

# CHRISTIE'S GREAT ESTATES NEWSLETTER



## MARSHA MASON'S ORGANIC FARM & ESTATE OFFERED AT \$7.975 MILLION

Four-time Oscar-nominated actress Marsha Mason is currently starring on Broadway in "Impressionism" with Tony Award winners Jeremy Irons and Joan Allen. A recommitment to acting is one reason Mason is selling her beloved Rio Abajo Rio, a spectacular 247-acre organic farm and estate in northern New Mexico. "I'm selling my farm because it is time for me to downsize and simplify," she says. "Running an organic farm for 15 years is hard work but it has given me so much joy. It truly is an enchanted place."

The compound features an Andalusia-inspired main home graced with generous hallways designed to display art, a great room with facing fireplaces, and a richly paneled library. A separate guest house provides a welcoming retreat for visiting family and friends.

This water-rich jewel in the Southwestern high desert embraces the latest bio-dynamic farming, permaculture, and sustainable-living practices. The dwellings feature energy-efficient double-adobe

walls and a rainwater-gathering system. Ancient cottonwood trees line the two miles of private riverfront.

Less than an hour's drive from Santa Fe, Rio Abajo Rio rests in the heart of Abiquiu, an area made famous by painter Georgia O'Keeffe. This inspiring property includes an expansive two-story conference facility and art studio that invites residents to awaken the artist within.



*A tour of Rio Abajo Rio narrated by Marsha Mason is posted on News & Events at the Christie's Great Estates web Site.*

## SUCCESSFUL FINANCING STRATEGIES FOR LUXURY HOMES

Contrary to popular belief, mortgage financing for luxury homes is as competitive as ever. The elimination of subprime mortgage products has not affected the availability of prime credit products.

"Rates for prime credit borrowers are at historic lows," says David Adamo, President of Luxury Mortgage Corp. "The widely popular five-year ARM is now being offered with rates in the high 4% range and low 5% range and the six-month Libor ARM

is at rates in the 3% range, all depending upon a borrower's qualifications.

"The key in today's market is to match an individual with the right program and lending institution. With the ability to act as both a mortgage banker and a broker, Luxury Mortgage Corp. can recommend the best financing available, all while complying with today's complex underwriting guidelines. Choosing the right mortgage can be the difference between

a successful closing and a lost deal."

Visit [www.luxurymortgage.com](http://www.luxurymortgage.com) for more information.

### LUXURY MORTGAGE RATE WATCH

*For LTV's up to 70%*

PROGRAM	RATE
6 Month Libor ARM	3.25%
5 year ARM	4.75%
7 year ARM	5.00%
30 year Fixed*	5.125%

*\*Up to Agency Jumbo loan limits*

As of March 13, 2009

LIFESTYLE  
DISPATCHES  
FROM AROUND  
THE WORLD

**Hawaii Plugs In**

Car recharging is moving out of the garage. Hawaii has unveiled plans to be the first state in the U.S. with public electric car stations, conveniently located in parking lots, downtown streets, and neighborhood commercial spaces. The California-based company, Better Place, will be building the booster stations which should be up and running by 2011.

**The Deluxe Craigslist**

Looking for a roomy Gulfstream G550 jet, or a hard-to-find car like the Maserati MC12? Log onto the recently-launched jameslist.com. The online marketplace allows buyers to find and compare prices for high-end cars, helicopters, yachts, and aircraft from around the world. The site already features more than 20,000 listings.

**Eco-friendly Cell Phones**

Move over, iPhones and BlackBerrys. Eco-friendly solar-powered phones promises to be the next big thing this year. Samsung is leading the trend with the soon-to-be-launched Blue Earth touchscreen phone, which can be powered by the sun. The phone is partially made of recycled plastic water bottles and lacks the toxic substances found in many other electronics.



SIGNIFICANT SALES FROM THE NETWORK

- A 3.5-acre Tuscan-inspired estate in Beverly Hills, California, listed at US\$49,000,000 was sold by Hilton & Hyland.
- The spectacular “Crocodile Hall,” pictured above, in New York City’s Upper-East Side was listed at US\$29,000,000, and sold by Brown Harris Stevens Residential Sales.
- “Canyon Point,” an architecturally significant estate in Telluride, Colorado, was listed at US\$11,100,000, and was sold by Telluride Real Estate Corp.
- A magnificent apartment in Tokyo, Japan, listed at ¥325,000,000 (US\$3,297,477) was sold by Mitsubishi Real Estate Services Co., Ltd.
- A turn-of-the-century estate overlooking the ocean in Watch Hill, Rhode Island, listed at US\$6,900,000, was sold by Seaboard Properties.
- “Sunset Hill,” a stately 10-acre estate in Manchester-By-The-Sea, Massachusetts was listed at US\$3,450,000 and sold by LandVest, Inc.

View the complete list of Significant Sales from the Christie’s Great Estates affiliate network at [www.christiesgreatestates.com/significant\\_sales](http://www.christiesgreatestates.com/significant_sales).

WHAT’S IN: HIGH-END HOME TRENDS

**Wall Murals:** Paint is passé. Wall murals—a map of the world in a child’s bedroom or a rainforest scene in the solarium—will become more popular in the year ahead. “Wall murals completely transform the look of a

room, with a bold graphic that is easy to install,” says Todd Imholte, President of [muralyourway.com](http://muralyourway.com).

**Design Heat:** Radiators, once-pedestrian heating hardware, are being elevated to a stylish home art form. Tubes Radiatori of Italy has launched a new collection of free-form and warming radiator towers which create a statement piece for any home: [www.tubesradiatori.com](http://www.tubesradiatori.com).

**High-Wattage Chairs:** Once a museum piece, the Eudora fiberglass chair lights up any room—literally. Illuminated from within, the chair is available for purchase for US\$2,949: [www.gnr8.com](http://www.gnr8.com).



TUBES RADIATORI U.S. DISTRIBUTORS: ANISE, INC. PHONE 1 877 733 8116



## GREAT DESTINATIONS: SCHLOSS VELDEN

Tucked amid the soaring snowcapped peaks of the Austrian Alps, the recently refurbished Schloss Velden provides residents and guests with diverse recreational facilities unparalleled anywhere else in the world. Originally built in 1608 as a baron's Renaissance-style castle, this high-end resort and residential community on the banks of Lake Wörthersee was reopened in 2007.

Residents have a wealth of options including 1,615-square-foot apartments, double-story maisonettes and penthouses with a private pool and spa.

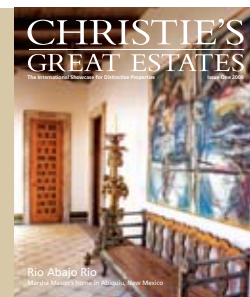
Perfectly sited within two hours of Venice, Salzburg, or Vienna, Schloss Velden offers year-round pleasures in the region known as "the Monte Carlo of Austria."

Schloss Velden highlights include:

- Five-star hotel with 105 suites
- Two high-end restaurants
- Aurigia lakefront spa
- Lakeside marina and beach club
- Skiing and ice skating
- Velden Casino

For more information, visit:  
[www.residenzenschlossvelden.com](http://www.residenzenschlossvelden.com)

## ON THE WEB SITE:



In addition to showcasing the most beautiful homes in the world, [www.christiesgreatestates.com](http://www.christiesgreatestates.com) offers these exciting features:

- An interactive version of the latest issue of **Christie's Great Estates** magazine, pictured above.
- Narrated by President and CEO Kay Coughlin, the **President's Message** highlights the hallmarks of the real estate marketing program.
- The **Video Gallery** tours select properties currently offered for sale.

## YVES SAINT LAURENT ART SALE ELECTRIFIES IN PARIS



YVES SAINT LAURENT SALE  
GRAND PALAIS, PARIS

The triumphant sale of Yves Saint Laurent's private art collection, which took place February 23–25 in Paris, defies the global financial malaise to prove once again that high-quality properties will find willing buyers in any economic climate. More than 1,200 collectors and Christie's clients bid a record €374 million, well above the original €274 million estimate, at the Grand Palais auction site to set a new record for a single-owner collection. Fine homes from the affiliates of Christie's Great Estates were featured at this historic event, with magazines, property brochures, and an elegant

video presentation prominently displayed. The record-setting sale highlights include:

- Eileen Gray's "Dragons" armchair achieved €21,905,000 (US\$28,342,880), setting a record for the most expensive piece of furniture ever sold at auction.
- Piet Mondrian's abstract painting *Composition avec bleu, rouge, jaune et noir* sold for €21,569,000 (US\$27,908,129).
- Marcel Duchamp's tiny perfume bottle *Belle Haleine – Eau de Voilette* realized a staggering €8,913,000 (US\$11,532,531).