



# CHRISTIE'S

---

## GREAT ESTATES

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

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

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

---

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

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

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

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

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

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

# REACHING THE AFFLUENT MARKET WITH BROCHURES

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

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

## UNITED STATES

### Alabama

Montgomery

### Arizona

Scottsdale

Tucson

### California

Berkeley

Beverly Hills

Carmel

Coto de Caza

Danville

Hermosa Beach

Laguna Niguel

Los Altos

Los Angeles

Los Gatos

Menlo Park

Mill Valley

Monarch Beach

Montecito

Newport Beach

Orange

Orinda

Pacific Grove

Palm Desert

Palo Alto

Palos Verdes

Pasadena

St. Helena

San Francisco

San Marino

San Mateo

Santa Barbara

Santa Ynez

Saratoga

South Lake Tahoe

Tahoe City

Torrance

Tustin

Walnut Creek

Woodside

### Colorado

Aspen

Denver

Engelwood

Steamboat Springs

Telluride

Westcliffe

### Connecticut

Avon

Darien

Essex

Glastonbury

Goshen

Greenwich

Monroe

Old Lyme

Oxford

Ridgefield

Simsbury

Stamford

Stratford

Trumbull

West Hartford

Westport

Wethersfield

### Delaware

Greenville

Hockessin

Wilmington

District of Columbia

Washington

### Florida

Boca Raton

Coral Gables

Delray Beach

Hobe Sound

Islamorada

Jacksonville

Jupiter

Marathon

Miami Beach

Ocala

Orlando

Palm Beach

Palm Beach Gardens

St. Petersburg

Sarasota

Singer Island

Stuart

Vero Beach

Windermere

### Georgia

Alpharetta

Atlanta

Buckhead

Duluth

Dunwoody

Kennesaw

Palo Alto

Palos Verdes

Pasadena

St. Helena

San Francisco

San Marino

San Mateo

Santa Barbara

Santa Ynez

Saratoga

South Lake Tahoe

Tahoe City

Torrance

Tustin

Walnut Creek

Woodside

### Illinois

Chicago

Evanston

Flossmoor

Geneva

Glenview

Highland Park

Hinsdale

Lake Forest

Palatine

Winnetka

### Louisiana

Baton Rouge

New Orleans

### Maine

Camden

Northeast Harbor

Portland

### Maryland

Annapolis

Baltimore

Bethesda

Easton

Gaithersburg

Potomac

### Massachusetts

Boston

Brookline

Chatham

Harwichport

Martha's Vineyard

Nantucket

Orleans

Osterville

### Michigan

Birmingham

Grosse Pointe

### Minnesota

Delray Beach

Hobe Sound

Islamorada

Jacksonville

Jupiter

Marathon

Miami Beach

Ocala

Orlando

Palm Beach

Palm Beach Gardens

St. Petersburg

Sarasota

Singer Island

Stuart

Vero Beach

Windermere

### Mississippi

Bay St. Louis

### Missouri

Springfield

St. Louis

### Montana

Big Sky

### Nevada

Incline Village

Las Vegas

Reno

Stateline

### New Hampshire

Concord

### New Jersey

Cresskill

Englewood Cliffs

Madison

Middletown

New Vernon

Princeton

Rumson

Saddle River

Tenafly

### New Mexico

Albuquerque

Santa Fe

### New York

Amagansett

Bridgehampton

Clinton Corners

Cold Spring

Commack

Dix Hills

East Hampton

East Northport

Huntington

Larchmont

Locust Valley

New York City

Northport

Rye

Sag Harbor

Scarsdale

Setauket

Shelter Island Heights

Smithtown

Southampton

Staatsburg

Syosset

Tappan

### North Carolina

Cary

Charlotte

Columbus

Greensboro

Highlands

Raleigh

Wilmington

Winston-Salem

### Ohio

Cincinnati

Columbus

West Chester

### Oklahoma

Oklahoma City

Tulsa

### Pennsylvania

Bryn Mawr

Bucks County

Chadds Ford

Doylestown

Drums

Kingston

Mountaintop

New Hope

Philadelphia

Shavertown

Unionville

### Rhode Island

Narragansett

Newport

### South Carolina

Beaufort

Charleston

Hilton Head

Kiawah Island

Sheldon

### Tennessee

Nashville

### Texas

Austin

Dallas

Fort Worth

Houston

San Antonio

### Utah

Park City

### Vermont

Burlington

Woodstock

### Virginia

Alexandria

Arlington

Charlottesville

Irvington

McLean

Middleburg

Richmond

### Washington

Bainbridge Island

Bellevue

Gig Harbor

Issaquah

Kirkland

Mercer Island

Redmond

Seattle

Spokane

### Wyoming

Jackson

### UNITED KINGDOM

#### England and Wales

Cheltenham

Cheshire

Cornwall

Cumbria

Derbyshire

Devon

Dorset

Essex

Hampshire

Harrogate

Kent

London

Northumberland

Norwich

North Yorkshire

Peterborough

Somerset

West Sussex

Wiltshire

York

### Channel Islands

Jersey

### Isle of Man

Ramsey

### Northern Ireland

Templepatrick

### Republic of Ireland

Belfast

Dublin

Glin

### Scotland

Dumfriesshire

Edinburgh

Glasgow

Perth

Rosshire

### WORLDWIDE

#### Argentina

Buenos Aires

#### Australia

Adelaide

Brisbane

Melbourne



# REACHING THE AFFLUENT MARKET WITH CHRISTIE'S PUBLICATIONS

## *CHRISTIE'S GREAT ESTATES MAGAZINE*

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

### *Subscribers and readers include:*

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

## *CHRISTIE'S MAGAZINE*

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

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

#### **EXPERIENCE AND EXPERTISE**

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

#### **EXCLUSIVE AFFILIATION**

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

#### **MARKETING PROGRAMS**

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

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

#### **INTERNATIONAL CONNECTIONS**

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

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



**CHRISTIE'S**  
GREAT ESTATES

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