

# LUXURY PORTFOLIO

I N T E R N A T I O N A L ®

VOLUME 06 | ISSUE NO. 02



REMARKABLE RESIDENCES  
**LUXETRENDS®**  
THE CASABLANCA OF MIAMI BEACH  
MARKET PULSE



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# WELCOME

WELCOME TO LUXURY PORTFOLIO INTERNATIONAL®, brought to you by Lillian Montalto Signature Properties.

Luxury Portfolio International® is a unified collection of the world's most experienced, visible and highly regarded experts in luxury real estate. As the premium division of Leading Real Estate Companies of the World, this unique, exclusive program provides a global platform to market my most important listings to a select group of affluent consumers around the world.

I am proud to have been selected as one of the original members in Luxury Portfolio International as it has allowed me to be a Local Broker with a Global Brand and the first choice in luxury real estate for more than 30 years.

Today I am gifting you the latest copy of my edition of the Luxury Portfolio Magazine because I believe where you reside should reflect your passions in life. There are so many aspects that go into the creation of an inspiring home. I hope you will find the following pages of this magazine as inspiring as I do, and that they will help you as you realize your own personal vision of home.

In this issue, you will take a look at the spirit of cities, observing unique urban dwellings in different parts of the world. Also, explore two financial topics: affluent U.S. home buyers investing abroad, as well as wealth management and how the family office is impacting the high-net-worth today. Discover the latest on luxury travel from the best airline experiences, hotel and cruise lines, not to mention, you will learn about the finest olive oil-tasting tours around the world. Finally, you can browse the world's most exquisite residences on the award winning website, [LuxuryPortfolio.com](http://LuxuryPortfolio.com), where more than 50,000 luxury homes are marketed annually.

I hope you enjoy this edition of the Luxury Portfolio Magazine, and if I can help you meet your real estate objectives, please feel free to reach out to me. It would be my pleasure to work with you.

LILLIAN MONTALTO

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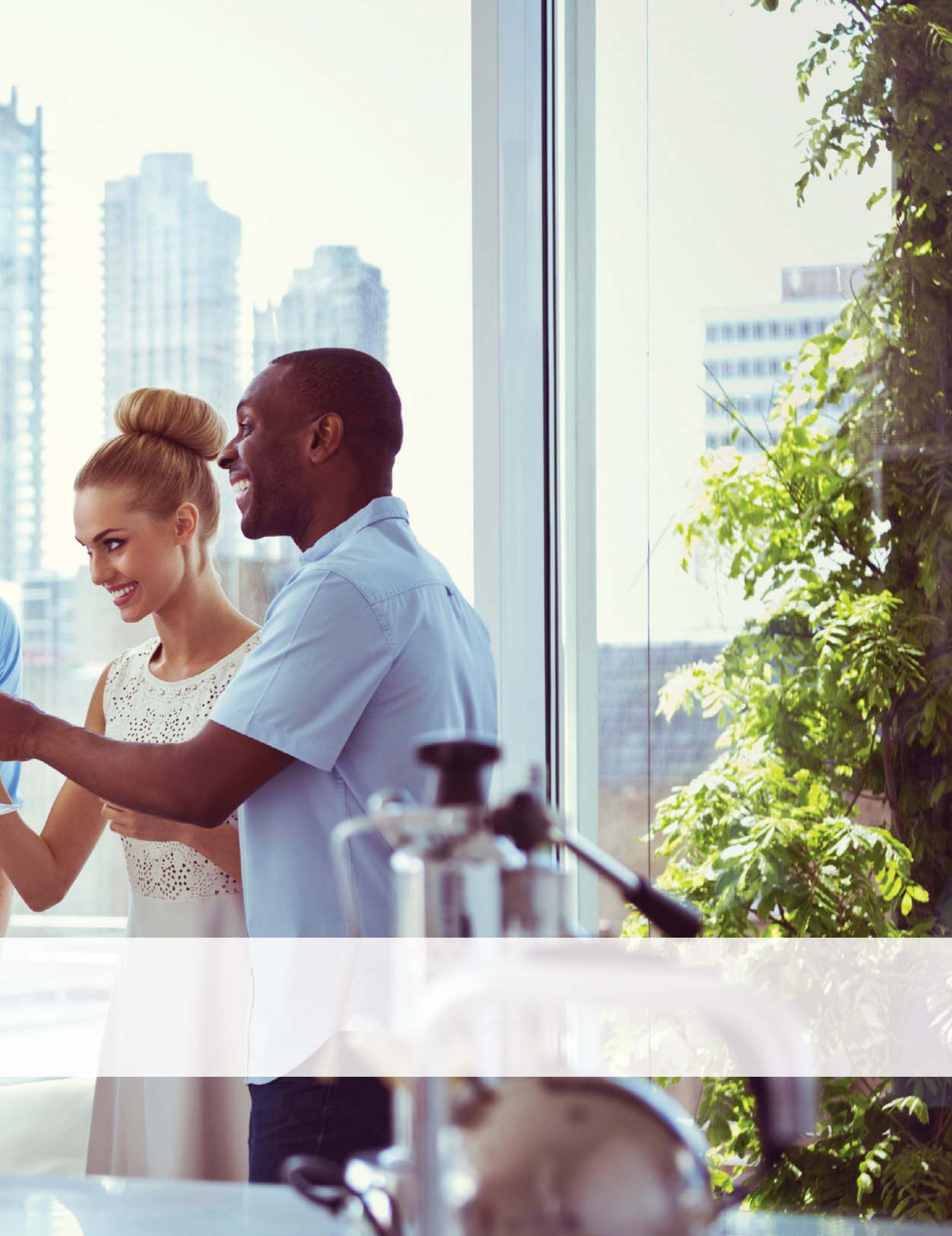
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It's about living the life you deserve.

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# LUXURY PORTFOLIO MARKET PULSE

## FINANCIAL INDUSTRIES

Presenting the latest insights from our extensive network of industry leaders, we take an insider's look at what's happening in select global markets that are currently being influenced by the residual wealth of the financial industry. For more information or to contact a Luxury Portfolio affiliate, visit [luxuryportfolio.com](http://luxuryportfolio.com).



## NEW YORK CITY

### NEW YORK CITY, NEW YORK

#### HIGHEST RECORDED SALE IN LAST 12 MONTHS:

U.S. \$42,550,000

#### COMPARED TO LAST YEAR, PRICES ARE:

Up

#### PRICE POINT FOR THE TOP 10% OF INVENTORY ACROSS THE MARKET:

U.S. \$10,000,000

#### MOST INTERNATIONAL BUYERS ARE COMING FROM:

Australia, Brazil, India, China, Kazakhstan, Europe, U.K., Canada, Hong Kong and Greece

#### TOP FINANCIAL COMPANIES HEADQUARTERED HERE:

AllianceBernstein, CIT Group, E-Trade, Goldman Sachs and JPMorgan Chase, to name a few

#### LUXURY BUYERS ARE LOOKING FOR:

Views, outdoor space, pre-war details and concierge services in new condominiums



## WASHINGTON D.C.

### WASHINGTON D.C.

#### HIGHEST RECORDED SALE IN LAST 12 MONTHS:

U.S. \$18,000,000

#### COMPARED TO LAST YEAR, PRICES ARE:

The change in the monthly median sale price in the Washington metropolitan area has been flat in 2016, with monthly changes of approximately 1%

#### PRICE POINT FOR THE TOP 10% OF INVENTORY ACROSS THE MARKET:

Ranges from U.S. \$1,000,000–\$1,500,000

#### MOST INTERNATIONAL BUYERS ARE COMING FROM:

Iraq and India

#### TOP FINANCIAL COMPANIES HEADQUARTERED HERE:

World Bank, International Monetary Fund and Inter-American Development Bank

#### LUXURY BUYERS ARE LOOKING FOR:

Outdoor living areas, exceptional service and full-service amenities, such as a door attendant, 24-hour concierge, fitness center and resort-style swimming pools. Also guest suites and social spaces, such as screening rooms, reception rooms and temperature-controlled wine rooms



# LONDON

## LONDON, ENGLAND

**HIGHEST RECORDED SALE IN LAST 12 MONTHS:**

U.S. \$38,883,000

**COMPARED TO LAST YEAR, PRICES ARE:**

Down

**PRICE POINT FOR THE TOP 10% OF INVENTORY ACROSS THE MARKET:**

U.S. \$6,500,000+

**MOST INTERNATIONAL BUYERS ARE COMING FROM:**

35% of the market in Prime Central London is international buyers, with the majority coming from Western Europe, Asia and the Middle East

**TOP FINANCIAL COMPANIES HEADQUARTERED HERE:**

Bank of England, London Stock Exchange, London Bullion Market, Lloyd's of London, HSBC, Barclays and Standard Chartered (additionally, London is host to over 500 banks, including 251 foreign banks)

**LUXURY BUYERS ARE LOOKING FOR:**

Imaginative use of design and bolder use of color, moving away from 'hotel style' interior design featuring lots of grey and beige interiors that became very prevalent in London a few years ago

## CHICAGO, ILLINOIS

**HIGHEST RECORDED SALE IN THE LAST 12 MONTHS:**

U.S. \$8,237,629

**COMPARED TO LAST YEAR, PRICES ARE:**

Up

**PRICE POINT FOR THE TOP 10% OF INVENTORY ACROSS THE MARKET:**

Average price of U.S. \$4,187,343

**MOST INTERNATIONAL BUYERS ARE COMING FROM:**

Foreign nationals with notable activity among Chinese, Southeast Asian and European populations

**TOP FINANCIAL COMPANIES HEADQUARTERED HERE:**

CME Group, Citadel, Northern Trust, Aon. Also home to the Chicago Mercantile Exchange and the Board of Trade (CBOT)

**LUXURY BUYERS ARE LOOKING FOR:**

New construction, views, gracious and thoughtful floor plans, services (doorman, concierge, errands, in-home dining, coordination/management of maintaining a home), entertaining spaces (demonstration kitchens, private dining rooms, lounge rooms, outdoor entertaining areas) and large, private outdoor spaces

# LUXURY PORTFOLIO MARKET PULSE





# SAN FRANCISCO

## SAN FRANCISCO, CALIFORNIA

### HIGHEST RECORDED SALE IN LAST 12 MONTHS:

U.S. \$47,500,000

### COMPARED TO LAST YEAR, PRICES ARE:

Up, prices have risen between 12 and 18% in the last year. In Q1 2016, the average San Francisco home sale of \$1.689 million marked both the highest Q1 average sales price and the second-highest average sales price for any quarter in the city's history

### PRICE POINT FOR THE TOP 10% OF INVENTORY ACROSS THE MARKET:

The ultra-prime market is defined as properties \$10,000,000+. When looking at the top 10% of all sales there is a significant amount of variability. For example, for the entire Bay Area, the top 10% begins at \$1,640,000

### MOST INTERNATIONAL BUYERS ARE COMING FROM:

Asian countries (China, Hong Kong, Korea and Singapore), have strong investor interests in the Bay Area. Affluent Chinese buyers are purchasing residential properties for children's future education, capital preservation and stability. Canadian, German and Australian buyers are also making up a good volume of transactions from foreign nationals. Many of these foreign buyers are here for relocation and less for investment purposes

### TOP FINANCIAL COMPANIES HEADQUARTERED HERE:

First Republic Bank, Wells Fargo, Bank of the West, Charles Schwab, and WR Hambercht + Co.

### LUXURY BUYERS ARE LOOKING FOR:

Incredible views, privacy, smart-home technology, top-of-the-line appliances and renowned neighborhoods convenient to popular restaurants and retail shops

# TORONTO



## TORONTO, CANADA

### HIGHEST RECORDED SALE IN THE LAST 12 MONTHS:

U.S. \$9,193,289

### COMPARED TO LAST YEAR, PRICES ARE:

Up and continuing to rise over 20%, this trend is continuing into the Toronto summer market, while historically the market eases mid-June through the summer

### PRICE POINT FOR THE TOP 10% OF INVENTORY ACROSS THE MARKET:

Ranges from U.S. \$6,900,000–\$8,400,000

### MOST INTERNATIONAL BUYERS ARE COMING FROM:

First from China, then Iran, then Russia — we also expect to see an increase in international buyers coming from Europe as a result of the outcome from Brexit

### TOP FINANCIAL COMPANIES HEADQUARTERED HERE:

Toronto-Dominion Bank, Royal Bank of Canada, Bank of Nova Scotia, Bank of Montreal and Canadian Imperial Bank of Commerce

### LUXURY BUYERS ARE LOOKING FOR:

The condo segment is looking for a spa, full concierge, outdoor space and the single-family home segment is looking for exotic outdoor space, wine cellars, smart homes and media centers

# EXCEPTIONAL LUXURY PORTFOLIO SALES



## FESSENDEN HOUSE | WASHINGTON, D.C.

LAST LISTED AT U.S. \$22,000,000

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Capturing the essence of 18th century neoclassical architecture, it's no wonder this sprawling estate is called "The Crown Jewel of D.C." Fessenden House was the most expensive single-family home sold in the D.C. metro area in 2015. This magnificent estate is defined by grand scale entertaining and refined living, while providing a beautiful home for relaxation, recreation and contemplation. Designed by renowned architect Leon Chatelain and built by Gibson Builders, the construction of Fessenden House is unsurpassed. The 20,000-square-foot home boasts seven bedrooms and 14 bathrooms. With its sweeping curved staircase and terraces overlooking an exquisite backyard complete with fountains, pool and pool house, this stately Forest Hills home is an oasis within the city.

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# EXCEPTIONAL LUXURY PORTFOLIO SALES



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## DAZZLING HISTORIC OCEANFRONT ESTATE NEWPORT, RHODE ISLAND LAST LISTED AT U.S. \$21,000,000

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The historic Fairholme estate is situated on the Cliff Walk in Newport on 4.3 acres and has been recently renovated. From the grand Horace Trumbauer-designed ballroom to ample spaces dedicated to staff and the efficient performance of their duties, the manor house reflects a bygone era of luxury and refinement. The 1875 Tudor revival masterpiece lies at the heart of an impressive compound that also contains a picturesque carriage house, greenhouses, and an exquisitely tiled swimming pool, complete with a luxurious cabana pavilion overlooking the Atlantic. Fairholme was first created as a summer cottage for Fairman Rogers of Philadelphia, a wealthy arts patron and engineer. Rogers, also a noted coaching authority, is the subject of Thomas Eakins iconic tour de force of late 19th century American painting, "Fairman Rogers Four-in-Hand."



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## METICULOUSLY MAINTAINED ISLAND ABODE VISTA DEL MAR, CAYMAN ISLANDS LAST LISTED AT U.S. \$9,450,000

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Known as one of Cayman's most exclusive homes, the 11,500-square-foot waterfront residence, situated in the luxury residential community of Vista del Mar, represents a record-breaking sale. The eight-bedroom home is settled on a 1.25-acre lot of lushly landscaped grounds and boasts four garages with ample separate living quarters above each. Substantial terraces and poolside entertaining areas afford an outdoor lifestyle with stunning views of the Caribbean Sea.

# EXCEPTIONAL LUXURY PORTFOLIO SALES



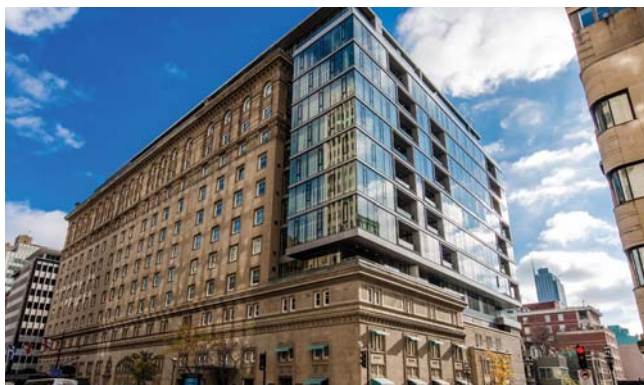
## EXTRAVAGANT INTERIOR DESIGN IN A WATERFRONT VILLA LOCARNO, SWITZERLAND **LAST LISTED AT FR 5,950,000**

Renowned Swiss architect and designer Carlo Rampazzi masterminded this unique bungalow-style villa with 180-degree panoramic views of Lake Maggiore. Set in a fantastic plot above the lake and framed by the forest and two streams, the stunning home is just a short, 30-minute drive to Lugano. The spacious layout is complete with a living room with high ceilings, gallery and open kitchen, master suite with a walk-in wardrobe and attached bathroom. The lower level consists of a guesthouse, storage rooms and garages for up to four cars.



## UNIQUE CONTEMPORARY PENTHOUSE CHICAGO, ILLINOIS **LAST LISTED AT U.S. \$5,125,000**

An exceptional one-of-a-kind sky-home situated high atop the Four Seasons Hotel in Chicago's prestigious Gold Coast neighborhood, this unique contemporary penthouse duplex boasts 300-degree breathtaking views of the lake and city. Dramatic open living spaces with soaring ceilings and 22-foot windows are complemented by a striking stainless steel and glass staircase at the center of this magnificent home. The penthouse is equipped with Smart Home technology, allowing you to control the climate, window shades, lighting and music with the touch of a finger. Enjoy the five-star full service building with lavish amenities, including a health club, spa, indoor pool, round-the-clock room service and on-site concierge.



## MONTREAL RITZ CARLTON RESIDENCE MONTREAL, QUEBEC, CANADA **LAST LISTED AT C \$4,200,000**

This home is one of only 45 units at Montreal's most coveted address: The Ritz Carlton Residences. A private entrance, dedicated concierge and doorman assure that you are separated from the hustle and bustle of the hotel, but benefit from the same five-star services. Amenities are easily accessed and include a spa, gourmet restaurant, fitness center and rooftop pool.



## CHARMINGLY RENOVATED COLONIAL HOME ALEXANDRIA, VIRGINIA **LAST LISTED AT U.S. \$3,295,000**

Nestled in the heart of Alexandria, Virginia, this six-bedroom home features a two-level wall of windows that overlooks the immaculate landscaping on the half-acre lot. A sparkling saltwater pool sits steps away from a built-in limestone fireplace and patio, making outdoor entertaining a dream. Inside, the home has been enhanced with custom detailing and master craftsmanship. The master suite is equipped with a sitting area and walk-in closet on the main level. Additional amenities include a media/billiard room, executive office, wine cellar, second kitchen and guest suite located on the spacious lower level.

# WHAT WE LOVE ABOUT AMSTERDAM



## AMSTERDAM: IT'S TRENDING NOW.

The Dutch capital has reinvented itself among travelers, having shed the raucous reputation from its liberal policies and famous red light district, and is today buzzing in a different kind of way. A photographer's paradise and a foodie's delight, from morning bike rides along the canals to dining at a "living-room" restaurant, Amsterdam sits at the intersection of charm and cutting-edge.



## ARTS AND FESTIVALS

The culture-lover is spoiled with choices in Amsterdam. No trip to the city is complete without a visit to the Rijksmuseum, devoted to the city's arts and history, as well as the Van Gogh Museum, which holds the largest collection of the artist's work, and of course the famous Anne Frank Museum as well. For a different experience, the Museum of Bags and Purses, as its name suggests, is a veritable handbag heaven. Amsterdam also boasts a plethora of galleries and over 300 festivals annually, celebrating culture and customs throughout the city.

## CANAL CRUISING

With 165 scenic canals, it's no wonder that Amsterdam's canals were recognized as a UNESCO World Heritage Site in 2010. Float down them by day and you can take in the magnificent Renaissance architecture, while the evening brings out romantic views of the illuminated canals. Best known operators include Holland International, Blue Boat and Canal Bus, which also offers a hop-on, hop-off service.

## LIVING-ROOM RESTAURANTS

A developing trend among the dining scene in Amsterdam is a comfortable and relaxed setting dubbed as a living-room restaurant in the privacy of the chef's home. The essence of what the Dutch call *gezellig* (loosely translated to "cozy"), guests can enjoy a savory meal while feeling like they are dining at home, minus the clean-up. These comfy restaurants allow guests to eat freshly prepared home-cooked food in an intimate setting. Notable hot spots are Caro Kookt, Saskia's huiskamerrestaurant and Flair Culinair Cook & Dine Concept.

# INNOVATION

## INNOVATION



### STAYING CURRENT WITH THE LATEST AND

greatest modernisms, experiencing destinations of distinction and knowing how to pamper yourself have long been major elements in defining your luxury lifestyle. The following collection of trends offers some of our favorites in the areas of Innovation, Exploration and Relaxation to add luxury to your life and inspire your own ideas.

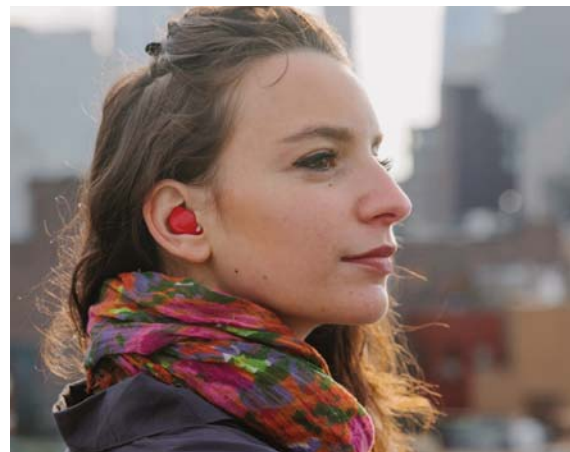


### Nike HyperAdapt 1.0

The Nike HyperAdapt “motorized system” is the next step in personalized footwear, shoes designed to fit perfectly to your feet the moment you put them on. Utilizing adaptive lacing technology, these self-lacing shoes make swift micro-adjustments to tighten or loosen the fit to achieve optimum performance. Enjoy a better workout with convenience and ease, and feel the comfort of this shoe as it supports you throughout your routine. [nike.com](https://www.nike.com)

### Pilot In-Ear Device Translator

A world free of language barriers is made possible by the Pilot. The first smart earpiece, this wearable technology translates between users speaking different languages so you can experience the world as though you have a personal translator by your side at every moment. Travel wherever, whenever, without having to worry about communication barriers and toggle between different languages with the accompanying app. The Pilot will be your personal pilot throughout all your foreign adventures. [waverlylabs.com](https://www.waverlylabs.com)





## Wave City Coffee Table

A well-balanced mixture of wood, steel and 3D-printed technology, the Wave City Coffee Table features an upside-down design of a cityscape. The table is an ideal and innovative addition to any living space with its captivating and intricate detailing. Designer Stelios Mousarris pulled inspiration for the design from tsunami waves, combining something organic (nature) with something man-made (construction). [mousarris.com](http://mousarris.com)



## Smartbe Intelligent Stroller

The first-ever of its kind, the Smartbe Intelligent Stroller is a self-propelled stroller which seamlessly synchronizes with the movement of the user without assistance or actual physical contact, allowing you to safely walk or jog hands-free directly behind the stroller and even manage its trajectory by Android, iOS smartphones and smartwatches. The user has direct control and the stroller has four big wheels that adapt easily to rough surfaces and paths. A climate-controlled carry cot, bottle warmer, automatic rocking chair and anti-theft sensor are just a few of the features that make this the ultimate stroller for both you and your little one. [smartbe.co](http://smartbe.co)

## Samsung LED Touchscreen Fridge

Named "The Family Hub™" this revolutionary new refrigerator comes built with a Wi-Fi-enabled touchscreen that lets you manage your groceries by making a list, connect with your family and entertain, all without even leaving your kitchen. Never worry about forgetting an essential item because, with three built-in cameras that can be seen from your phone, you can always double check your stock and avoid that return trip to the store. [samsung.com](http://samsung.com)



## Flytographer

Whether it's a honeymoon or unforgettable family vacation, stunning photos with your loved ones in the amazing places you visit will be the best souvenir to share with family and friends. And now, with Flytographer, you can easily book local photographers in over 175 cities worldwide and take advantage of their local knowledge and expertise of the most photogenic and magical spots in their own communities. A high-resolution gallery of the memorable moments on your vacation is sent within five days, so you can relive your vacation before you've even unpacked. [flytographer.com](https://flytographer.com)



# EXPLORATION



## Angel Jet Capsule

Cruise through the open waters in your 25-foot mini yacht from Jet Capsule. Complete with a kitchen, bathroom and comfortable sleeping arrangements onboard. A desirable weekend getaway filled with fishing, sunbathing and a little R&R will leave you feeling refreshed and ready to conquer the week ahead. [jetcapsule.com](http://jetcapsule.com)



## Light Rider

Zip down the street in this all new, 3D-printed motorcycle from APWorks by Airbus Group. Silent, emission-free and lightweight with intuitive handling, the Light Rider delivers a peaceful ride anywhere you need to go. The future of urban mobility, this revolutionary design will leave you questioning how you lived without one this long. [lightrider.apworks.de](http://lightrider.apworks.de)



## EXPLORATION



## The Martin Jetpack

The Jetsons have become a reality! The Martin Jetpack is the world's first practical jetpack, allowing you to live like a superhero by soaring through the air. Controlled via a remote or flown by a pilot, this jetpack can finally help you realize your flying dreams and offers abundant opportunity for exciting adventures. [martinjetpack.com](http://martinjetpack.com)

## Poseidon Undersea Resorts

Enjoy all the luxuries of a five-star hotel in an undersea wonderland and sleep among the tropical fish and bottlenose dolphins, just off a private island in Fiji. An unforgettable experience awaits 40 feet beneath the ocean's surface. Take the elevator (really!) or scuba dive to the resort. While there, take part in water sports, deep reef excursions and learn about indigenous marine life. [poseidonresorts.com](http://poseidonresorts.com)

# RELAXATION



## Henry Dog Design Dog Bed

Treat your dog to a designer bed inspired by Henry, a rescue dog. Begin with an elegant and sophisticated bed frame that will flawlessly match the design of your home. Choose from a variety of colors and styles with a stainless steel base designed to withstand daily use for generations. Whether your pup is tuckered out from a busy day or simply lazing about the house, the Henry Dog Design bed will keep any hound happy and looking good too. [henrydogdesign.com](http://henrydogdesign.com)

## Riedel Amadeo Decanter

For the discerning wine connoisseur, decant your wines in style with the Amadeo Decanter, a mouth-blown piece of artistic crystal from Riedel. Designed by the most senior master craftsman, this decanter will give your wine a chance to further mature and attain a rich and more fulfilling flavor. [crystalclassics.com](http://crystalclassics.com)



## RELAXATION





### CocoOne® Cocooning Lounge

A first-class cocooning lounge is a relaxing and private addition to any outdoor space and the CocoOne from Delfin Wellness is the perfect place to escape from it all to nap, to meditate, or simply to curl up with a good book. The swing doors can be adjusted to provide as much or as little privacy and sun protection as desired, while technical functions such as colored lighting, infrared deep heat, and adjustments to the reclining surface are controlled from your iPad. Comfortable for one or two people, this luxury cocoon will leave you feeling rested, restored, and ready to face the world.

[delfin-wellness.at](http://delfin-wellness.at)



### SPACE Yoga Retreat

Discover the oasis of calm on a SPACE Yoga Retreat, which combines once-in-a-lifetime travel opportunities with the passion for connecting mind and body. Stretch your muscles and clear your mind with a mix of yoga, Pilates, meditation, healthy meals and mindfulness. You will leave feeling mentally and physically refreshed and empowered. These week-long getaways boast changing venues, with the next one held October 8–15 at the famous Branson Estate on Moskito Island, just off Virgin Gorda in the beautiful British Virgin Islands.

[alexiaandsuns-space.com](http://alexiaandsuns-space.com)

### James de Wulf Bar Cart

A desirable accessory to your kitchen or outdoor dining space, this avant-garde bar cart from James de Wulf is a true statement piece to serve handcrafted cocktails and beverages. The simplistic concrete design will work well in almost any space and your guests will be taken with the cutting edge design and modern aesthetic.

[jamesdewulf.com](http://jamesdewulf.com)



## CURATE YOUR CLOSET WITH DESIGNER COUTURE

An entirely new approach to shopping is taking shape, and the world of fashion has quickly caught on. With the use of technology, especially apps, it is becoming easier than ever to have a personalized shopping experience that will save you time and keep you current with the latest trends, popular styles and iconic brands.



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## MORPHEW CONCEPT

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Known for sourcing the greatest pieces of fashion's past from around the globe, Morphew brings you one-of-a-kind vintage couture. The New York City showroom, along with the brand's e-commerce site, boasts a timeless collection of over 5,000 pieces, including rare Alexander McQueen, Yves Saint Laurent, Lanvin and Chanel pieces. They even offer an exclusive concierge service where founders Bridgette Morphew and Jason Lyon act as personal shoppers, collecting exquisite pieces from all over the world and hand-selecting pieces based on client interviews where they learn about clients' tastes, color preferences and sizes. Catering to the top one percent, Bridgette and Jason seek out unique pieces for each client, communicating with them via WhatsApp. If you like a certain item, Morphew sends it directly to you. In addition, they offer private, in-home trunk shows where they can present curated collections in an intimate environment.

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## TRUNK CLUB

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Trunk Club offers something for every man. This service enables today's fashion-savvy male, from the intimidated to the expert, insight and direction on the latest fashions in the privacy of their own home. Clients can select their comfort level from a range of "Clueless," to "Confident" to "Aficionado." After a personal stylist assesses their profile they send a trunk of clothing options, which can be tried on at home and returned within 10 days. Once done, a new trunk can be requested at any time.

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## WANTABLE

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Relax at home and let someone else do the shopping for you! Wantable works by providing a personal stylist who selects clothing, fitness wear, makeup and accessories from personal preferences provided in an online profile. The detailed customization quiz asks everything from how you prefer your pants to fit, to size, to occasion you are shopping for and more. Each month the stylist will do all of your shopping and ship the items directly to your doorstep. For any items you dislike, simply return them and keep the rest. Cancel anytime or skip a month if you prefer. Wantable brings the latest trends by hand selecting items personalized just for you.

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A truly well-rounded closet should be filled with not only functional wear for everyday needs, but also unique pieces, that today can be handpicked for you by the most discerning of shoppers with the most fabulous taste. Whether vintage or new, today's customized service and technology enable every fashion-appreciator to be dressed to fulfill all your fashion dreams, without all the work.



# DECADENT PASTRIES AROUND THE GLOBE





## SAMPLING THE LOCAL FARE IS AN ESSENTIAL PART OF TRAVELING,

which means it's only right to indulge when you find yourself before a patisserie in a foreign land. While the French may be the masters of this flaky treat, there are plenty of unique takes around the world that ought to grace your palate and inspire your own homemade creations. In our endless quest to explore the art of the pastry from a variety of cultures, here are just a few of our favorite savory options and where you can find them!

### CONDITORI LA GLACE Inner City Copenhagen | Denmark

Founded in 1870, Conditori La Glace is Denmark's oldest patisserie with recipes passed down from one generation to the next. The four dining sections contribute to the historical ambiance, with much of the original furniture from the 1890s and interior design work from 1924 still intact. Dine in the beautiful, historic rooms where you can watch the pastry chefs create cakes and sweets or take a class with the accomplished pastry chef Lars Juul.

#### WHAT TO TRY

Delight in the Mocca Éclair, consisting of choux pastry (a light pastry dough) with mocha cream and coated with a mocha glaze.

### MACRINA BAKERY Belltown Neighborhood Seattle | Washington

Macrina opened in 1994 as a means to showcase a love for bread, and shortly thereafter began baking delicate and delicious pastries. Savory delights rounded out the menu, and the café was born, making Macrina so much more than just a bakery. Styled after an old village bakery, their overflowing display case is a feast for the eyes that will leave you loosening your belt. Whether you're looking for a tasty treat or a delicious lunch to satisfy your appetite, stop by and experience the flavors of Macrina.

#### WHAT TO TRY

The Cocoa Puff, a sweet brioche pastry filled with semi-sweet ganache and topped with a chocolate crackle glaze.

### TAI CHEONG BAKERY Central Hong Kong

Tai Cheong Bakery opened in 1954 in the historic Lyndhurst Terrace in central Hong Kong. The well-known dessert chef Mr. Au Yeung created the first egg tarts and deep fried pastry, fresh-baked every day, even winning the award for "The Best Egg Tart in Hong Kong." From tradition to innovation, from Chinese to Western, Tai Cheong Bakery integrates various elements, such as skilled chefs, creative minds and a passion to develop a variety of pastries and cakes today. In the near future, Tai Cheong Bakery will expand throughout China so that more people can enjoy Hong Kong style cakes.

#### WHAT TO TRY

The Egg Tart is world-famous for its sweet, buttery and flaky taste and consistency, filled with an egg custard center.

### BOURKE STREET BAKERY Surry Hills | Sydney | Australia

Bourke Street Bakery began as a little corner store bakery café in the winter of 2004. Paul Allam and David McGuinness were bakers and chefs who shared a love of good food and an appreciation of all things handmade. They also shared a dream to open a little café bakery where everything would be made by hand with dedication and love. Over the years, Bourke Street Bakery has grown into a Sydney institution, now offering baking classes with their experienced chefs.

#### WHAT TO TRY

Pain au Chocolat, a warm sweet roll infused with rich chocolate.







# THE CASABLANCA OF MIAMI BEACH

A DARK MEDITERRANEAN HOME IS REIMAGINED  
ON A FRESH, WHITE CANVAS

**W**HEN THE CURRENT OWNERS PURCHASED THIS Mediterranean estate they quickly saw immense potential. After all, it was situated on the highly coveted North Bay Road with 100 feet of prime Biscayne Bay frontage, just minutes from the world-class dining and shopping of Miami's famous South Beach. Though newly built in 2003, the ornamental residence they had just purchased was a long way from their tastes and it would take an arduous, no-expense-spared renovation to bring their vision to life. And thus they began a trend of transformation from the traditional dark Mediterranean revival that was popular among luxury homes in south Florida to the crisp white walls designed for collections of contemporary artwork.



Dark wood coffered ceilings and wrought iron were removed, as they transformed the home with white marble floors and white walls that were in-line with their breezy South Florida lifestyle and would lead them to aptly name the home Casablanca for the romantic setting it evokes. With the goal of allowing natural light to fill the home, walls were knocked down throughout, and a living room was thoughtfully added with a grand skylight in the ceiling center. Additionally, carefully placed direct lighting was added to showcase an extensive art collection, while integrated Smart Home technology provided them with the sophisticated systems one expects in a home of such caliber.

In the kitchen, the ambitious owners opted for a professional-grade cooking space that could equally accommodate family dinners and large functions with a Wolf gas stove, two Sub-Zero refrigerators and two ovens. The open layout freely flows into an airy waterfront family room and an adjacent breakfast nook divided by a see-through glass shelf where fine crystal ware shimmers in the sunlight.

Encompassing an entire wing along the waterfront, the white-walled master suite was designed to provide a private and pampered experience. The generously portioned bathroom with hers and his vanities enjoys a free-standing soaking tub adjacent to a walk-in closet and dressing area with a built-in make-up table. Those with even the most elaborate collection of accessories will find a designated space for everything in the ample closet, with cubby holes for belts, eyeglasses and purses, giving the feeling of walking into a curated designer showroom.





**TOP LEFT:** Situated on 100-feet of prime Biscayne Bay frontage.

**FAR LEFT:** A spacious walk-in closet with cubby holes for belts, eyeglasses and purses.

**LEFT:** The luxurious bathroom encompasses hers and his vanities and enjoys a free-standing soaking tub.

**ABOVE:** Entertain in a naturally lit dining room and cook for family and friends at a table prepared to seat 16.



A shared living area with sweeping water views and a built-in bar and television gives way to a fabulous waterfront terrace that defines the fluidity between indoor and outdoor living. From here, as well as from multiple balconies throughout the home, enviable views of the water and downtown Miami skyline are on full display. The 19,200-square-foot lot is landscaped with lush gardens and natural sand brought in to create a beach-like waterfront hangout. Covered terraces and seating areas and a full cabana encircle the sparkling pool and jetted hot tub. Capitalizing on the favorable year-round climate, a shaded summer kitchen allows for al-fresco dining and entertaining, while the private dock means keeping your boat in your backyard is an everyday reality.

Fans of the classic film, from which the home draws its name, will recall that Rick Blaine was misinformed when he went to Casablanca for the waters and disappointingly found himself in the desert instead. If only he had been sent to Miami.

FOR MORE INFORMATION ON THIS MEDITERRANEAN HOME, visit [luxuryportfolio.com](http://luxuryportfolio.com) and search Web ID: FSAU88



TOP: The sleek white walls are perfect for displaying a contemporary art collection.

ABOVE: A professional-grade cooking space is complete with a Wolf gas stove, two Sub-Zero refrigerators and two ovens, a drastic transformation from the dark wood and tumble marble rough floors.



# POP OF COLOR

## BRING YOUR LIVING SPACE TO LIFE

**F**RESH AND BOLD, A POP OF COLOR IS A QUICK WAY TO LIVEN UP ANY HOME. FROM PASTEL curtains to cheery throw pillows, exciting rugs to brightly painted walls, getting creative with color can infuse a needed burst of energy into any space. Whether you are looking to make a big splash or just a dab to accent your existing space, the right color scheme will simultaneously make a room feel bigger and the ambience lighter. If the interior designer in you is looking for inspiration, here are a few of our favorite homes that aren't afraid to use a daring palette.





1.

Dubbed Maison du Soleil, the home of fashion icon Max Azria, founder of BCBG, uses color to fill each room with life. Located in the ever-desirable Holmby Hills neighborhood of Los Angeles, California, Azria's eye for design goes beyond haute couture, as demonstrated by this fabulous living room with hues of orange and green in furniture that feels bold during the day and cozy at night. The traditional wall color creates a balance within the room, and a vibrant rug brings it all together for a space that is warm with a visual pop. [WEB ID: GSEJ88](#)

2.

In Sandton, South Africa, an affluent suburb of Johannesburg, a subtler application of color is utilized to accent the more muted tones throughout this contemporary penthouse. Shades of grey provide a chic, designer feel, while carefully placed touches of purple, orange and maroon keep the environment upbeat. In this room in particular, the orange throw pillows on the couch and hassocks around the ping pong table offset the predominant use of black and grey. Additionally, the texture of the walls and rug further the creative design to provide a room that is fun with a sense of mystique. [WEB ID: WMUJ88](#)

3.

The kitchen is another great place to inspire creativity through color, and this Reno, Nevada, residence does that with a visually striking combination of blue and orange. Blue can sometimes come across as cold, but this deep shade used in the cabinetry and appliances presents a calming sensation that complements the peach-toned barstools. The overall effect gives the impression of a high-energy space that encourages culinary innovation with a soothing touch. [WEB ID: JGNB88](#)

Using color to evoke a mood or sense of personality is an easy yet powerful way to alter the experience in your home, and we hope these color-infused rooms inspire you to express yourself, with a pop!



# SELLING SIGNIFICANT PROPERTIES IN A DYNAMIC GLOBAL MARKETPLACE

As global wealth has continued to increase over time, so too has the demand for luxury properties. While the affluent have always loved luxury real estate, the period between the early 1970s and today has seen a dramatic increase in the number of high-net-worth individuals with a seemingly insatiable appetite

for, interest in and an overall cultural focus on real estate. As their ability to invest in such lifestyle-forward discretionary purchases has increased, the instances of properties priced at \$1M USD or more has surged — unlike anything we’ve seen in the past.







While the Great Recession resulted in a temporary dip in this trend in the late 2000s, consumers quickly gained confidence in the market, with investors and those with means rushing back into real estate, often leveraging their position with all-cash purchases. Real estate developers happily met this demand by quickly returning to building, particularly in high-net-worth markets such as Hong Kong, London and New York City. As a result, the high end of the market led the recovery of real estate, with what some may say was a frenzied, "overhyped" return.

At the same time, we began to see the global economy have an impact on the luxury market, as global wealth became more widespread and economies like China produced significant real estate investors. The strength and diversification opportunities represented by the global economy have influenced the confidence levels of high-net-worth individuals. In fact, today's affluent individual has exceptional confidence, particularly about their own personal wealth and their ability to maintain it.

This confidence is something we did not see just a few years ago and is very good for the real estate market in general. This impact is evidenced in many ways throughout the Leading Real Estate Companies of the World® network, but perhaps in no better way than by the fact that nearly 100 broker-to-broker

referrals are initiated every day as an extension of our services to our global clientele. The network has grown internationally to meet consumer demand and today serves almost 60 countries with more than 550 firms around the globe.

Today's strong, confident and savvy world travelers are also very educated on the ways of the world and extremely sensitive to the impact of global events. For example, they understand innately that economic change such as Brexit, unrest such as the refugee crisis and uncertainty such as the U.S. presidential election impact the global economy. They keep their fingers on the pulse and are ready to turn on a dime if needed.

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**"THE NETWORK HAS GROWN INTERNATIONALLY TO MEET CONSUMER DEMAND AND TODAY SERVES ALMOST 60 COUNTRIES WITH MORE THAN 550 FIRMS AROUND THE GLOBE."**



It is in this landscape that the global luxury real estate market faces a unique moment in time, as the post-recession frenzy has begun to settle, or correct. In fact, in most global real estate markets today, we see a very healthy environment, with solid levels of inventory and a return to realistic absorption rates — or the amount of time it should take to sell a property based on the price and the amount of inventory in that market.

Top luxury real estate agents understand the more measured pace of a healthy market, and the best ones will ensure their clients get it too.

For homeowners wondering why their home is not selling, it's critical to have an in-depth conversation with the agent about what the likely market for the property may be. The best agents consider many factors when creating a customized marketing plan and recommending how to price it appropriately — including the interests and lifestyle of a potential buyer, where they may be coming from and how to reach them and the absorption rate for a significant property in the market. Often, depending on the price and inventory, a realistic sales period could be one, two or three years for properties in the top 10% of the market.

The network of top real estate brokers invited to join the Luxury Portfolio International® program understand the real estate business on a global scale and are prepared to help market significant properties through the ample resources available to them through Luxury Portfolio. With tools like LuxeAnalytics™, they can demonstrate how many views a home has received, from what countries visitors are coming and the currencies and languages searched to help zero-in on where to target marketing efforts. Members can even screen potential buyers with LuxeIntel and target outreach with lists of potential buyers like CEOs of major corporations and business owners.

Navigating the sale of a luxury property is a sophisticated process. Working with a highly qualified agent to better understand today's affluent consumers and the potential pool of buyers, locally and globally, and partnering to create a well-developed marketing plan and direct course of action is the best bet to successfully market and sell a significant property in today's complicated luxury real estate world.



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