history of the firm. Nestled upon 12,000 square-feet of beachfront land, the contemporary-style property features five bedrooms, tropical gardens, and an infinity-edge pool. The sale closed for **\$17,000,000 BDS**.



Carvill Sotheby's International Realty

Carvill Sotheby's International Realty represented the buyer in the sale of a **\$15,000,000 USD** estate in Oahu, Hawaii. The buyer was looking for a property in Hawaii and was referred from **Today Sotheby's International Realty** in California. After becoming interested in a particular property on the island of Maui, Carvill then referred the buyer to **Island Sotheby's International Realty**. The property was in escrow for over a year during which time the buyer decided a home in Oahu was a better fit and was referred back to Carvill Sotheby's International Realty.

SIGNIFICANT SALES



Lew Geffen Sotheby's International Realty

Wayne Brownhill of **Lew Geffen Sotheby's International Realty** represented both sides in the sale of a **R35 000 000 ZAR** ultra-modern estate in Morningside, Sandton, South Africa. The six-bedroom home features oversized glass doors and windows, elevator, home cinema, cigar lounge and wine room, 12-car basement, and a heated outdoor lap pool. There is additionally a three-bedroom guest house on the property. The sale set a record price for the area.



Steamboat Sotheby's International Realty

Ren Martyn of **Steamboat Sotheby's International Realty** represented the sellers in the sale of Knorr Lakeside Ranch at Green Mountain Reservoir in Silverthorne, Colorado; it sold for **\$7,000,000 USD**. The property borders the Arapahoe National Forest and comprises 1,125 acres with significant water rights. The sale was completed through a joint effort between private individuals, the Summit County Open Space Trust Advisory Council, the Colorado Cattleman's Land Trust, and the Gates Foundation. The deeded acreage and water rights, which have been in place since approximately 1896, will forever be held in conservation and no development rights were retained. The sale and circumstances were so significant that the Summit County Board of Commissioners held an appreciation event to celebrate the conservation of the land.

SIGNIFICANT SALES



ONE Sotheby's International Realty

Allan Kleer and Fabian Garcia-Diaz of **ONE Sotheby's International Realty** completed a record-breaking sale on San Marco Island in Miami, Florida. The property sold for **\$11,700,000 USD**, the highest-ever price for a residence on the island. A modern Bayfront home, the property was completed in 2015 and boasts stunning views of the city skyline. Roy and Rachel Benmeir of ONE Sotheby's International Realty represented the buyer, Jean Pierre Cohen, editor-in-chief of *Résidences Immobilier*, a French luxury real estate magazine. The listing was a referral from Dennis Gallo and Jim Cosel of **Sotheby's International Realty – Palm Beach Brokerage**.



Peninsula Sotheby's International Realty

Rob Curtain of **Peninsula Sotheby's International Realty** completed a record-breaking **\$16,000,000 AUD** sale in Red Hill South, Victoria, Australia. The property comprises a five-bedroom main residence, equestrian facilities including a full-sized arena and three customs tables, a self-contained loft apartment, and a six-car garage. It is set on 16 acres and features breathtaking views of the surrounding water and rural landscapes. The previous record price for the area was \$6,000,000 AUD.

AWARDS & RECOGNITION



List Sotheby's International Realty in Hong Kong has been awarded the Gold in the Interior Design – Corporate & Commercial category of the Hong Kong Design Awards. The firm also recently celebrated its one-year anniversary with the *Sotheby's International Realty* brand; they shared [*this post on Instagram*](#) to commemorate the occasion.



ONE Sotheby's International Realty

Mayi de la Vega, CEO of **ONE Sotheby's International Realty**, shares her story and successes with *Time*. [Click here](#) to read the full article.

Congratulations to the following *Sotheby's International Realty* affiliates who celebrated their 10th Anniversary with the brand in 2018!

- Chris Clemans Sotheby's International Realty
- Crested Butte Sotheby's International Realty
- Exclusive Properties Sotheby's International Realty
- Goldcoast Sotheby's International Realty
- Highlands Sotheby's International Realty
- Island Group Sotheby's International Realty
- Lakes Sotheby's International Realty
- McClellan Sotheby's International Realty
- Morrison House Sotheby's International Realty
- Ocean Atlantic Sotheby's International Realty
- ONE Sotheby's International Realty
- Premier Sotheby's International Realty
- Summit Sotheby's International Realty
- Synergy Sotheby's International Realty
- The Bears Club Sotheby's International Realty



Kevin Thompson, chief marketing officer of **Sotheby's International Realty Affiliates LLC**, has been named on the inaugural Forbes CMO Next list, an unprecedented and definitive list of 50 CMOs who are redefining the CMO role and who embody all that the role is becoming, can be and will be in the future. To learn more and see the full list, [click here](#).



REAL TRENDS

REAL Trends announced its 2018 Website Rankings, recognizing the best residential real estate web pages across the United States. *Sotheby's International Realty* affiliate companies ranking on the list include:

BEST OVERALL

William Pitt Sotheby's International Realty / Julia B. Fee Sotheby's International Realty (1)

Today Sotheby's International Realty (15)

Aspen Snowmass Sotheby's International Realty (25)

BEST COMMUNITY

William Pitt Sotheby's International Realty / Julia B. Fee Sotheby's International Realty (1)

Briggs Freeman Sotheby's International Realty (10)

BEST DESIGN

William Pitt Sotheby's International Realty / Julia B. Fee Sotheby's International Realty (7)

BEST MOBILE

William Pitt Sotheby's International Realty / Julia B. Fee Sotheby's International Realty (7)

Aspen Snowmass Sotheby's International Realty (10)

BEST PROPERTY DETAIL

William Pitt Sotheby's International Realty / Julia B. Fee Sotheby's International Realty (2)

BEST VIDEO

William Pitt Sotheby's International Realty / Julia B. Fee Sotheby's International Realty (4)

Today Sotheby's International Realty (5)

Briggs Freeman Sotheby's International Realty (10)

For the complete 2018 REAL Trends Website Rankings, [click here](#).



Who's Who in Luxury Real Estate announced its 2018 LRE® Award Recipients. *Sotheby's International Realty* affiliate companies recognized include:

BEST OVERALL MARKETING PACKAGE

Summit Sotheby's International Realty

BEST VIDEO MARKETING

LIV Sotheby's International Realty

GLOBAL AFFILIATE OF THE YEAR

Italy Sotheby's International Realty

For the complete list of 2018 LRE® Award Recipients, [click here](#).

AWARDS & RECOGNITION



INTERNATIONAL PROPERTY AWARDS

The 2018 International Property Awards were recently announced. Winners from the *Sotheby's International Realty* network include:

BEST REAL ESTATE AGENCY ST. VINCENT & THE GRENADINES

St. Vincent & The Grenadines Sotheby's International Realty

BEST REAL ESTATE AGENCY WEBSITE COLORADO, USA

Steamboat Sotheby's International Realty

AWARD WINNER, REAL ESTATE AGENCY DOMINICAN REPUBLIC

Sergio Llach Sotheby's International Realty

AWARD WINNER, REAL ESTATE AGENCY WEBSITE ST VINCENT & THE GRENADINES

St. Vincent & The Grenadines Sotheby's International Realty

For the complete list of the 2018 International Property Awards winners, [click here](#).

COMMUNITY OUTREACH



Ellis Sotheby's International Realty

Ellis Sotheby's International Realty hosted The Golden Age of Hollywood Gala to benefit the Edward Hopper House Museum & Study Center. The event was held at the firm's current listing, the historic Pretty Penny estate in Nyack, New York and included a cocktail reception and silent auction. The gala raised nearly \$33,000 USD and continues to support arts education, that provides an experience to over 1,500 Hudson Valley public school students. To learn more about the Pretty Penny estate, [click here](#). To learn more about the Edward Hopper House, [click here](#).



Amanda Howard Sotheby's International Realty

Amanda Howard Sotheby's International Realty accepted a challenge for a flash fundraising event for Kids to Love, a foundation formed to support foster children in Alabama and Tennessee through adoption outreach, educational support, financial assistance, and more. Amanda Howard, the firm's CEO, joined other community leaders in "going over the edge" to rappel 160 feet down a building, raising almost \$80,000 USD for the organization. As an extra fundraising incentive, Howard promised to rappel dressed as a super hero if her firm met their fundraising goal. To learn more about Kids to Love, [click here](#).

NEW TO THE NETWORK



Madrid Sotheby's International Realty

Madrid Sotheby's International Realty in Spain celebrated its grand opening with a cocktail reception at local restaurant Tatel. The firm is owned by Paul and Susie Kempe, who also own **Mallorca Sotheby's International Realty**, **Menorca Sotheby's International Realty**, and **Ibiza Sotheby's International Realty**. Juan Luis Sáez, a Madrid native formerly with **ONE Sotheby's International Realty** in Miami, Florida, serves as director of Madrid Sotheby's International Realty.

Gibson Sotheby's International Realty in Boston, Massachusetts has merged with **oldCape Sotheby's International Realty** in Cape Cod. The joint entity, which operates as Gibson Sotheby's International Realty, comprises over 300 agents across 17 offices. News of the acquisition was covered in [**Boston Business Journal**](#).

ONE Sotheby's International Realty in Miami, Florida has merged with **Nestler Poletto Sotheby's International Realty** in Boca Raton. The joint entity operates as ONE Sotheby's International Realty and has more than 900 agents across 17 offices in South Florida. News of the acquisition broke on [**The Real Deal**](#).



Tera Sotheby's International Realty

Tera Sotheby's International Realty in Shanghai, China celebrated its grand opening with a ribbon-cutting ceremony followed by a press conference with local media. The firm is owned and operated by Ted Fang.

List Sotheby's International Realty has expanded into Thailand, opening an office in the capital city of Bangkok. The firm also has offices in Hawaii, Hong Kong, Japan, the Philippines, and Singapore.



FEATURED NEW DEVELOPMENT



Sri Lanka Sotheby's International Realty | Colombo, Western Province, Sri Lanka

SAPPHIRE RESIDENCES | COLOMBO, WESTERN PROVINCE, SRI LANKA

Sri Lanka Sotheby's International Realty is the exclusive sales and marketing team for Sapphire Residences in Colombo, Western Province, Sri Lanka. The building comprises 132 contemporary residences and features panoramic views of the Indian Ocean on one side and Beira Lake on the other. Available units range in price from approximately **\$1,100,000 USD** to over **\$5,600,000 USD**. [Click here](#) for more information.



LISTINGS OF DISTINCTION



Gates Estates Sotheby's International Realty | St. Helena, California | \$11.7 million usd

EUROPEAN-INSPIRED VINEYARD | ST. HELENA, CALIFORNIA

[Cyndi Gates](#) of **Gates Estates Sotheby's International Realty** has listed a five-acre vineyard estate for **\$11,700,000 usd** in St. Helena, California. Spanning over 6,300 square-feet, the European-inspired residence features four bedrooms, chef's kitchen, loggia, fire pit, bocce and sports court, and custom swimming pool. With nearly 4,000 Likes, this is the most engaging property the brand has ever posted to its Instagram page. See it on Instagram [here](#). [Click here](#) for more information.

LISTINGS OF DISTINCTION



Island Sotheby's International Realty | Kula, Hawaii | \$9.8 million USD

RARE ETTORE SOTTASS-DESIGNED RESIDENCE | KULA, HAWAII

Becky Hanna of **Island Sotheby's International Realty** has listed a one-of-a-kind estate in Kula, Hawaii for **\$9,800,000 USD**. The home is one of only seven residences designed by iconic architect Ettore Sottsass; it was custom-commissioned by the current owners and is on the market for the first time ever. Sottsass also custom-designed many of the furnishings and objects for the house, which will be available under a separate sale. The property received wide-spread media coverage including features in ***Bloomberg BusinessWeek***, ***Dwell***, and ***Galerie***. [Click here](#) for more information.



Russ Lyon Sotheby's International Realty | Jerome, Arizona | \$6.2 million USD

LITTLE DAISY | JEROME, ARIZONA

Donna Chesler of **Russ Lyon Sotheby's International Realty** has listed Little Daisy, a nearly 100-year-old property in Jerome, Arizona, for **\$6,200,000 USD**. This is the first time ever the property is being offered for sale as a complete private residence. The property was originally built by Rawhide Jimmy Douglas, owner of the Little Daisy Mine, to serve as a hotel for his guests and miners; it had 40 rooms and was first opened on January 1, 1919. In 1969 the status of the property changed from a hotel to residential when it was purchased from the mining company by inventor William Earl Bell. The current owners purchased the home in 1995 and embarked upon a nine-year renovation – today, the property features eight bedrooms across 12,000 square-feet of living space. News of the listing broke on ***Bloomberg Pursuits***; in the first 24-hours after the feature ran, the property's Matterport Virtual Tour had received over 16,000 views. [Click here](#) for more information.

LISTINGS OF DISTINCTION



Ibiza Sotheby's International Realty | Formentera, Balearic Islands, Spain | €7,900,000 EUR

RETREAT ON THE MEDITERRANEAN SEA | FORMENTERA, BALEARIC ISLANDS, SPAIN

[Barbara Caprara](#) of **Ibiza Sotheby's International Realty** has listed a private estate in the Balearic Islands of Spain for **€7,900,000 EUR**. The home was designed by the well-known, iconic interior and furniture designer Philippe Starck and has been his personal residence for many years. Nestled upon a clifftop, the property includes a main house, a guest house with two fully-equipped studios, and a swimming pool with an ocean view. [Click here](#) for more information.



Briggs Freeman Sotheby's International Realty | Westlake, Texas | \$3.25 million USD

FRENCH MODERNE | WESTLAKE, TEXAS

[Chad Schulin](#) of **Briggs Freeman Sotheby's International Realty** has listed a French Moderne-style estate in Westlake, Texas for **\$3,250,000 USD**. The five-bedroom home spans over 7,300 square-feet and boasts limestone floors, large custom windows, 500-bottle wine cellar, and Swarovski finials. The property also has a separate guest casita, manicured landscaping, and pool cabana. The home was profiled on [Forbes.com](#). [Click here](#) for more information.

LISTINGS OF DISTINCTION



Jackson Hole Sotheby's International Realty | Teton Village, Wyoming | \$10.75 million usd

RUSTIC RETREAT | TETON VILLAGE, WYOMING

[Robert DesLauriers](#) of **Jackson Hole Sotheby's International Realty** has listed a rustic retreat in Teton Village, Wyoming for **\$10,750,000 usd**. The home is constructed of reclaimed materials and stonework and seamlessly blends elements of nature into a home full of modern luxuries. It is a six-bedroom residence spanning 6,673 square-feet. Nestled upon 1.25 acres, the home boasts panoramic views of Jackson Hole Mountain Resort and Sleeping Indian Mountain. [Click here](#) for more information.



Frank Hardy Sotheby's International Realty | Coveseville, Virginia | \$9.5 million usd

HIGHLAND ORCHARD | COVESVILLE, VIRGINIA

[Murdoch Matheson](#) of **Frank Hardy Sotheby's International Realty** has listed a 915-acre farm in Coveseville, Virginia for **\$9,500,000 usd**. The property comprises a brick main residence, guest cottage originally built in 1937 and since completely restored, a 1,900-square-foot caretakers cottage, three-bedroom ranch-style tenant house, and barns suitable for horses or commercial livestock. The property is set among the headwaters of the Hardware River. [Click here](#) for more information.

LISTINGS OF DISTINCTION



Signature Sotheby's International Realty | Oxford, Michigan | \$3,999,999 usd

PRIVATE AIRPORT | OXFORD, MICHIGAN

[Dan Gutfreund](#) and [Michelle Yurich](#) of **Signature Sotheby's International Realty** have listed a Williamsburg Colonial in Oxford, Michigan for **\$3,999,999 usd**. The property spans 154 acres and features a four-bedroom main house, a carriage house, and hangar bays. It is also home to the last private airport in the county and has two lawn-quality grass landing strips. [Click here](#) for more information.



Kristina Szekely Sotheby's International Realty | Estepona, Costa del Sol, Spain | Price Upon Request

BEACHFRONT VILLA | ESTEPONA, COSTA DEL SOL, SPAIN

Kristina Szekely Sotheby's International Realty has listed a contemporary beachfront property on the New Golden Mile. The villa features 14 bedrooms, 12 of which are en-suite, indoor and outdoor dining areas, two swimming pools, staff quarters, and panoramic sea views throughout. Price is available upon request. [Click here](#) for more information.

LISTINGS OF DISTINCTION



Chile Sotheby's International Realty | Coquimbo, Chile | \$1,010,810,770 CLP

PRITZKER PRIZE-WINNER DESIGNED | COQUIMBO, CHILE

Yolanda Tejeda of **Chile Sotheby's International Realty** has listed an architectural marvel for **\$1,010,810,770 CLP**. The home was designed by Chilean architect and Pritzker Prize-winner Alejandro Aravena and features simple lines and three volumes of concrete, placed one on top of the other. Inside, the home boasts large windows and sliding walls that allow for open loft living, or for privacy. Blending in to its natural surroundings, it is set on over an acre of land and has four bedrooms across 2,690 square-feet. [Click here](#) for more information.



Prominent Properties Sotheby's International Realty | Califon, New Jersey | \$875,000 USD

SHIPPING CONTAINER HOME | CALIFON, NEW JERSEY

Caroline Gosselin of **Prominent Properties Sotheby's International Realty** has listed a modern and innovative residence constructed from shipping containers for **\$875,000 USD**. Located in Califon, New Jersey, the home was designed by architect Adam Kalkin, who is best known for his work with shipping containers. The home comprises several steel shipping containers welded together with steel beams to create two separate, yet connected, two-story wings that offer an open floor plan and flexible design. The home is nestled on 3.3 acres and has four bedrooms across 4,000 square-feet of living space. The home was featured on *Architectural Digest*. [Click here](#) for more information.

AUCTION HIGHLIGHTS

Sotheby's
EST. 1744



A glass compote of peaches, jasmine flowers, quinces and a grasshopper, Fede Galizia

Estimate: 2,000,000 - 3,000,000 usd

Royal & Noble

17 January | London

RM Sotheby's: Arizona

17 – 18 January | Phoenix

Old Master Drawings

30 January | New York

Masters Paintings & Sculpture Day Sale

31 January | New York

19th Century European Art

01 February | New York

RM Auctions: Paris

06 February | Paris

RM Sotheby's: Amelia Island

09 March | Amelia Island

RM Auctions: Fort Lauderdale

29 – 30 March | Fort Lauderdale

SALES ASSOCIATE SPOTLIGHT

[YOLANDA TEJEDA](#) | CHILE SOTHEBY'S INTERNATIONAL REALTY



Yolanda Tejeda

1. What is one thing about the market you serve that you would like the rest of the world to know?

Chile is a very stable country, ideal for foreign investment. The one thing about the Chilean real estate market I would like the world to know is the diversity of opportunities available. From the lavish Patagonia, the lake region, breathtaking oceanfront properties, beautiful wine country,

wonderful skiing, to the more arid northern desert, and the very cosmopolitan capital city of Santiago; we have it all!

2. What is your proudest real estate accomplishment to date?

My proudest real estate accomplishment to date is actually being one of the founding members of the *Sotheby's International Realty*

office in Chile. We believed that the power of the brand would elevate Chile's presence in the international real estate market and we have been proven correct. Within the first year of opening, I had closed on two properties: one in Patagonia for \$11 million USD with a US buyer and another in Santiago for \$5 million USD with a South African seller. In both cases, the trust placed in us by the clients was largely due to the [*Sotheby's International Realty*] brand.

3. What does the *Sotheby's International Realty* brand mean to you?

To me, the *Sotheby's International Realty* brand means so many things, but I would say above all, commitment to excellence. I take great pride in representing the brand, protecting its heritage, being a part of a truly global team, and enthralling our clients with the unique experience only we offer.

4. What real estate advice would you give to your younger self?

Always put your client's best interests first. Long-term loyalty and fidelity of a client is a gift that will keep giving. Sometimes this means

sacrificing a short-term gain for a longer-term investment. It pays off every time! Thus, my advice is not only to keep up with the trend, we should stay ahead and move fast to cater to our clients' needs.

5. What is the one *Sotheby's International Realty* brand tool you can't live without?

Personally, I can't live without Access! I am constantly using all of the resources: Dash, ListTrac, Referral Network, marketing materials, and the community chats. Rezora has been extremely important in creating a consolidated database for our office and keeping Chile Sotheby's International Realty at top of mind with our clients on a weekly basis. LOVE nomination has allowed us to have numerous marketing opportunities in platforms such as NYT, FT, Elle Decor, and DWELL. And editorial content opportunities have produced buyers on several occasions.

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