



Across the Pond

VIP Letter

Recently we had a letter from a seller in Fort Myers we wrote to almost two years ago. She decided that the time wasn't right to sell then but is ready now. So she wrote to us to get things started. It is amazing that she kept the London letter for such a long time, although we do hear so many different stories associated with our London letters that we are seldom surprised but of course we are always delighted.

Quite a Year

Tim and Barbie Harris of Tradewinds Realty, Nova Scotia have had quite a year. They bought a landmark waterfront house in delightful Chester, opened a new office in Nova Scotia's capital, Halifax, Tim climbed the 19,341ft Mount Kilimanjaro in Tanzania, Africa with 7 others raising over \$63,000 for Make A Wish (www.make-a-wish.org.uk) childrens' wish fulfillment foundation, they made a record sale for a property in Nova Scotia of \$6.1 million - oh, and they also found time to get married: it was a short courtship - 39 years! So all our good wishes and congratulations go to them.



Hurlingham Club



What a great few days we had representing so many firms at the Luxury Property Show at the Hurlingham Club in London at the beginning of November. Everything went like clockwork. We had a booth with great graphics in the very best position. Some of the pre-show marketing you did was amazing and clearly worked really well. Three or four firms thought it so good they have asked us if we could do several shows a year! The show organisers have asked us if we would like to repeat next year and we have made a provisional booking for another great spot. As this was our first group show we were all on a bit of a learning curve but next year we all can hit the ground running. With the expense shared between so many firms this turned out to be a very low-cost high-profile marketing opportunity.

A Florida Visit

Nick and Annette hit the road in Florida in October. Their thousand-mile trip took in Dale Sorensen Real Estate, Vero Beach; Waterfront Properties and Club Communities, Jupiter; Premier Estate Properties, Boca Raton; EWM, Miami; VIP, Naples and Michael Saunders & Co, Sarasota. Nick and Annette were able to address agents at sales meetings, speak to the press and visit some key listings. It is always good to meet agents, introducing MIR to newcomers and reinforcing the MIR message to old friends. It was also good to meet a number of sellers who we hope will tell friends and neighbours about their visit from the London team.

A London Visit

Several MIR members were in London in September and enjoyed an interesting and varied day with Nick and Annette. First off was a visit to central London real estate guru, Peter Wetherell. Peter knows just about everything there is to know about Mayfair, one of the most expensive real estate areas in the world. Peter's world is of celebrities, diplomats, business leaders and royalty. He kindly explained his business model and showed us a typical Mayfair town house. After a light lunch at the Connaught Hotel the group headed, via some of the great London landmarks, to the site of the 2012 London Olympics to see how the stadia are progressing. In the evening the members, including Drayton Saunders (Michael Saunders), Joe and Gerry Liguori and Carmen D'Angelo (Premier Estate Properties), Anthony Cutugno (Houlihan Lawrence) and Melanie Delman, Geer Messenger and Robin Nicholson (Lila Delman) joined Nick and Annette for dinner at the exclusive Carlton Club in the heart of London's West End.



Another London Visit

About the same time that Nick and Nettie were addressing Michael Saunders' agents in Sarasota during their Florida trip recently, Michael Saunders' marketing director, Jennifer Horvat, was in London meeting Susan Hawkins, Mayfair Group marketing director, at the Mayfair International Realty office. Jennifer also met Neil Moore (principal of Mayfair member Guy Leonard & Co, Sussex, England) who briefed her on the UK market and real estate marketing methods. In the evening Jennifer and Susan were able to relax over dinner at Le Caprice, one of London's most popular restaurants.

Mayfair UK Conference and Dinner

UK Mayfair members met recently at the Royal Air Force Club in London's Piccadilly for an afternoon conference followed by a formal dinner. This event has been held for the past sixteen years and is very popular with the UK membership. This year the main theme was members working more closely together against growing corporate and franchise competition.



Hey, Cora Bett

It is just great news that Cora Bett Thomas is back at her Savannah desk after many weeks in Baltimore's John Hopkins Memorial Hospital with what really was a very nasty illness. Cora Bett picked up West Nile encephalitis from a mosquito bite. It has been quite a scare but we are thrilled that Cora Bett is now on the mend. The medics say that it will take six months or more for her to get all her energy back but, as Cora Bett says, she had a lot of energy in the first place!



Huntin' Shootin' and Fishin'

Mayfair members, Bell Ingram, in Scotland have recently opened a sporting lets department with the ambition to be one of the leading providers of Scottish sport worldwide. Through acting for many Highland estate owners Bell Ingram can offer visitors an unforgettable sporting experience.

Scotland is world renowned for hunting and attracts sportsmen and women from all over the UK, Europe and America.

Details are available on: www.bellingram.co.uk/sportinglets

Welcome

A warm welcome goes to new MIR member firm, The Property Group, in Bermuda. The company handles the finest and most desirable properties available in every sector of the Bermudian residential market where it is the largest overseas market sector specialist. Since 1990 The Property Group has sold over 25% of all single-family residential property sales to overseas buyers.

See them on www.property-group.com



Agapanthus, for sale for US\$13.5m

www.property-group.com/pgdat5/pgsalenon8.php