

# Sotheby's

INTERNATIONAL REALTY



NEW YORK, NY | Web: 0019875

## CEO Newsletter 2014 Year In Review

Beverly Hills | Cape Cod | Greenwich | Hamptons | Houston  
Los Angeles | Monterey Peninsula | New York City | Palm Beach  
Pasadena | San Francisco | Santa Barbara | Santa Fe  
Santa Ynez | Sonoma - Napa Wine Country | Ventura

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# WELCOME

2014 was a remarkable year in the history of Sotheby's International Realty – our 38th year in business – as together we set a new company record for total sales volume of \$15.3 billion within our company-owned brokerages. I am so proud of our company and thank every sales associate and employee for your contributions to our mutual success. I would also like to recognize our top agents and teams for continuing to raise the bar on the limits of top performance within our industry.

As we look forward in 2015, please know that I am keenly focused on targeted growth in our local markets, leveraging the brand's growth internationally for your benefit and continuing to strengthen our partnership with Sotheby's auction house. We will continue to invest in smart technology that empowers you to deliver exceptional client service and on intelligent marketing programs that reach the luxury consumer.

Thank you for choosing Sotheby's International Realty as the platform for your business. I look forward to seeing you soon and until then wish you all the best.

- KATHY KORTE, President & CEO

## TOP 30 AGENTS OF 2014 by Closed Transaction Volume

JOSEPH BARBIERI - Greenwich  
ROBERT BLAND - Briar Hollow  
MARA BLUM - Downtown Manhattan  
SERENA BOARDMAN - East Side Manhattan  
BARBARA BOYLE - Pacific Palisades  
KEVIN BROWN - East Side Manhattan  
DAN CASABONNE - Wine Country - Brdway  
ANDREW CLARK - Beverly Hills  
CRISTINA CONDON - Palm Beach  
J. ROGER ERICKSON - East Side Manhattan  
NIKKI FIELD - East Side Manhattan  
HARALD GRANT - Southampton  
ROBERTA GOLUBOCK - East Side Manhattan  
KAREN HEYMAN - Downtown Manhattan  
RYLAN JACKA - East Hampton

JULIETTE R. JANSSENS - East Side Manhattan  
SHELLY TRETTER LYNCH - Greenwich  
GREGORY LYNN - San Francisco  
GINGER MARTIN - Wine Country - East Napa St  
LESLIE MCELWREATH - Greenwich  
BEATE V. MOORE - Bridgehampton  
BARRY PEELE - Beverly Hills  
SUZANNE PERKINS - Montecito - Coast Village Rd  
EDWARD R. PETRIE - East Hampton  
PATRICIA PETRILLO - Southampton  
JANET FEINBERG SCHINDLER - San Francisco  
REBECCA SCHUMACHER - San Francisco  
**AUSTIN SCHUSTER - East Side Manhattan**  
TINA SHONE - Wine Country - East Napa St  
BARRY SLOANE - Beverly Hills

## TOP 10 TEAMS OF 2014 by Closed Transaction Volume

SHARONA ALPERIN TEAM - Sunset  
THE CHAVANON WIENER TEAM - San Francisco  
DARLENE STREIT GROUP - Santa Fe, East Palace  
THE FIELDSTONE GROUP - Greenwich  
GOODMAN MILLER TEAM - San Francisco  
THE AMANDA JONES TEAM - San Francisco  
THE SMITHTAYLOR TEAM - San Francisco  
ROBIN & JEREMY STEIN - Downtown Manhattan  
TEEDHAZE - San Francisco  
THE WARRIN TEAM - San Francisco

## TOP 30 AGENTS OF 2014 by Closed Transaction Sides

LISA BAER - Briar Hollow  
ROBERT BLAND - Briar Hollow  
MONICA BRASHEAR - The Woodlands  
KATHARINE BROWN - Briar Hollow  
LISA CAPURRO - Wine Country, East Napa St  
DAN CASABONNE - Wine Country - Brdway  
RENAY COHEN - The Woodlands  
EMILY I. GARCIA - Santa Fe - Main Downtown  
KAREN HARBERG - Memorial  
KAREN HEYMAN - Downtown Manhattan  
MARTHA JEFFERIES - Bay Area  
DANIEL JOHNSON - Montecito - Coast Village Rd  
DIANE KINGSHILL - Briar Hollow  
JOANN LAMMONS - Memorial  
MARIA LOUNIBOS - Wine Country - East Napa St  
GREGORY LYNN - San Francisco

D. LEIGH MARTIN IV - Briar Hollow  
ASHTON MARTINI - Briar Hollow  
JAY MONROE - Briar Hollow  
LARA NESMITH - Memorial  
DANA OLEJNICZAK - Kingwood  
BILL PHILLIPS - The Woodlands  
DANIEL PLEASON - Briar Hollow  
C.W. ROSS - Fort Bend  
LEANN SALMONS - Briar Hollow  
PATRICIA SAVAGE - Bay Area  
TINA SHONE - Wine Country, East Napa St  
PAUL SILVERMAN - Briar Hollow  
MICHAEL SPEAR - Briar Hollow  
NANCY STOW - Briar Hollow  
DONNA WILSON - Briar Hollow

## TOP 10 TEAMS OF 2014 by Closed Transaction Sides

SHARONA ALPERIN TEAM - Sunset  
DARLENE STREIT GROUP - Santa Fe, East Palace  
THE AMANDA JONES TEAM - San Francisco  
THE KLING TEAM - Westlake  
KNOWING SANTA FE - Santa Fe, Main Downtown  
SANTA FE TEAM - Santa Fe, Grant  
SKUBI/GILLESPIE TEAM - Santa Fe, Grant  
THE SMITHTAYLOR TEAM - San Francisco  
TEEDHAZE - San Francisco  
THE WARRIN TEAM - San Francisco

Listed in alphabetical order.



## ***SOTHEBY'S INTERNATIONAL REALTY® & WEALTH-X GLOBAL LUXURY REAL ESTATE REPORT***

Sotheby's International Realty Affiliates has partnered with Wealth-X, the world's leading ultra-high net worth intelligence firm, to provide valuable insights into today's luxury real estate market and the buying behaviors of the ultra-high net worth consumer. In the recently released "Global Luxury Real Estate Report 2015", the brand and Wealth-X discovered many interesting facts, including that nearly US\$3 trillion of the world's private wealth is held in owner-occupied residential properties, a value greater than the GDP of India. In addition, there are 211,275 ultra-high net worth individuals in the world – defined as those with US\$30 million and above in net assets – and 79% of them own two or more residences.

To view the entire report, click [here](#).

## ***AT AUCTION***

Sotheby's International Realty is proud to sponsor Sotheby's second annual Designer Showhouse, open to the public 11-19 April 2015 at Sotheby's (1334 York Avenue, New York City), where 13 interior designers will each design a room using a diverse selection of fine and decorative art in one of Sotheby's museum quality gallery spaces.

[sothebys.com/showhouse](http://sothebys.com/showhouse)





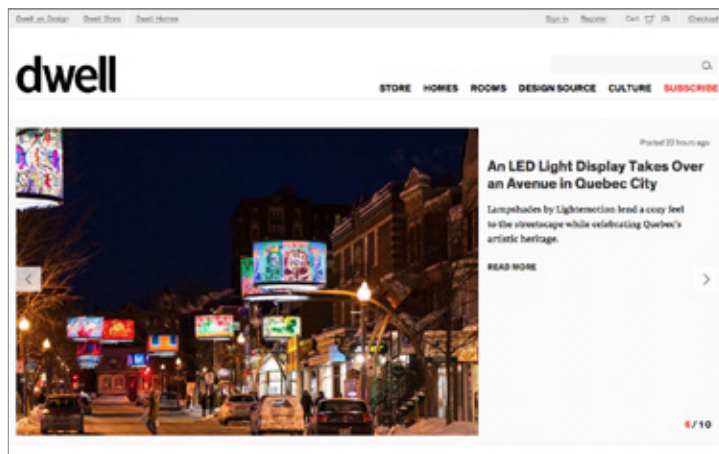
## ***KATHY KORTE NAMED ONE OF 200 MOST POWERFUL PEOPLE IN RESIDENTIAL REAL ESTATE***

Kathy Korte was recognized as a part of the annual Swanepoel Power 200 ranking of the most powerful people in residential real estate. Korte was named the twelfth most powerful woman in residential real estate, and #91 overall, alongside Realogy Chairman and CEO Richard Smith, NRT President and CEO Bruce Zipf and Sotheby's International Realty Affiliates President and CEO Philip White.

View the entire Swanepoel Power 200 list [here](#).

## ***SOTHEBY'S INTERNATIONAL REALTY ANNOUNCES NEW RELATIONSHIP WITH DWELL***

Sotheby's International Realty recently announced the launch of an exclusive marketing relationship with Dwell, the modern magazine that connects with readers that are affluent, educated, influential and passionate about design. Throughout the year, select modern and contemporary listings from the Sotheby's International Realty® brand will be advertised directly on Dwell's website.

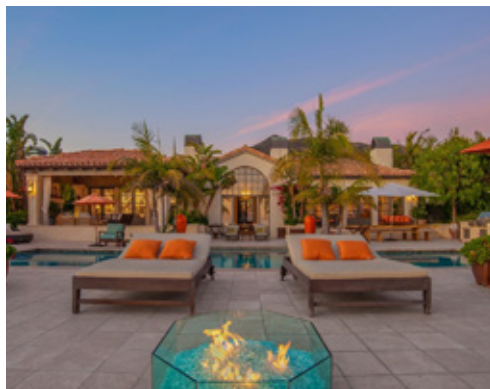


## ***FEATURED LISTINGS***



**BROOKLYN, NY | \$5,214,773**  
1 John Street

KAREN HEYMAN | 212.810.4990  
ALAN HEYMAN | 212.810.4991



**MALIBU, CA | \$26,500,000**  
Malibu Beach Bluff Retreat

AMY ALCINI | 310.457.2534  
CORMAC O'HERLIHY | 310.457.2534



**PALM BEACH, FL | \$4,950,000**  
Charming Renovated Mediterranean In Town

CHRISTINE GIBBONS | 561.758.5402