

LUXURY PORTFOLIO

I N T E R N A T I O N A L ®

VOLUME 06 | ISSUE NO. 01



EXCLUSIVE PROPERTIES
LUXETRENDS®
WEALTH MANAGEMENT
URBAN DWELLINGS

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WELCOME

WELCOME TO LUXURY PORTFOLIO INTERNATIONAL®

Luxury Portfolio International® is a highly-regarded, global network of premier locally branded companies dominated by many of the world's most powerful independent luxury brokerages. As the luxury face of Leading Real Estate Companies of the World,® this unique and exclusive program provides us with a global platform to market our significant listings to affluent consumers around the world. We are proud to have been selected for membership to Luxury Portfolio International.®

Today we are gifting you the latest copy of our edition of the Luxury Portfolio Magazine because we believe the home is a place to celebrate and be celebrated and plays an important role in your lifestyle. Reminiscent of your passions and future dreams, home is a comforting place to spend cherished time with your loved ones. We hope you will find the following pages of this magazine as inspiring as we 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. homebuyers 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, where more than 50,000 luxury homes are marketed annually.

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



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LUXURY PORTFOLIO INTERNATIONAL®

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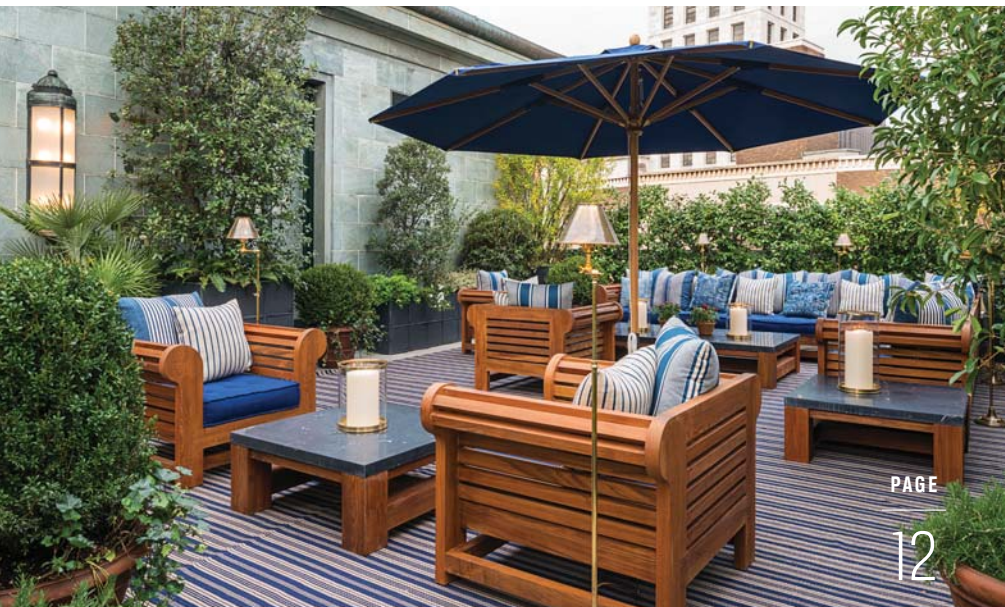
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BY DAY, YOU'RE CHAIRMAN OF THE BOARD, COME SUNDOWN YOU CHAIR THE LAKE.

**Luxury real estate is far more than a transaction.
It's about living the life you deserve.**

We know a commitment at this level requires a rock-solid relationship with experts who truly understand worldwide markets, and with our established leaders in over 50 countries, you can rest assured. As a global network with 50 years of proven results, our members are more than comfortable representing the most important people and the best luxury real estate around the globe.

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U.S. HOMEBUYERS EXPAND THEIR HORIZONS: A CLOSER LOOK AT WHERE AFFLUENT BUYERS ARE INVESTING ABROAD

As the world gets smaller and smaller, increasingly affluent U.S. homebuyers are demonstrating a higher level of comfort investing in, or moving out of the United States. Many factors could be leading to this shift including lifestyle choices, personal connections and financial viability. Lifestyle choices such as relocating and searching for a “primary home” or investing in a vacation home will directly influence the choice of location.

Leading Real Estate Companies of the World®, our parent company, are experts on global mobility, facilitating approximately 40,000 global broker to broker referrals around the world annually. As such, the organization has unique insight into purchase behavior of buyers who looked to their own LeadingRE broker in 2015 to assist with an introduction to a similar broker elsewhere in the world.

Perhaps most startling is the sharp increase in interest of international purchases among the affluent U.S. homebuyer, with referrals from Luxury Portfolio International® members almost doubling from 2014 to 2015, when the outbound referrals increased from 26 countries in 2014 to 49 countries in 2015.



INTERNATIONAL PURCHASES WERE SIGNIFICANT

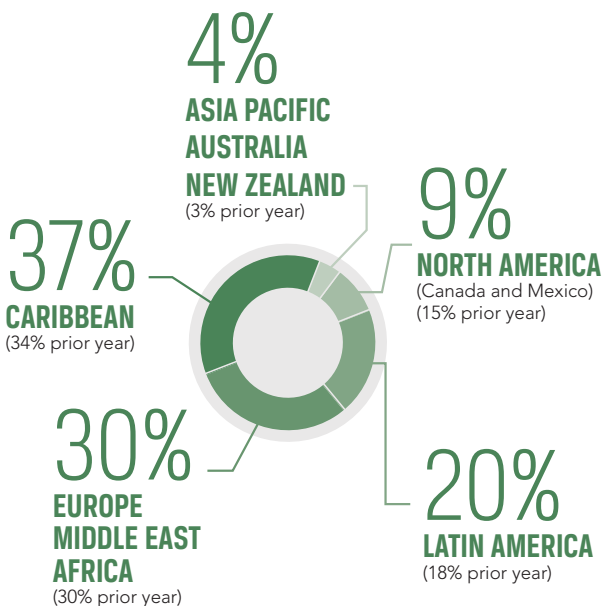
While the average sales price for a broker to broker referral within the LeadingRE network normally averages \$350,000, the outbound U.S. referrals among luxury brokerages were significantly higher, with an average sales price through 3Q15 of \$900,000, signaling that those able to afford it are willing to spend more money and have the flexibility to live or invest wherever they would like.





WARM MARKETS AND SECOND HOME DESTINATIONS LEAD THE BUYING BEHAVIOR

The most prevalent places for purchasing a home are in Puerto Rico and the Caribbean. Though affluent homebuyers' investment interests span over 49 countries year to date, a few regions stand out through 3Q15 with the top locations listed below. One can assume the driving force behind these areas is resort destinations, investment purposes and lifestyle preferences.

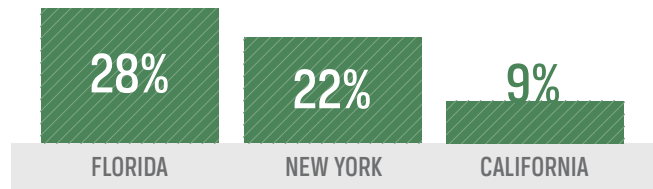


INTEREST ABROAD IS EXPANDING

Affluent U.S. homebuyer interest abroad has increased by nearly 175% year over year. While affluent U.S. homebuyers represent 72% of all interest in 2015, the percentage has dropped from 77% in 2014, as investing abroad becomes more readily available to all U.S. homebuyers, not just the affluent.

PRIMARY BUYERS

Of the U.S. homebuyers referred abroad in 2015, affluent buyers are primarily coming from Florida at 28%, New York at 22% and California at 9%.



HOW DO YOU DECIDE WHAT'S RIGHT FOR YOU?

Making the decision to move abroad isn't something that comes lightly. Luxury Portfolio brokers regularly counsel clients considering such a big move to talk with personal contacts in the area to understand the community, help address any security concerns, learn about community engagement and assess the overall convenience of a location as well as assist with the researching of the financial viability of an area. For example, comparing home sales for the past two years to gain a broad sense of whether the community is stable, growing in value or in decline are all significant factors to consider.

Local insights, understanding the trends and the knowledge and expertise of a great local real estate expert can assist anyone with limiting the risk and increasing the success of an international move. Whether it's to relocate or to retire, the world offers endless possibilities, especially for the affluent. Visit LuxuryPortfolio.com to virtually view homes in over 50 countries and start your next adventure today.



EXCEPTIONAL LUXURY PORTFOLIO SALES



PHENOMENAL POINT COMPOUND | BOCA RATON, FL

LAST LISTED AT US \$14,900,000

Located in the world-acclaimed, guard-gated yachting enclave of Boca Raton, The Sanctuary offers a 20-slip marina, Har-Tru tennis courts, a pristine 27-acre wildlife preserve, private road and water patrols. The Palm Beach-style residence totals nearly 15,000 square feet with six bedrooms and eight full bathrooms, making this home a perfect Florida retreat.

EXCEPTIONAL LUXURY PORTFOLIO SALES



MAGNIFICENT PRIVATE ESTATE HUNTERS CREEK, TX

LAST LISTED AT US \$12,000,000

Situated on two and a half acres this estate was extensively renovated and rebuilt in 2009 by Goodchild Builders with exquisite interiors by designer Marjorie Slovack of Houston. Wonderful formal living spaces encompass the home, designed to entertain family and friends. A saltwater pool can be enjoyed on the hot summer days in Texas, helping to achieve that sun-kissed glow.



BEACHSIDE HOME LA JOLLA, CA

LAST LISTED AT US \$11,400,000

Well-known architectural firm, Bokal & Sneed designed this oceanfront home with unobstructed whitewater views and direct, private access to La Jolla's most intimate sandy beach. Privacy meets style and quality meets functionality in this classic La Jolla beach home, which features open living and entertaining areas, all bedrooms on the main entry level, a lower beachfront area that is home to a private stretch of sand, phenomenal cabana and bar, as well as a luxurious spa with steam room. The home's irreplaceable forward location on its large lot with big frontage affords panoramic views and unique interaction with the crashing surf and majestic sand.

EXCEPTIONAL LUXURY PORTFOLIO SALES



TIMBERLAKE LODGE | INCLINE VILLAGE, NV
SOLD FOR US \$10,700,000

73 Shoreline Circle, an exquisitely designed custom home by premier builder John Brink, offers a grand great room with 27-foot-high beamed ceilings and panoramic views of Lake Tahoe and the Sierra Mountains. Nestled into 100 feet of shoreline, this exquisite lodge offers a sandy cove, private pier and buoy in Incline Village, Nevada.

AMAZING STONEBRIDGE ESTATE | WHISTLER, BC, CANADA
LAST LISTED AT US \$9,343,555

With countless views of ski runs and snow covered mountains, this Stonebridge estate brings breathtaking scenery to life. Bathed in sunlight, walk beneath beautifully curved wood vaulted ceilings, gaze through stunning, picturesque windows and settle in to stare out towards the stars from the warmth of the hot tub. Enjoy the iPad-controlled Sonos audio/visual throughout and luxurious guesthouse, alongside a chef's kitchen, wine cellar and outdoor fire pit overlooking Beaver Pond. There's something for every taste.



EXCEPTIONAL PENTHOUSE ON THE RIVER SPREE
BERLIN, GERMANY LAST LISTED AT €1,500,000

Situated on the banks of the River Spree in the very heart of Berlin, this unique penthouse sits majestically at the top of a former factory building constructed in 1889. It is located at the edge of the trendy Kreuzberg neighborhood and lies right on the waterfront, not far from Oberbaum Bridge. The downtown penthouse offers additional space available for growth due to the historical route of the Berlin Wall. It also includes a Gira Revox Multiroom System enabling all the electrical installations to be controlled, including the lighting, heating, security camera, blinds and Hi-Fi system, and invisible speakers have been mounted in the ceiling throughout the entire penthouse.

CONTEMPORARY LAKEFRONT HOME
QUEENSTOWN, NEW ZEALAND LAST LISTED AT US \$1,341,201

Crafted with care for the sought-after address, this unique residence encapsulates low-maintenance living and wraps it in luxury. Multiple levels reach for the sky and present the 180-degree vistas as few other properties can. Technology has been seamlessly integrated into everyday life, from the keyless entry, lift and security systems to the entertainment systems and electric blinds that are operable from bed. A walk to the heart of Queenstown's shopping and restaurant district, there's little to rival this home for location, luxury, convenience and those all-important outlooks.



WHAT WE LOVE ABOUT MIAMI



KNOWN WORLDWIDE

for its stunning beaches, the Miami coastline is truly a place to see and be seen. With the infectious vacation spirit, it is no wonder this international destination at the tip of Florida continues to grow, with visitors as well as new residents flocking to its shoreline to reside in new luxury developments like Faena House and The Miami Beach EDITION. In true fashion of a traveler's desires, Miami exhibits a wide array of places to unwind and relax.



ART DECO

Miami Beach's Art Deco District is the first 20th century neighborhood to be acknowledged by the National Register of Historic Places. Complete with 800 structures of historical buildings built between 1923 and 1943, with notable colors, stylized natural forms, sleek curves and glass blocks. The district provides a rich history of one of Miami's most well-known neighborhoods.

BEAUTIFUL BEACHES

Rest assured, Miami is filled with beautiful beaches, from Bal Harbour to Pelican Island. You are sure to return home with that fresh sun-kissed glow. For those in search of a scenic stretch of beachfront with miles of white sand, dunes and dense vegetation, Haulover Beach Park, located on a shoal between the Atlantic Ocean and Biscayne Bay, offers a smooth stroll along the coastline.

EXQUISITE DINING

Experience the tastes of Miami, from a five-course American cuisine tasting menu at Alter in the trendy Wynwood neighborhood, to the Mediterranean flavors by Michelin-Starred Chef Jean Paul Lourdes at Marion in the financial district or the complimentary plantain chips at the flavorful Cuban restaurant La Rosa in the West Flagler neighborhood. Upon arrival, you will quickly learn Miami is equipped with diverse cultural fare and a mix of unwavering classics to tempt everyone's taste buds.

TRANQUIL GARDENS

Miami is home to some of the most gorgeous gardens in the country, including the "can't miss" Vizcaya Museum & Gardens, which sits on ten acres of lush terrain, promising a serene place for stimulating a moment of peace. With the world's greatest living collection of palms at the Fairchild Tropical Garden and signature plantings at the Miami Beach Botanical Garden, Miami is a haven for those looking for a party, but also a peaceful getaway.

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.



Lumo Run Shorts

Designed to help you improve your running skills, Lumo Run Shorts offers the personal attention of a running coach with the professional data of a lab, tucked in the lining of your shorts. With the help of Lumo Run you will learn to run more efficiently, improve your performance and reduce your risk of injury by leveraging the real-time auditory coaching and running metrics. lumobodytech.com

Bowers & Wilkins 800 Series Diamond Speakers

Known as the industry standard for accurate sound, Bowers & Wilkins brings you the 800 Series Diamond Speakers with six models to choose from. The speakers do not add or take away from the sound of the music, but instead offer a purity of sound that is stunning and immediately captivates your ears. bowers-wilkins.com



Kronos Golf Putter

Exceptional craftsmanship and ultra-precision have made the Kronos Putter a golfer's dream, while providing incomparable performance on the course. With unparalleled structural design, the putter excels in conventional and compared balance technology to keep your form clean and precise. The sleek and uniform appearance will make you feel like a pro while you practice your stroke. Kronosgolf.jp



Glow In The Dark Sofa by Mario Bellini

The Via Lattea collection is the latest elegant, three-piece sofa from Italian designer Mario Bellini. Made of recycled material, the sofas are filled with transparent bubbles of air and "sidereal light." The avant-garde furniture provides a cool glowing effect for the ultimate relaxation experience. bellini.it



Keurig KOLD

A revolution in on-demand, cold beverages at home, Keurig KOLD is like having your favorite drink on tap, minus the CO2 bottles and syrup canisters. Offering a wide variety of refreshing beverages, including Coca-Cola, Diet Coke, Dr. Pepper and Canada Dry, each KOLD pod yields a perfectly portioned 8-ounce refreshment. The cold beverage system delivers both carbonated and still fresh-made, chilled drinks, perfect for parties and entertaining guests, with less clean up. keurig.com

INNOVATION

EXPLORATION



Tesla Model X

Explore the world in the safest, fastest and most capable sport utility vehicle on the road. Tesla brings you the future with their new Model X. Complete with seating for seven plus luggage, this aerodynamic SUV can achieve 250 miles of range provided by the 90 kWh battery. The Falcon Wing doors allow easy access to the second- and third-row seats, making it a desirable family car for long drives or weekend getaways. teslamotors.com



Wi-Fi and USB Cufflinks

A fashionable cufflink in disguise not only keeps you looking classy, but contains a 2GB flash drive and Wi-Fi hotspot prepared to help you complete your work while traveling. Compatible with smart phones and any other Windows wireless device, the cufflinks provide you with an extra sense of security for your business needs, and they're stylish too. cufflinks.com

ION Luxury Adventure Hotel

Plan your next trip to Iceland and enjoy a relaxing stay under the Northern Lights, a rigorous trek across an ancient glacier or fly-fishing on the icy rivers. Less than an hour drive from the bustling capital, Reykjavík, the hotel is set against a backdrop of monumental lava plains. The luxurious rooms are filled with thoughtful décor that pays tribute to the Icelandic style, with breathtaking views of the natural terrain. ionice.land.is



EXPLORATION

goTenna

An explorer's best friend, goTenna can generate its own signal even when there's no cell coverage or Wi-Fi. This cognitive digital radio, combined with an app, can automatically coordinate with other units within range. The lightweight, waterproof design is perfect for your most challenging adventures in high or low altitudes and dense, obstructed areas. gotenna.com



Palazzo Ralph Lauren Club

An exclusive, members-only club and store is how Ralph Lauren is rewarding their most valuable clientele. The private venue in Milan is 12,000-square feet, leaving plenty of room for private events, trunk shows and red carpets. The by appointment-only store offers a custom shopping experience, complete with women's clothing and accessories as well as men's made-to-measure suits. After a day of shopping, VIP customers can indulge in the private eatery and enjoy the decadent rooftop terrace filled with the Ralph Lauren Home Collection. ralphlauren.com

RELAXATION

RELAXATION



Aspinal Leather Poker Set

A must-have for all avid poker players is the 300 Chip Aspinal Leather Poker Set. The sophisticated, hand bound set is created with the finest grade Amazon Brown Croc Italian Leather and signature Aspinal soft-padded suede. The poker set is an authentic item of luxury for those who value superior craftsmanship and quality. aspinaloflondon.com



Emirates Palace 24 Carat Gold Radiance Facial

Indulge in a 24 Carat Gold Radiance Facial while in Abu Dhabi at the Emirates Palace, and leave your skin with noticeably improved texture, tone, elasticity and overall appearance. The anti-aging benefits of gold enhance the suppleness of your complexion, preserve your skin's natural glow, ward off UV damage and reduce discoloration, leaving you with youthful, baby-soft skin. kempinski.com





Brücke 49 Bed and Breakfast in Switzerland

Located in Vals, Switzerland, unlike any other bed and breakfast you've experienced, Brücke 49 is stylish, tasteful and luxurious. Enjoy a stay in "the suite" with two bedrooms and a sizeable living room, elegantly designed with handcrafted furniture and bringing you true joie de vivre as fresh mountain air billows through the windows. When you need to get away from all the stresses life can bring, Brücke 49 is your haven. brucke49.ch

Tumi Johnnie Walker Tasting Kit

Tumi has partnered exclusively with Johnnie Walker, the famous taste-maker, to design a limited-edition case, hand crafted in Italy from premium saffino leather. Perfect for the world traveler, this deluxe signature tasting kit is complete with all of the essential bar accoutrements and even includes a voucher redeemable for the Johnnie Walker Blue Label blended scotch whisky. tumi.com



Circle Swing Rocking Chair By Iwona Kosicka Design

A unique addition to any home, the circle swing, made of veneered oak, hangs from the ceiling, incentivizing fun and exercise while swinging to stay active. The high quality and minimalist design make it a desirable piece for your living area, that is both comfortable and functional. Perfect for reading a book and sipping your morning coffee, you will feel relaxed all day long. kosicka.pl



CURATING A DESIGN-SAVVY HOME

MAKING YOUR HOME FEEL COMFORTABLE AND WARM WITH ALL THE AMENITIES YOU'VE EVER DREAMED OF SOMETIMES MEANS RENOVATING A ROOM OR TWO.

Consider starting with your master bedroom closet and bathroom!

MASTER BEDROOM CLOSET

Ample closet space is essential for every bedroom, especially the master bedroom. Italian architect and designer Antonio Citterio recently collaborated with B&B Italia on the Backstage project, a flawless solution to keep your closet organized. Perfectly blended into the wall with exclusive finishes, the closet offers a sleek and sophisticated look. As the doors open, lights automatically illuminate the refined space and individual compartments are designed to hold folded shirts, jewelry, shoes and any accessories you may have.

This design is the most innovative solution to the storage problem of traditional wardrobes. The full height doors, with simultaneous rotation ensure reduced bulk and better accessibility to the internal compartments. It's often said that your bedroom is a reflection of your inner self, and with the Backstage closet you'll feel innovative and organized each day.





MASTER BATHROOM

In 2016, the shower isn't simply a place to get clean, but also to unwind and find peace and harmony. Add the designer Kohler DTV+ Digital Showering System and turn your bathroom into a destination spa. DTV+ seamlessly integrates water, sound, steam and lighting elements to create true multi-sensory showering experiences. With a touch screen interface capable of controlling every aspect of the personalized hydrotherapy, you are sure to feel relaxed and energized within minutes. The icon-based interface is intuitive and consistent with today's popular digital devices and up to three interfaces can be connected to the system providing flexibility for multiple users and applications.



SIMPLE RENOVATIONS THAT WILL ENHANCE YOUR HOME AND CREATE EASILY ACCESSIBLE SPACES ARE ALL PART OF CURATING A DESIGN-SAVVY HOME THAT YOU WILL BE ABLE TO ENJOY FOR YEARS TO COME.

OLIVE OIL TASTING TOURS AROUND THE WORLD:



INHALE THE AROMAS OF SOME OF THE WORLD'S

finest olive oils and explore the varying tastes of different regions and the olives that are so deeply ingrained in so many exotic cultures worldwide. The use of olive oil began in 6000 BC and is used today for not only culinary purposes, but also medicinal, massage, oil lamps and more. Olive trees can live to be 300–400 years old and sometimes even older. Educate your palate on the vastly different variations of oils while touring olive oil facilities, and cultivate your knowledge of olive oil grades, characteristics and best uses for each type of oil. This is one of the latest ways to experience the world through your palate and will give you a new perspective and appreciation for the fine art that is olive oil today. Not to mention, your taste buds won't be able to return to the generics. Here are a few of our favorite places to experience the flavorful olive oils from around the world.

FLORENCE, ITALY • LE BACCANTI

Taste the authentic joys of Tuscany with a guided tour of the olive oil press. Famous for their extra virgin olive oil with an intense and spicy flavor, you are sure to return home with bottles to share. Through the tour you will not only discover the rich aromas of the native oils, but also learn the various techniques of how olive oil is extracted from olives and the importance of harvest periods, weather and heat during processing. It is best to visit during peak season when the olives are pressed from October through December. While visiting Florence go sailing on the Mediterranean Sea or take an ultra-luxury wine tour via helicopter, even relish in a weekend-long cooking class with Florentine locals.

ANDALUSIA, SPAIN • A TASTE OF SPAIN

A tour of olive oil facilities wouldn't be complete without a visit to Spain to the world's largest olive oil producer, replete with the greatest diversity, including 260 varieties of oils. Andalusia is a utopia for all olive oil enthusiasts, with olive groves, trees and savory tastings with prime visiting dates from November through January. This culinary tour will allow you to distinguish the nuances of different varieties while guiding you through three territories of Spain's most renowned extra virgin olive oil producers. Explore Andalusia through The Great Mosque of Córdoba where in the 10th Century, Córdoba was the capital of the Caliphate of Córdoba, the Moorish kingdom that governed much of the Iberian Peninsula. Or visit the coast at Marbella's beaches with white sand and palm-lined promenades, where you are sure to fall in love with Spain.

SONOMA, CALIFORNIA • THE OLIVE PRESS

Sonoma, California's own, The Olive Press is known worldwide for its extra virgin olive oil, but it is what is created from the oils that is a true delicacy. Each oil contains its own intensity of delicate, medium or robust flavor. The olives are grown by estate partners in Napa and Sonoma, and each has its own unique story with various combinations to give you a memorable taste of Northern California. From citrus-crushed oils, infused oils such as pumpkin spice, white truffle and more to oil and balsamic combinations like lime olive oil and coconut balsamic vinegar, you will leave the tasting room craving for more. Don't forget to sample the exquisite wines of Sonoma and tour popular wineries, including St. Francis Winery, Buena Vista Winery, Ferrari-Carano Vineyards & Winery and many more.

CRETE, GREECE • TERRA CRETA

Begin your day in this exotic Greek island locale, with a guided tour of the olive groves at Terra Creta, complete with a harvesting demonstration. Their experts will lead you to the olive mills where production is overseen and described thoroughly. A tasting is provided in their bottling room where you can sample three different extra virgin olive oils. Learn about the best tips to properly store the oils as well as their health benefits, which can of course be shared as the perfect gift to take home to friends, eager to hear about your fabulous experiences. Discover all that Crete has to offer by visiting the Botanical Park of Crete or soaking up the sun at Balos Beach and Laggos.

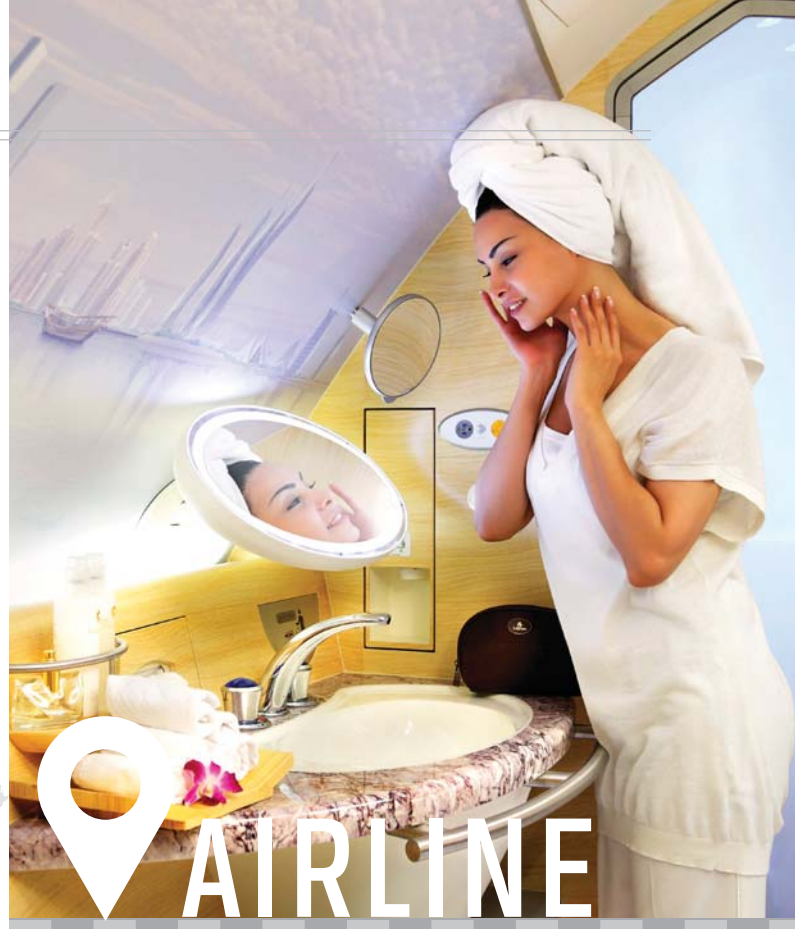
LES BAUX-DE-PROVENCE, FRANCE • MOULIN CASTELAS

Les Baux-de-Provence is one of the most beautiful villages in France and home to Moulin CastelaS olive groves and mill. The mill was built to control every stage in the oil-making process, from olive harvest dates to production and blending of delicious oils to ensure the best product possible. Similar to a winery, the mill was designed specifically to bottle the oils' fruitiness and freshness. You can visit the groves and mill to experience and appreciate the art of olive oil making while sampling the exquisite finished products. While in Les Baux-de-Provence, stay at the Mas de 'Oulivie luxury hotel, with private terraces and a gourmet chef who cooks with products from locally grown markets.





AS MORE AIRLINES, HOTELS AND CRUISES ELEVATE their product offerings with cultivated experiences and world class accommodations, it can be overwhelming to pick just the right one. Of course, traveling with the utmost comforts plays a significant role in ensuring a delightful and memorable trip. Make an informed decision with this, our list of favorite first-class experiences.

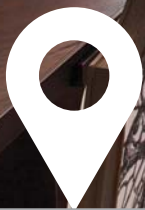


OUR PICK **EMIRATES PRIVATE SUITES**

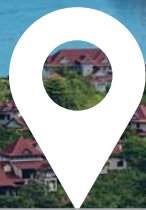
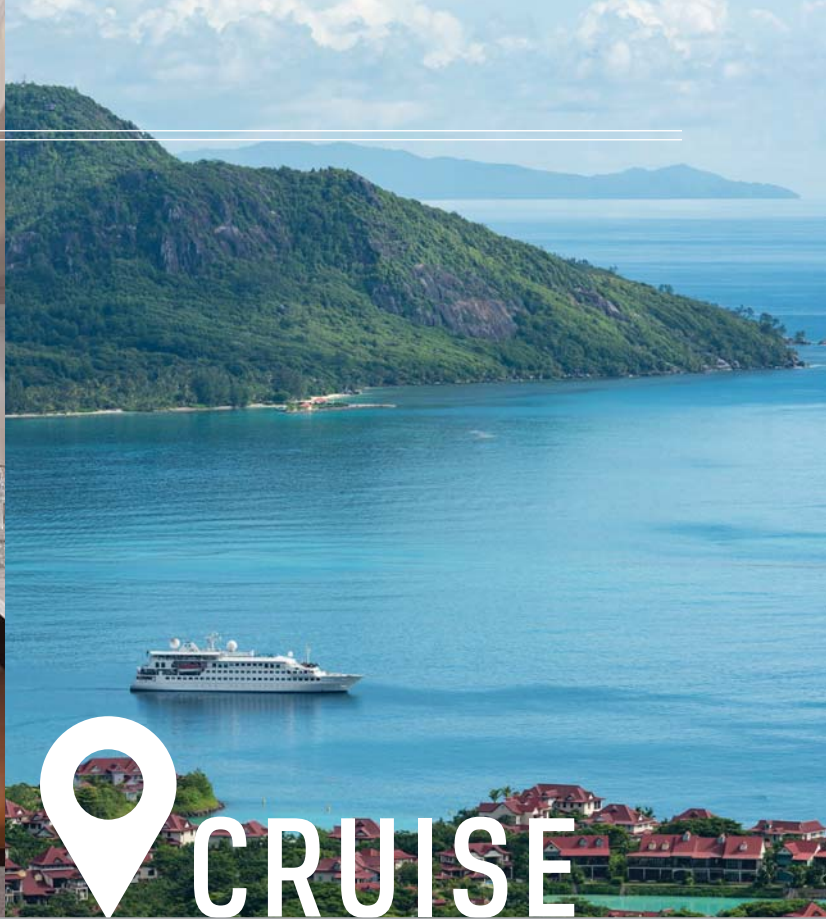
Experience: Emirates private suites offer one-of-a-kind service, mastering the art of “me time.” Your personal suite has sliding doors for privacy and an individual mini-bar, making it easy to immediately become accustomed to flying in style. At any point during your flight you can convert your seat into a fully flat bed with a mattress and drift to sleep. If you’re already feeling well-rested, a private cinema resides in your suite, ready to entertain you for the hours ahead.

Savory gourmet meals of regionally inspired dishes are prepared by top chefs using fresh, locally sourced ingredients. Indulge in the Asian-accented braised beef rib or the fresh, stir-fried lobster in black bean sauce. Complimentary cocktails, beer and additional beverages are readily available with sommeliers on board to expertly pair your meal with a fine wine from their curated collection.

Arrive at your destination feeling refreshed by taking advantage of the onboard Shower Spa with a selection of Timeless Spa products and Bvlgari designer amenity kits. And finally, complete your in-flight spa experience with a detoxifying fresh juice to boost your energy and revitalize your spirit for your next journey.



HOTEL



CRUISE

OUR PICK **BACCARAT HOTEL & RESIDENCES NEW YORK**

Experience: Revel in sublime New York City at the Baccarat Hotel & Residences, launched in March 2015 as the flagship property with new openings in Rabat, Morocco in 2016 and Dubai and Doha, Qatar over the next several years. With this brand extension, the legendary, 250-year-old French crystal maker brings an elegant resort with unparalleled service and exquisite amenities, combining a noble heritage with modern lifestyle.

The countless amenities include artisans of service to provide you with precision, attention and discretion: a chic chauffeur service to taxi you around the city, Spa de La Mer for a soothing massage, a glass-enclosed fitness center with expert personal trainers, a luminous pool lined with daybeds and fine dining by Michelin-Starred Executive Chef Shea Gallante at Chevalier.

A work of art in itself, the hotel design and décor was created by sought-after Paris-based design duo Gilles & Boissier, who constructed almost every piece of furniture for the public spaces and 114 rooms and suites, incorporating Baccarat crystal accents throughout. Architecture firm Skidmore, Owings & Merrill designed the state-of-the-art tower, creating a vibrant glass façade across the street from the Museum of Modern Art. Additionally, Parisian art connoisseur, Frédéric Chambre collected exceptional artwork from the 18th century to today from Paris auction houses. Specifically fitted to Baccarat, the artwork features photographers, painters and more.

OUR PICK **CRYSTAL CRUISES CRYSTAL ESPRIT**

Experience: Climb aboard the Crystal Esprit and embark on a journey with the newest addition to the Crystal fleet, a yacht boasting an ultra-luxurious cruise for the most discerning world travelers. This smaller, sleek and nimble cruise ship allows easy access to secluded harbors, coves and islands that are not accessible by way of larger ships.

The all-inclusive cruise comes with butler service for every room to help you settle into your suite and arrange for boutique adventures and room service, designed to make your cruise experience relaxing and carefree. Each suite features a distinguished color palette of bright neutrals with a subtle nod to nautical traditions. Gilded woods, grand marbles and integrated cabinetry line each room, ensuring an environment where guests feel at home.

Complimentary expeditions and water sport equipment will be offered throughout the duration of the cruise, allowing for enriching and engaging activities. Explore a tropical island on a jet ski, watch the sunrise as you paddle your way through the water in a kayak or gaze at the colorful fish while snorkeling. No matter what you choose, this cruise is an enticing adventure you are sure to remember for years to come.

URBAN DWELLINGS

THE SPIRIT OF CITIES



THREE INCREDIBLY SOUGHT AFTER URBAN ADDRESSES IN CHICAGO, NEW ORLEANS AND PARIS bring modern style and convenience to meet the elevated expectations of today's luxury homebuyer. Being in the center of a bustling city, minutes from the best shops, restaurants and entertainment is an exhilarating feeling that many embrace. Following are three distinctive properties that break the mold of traditional high-rise living, offering spacious homes that maintain the ethos and identity of the urban lifestyle.



INDUSTRIAL CHIC IN THE HEART OF THE WINDY CITY CHICAGO, ILLINOIS

In one of Chicago's most sought after neighborhoods, Lincoln Park, sits a modern home with exposed brick and industrial metalwork inside and out. This extraordinary property was built by the Chicago-based architectural practice, Liederbach and Graham, who used natural materials, such as reclaimed wood, white-oak wall paneling and steel accents to create the striking setting. Interior Designer, Bruce Fox, added sophisticated style and a unique set of privacy to this phenomenal turn-key home by constructing a custom brick wall to envelope the 45-foot wide-lot, leading to a space that feels sheltered and separated from the city commotion. Seemingly limitless ceiling heights allow for abundant light to fill the first-floor living, dining and kitchen spaces, while beautiful stone, fabrics and custom windows are found throughout this airy four-bedroom home. Guests can also be accommodated privately in the coach house atop the attached garage, complete with a full kitchen and living room. This urban façade is brilliantly designed for Chicago with an outdoor living space allowing you to make the most of the fabulous summers, when every Chicagoan wants to spend as much time outside as possible, while additional touches such as the 900-bottle wine cellar with a tasting room, three fireplaces and a recreational room with a sauna make this home the perfect remedy for those tough winters.

COSMOPOLITAN TOWNHOUSE IN THE BIG EASY NEW ORLEANS, LOUISIANA

Settled in a popular and iconic American city, this gorgeous 200-year-old New Orleans Creole Townhouse sits in the historical French Quarter and was restored over a 10-month period. With no brick left unturned, the owner spent every moment carefully choosing the exquisite New Orleans details, including triple crown molding, hand-crafted chandeliers, hardwood floors, ornate bathtubs, high ceilings, exposed brick, gas lightings and more. The original roof rafters and second and third floors add to the vintage appeal. French Quarter craftsmen stripped the wood and flawlessly stained it to match the rest of the original New Orleans red brick walls. Each floor is complete with mini bars and wine coolers. The second floor features a beautiful entertainment room, which opens to a street balcony to ensure that famous jazz and the smells of beignet pastries cooling envelop the home with the ambiance and excitement that only New Orleans can offer. This three-story townhouse encapsulates the charm and tradition of the deep South, reflecting the ethnic history of New Orleans. Just like a good jambalaya, the home draws inspiration from a variety of eclectic influences and materials that perfectly blend together in true New Orleans fashion.



WEB ID: ATQW88

PRESTIGIOUS MANSION IN THE CITY OF LIGHT PARIS, FRANCE

In an elegant gated community near the merging road junction, Place Charles de Gaulle, resides a private manor, recently renovated and offering everything today's discerning buyer could want, including luxuriously spacious terraces and gardens, stretching 400 square meters in size. The main living space is filled with posh reception areas, a lavish library, study room, six bedrooms, a playroom and an attached guest cottage. The guest cottage has two additional bedrooms, an attic, home cinema and a fitness room, and connects to the swimming pool in the main quarters of the home. Located in Paris' 16th arrondissement, this home is surrounded by quiet, residential neighborhoods with a village feel, such as Passy and Auteuil, which tend to attract families looking for a private home. The neighborhood is lined with mansions designed by renowned French architects, such as Mallet Stevens and Le Corbusier, along with marvelous townhomes and views of Paris' vast and impressive park, the Bois de Boulogne, which in fact stretches to two and a half times the size of New York City's famous Central Park. It features lakes and waterfalls as well as restaurants, an amusement park and the Auteuil horse-racing course. With location, lifestyle and every amenity one could wish for, this property is the perfect balance of city life in a friendly community setting.



WEB ID: ABEV88

HOW

THE FAMILY OFFICE

IS IMPACTING THE

HIGH-NET-WORTH TODAY



MANAGING SIGNIFICANT PERSONAL AND FAMILY ASSETS TODAY IS A COMPLICATED BUSINESS,

which can be time consuming, fraught with politics and ultimately more than most busy people today are able to, or care to, juggle. As a result, wealthy families often end up with a complex web of advisors, employees, consultants, and communication can become a challenge.



ENTER THE "FAMILY OFFICE."

A family office is a fast-growing category in wealth management where an entity is set up to employ individuals whose only job is to serve a single family's needs in a mix of functional areas such as investments, lifestyle management, tax and trust compliance, comprehensive risk management and transition management. Family offices are custom built based on the unique needs of the family, and can emphasize different functional areas depending on the family's desires.

The need for family office-type entities has been driven both by growing complexity and the increasing concentration of wealth into the hands of the top 1%. These global family offices, in turn, have strived to collaborate more proactively with each other, ensuring affluent families can idea-share and benefit from one another regardless of where they are physically located. Families will sometimes band together under one entity, the multi-family office, to ensure that their wealth management needs will be addressed by elite, loyal and well-resourced professionals who understand how to cross-pollinate opportunities and best practices across families.



We recently spoke with founder Paul Morelli and his partner Eric Mendez, from the multi-family office Vernal Point Advisors (VPA) in San Francisco, to better understand the role of a multi-family office in meeting affluent families' needs – not least in relation to the families' real estate portfolios. According to VPA, running an intensive and ongoing discovery process about a client's shifting goals and circumstances is the key to building a truly custom service offering for a family.

Subsequent to the discovery process, VPA designs custom educational curriculums so their clients can be empowered to make informed decisions in the context of their financial and other objectives. Then, once priorities and strategies are agreed upon, VPA leads the coordination of other service providers to devise and deliver creative cross-functional solutions that advance the clients' goals.

The team agrees that residential real estate plays an important role in meeting clients' objectives, both from a financial perspective as well as a non-financial perspective. According to VPA "From a family office perspective, residential real estate is foremost an emotional investment that can drive client happiness and foster positive family dynamics. From a financial perspective, residential real estate can be an attractive investment, both diversifying and protecting wealth, specifically in the luxury real estate space."





HOW TO FIND THE RIGHT MULTI-FAMILY OFFICE?

Clients, or real estate professionals looking to refer clients, have many things to consider. VPA recommends focusing on the following criteria:

1. **Screening for integrity** is at least as important as **evaluating competence**.
2. The **incentive structures** of the firm and of the individual advisor are critical to understanding whether they are trustworthy.
3. Evaluate individual advisors, look for hard-to-obtain designations requiring ongoing **compliance with ethical and professional standards**, such as the Chartered Financial Analyst (CFA) designation. This helps ensure that you'll have a seasoned investment professional allocating your portfolio.
4. If selecting advisors with ultra-high-net-worth clients in mind, a **cross-disciplinary skill set** (investment, tax and executive) is critical.
5. **Medium-sized independent multi-family offices** are the sweet spot in the market for families with net worth between \$20m–\$400m. In addition to getting access to the skill sets and networks relevant to the segment, you'll get partner-level attention, a long-term relationship orientation and sufficient resources.

Ultimately, the evolution and growth of the family office is a reflection of the times today and speaks directly to the unique, specialized and highly customized needs of today's high-net-worth.

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SITTING DOWN WITH **FENDI CASA CREATIVE DIRECTOR AND VICE PRESIDENT**

ALLY COULTER



Ally Coulter is an established designer with over 15 years of interior design experience. Her creativity and elegant approach to each space she creates have led her to collaborate with talented visionaries and currently serve as the Creative Director and Vice President of Fendi Casa and Luxury Living, the leading organization in the luxury lifestyle and furniture sector. Her firm, Ally Coulter Designs, has drawn an A-list clientele from coast to coast, primarily focused in Beverly Hills and the Hollywood Hills, as well as Manhattan, the Hamptons, Greenwich, CT, Newport, RI, and Boston, MA. Ms. Coulter's work has been featured in such publications as *The New York Times*, *The Wall Street Journal*, *Forbes Magazine*, and *InStyle*, and recently we had the pleasure of sitting down with her to discuss the latest design trends, her upcoming collaboration with Ritz Paris, and much more!



LP: How did you initially become involved in interior design work?

AC: I started my career in movie set design, then at Ralph Lauren Home in Los Angeles.

LP: What has it been like working on both the East and West coasts? Do you find what people are looking for to be very different?

AC: Great design is beloved on both coasts. I do think the West Coast, especially Los Angeles, is influenced by the climate and Mediterranean lifestyle. Water, beach, relaxed environments. New York City pulsates and is always current with the influence stemming from the art and fashion world. The colder climate also changes some of the overall design aesthetic.

LP: How do you feel your design work has evolved since you first began your career?

AC: You grow with your work and with your life experiences. I think you never stop learning and being exposed through travel, friendships and projects. I believe that is the greatest part of creativity and design, it always flows. I am also heavily influenced by great designers of the past such as Dorothy Draper (American interior decorator) or Syrie Maugham (leading British interior decorator of the 1920s and 1930s).

LP: Tell us how you began working with Fendi Casa and how that relationship has evolved?

AC: I met Mr. Alberto Vignatelli, the owner and visionary of Fendi Casa and Luxury Living, a year ago during our collaboration for Holiday House (celebrating the best in interior design and holiday entertaining in NYC, while supporting the fight against breast cancer) and the BCRF (Breast Cancer Research Foundation). He admired the space I designed and a piece of furniture I designed and commissioned. A year later here I am aiding in the expansion of the company in the U.S. as Creative Director and Vice President.

"I THINK YOU NEVER STOP LEARNING AND BEING EXPOSED THROUGH TRAVEL, FRIENDSHIPS AND PROJECTS. I BELIEVE THAT IS THE GREATEST PART OF CREATIVITY AND DESIGN, IT ALWAYS FLOWS."

LP: What do you see for the future of interior design? Are there certain trends on the rise?

AC: Design will always grow and expand. The biggest influence now in our market is the Internet, from social media to Google, design is so easily accessible. Sites like 1st dibs and Houzz have changed the industry and exposure. As far as trends, I anticipate great design, impeccable quality, fun spirit, and timeless elegance.

LP: Do you have a favorite design project that you completed in the past or one you are preparing for in the future?

AC: I loved working with Kip Forbes on Forbes Magazine's Private Club room on Fifth Avenue. Such amazing art, antiques, and American history. It was exciting. I am highly anticipating Luxury Living's new collaboration with Ritz Paris. How exciting to be part of that production and collaboration!

LP: You do a lot of charitable interior design work with Fendi Casa. Are the charities you've worked with significant passions of yours?

AC: Yes, they are very much. I believe in the charity work I do for the BCRF and for Panthera. When you join forces to aide and help others it is a major catalyst for happiness within and a better world to take part. Any time I give comes back to me tenfold. Not to mention the friends, family and life experience along the way. It exemplifies Luxury Living and what our brand believes in as well.



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