



## CHRISTIE'S GREAT ESTATES

**W**e are proud to offer you the services of the worldwide network of **Christie's Great Estates**. Being an exclusive affiliate of **Christie's Great Estates** means our firm is among the leading real estate firms with a proven record of success in handling distinctive properties.

The **Christie's Great Estates** selection process includes meeting stringent standards, followed by review and approval by the Christie's Great Estates Advisory Board. **Christie's Great Estates'** standards demand that eligible brokers dominate the high-end market in their areas, have long-standing records of business professionalism, and solid reputations for conscientious client service. Admittance to the **Christie's Great Estates** network means our firm has earned a reputation for meticulous service to clients buying and selling important properties. We are gratified that **Christie's Great Estates** recognizes our firm as one that distinguishes itself from others in the market.

## INTRODUCTION TO CHRISTIE'S AND CHRISTIE'S GREAT ESTATES

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**C**hristie's, the world's oldest fine art auction house, was established in London in 1766 by James Christie, whose friends included some of the leading artists of the time.

Today it conducts some of the most important auctions in the world. **Christie's** holds many world auction records including the most expensive work of art ever sold: Vincent Van Gogh's *Portrait of Dr. Gachet*, which brought \$82.5 million in New York in May of 1990.

Over two centuries, **Christie's** has grown into an international network of 119 offices in 42 countries. Each year **Christie's** holds hundreds of auctions covering more than 80 categories including silver, jewelry, photographs, wine, furniture, ceramics, stamps, comic books and memorabilia, and of course, fine paintings and sculpture.

**Christie's Great Estates**, a wholly owned subsidiary of **Christie's International plc**, was formed in June 1995 following the acquisition of Great Estates, Inc., founded in 1987. **Christie's** clients—those who buy and sell works of art, furniture and antiques—often requested real estate services. After careful and thorough investigation, **Christie's** chose to acquire the operation of Great Estates to fulfill client demand.

**Christie's Great Estates** is the largest international network of independent real estate brokers specializing in the sale of important properties. The network is comprised of more than 120 real estate firms with more than 400 offices, and approximately 12,000 sales associates. The combined sales volume of all affiliate real estate companies is approximately \$35 billion in annual sales. Each real estate firm is selected for affiliation through a careful screening process which includes meeting stringent professional standards and proven records of success in handling distinctive properties.

**Christie's Great Estates** affiliate brokers and the worldwide **Christie's** staff constitute an invaluable referral network. The global **Christie's** network generates quality referrals of potential buyers and sellers of real estate as well as buyers and sellers of arts and antiques through an organized system. Hundreds of referrals and leads are generated through the worldwide network each year. Leads are sent to affiliate brokers daily.

# REACHING THE AFFLUENT MARKET WITH BROCHURES

Your home will stand out with **Christie's Great Estates** exclusive full-color brochures. High quality four-color property brochures will be prepared and distributed to a selective audience of influential homebuyers, investors, and other prime prospects for luxury properties.

Your home will be featured in conveniently located brochure display racks in more than 500 **Christie's Great Estates** offices, **Christie's** salerooms, and regional offices throughout the world. We will also create a custom direct-mail campaign to a specially selected list of potential homebuyers upon request.

## UNITED STATES

**Alabama**  
Montgomery

**Arizona**

Scottsdale  
Tucson  
**California**  
Berkeley  
Beverly Hills  
Carmel  
Coto de Caza  
Danville

Hermosa Beach  
Laguna Niguel  
Los Altos  
Los Angeles  
Los Gatos  
Menlo Park  
Mill Valley  
Monarch Beach  
Montecito  
Newport Beach  
Orange  
Orinda  
Pacific Grove  
Palm Desert  
Palo Alto  
Palos Verdes  
Pasadena  
St. Helena  
San Francisco  
San Marino  
San Mateo  
Santa Barbara  
Santa Ynez  
Saratoga  
South Lake Tahoe  
Tahoe City  
Torrance  
Tustin  
Walnut Creek  
Woodside  
**Colorado**  
Aspen  
Denver  
Engelwood  
Steamboat Springs  
Telluride  
Westcliffe  
**Connecticut**  
Avon  
Darien  
Essex  
Glastonbury  
Goshen  
Greenwich  
Monroe  
Old Lyme  
Oxford  
Ridgefield  
Simsbury  
Stamford  
Stratford  
Trumbull  
West Hartford  
Westport  
Wethersfield  
**Delaware**  
Greenville  
Hockessin  
Wilmington  
**District of Columbia**  
Washington

**Florida**

Boca Raton  
Coral Gables  
Delray Beach  
Hobe Sound  
Islamorada  
Jacksonville  
Jupiter  
Marathon  
Miami Beach  
Ocala  
Orlando  
Palm Beach  
Palm Beach Gardens  
St. Petersburg  
Sarasota  
Singer Island  
Stuart  
Vero Beach  
Windermere  
**Georgia**  
Alpharetta  
Atlanta  
Buckhead  
Duluth  
Dunwoody  
Kennesaw  
Lilburn  
Marietta  
Richmond  
Roswell  
Sandy Springs  
Savannah  
**Hawaii**  
Honolulu  
**Idaho**  
Driggs  
Sun Valley  
**Illinois**  
Barrington  
Chicago  
Evanston  
Flossmoor  
Geneva  
Glenview  
Highland Park  
Hinsdale  
Lake Forest  
Palatine  
Winnetka  
**Louisiana**  
Baton Rouge  
New Orleans  
**Maine**  
Camden  
Northeast Harbor  
Portland  
**Maryland**  
Annapolis  
Baltimore  
Bethesda  
Easton  
Gaithersburg  
Potomac  
**Massachusetts**  
Boston  
Brookline  
Chatham  
Harwichport  
Martha's Vineyard  
Nantucket  
Orleans  
Osterville

**Michigan**

Birmingham  
Grosse Pointe

**Minnesota**

Minneapolis  
Wayzata  
**Mississippi**  
Bay St. Louis  
**Missouri**  
Springfield  
St. Louis  
**Montana**  
Big Sky  
**Nevada**  
Incline Village  
Las Vegas  
Reno  
Staterline  
**New Hampshire**  
Concord  
**New Jersey**  
Cresskill  
Englewood Cliffs  
Madison  
Middletown  
New Vernon  
Princeton  
Rumson  
Saddle River  
Tenafly  
**New Mexico**  
Albuquerque  
Santa Fe  
**New York**  
Amagansett  
Bridgehampton  
Clinton Corners  
Cold Spring  
Commack  
Dix Hills  
East Hampton  
East Northport  
Huntington  
Larchmont  
Locust Valley  
New York City  
Northport  
Rye  
Sag Harbor  
Scarsdale  
Setauket  
Shelter Island Heights  
Smithtown  
Southampton  
Staatsburg  
Syosset  
Tappan  
**North Carolina**  
Cary  
Charlotte  
Columbus  
Greensboro  
Highlands  
Raleigh  
Wilmington  
Winston-Salem  
**Ohio**  
Cincinnati  
Columbus  
West Chester  
**Oklahoma**  
Oklahoma City  
Tulsa

**Pennsylvania**

Bryn Mawr  
Bucks County  
Chadds Ford  
Doylestown  
Drums  
Kingston  
Mountaintop  
New Hope  
Philadelphia  
Shaverton  
Unionville  
**Rhode Island**  
Narragansett  
Newport  
**South Carolina**  
Beaufort  
Charleston  
Hilton Head  
Kiawah Island  
Sheldon  
**Tennessee**  
Nashville  
**Texas**  
Austin  
Dallas  
Fort Worth  
Houston  
San Antonio  
**Utah**  
Park City  
**Vermont**  
Burlington  
Woodstock  
**Virginia**  
Alexandria  
Arlington  
Charlottesville  
Irvington  
McLean  
Middleburg  
Richmond  
**Washington**  
Bainbridge Island  
Bellevue  
Gig Harbor  
Issaquah  
Kirkland  
Mercer Island  
Redmond  
Seattle  
Spokane  
**Wyoming**  
Jackson

**UNITED KINGDOM**

**England and Wales**

Cheltenham  
Cheshire  
Cornwall  
Cumbria  
Derbyshire  
Devon  
Dorset  
Essex  
Hampshire  
Harrogate  
Kent  
London  
Northumberland  
Norwich  
North Yorkshire  
Peterborough  
Somerset  
West Sussex

Wiltshire  
York

**Channel Islands**  
Jersey  
**Isle of Man**  
Ramsey  
**Northern Ireland**  
Templepatrick  
**Republic of Ireland**  
Belfast  
Dublin  
Glin  
**Scotland**  
Dumfrieshire  
Edinburgh  
Glasgow  
Perth  
Rosshire

**WORLDWIDE**

**Argentina**  
Buenos Aires  
**Australia**  
Adelaide  
Brisbane  
Melbourne  
New South Wales  
Perth  
Sydney  
**Austria**  
Vienna  
**Bahamas**  
Nassau  
**Belgium**  
Brussels  
**Bermuda**  
Hamilton  
**Brazil**  
Sao Paulo  
Rio de Janeiro  
**Canada**  
Halifax  
Montreal  
Toronto  
Vancouver  
**Chile**  
Santiago  
**People's Republic of China**  
Beijing  
Shanghai  
**Czech Republic**  
Prague  
**Denmark**  
Copenhagen  
**Finland**  
Helsinki  
**France**  
Aix-en-Provence  
Bordeaux  
Boulogne  
Cannes  
Centre et Val de Loire  
La Colle/Loup  
Lyon  
Neuilly  
Paris  
Saint-Jean-Cap-Ferrat  
Saint-Tropez  
**Germany**  
Berlin  
Düsseldorf  
Frankfurt  
Hamburg

Munich  
Stuttgart  
**Greece**  
Athens  
Thessaloniki  
**Hong Kong**  
**India**  
Bombay  
**Israel**  
Tel Aviv  
**Indonesia**  
Jakarta  
**Italy**  
Florence  
Genoa  
Milan  
Naples  
Rome  
Turin  
Venice  
Verona  
**Japan**  
Tokyo  
**Lebanon**  
Beirut  
**Luxembourg**  
**Mexico**  
Cuernavaca  
Mexico City  
San Jose del Cabo  
**Malaysia**  
Kuala Lumpur  
**Monaco**  
Monte Carlo  
**The Netherlands**  
Amsterdam  
Blomendaal  
Rotterdam  
**Norway**  
Oslo  
**Portugal**  
Lisbon  
**Puerto Rico**  
San Juan  
**Russia**  
St. Petersburg  
**Singapore**  
**South Africa**  
Cape Town  
Johannesburg  
**South Korea**  
Seoul  
**Spain**  
Barcelona  
Madrid  
**Sweden**  
Gothenburg  
Klaggerup  
Stockholm  
**Switzerland**  
Geneva  
Lugano  
Zürich  
**Taiwan**  
Taipei  
**Thailand**  
Bangkok  
**Uruguay**  
Montevideo  
**U.S. Virgin Islands**  
St. Thomas  
**Venezuela**  
Caracas  
**West Indies**  
Barbados



# REACHING THE AFFLUENT MARKET WITH CHRISTIE'S PUBLICATIONS

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## **CHRISTIE'S GREAT ESTATES MAGAZINE**

- ≈ Flagship publication, published three times a year, of fine homes and distinctive properties listed for sale throughout the world
- ≈ Every property presented in full color with detailed descriptions
- ≈ More than 150,000 affluent readers include prospective buyers and sellers of luxury real estate
- ≈ 80,000 copies are distributed to subscribers and estate owners and are available through more than 470 **Christie's** salerooms, regional offices, and **Christie's Great Estates** affiliate brokerage offices throughout the world
- ≈ Coffee table magazine with exceptionally long shelf life
- ≈ Sold on newsstands and in bookstores in affluent communities and neighborhoods, with subscriptions promoted on the World Wide Web at [www.christies.com](http://www.christies.com)
- ≈ Amenity room copies in select hotels and inns

### *Subscribers and readers include:*

- ≈ Wealthy homeowners in more than 100 major cities and towns
- ≈ Americans with personal or family net worth over \$100 million
- ≈ Highest salaried executives, entrepreneurs, corporation presidents, and other affluent professionals

## **CHRISTIE'S MAGAZINE**

- ≈ Previews important and interesting items offered in **Christie's** salerooms around the world
- ≈ Published 10 times a year, in full color and illustrated with fine photographs
- ≈ Authoritative and detailed descriptions carefully researched
- ≈ Broad range of articles written by **Christie's** renowned experts and other scholars
- ≈ Information about special events and exhibitions, house sales, charity auctions, lectures, and fine arts programs
- ≈ International calendar of all **Christie's** upcoming sales
- ≈ More than 100,000 affluent readers include buyers and sellers of fine arts and antiques throughout the world
- ≈ 50,000 copies are distributed to subscribers and are available through **Christie's** salerooms and regional offices and **Christie's Great Estates** affiliate brokerage offices throughout the world



**B**uying or selling a *great estate* requires a professional with proven expertise in the local market and international connections. **Christie's Great Estates** specializes in marketing the finest estates, villas, city mansions, and country retreats.

#### **EXPERIENCE AND EXPERTISE**

Sellers are offered international exposure through the **Christie's Great Estates** network and customized marketing programs that reach a selective audience of buyers.

#### **EXCLUSIVE AFFILIATION**

**Christie's Great Estates** affiliates are selected for their commitment to service excellence, a record of consistent success, and their ability to meet our exacting standards.

#### **MARKETING PROGRAMS**

A distinguished home deserves a distinctive showcase. *Christie's Great Estates* magazine is a high-profile, full-color, coffee table publication circulated to tens of thousands of the most affluent and influential people in the world. The readers are heads of international corporations, celebrities and sports figures, multimillionaires, CEOs, and owners of large estates and major properties around the world. *Christie's Great Estates* magazine is valued—and relied upon—by high-end property owners, investors, and members of the international real estate community.

Custom marketing programs are supported by descriptive property brochures displayed in **Christie's** offices throughout the world, direct mail targeted marketing, an effective referral network unequalled in the field, and advertising in **Christie's** publications and other leading periodicals. Homes are also featured on Christie's Web site, [www.christies.com](http://www.christies.com).

#### **INTERNATIONAL CONNECTIONS**

We bring buyers and sellers together throughout the world. **Christie's** personnel and **Christie's Great Estates** brokers actively refer potential clients through our exclusive referral network.

With affiliated real estate offices in most luxury market areas and connections with the finest brokerages on five continents, we draw on the professional strength of thousands of sales associates to provide discreet, conscientious service to buyers and sellers of distinctive properties worldwide.



**CHRISTIE'S**  
GREAT ESTATES

1850 Old Pecos Trail, Suite D • Santa Fe, New Mexico, USA 87505  
(505) 983 8733 • Facsimile (505) 982 0348



# CHRISTIE'S --- GREAT ESTATES

AN INTERNATIONAL REAL ESTATE NETWORK  
SPECIALIZING IN THE SALE OF IMPORTANT PROPERTIES

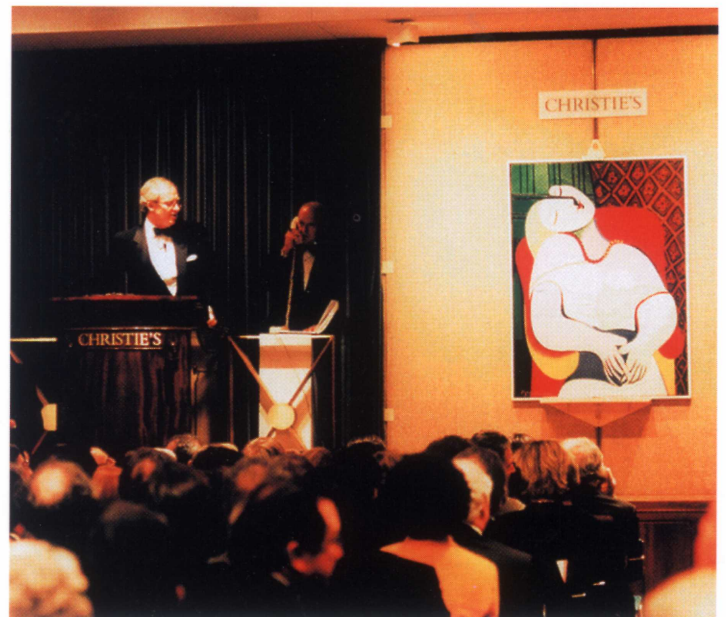




## Welcome to Christie's and Christie's Great Estates

Christie's, the world's oldest fine art auction house, was established in London in 1766 by James Christie, whose friends included some of the leading artists of the time. Today, Christie's conducts many of the most important auctions in the world.

In the course of more than two centuries, Christie's has grown into an international network of 119 offices in 42 countries. Each year, Christie's holds hundreds of auctions covering more than 80 categories, including silver, jewelry, photographs, wine, furniture, ceramics, stamps, comic books and memorabilia, and, of course, fine paintings and sculpture.



*Christie's auction featuring the Collection of Victor and Sally Ganz shattered auction records and made headlines around the world.*



The combined efforts of Christie's and Christie's Great Estates create an extraordinary ability to bring sellers and buyers of luxury real estate together throughout the world. As specialists in the sale of important properties, the more than 500 real estate brokerage offices and 14,000 estate agents offer local market expertise and unmatched worldwide connections. Discreet, professional service is the hallmark of Christie's Great Estates.

Only those brokers who have met Christie's Great Estates's uncompromising standards for excellent service and consistent achievement are awarded affiliate status. This selection process includes meeting stringent qualifications followed by review and approval of the Advisory Board.

Our affiliate brokers offer local market expertise and specialize in marketing fine homes and distinctive properties. With long-standing records of business professionalism and solid reputations for conscientious client service, Christie's Great Estates affiliates exemplify the traditional value of service to their clients.

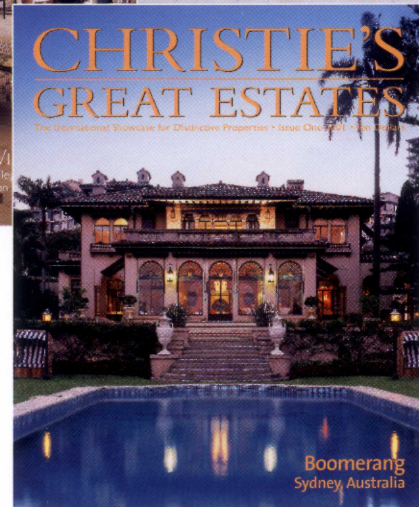
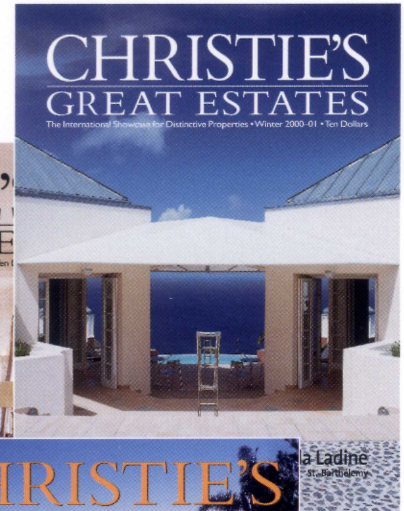
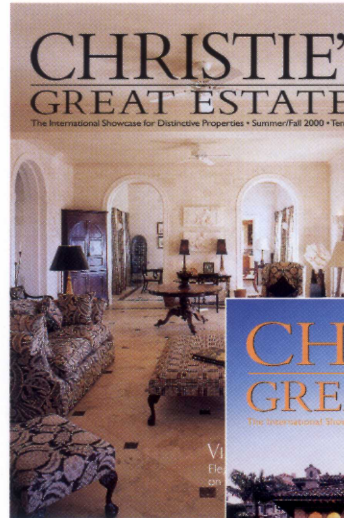
Why your home should be listed with an affiliate of Christie's Great Estates



*Castello di Reschio, Umbria, Italy*

**Y**our distinguished home deserves a distinctive showcase. *Christie's Great Estates* magazine enjoys a readership of more than 150,000 valued clients and prospective buyers and sellers of luxury real estate.

Copies are mailed to a strategically targeted list of the wealthiest homeowners in more than 100 major cities and towns. The magazine is also available in Christie's offices, at newsstands and in bookstores in affluent communities throughout the world, and in many fine hotels and inns.

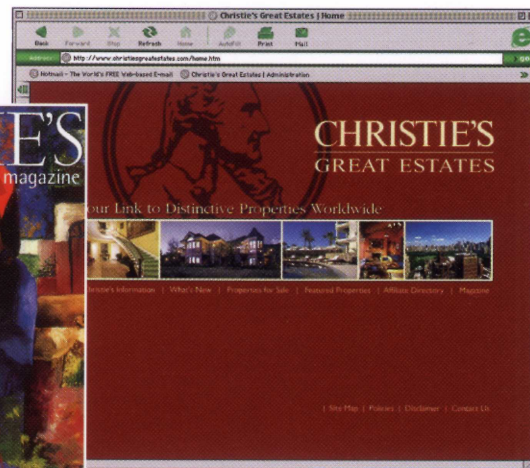


***Christie's Great Estates* magazine:  
one of the most powerful tools in marketing  
luxury properties**

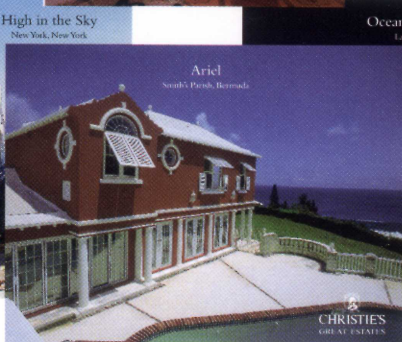
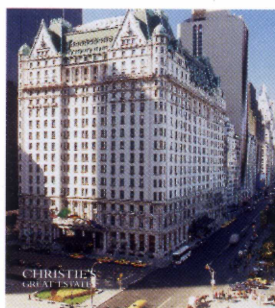
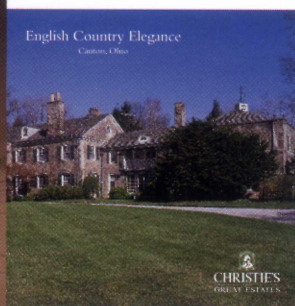
*Christie's Great Estates* magazine is read by some of the world's most affluent homebuyers, including many of the highest-salaried executives and heads of major international corporations, celebrities, sports figures, and other high net worth individuals.



Christie's Great Estates custom marketing programs are supported by descriptive property brochures; an effective referral network; direct mail marketing; advertising in *Christie's Magazine*, *Living with Art*, and *Christie's Great Estates* magazine; and presence on the World Wide Web at [www.christiesgreatastates.com](http://www.christiesgreatastates.com).



We understand your home is unique. Christie's Great Estates will customize a marketing plan for you.

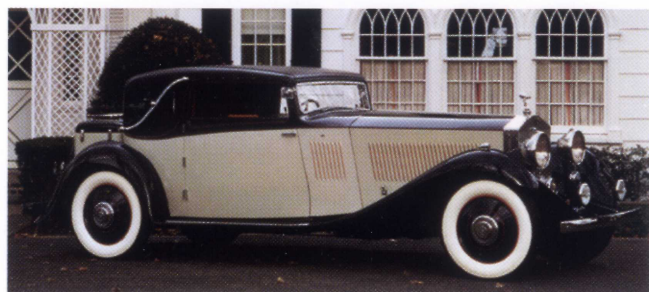


Your home will stand out with a Christie's Great Estates exclusive full-color brochure. A high-quality, four-color brochure will be mailed to a select audience of influential homebuyers, investors, and other prime prospects for your home.

Your home will be displayed in Christie's Great Estates offices and Christie's salerooms and regional offices throughout the world.



## Total estate marketing through Christie's



If you are planning to consign a work of art, antiques, or other objects for auction, turn to the Christie's specialists, who are renowned in their field. Whether your interest is selling, collecting, or obtaining appraisals for planning purposes, your local Christie's Great Estates sales associate will be pleased to introduce you to a Christie's specialist or regional representative—or contact the Christie's Great Estates main office.



**CHRISTIE'S**  
**GREAT ESTATES**

1850 Old Pecos Trail • Santa Fe, New Mexico 87505 USA • (505) 983 8733 • FAX (505) 982 0348  
[www.christiesgreatestates.com](http://www.christiesgreatestates.com)

hts • Sales Highlights • Sales Highlights



# CHRISTIE'S

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## GREAT ESTATES



*Highlights of Properties Sold Through Christie's Great Estates Affiliates Worldwide*



# Sales Highlights • Sales Highlights • Sales Highlights

## ARIZONA

### *Ladera Vista*

Scottsdale, Arizona  
List Price: \$1,100,000  
Sold Date: February 1998  
**PINNACLE PEAK REALTY**

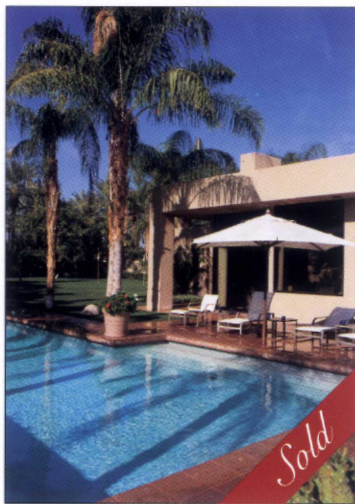
### *Hawknest Trail*

Scottsdale, Arizona  
List Price: \$2,100,000  
Sold Date: July 1998  
**PINNACLE PEAK REALTY**

## ARKANSAS

### *Haus der Ruhe*

Eureka Springs, Arkansas  
List Price: \$1,350,000  
Sold Date: May 1998  
**CAROL JONES, REALTORS**



*Pepperwood Drive, Indian Wells, California; \$2,795,000; Canavan Coit*

## CALIFORNIA

### *Hanwood Court*

Los Gatos, California  
List Price: \$1,995,000  
Sold Date: June 1998  
**ALAIN PINEL REALTORS**

### *Constitution Avenue*

Monte Sereno, California  
List Price: \$1,690,000  
Sold Date: October 1998  
**ALAIN PINEL REALTORS**

### *Deer Springs Court*

Saratoga, California  
List Price: \$2,495,000  
Sold Date: August 1998  
**ALAIN PINEL REALTORS**



*Falcon Lair, Beverly Hills, California; \$3,300,000; Hilton & Hyland Real Estate*

### *Palo Verde Drive*

Indian Wells, California  
List Price: \$2,995,000  
Sold Date: March 1998  
**CANAVAN COIT**

### *Pepperwood Drive*

Indian Wells, California  
List Price: \$2,795,000  
Sold Date: November 1998  
**CANAVAN COIT**

### *Falcon Lair*

Beverly Hills, California  
List Price: \$3,300,000  
Sold Date: October 1998  
**HILTON & HYLAND REAL ESTATE**

### *Mapleton House*

Los Angeles, California  
List Price: \$17,000,000  
Sold Date: June 1998  
**HILTON & HYLAND REAL ESTATE**

### *Siena Way*

Los Angeles, California  
List Price: \$12,750,000  
Sold Date: July 1998  
**HILTON & HYLAND REAL ESTATE**

### *Seacliff*

San Francisco, California  
List Price: \$2,100,000  
Sold Date: August 1998  
**MCGUIRE REAL ESTATE**

### *Jackson*

San Francisco, California  
List Price: \$2,199,000  
Sold Date: September 1998  
**MCGUIRE REAL ESTATE**

### *Vallejo*

San Francisco, California  
List Price: \$3,500,000  
Sold Date: October 1998  
**MCGUIRE REAL ESTATE**

### *Marguerite*

Rancho Palos Verdes, California  
List Price: \$3,999,000  
Sold Date: June 1998  
**MOORE & ASSOCIATES**

### *Sandhill Court*

Orinda, California  
List Price: \$6,000,000  
Sold Date: September 1998  
**SOLOMON WILMINGTON & ASSOCIATES**

### *Happy Valley Road*

Lafayette, California  
List Price: \$1,250,000  
Sold Date: July 1998

**SOLOMON WILMINGTON & ASSOCIATES**

### *Chevy Chase Drive*

La Cañada-Flintridge, California  
List Price: \$1,559,000  
Sold Date: August 1998  
**THE WILLIAM WILSON COMPANY**

### *Bradford Street*

Pasadena, California  
List Price: \$1,528,000  
Sold Date: May 1998  
**THE WILLIAM WILSON COMPANY**

## COLORADO

### *Pitkin Way*

Aspen, Colorado  
List Price: \$4,450,000  
Sold Date: April 1998  
**ALLEN, SHARKEY, MARCUS & WHITAKER**

### *Willoughby Way*

Aspen, Colorado  
List Price: \$4,100,000  
Sold Date: August 1998  
**ALLEN, SHARKEY, MARCUS & WHITAKER**

### *Benchmark Drive*

Mountain Village, Colorado  
List Price: \$5,127,000  
Sold Date: September 1998  
**TELLURIDE REAL ESTATE**

## CONNECTICUT

### *Porchuck Road*

Greenwich, Connecticut  
List Price: \$6,900,000  
Sold Date: March 1998  
**DAVID OGILVY & ASSOCIATES**

### *Clapboard Ridge Road*

Greenwich, Connecticut  
List Price: \$3,700,000  
Sold Date: September 1998  
**DAVID OGILVY & ASSOCIATES**

### *Hedgerow Lane*

Greenwich, Connecticut  
List Price: \$2,495,000  
Sold Date: October 1998  
**DAVID OGILVY & ASSOCIATES**



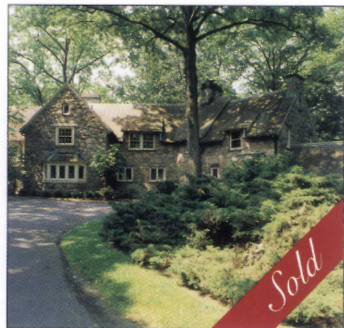
*Sandhill Court, Orinda, California; \$6,000,000; Solomon Wilmington & Associates*



# *s Highlights • Sales Highlights • Sales Highl*

*Black Point Road*  
Niantic, Connecticut  
List Price: \$1,600,000  
Sold Date: March 1998  
**THE STRONG AGENCY**

*Hamburg Road*  
Lyme, Connecticut  
List Price: \$1,200,000  
Sold Date: August 1998  
**THE STRONG AGENCY**



*Porchuck Road, Greenwich, Connecticut; \$6,900,000; David Ogilvy & Associates*

*River Road*  
Essex, Connecticut  
List Price: \$1,150,000  
Sold Date: September 1998  
**THE STRONG AGENCY**

## **FLORIDA**

*Bowsprit Drive*  
North Palm Beach, Florida  
List Price: \$1,750,000  
Sold Date: July 1998  
**ILLUSTRATED PROPERTIES**  
**REAL ESTATE**

*Snug Harbor Road*  
Palm Beach Gardens, Florida  
List Price: \$2,250,000  
Sold Date: August 1998  
**ILLUSTRATED PROPERTIES**  
**REAL ESTATE**

*South Beach Road*  
Jupiter Island, Florida  
List Price: \$3,750,000  
Sold Date: August 1998  
**ILLUSTRATED PROPERTIES**  
**REAL ESTATE**

*Isleworth Country Club Drive*  
Windermere, Florida  
List Price: \$2,849,000  
Sold Date: August 1998

## **ISLEWORTH REAL ESTATE SERVICES**

*Deacon Circle*  
Windermere, Florida  
List Price: \$2,300,000  
Sold Date: November 1997

## **ISLEWORTH REAL ESTATE SERVICES**

*Chestnut Ridge Drive*  
Windermere, Florida  
List Price: \$1,450,000  
Sold Date: October 1998

## **ISLEWORTH REAL ESTATE SERVICES**

*Indian Creek Island Drive*  
Indian Creek Village, Florida  
List Price: \$4,900,000  
Sold Date: August 1998

## **LENCOR INTERNATIONAL PROPERTIES**

*Villa Del Mar*  
Miami Beach, Florida  
List Price: \$2,750,000  
Sold Date: September 1998

## **LENCOR INTERNATIONAL PROPERTIES**

*Star Island*  
Miami Beach, Florida  
List Price: \$20,000,000  
Sold Date: July 1998

## **LENCOR INTERNATIONAL PROPERTIES**

*Ocean Drive*  
Vero Beach, Florida  
List Price: \$895,000  
Sold Date: September 1998  
**NORRIS & COMPANY**

*Anchor Drive*  
Vero Beach, Florida  
List Price: \$700,000  
Sold Date: November 1998  
**NORRIS & COMPANY**

*Hillview Drive*  
Sarasota, Florida  
List Price: \$1,395,000  
Sold Date: May 1998  
**PALMER REALTY GROUP**

*Higel Avenue*  
Sarasota, Florida  
List Price: \$579,000  
Sold Date: August 1998  
**PALMER REALTY GROUP**

## **GEORGIA**

*West Paces Ferry*  
Atlanta, Georgia  
List Price: \$2,300,000  
Sold Date: September 1998  
**JENNY PRUITT & ASSOCIATES**



*Deacon Circle, Windermere, Florida; \$2,300,000; Isleworth Real Estate Services*

## **HAWAII**

*Owena Street*  
Honolulu, Hawaii  
List Price: \$2,695,000  
Sold Date: June 1998

## **CATHY GEORGE & ASSOCIATES**

*Kaimoku Place*  
Honolulu, Hawaii  
List Price: \$2,400,000  
Sold Date: November 1997

## **CATHY GEORGE & ASSOCIATES**

## **IDAHO**

*Paintbrush Lane*  
Sun Valley, Idaho  
List Price: \$859,000  
Sold Date: July 1998  
**WINGET, FULTON, DANIELS,**  
**MCCOY AND ASSOCIATES**

*Grey Eagle Drive*  
Sun Valley, Idaho  
List Price: \$1,295,000  
Sold Date: September 1998  
**WINGET, FULTON, DANIELS,**  
**MCCOY AND ASSOCIATES**

## **ILLINOIS**

*Church Road*  
Winnetka, Illinois  
List Price: \$875,000  
Sold Date: October 1998  
**BAIRD & WARNER**

*Maple Lane*  
Glenview, Illinois  
List Price: \$1,295,000  
Sold Date: September 1998  
**BAIRD & WARNER**

*Whitmore Court*  
Lake Forest, Illinois  
List Price: \$1,495,000  
Sold Date: October 1998  
**BAIRD & WARNER**

## **MAINE**

*Stonecroft*  
Falmouth Foreside, Maine  
List Price: \$5,750,000  
Sold Date: November 1998  
**LANDVEST**

## **MARYLAND**

*Sand Castle Court*  
Annapolis, Maryland  
List Price: \$579,000  
Sold Date: August 1998  
**ANNAPOLIS REALTY**

## **MASSACHUSETTS**

*North Bay Road*  
Osterville, Massachusetts  
List Price: \$4,500,000  
Sold Date: September 1998  
**COTTON REAL ESTATE**



*Benchmark Drive, Mountain Village, Colorado; \$5,127,000; Telluride Real Estate*



# hts • Sales Highlights • Sales Highlights

*Wheelwright House*  
Woods Hole, Massachusetts  
List Price: \$4,500,000  
Sold Date: December 1997  
**COTTON REAL ESTATE**

*Eaglis*  
Manchester, Massachusetts  
List Price: \$5,900,000  
Sold Date: August 1996  
**LANDVEST**

*Stage Harbor Road*  
Chatham, Massachusetts  
List Price: \$1,675,000  
Sold Date: April 1998  
**PINE ACRES REALTY**

*Shore Road*  
Chatham, Massachusetts  
List Price: \$3,000,000  
Sold Date: September 1998  
**PINE ACRES REALTY**



*Shaldrake, Springfield, Missouri, \$5,000,000; Carol Jones, Realtors*

**MICHIGAN**  
*Watercliff Drive*  
Bloomfield, Michigan  
List Price: \$1,299,000  
Sold Date: September 1998  
**HALL & HUNTER REALTORS**

*Kennebec Court*  
Bloomfield Hills, Michigan  
List Price: \$1,375,000  
Sold Date: October 1998  
**HALL & HUNTER REALTORS**

*West Frank*  
Birmingham, Michigan  
List Price: \$810,000  
Sold Date: November 1998  
**HALL & HUNTER REALTORS**

**MISSOURI**  
*Shaldrake*  
Springfield, Missouri  
List Price: \$5,000,000  
Sold Date: April 1998  
**CAROL JONES, REALTORS**

*Dancing Bear*  
Chestnut Ridge, Missouri  
List Price: \$3,000,000  
Sold Date: June 1998  
**CAROL JONES, REALTORS**  
*Belle Rive*  
Branson, Missouri  
List Price: \$3,400,000  
Sold Date: July 1998  
**CAROL JONES, REALTORS**

**NEVADA**  
*Shoreline Circle*  
Incline Village, Nevada  
List Price: \$1,425,000  
Sold Date: September 1998  
**INLINE PROPERTIES**

**NEW JERSEY**  
*Cleveland Lane*  
Princeton, New Jersey  
List Price: \$875,000  
Sold Date: July 1998  
**PEYTON ASSOCIATES, REALTORS**  
*Rosedale Road*  
Lawrence Township, New Jersey  
List Price: \$850,000  
Sold Date: August 1998  
**PEYTON ASSOCIATES, REALTORS**

**NEW MEXICO**  
*Monticello Box Ranch*  
Truth or Consequences, New Mexico  
List Price: \$2,000,000  
Sold Date: October 1998  
**FRENCH & FRENCH FINE PROPERTIES**

*Tesuque Hill Road*  
Tesuque, New Mexico  
List Price: \$995,450  
Sold Date: June 1998  
**FRENCH & FRENCH FINE PROPERTIES**

*Circle Drive*  
Santa Fe, New Mexico  
List Price: \$4,395,000  
Sold Date: September 1998  
**FRENCH & FRENCH FINE PROPERTIES**



*Circle Drive, Tesuque, New Mexico; \$4,395,000; French & French Fine Properties*

**NEW YORK**  
*East 60's*  
New York, New York  
List Price: \$12,000,000  
Sold Date: November 1998  
**BROWN HARRIS STEVENS**

*Park Avenue*  
New York, New York  
List Price: \$8,500,000  
Sold Date: September 1998  
**BROWN HARRIS STEVENS**

*East 80's*  
New York, New York  
List Price: \$14,000,000  
Sold Date: November 1998  
**BROWN HARRIS STEVENS**

*British Colony Road*  
Fort Salonga, New York  
List Price: \$699,000  
Sold Date: May 1998  
**COACH REALTORS**

*Old Field Road*  
Setauket, New York  
List Price: \$1,300,000  
Sold Date: September 1998  
**COACH REALTORS**

*The Ferguson Castle*  
Huntington Bay, New York  
List Price: \$1,990,000  
Sold Date: May 1998  
**COACH REALTORS**



*Sweetbriar Farm, New Hope, Pennsylvania; \$950,000; Kurfas Real Estate*



# Sales Highlights • Sales Highlights • Sales Highlights



Morris Lane, Scarsdale, New York; \$4,200,000; Julia B. Fee Real Estate

*Grace Church Street*  
Rye, New York  
List Price: \$1,250,000  
Sold Date: October 1998  
**JULIA B. FEE REAL ESTATE**

*Morris Lane*  
Scarsdale, New York  
List Price: \$4,200,000  
Sold Date: October 1998  
**JULIA B. FEE REAL ESTATE**

*Canoe Hill*  
Millbrook, New York  
List Price: \$1,495,000  
Sold Date: November 1998  
**LEIGH PONVERT REAL ESTATE**

*Valeur*  
Rhinebeck, New York  
List Price: \$6,000,000  
Sold Date: January 1998  
**LEIGH PONVERT REAL ESTATE**

*Fort McKee*  
LaGrangeville, New York  
List Price: \$1,300,000  
Sold Date: May 1998  
**LEIGH PONVERT REAL ESTATE**



Wicopee House, Fishkill, New York; \$995,000; Robert A. McCaffrey Realty

*Cliff Road*  
Tuxedo Park, New York  
List Price: \$2,398,000  
Sold Date: August 1998  
**MASON SAMETT ASSOCIATES**

*Piping Rock Road*  
Locust Valley, New York  
List Price: \$1,535,000  
Sold Date: August 1998  
**PIPING ROCK ASSOCIATES**

*Northern Boulevard*  
Muttontown, New York  
List Price: \$4,100,000  
Sold Date: October 1998  
**PIPING ROCK ASSOCIATES**

*Wicopee House*  
Fishkill, New York  
List Price: \$995,000  
Sold Date: September 1998  
**ROBERT A. McCAFFREY REALTY**

**NORTH CAROLINA**  
*Hudson Road*  
Highlands, North Carolina  
List Price: \$3,500,000  
Sold Date: July 1998  
**ESTATE PROPERTIES OF  
WESTERN NORTH CAROLINA**

*Upper Brushy Face Road*  
Highlands, North Carolina  
List Price: \$2,400,000  
Sold Date: August 1998  
**ESTATE PROPERTIES OF  
WESTERN NORTH CAROLINA**

*Red Fox Road*  
Tryon, North Carolina  
List Price: \$1,125,000  
Sold Date: May 1998  
**WALKER, WALLACE &  
EMERSON REALTY**



Handasyde Avenue, Cincinnati, Ohio; \$749,900; Comey & Shepherd Realtors

**OHIO**  
*Handasyde Avenue*  
Cincinnati, Ohio  
List Price: \$749,900  
Sold Date: September 1998  
**COMEY & SHEPHERD REALTORS**

**OKLAHOMA**  
*NW Grand Boulevard*  
Nichols Hills, Oklahoma  
List Price: \$1,350,000  
Sold Date: November 1998  
**KEESEE & COMPANY**

*East 27th Street*  
Tulsa, Oklahoma  
List Price: \$1,500,000  
Sold Date: June 1998  
**WALTER & ASSOCIATES**

**PENNSYLVANIA**  
*Sweetbriar Farm*  
New Hope, Pennsylvania  
List Price: \$950,000  
Sold Date: October 1998  
**KURFISS REAL ESTATE**  
*Lantern Hill Road*  
Shavertown, Pennsylvania  
List Price: \$795,000  
Sold Date: October 1998  
**LEWETH & FREEMAN REAL ESTATE**

**RHODE ISLAND**  
*Firestone Estate*  
Newport, Rhode Island  
List Price: \$1,900,000  
Sold Date: September 1996  
**HOGAN & STONE**

*Vernon Court*  
Newport, Rhode Island  
List Price: \$5,000,000  
Sold Date: July 1998  
**LILA DELMAN REAL ESTATE**

*Wildacre*  
Newport, Rhode Island  
List Price: \$4,000,000  
Sold Date: November 1998  
**LILA DELMAN REAL ESTATE**

*Hopedene*  
Newport, Rhode Island  
List Price: \$5,000,000  
Sold Date: November 1998  
**LILA DELMAN REAL ESTATE**

**SOUTH CAROLINA**  
*Bray's Island Plantation*  
Beaufort, South Carolina  
List Price: \$1,550,000  
Sold Date: September 1998  
**DOLAN & POLLAK**



Franklin Road, Nashville, Tennessee; \$939,000; Dobson & Johnson International Realty

*Water Street*  
Charleston, South Carolina  
List Price: \$1,200,000  
Sold Date: October 1998  
**WILLIAM MEANS REAL ESTATE**

*Tradd Street*  
Charleston, South Carolina  
List Price: \$1,375,000  
Sold Date: March 1998  
**WILLIAM MEANS REAL ESTATE**

**TENNESSEE**  
*Northumberland*  
Nashville, Tennessee  
List Price: \$1,100,000  
Sold Date: October 1998  
**DOBSON & JOHNSON  
INTERNATIONAL REALTY**



# *s Highlights • Sales Highlights • Sales Highl*

*Franklin Road*  
Nashville, Tennessee  
List Price: \$939,900  
Sold Date: October 1998  
**DOBSON & JOHNSON**  
**INTERNATIONAL REALTY**

**TEXAS**  
*Meadowbrook*  
Dallas, Texas  
List Price: \$2,950,000  
Sold Date: August 1998  
**ADLETA & POSTON, REALTORS**



*Hopedene, Newport, Rhode Island; \$5,000,000; Lila Delman Real Estate*

*River Oaks Estate*  
Houston, Texas  
List Price: \$4,295,000  
Sold Date: July 1998  
**MARTHA TURNER PROPERTIES**

*Tall Timbers Estate*  
Houston, Texas  
List Price: \$2,850,000  
Sold Date: March 1998

**MARTHA TURNER PROPERTIES**

*Timberwilde*  
Houston, Texas  
List Price: \$3,995,000  
Sold Date: January 1998

**MARTHA TURNER PROPERTIES**

*Serendipity Ranch*  
Pipe Creek, Texas  
List Price: \$900,000  
Sold Date: May 1998  
**PHYLLIS BROWNING COMPANY**

*Paseo Encinal*  
San Antonio, Texas  
List Price: \$990,000  
Sold Date: May 1998  
**PHYLLIS BROWNING COMPANY**

**UTAH**  
*The Moon Ranch*  
Woodland, Utah  
List Price: \$4,900,000  
Sold Date: October 1998  
**JESS REID REAL ESTATE**

*Astor Court*  
Park City, Utah  
List Price: \$1,995,000  
Sold Date: April 1998  
**JESS REID REAL ESTATE**

**CANADA**  
*McLaughlin Road*  
Toronto, Ontario  
List Price: \$1,295,000  
Sold Date: December 1997  
**HARVEY KALLES REAL ESTATE, LTD.**

*The Bridle Path*  
Toronto, Ontario  
List Price: \$4,200,000  
Sold Date: August 1998  
**HARVEY KALLES REAL ESTATE, LTD.**

**ITALY**  
*Casa Leggiano*  
Lisciano Niccone, Umbria  
List Price: \$1,150,000  
Sold Date: April 1998  
**CHRISTIE'S GREAT ESTATES**



*Casa Arco, Lisciano Niccone, Umbria; \$595,000; Christie's Great Estates*

*Casa Arco*  
Lisciano Niccone, Umbria  
List Price: \$595,000  
Sold Date: June 1998  
**CHRISTIE'S GREAT ESTATES**

**FRANCE**  
*Rue Chauveau*  
Neuilly-Sur-Seine  
List Price: \$5,100,000  
Sold Date: July 1998  
**DANIEL FÉAU CONSEIL IMMOBILIER**



*Boulder Spring Farm, Stowe, Vermont; \$1,595,000; LandWest*

*Route de la Cascade*  
Le Vesinet  
List Price: \$2,750,000  
Sold Date: August 1998  
**DANIEL FÉAU CONSEIL IMMOBILIER**

**BAHAMAS**  
*Daves Point*  
Nassau  
List Price: \$1,250,000  
Sold Date: October 1998  
**H. G. CHRISTIE, LTD.**

*Buena Vista*  
Nassau  
List Price: \$2,250,000  
Sold Date: August 1998  
**H. G. CHRISTIE, LTD.**

**BERMUDA**  
*Long Lane*  
Tucker's Town  
List Price: \$7,100,000  
Sold Date: April 1998  
**SINCLAIR REALTY LIMITED**

*Harrington Sound Road*  
Hamilton Parish  
List Price: \$2,800,000  
Sold Date: September 1998  
**SINCLAIR REALTY LIMITED**

*Sound View Road*  
Somerset  
List Price: \$1,300,000  
Sold Date: June 1998  
**SINCLAIR REALTY LIMITED**



*McLaughlin Road, Toronto, Ontario; \$1,295,000; Harvey Kalles Real Estate*



**CHRISTIE'S**  
**GREAT ESTATES**

1850 Old Pecos Trail, Suite D • Santa Fe, New Mexico 87505  
Tel: (505) 983 8733 • Fax: (505) 982 0348