

CONCOURS D'ELEGANCE CLASSIC CAR SPECIAL.

Luxury Investment Index update





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SHOPS ON LONG ISLAND'S NORTH SHORE



WEALTH REPORT UPDATE
LUXURY INVESTMENT UPDATE

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Douglas Elliman



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President and Chief Executive Officer
- Development Marketing
Douglas Elliman



STACEY WATSON
Partner, International Residential
Knight Frank

Changing the Game

Welcome to the 12th Americana Manhasset Concours d'Elegance.

Knight Frank, the world's largest independent real estate business, and our US partner Douglas Elliman, New York's premier broker, are delighted to be sponsoring this wonderful event.

Classic cars and luxury property have much in common – they are both highly collected asset classes that not only give their owners huge amounts of enjoyment and personal satisfaction, but are seen by many as attractive long-term stores of wealth in times of economic turbulence.

The most desirable classic cars, many of which you can see here today, have risen in value by around 500% over the past decade, according to Knight Frank's unique Luxury Investment Index. To celebrate our

involvement with the Concours d'Elegance we have commissioned some exclusive research that provides a detailed insight into this glamorous asset class. Find out more on pages 06 to 09.

To discover why cars evoke such passions, Andrew Shirley, Knight Frank's Head of Luxury Research, was lucky enough to grab some time with leading collector Jim Glickenhaus and legendary racing driver Mario Andretti. You can read their interviews on pages 10 and 11.

We hope you enjoy the event and all the fascinating facts and figures in this brochure. If Knight Frank or Douglas Elliman can help in any way, please do get in touch.



1955 Jaguar D-Type sold by RM Sotheby's in 2016 for \$21.8m. Image courtesy of RM Sotheby's

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AMERICANA MANHASSET



CONCOURS D'ELEGANCE

12th Annual Concours d'Elegance October 9 2016 Celebrating game changers

This year's gathering marks the 60th Anniversary of Americana Manhasset. More than 100 cars compete for best in class and best in show. Winners receive beautiful Tiffany & Co. Star Band engraved platters.



This year, Saint-Louis Crystal, a division of Hermès, will present a special award in honor of Americana Manhasset's diamond anniversary. New to the event this year is a custom Porsche Biergarten, featuring the all-new 2017 Panamera. Cars of note for this year's competition include models as diverse as a 1926 Bentley 3 Litre and 1975 McLaren M23. Among the dozens of special vehicles on display will also be a 1956 Porsche Speedster; 1970 Porsche 917; 1973 Ferrari 365TBC Competition Daytona and 1973 Porsche 2.7RS Lightweight.

"One major goal of the Americana Concours is to encourage participation in the collection and driving of historical cars. We make it possible for the public to see and appreciate these very special automobiles," says Dr. Krimko. "As we rapidly approach the driverless automobile, it is nice to be able to look back to a time when the driving experience was an important design goal. The cars listed here truly are game changers for their respective marques," notes Dr. Howard Krimko, Chief of Judges for the event and former National Director

of the Rolls-Royce Owners Club. The Concours benefits Sunrise Day Camp through the purchase of raffle tickets with an opportunity to win a fabulous 2017 Porsche Macan courtesy of Porsche Roslyn. Sunrise Day Camp is the only dedicated camp in the nation for children with cancer and their siblings, where summer camp and year-round programs are provided free of charge.

Sponsors for this year's event include: Porsche Cars North America, Douglas Elliman Real Estate/Knight Frank Residential, Deutsche Asset and Wealth Management, Deluxe Car Storage, Design Within Reach, GothamTire.com, Tiffany & Co., Poll Restaurants, The Ritz-Carlton Residences, Long Island, North Hills. Automotive Partners: Tesla, Porsche Roslyn, Bespoke Motor Group including Bentley Long Island, Lamborghini Long Island, Rolls-Royce Motor Cars Long Island, Autosport Design, Ferrari Long Island, Gold Coast Maserati, Jaguar of Great Neck & North Bay Cadillac.

EVENT SCHEDULE:

8am - 9:30am: Vehicle registration for Concours participants

8am - 9:15am: Judges breakfast

9:30am - 1pm: Judging of vehicles

2pm: Awards presentation

Malbec to Maybach

Classic cars and fine wine in dead heat at the top of the Knight Frank Luxury Investment Index

The value of classic cars and investment-grade wine both increased by 8% on an annual basis, according to the latest (Q2 2016) results of the Knight Frank Luxury Investment Index (KFLII), which tracks the performance of 10 investments of passion.

However, while the wine market is bouncing back strongly following a slump in Bordeaux values a few years ago, the classic car market is actually decelerating. The last time annual growth slipped below 10% was five years ago.

But if we pop the hood and look behind the headline performance, it's clear that the very top of the market is still firing on all cylinders. Four of the

most expensive cars ever to go under the hammer have sold in the past 12 months and records have been tumbling on both sides of the Atlantic.

The iconic Monterey classic car event this summer was a prime example of the trend. An historic 1962 Shelby Cobra overtook a Ford GT40 (sold for \$11m in 2015) to snatch the top price paid for an American car at auction when it was sold by RM Sotheby's for over \$13m. The eye-watering sum makes it the twentieth most expensive car ever sold publicly.

It was the Brits though that claimed the chequered flag. A gorgeous 1955 Jaguar D-Type was the week's best seller fetching

almost \$21.8m, well and truly smashing the previous top price paid for a British car and claiming seventh place in the overall top 10.

Pre-war cars were also jostling for pole position with a 1939 Alfa Romeo Lungo Spider making just under \$20m.

Steve Wakefield, of market analyst and commentator Kidston, attended the Monterey sales: "The expected auction meltdown never happened. The trend of cars selling below estimate continued, but pragmatic US buyers and sellers were prepared to buy and sell today, rather than 'see how it goes another time'."

Even early US models that have seen their popularity wane of late did well,

he adds. "Significant sums paid by more mature US buyers for notable 'Great Gatsby' American cars from the 1930s show there's life in this market yet."

Across the pond, French auctioneer Artcurial claimed earlier in the year to have sold the most expensive car ever when a buyer bid more than €32m for a 1957 Ferrari 335 Sport. However, when translated into US dollars it couldn't quite match the \$38m that auctioneer Bonhams achieved for a 1962 Ferrari 250 GTO Berlinetta at its Quail Lodge sale in 2014.

Modern classics – those produced after 1980 – have also been doing well. At a recent sale in London RM Sotheby's sold a rare 1995 Porsche 911 GT2 for £1.85m, the equivalent of \$2.4m.

"What these results show is that collectors are still prepared to pay premium prices to acquire extremely rare cars with impeccable provenance," explains Dietrich Hatlapa of the Historic Automobile Group International (HAGI).

However, as some of the other auction sales of 2016 illustrate, buyers are less eager to dig deep in their pockets for cars that were produced in larger numbers or aren't best-in-class examples. "There is definitely more of 'a wait and see attitude' in Europe at the moment. Rather than getting into a bidding war at auction, people are prepared to bide their time and negotiate

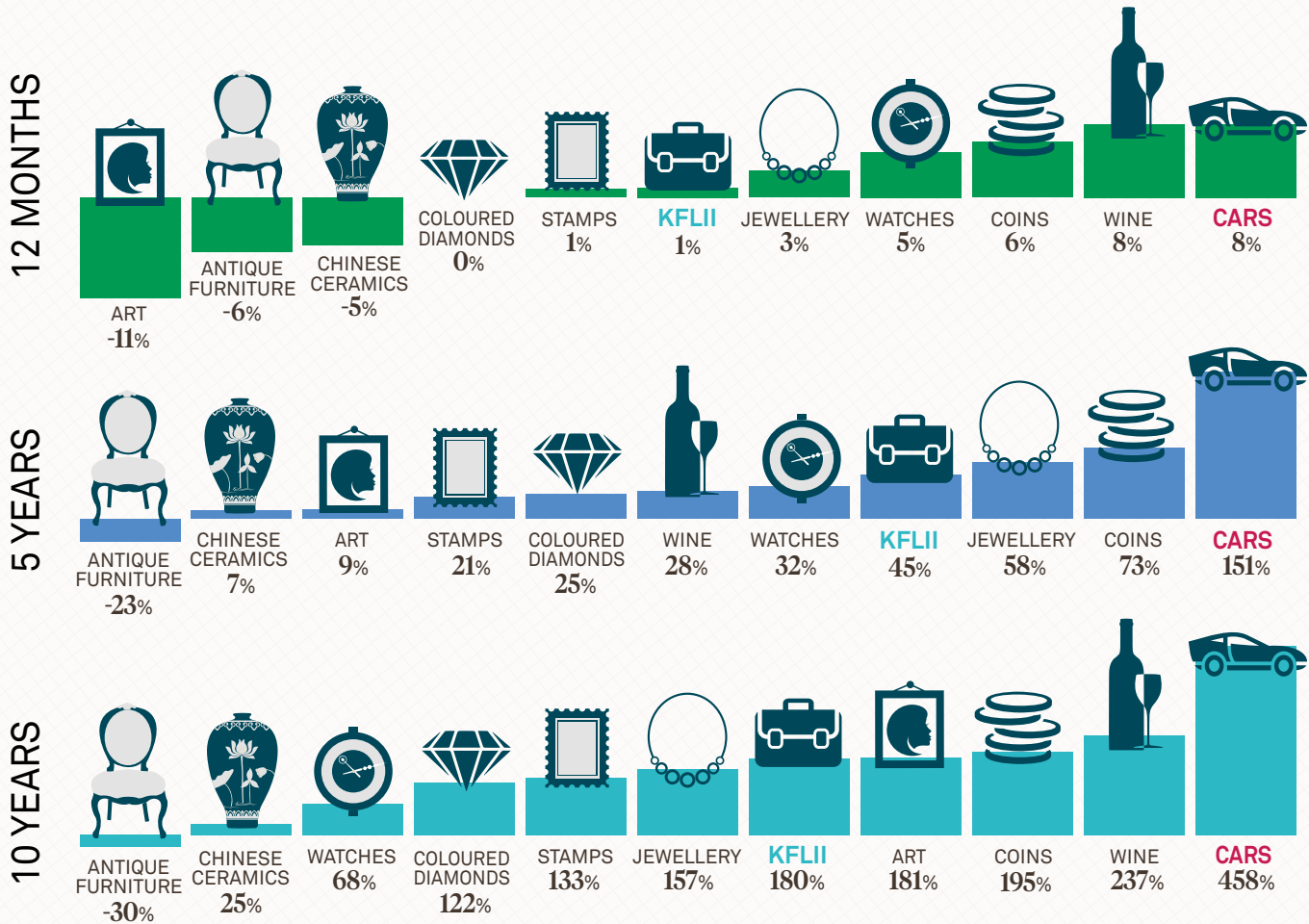
a more favourable price with a dealer", says Mr Hatlapa.

But prices still remain very high in relative terms. The HAGI "Top Index" which tracks the value of the world's top 50 most desirable cars (and is the classic car benchmark used in KFLII) has risen by 458% over the past 10 years. "The demand is still definitely there, people are just being a bit more discerning when it comes to

value, which I think is a good thing," Mr Hatlapa adds.

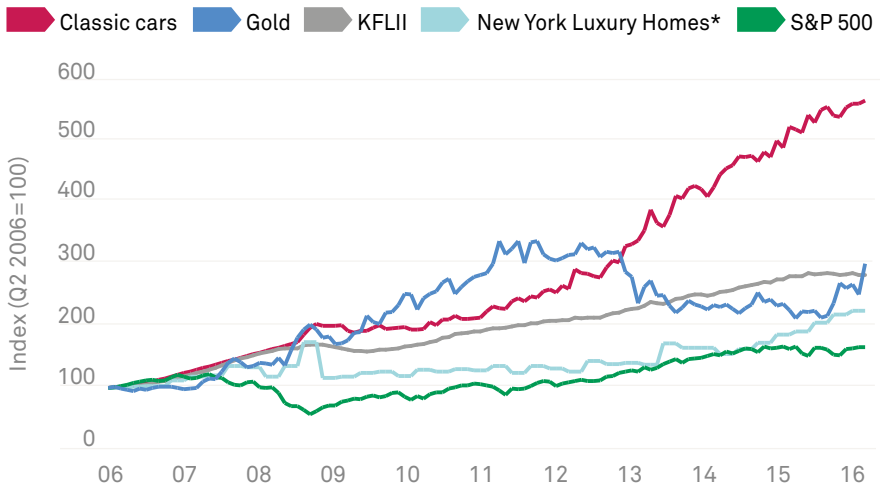
Despite the strong performance of cars, wine and several other of the asset classes in KFLII, the overall index rose by just 1% in the 12 months to June 2016, largely held back by a correction in the art market, which, in common with classic cars, has been driven by the reluctance of bidders to pay top prices for all but the best works.

KFLII performance by asset class (to Q2 2016*)



*Except data for stamps and coins, which is updated annually. Coloured diamond data bi-annual until Q2 2014.
Source: Knight Frank Research using data provided by AMRD, HAGI, Stanley Gibbons, FCRF and Wine Owners

10-year KFLII performance versus other asset classes (to Q2 2016)



Source: Knight Frank Research, Douglas Elliman, HAGI *Top 10% of Manhattan market

COLLECTING TRENDS IN THE US

With the help of data from specialist insurer Hagerty (see graphics on page 08), we take a detailed look at the breakdown of classic car collections in the US.

One thing is clear, wealthy Americans are pretty patriotic when it comes to their car collections. Of the 10 cars most commonly owned by Hagerty's high-net-worth or ultra-high-net-worth clients, eight were made in the US with US icons such as the Mustang and Corvette leading the way.

However, when it comes to newer cars, particularly bigger ticket purchases, the balance starts to shift the other way. For modern classics (those produced after 1980), 53% of the vehicles insured for below \$50,000 have a stars and stripes sticker on the bumper, but between \$50,000 and \$250,000 the figure drops to 42%, and above \$1m it plummets to just 2%.

Of course, supply and value plays a big role. Overall, there are many more affordable US classics on the market than there are million-dollar cars. European cars that were made in far smaller numbers

and often come with a racing pedigree, particularly Ferraris, dominate the auction sales leader board. The highest Stateside entry is a Shelby Cobra at number 20, with only five more US-born cars making it into the top 100.

Price performance may also come into the equation for those collectors who view cars as an investment. The increase in value of some of the most collected US cars has been far more muted than for European marques. In Hagerty's Vehicle Rating guide to the cars that are most in demand from collectors, eight of the current top 10 are European or Japanese models.

Swinging open the garage doors reveals a number of other trends. Based on purchases since 2014, older collectors in the US are more likely to own a pre-war car than a millennial enthusiast, while the younger generation have more cars from the 1970s than their parents. But it's not just about the posters you had on your bedroom wall - collectors born before 1946 clearly have the need for speed owning a greater share

of modern super cars built since the turn of the millennium.

"At the high end, we continue to see buyers' tastes mature, with a focus on smaller collections of a higher quality," says Clint Sly, Managing Director of Hagerty Financial Services.

"While there are still traditional collectors who continue to add vehicles to their garage, many owners are instead choosing to thoughtfully cull their collections to acquire better and better examples of the cars that appeal to them," he adds.

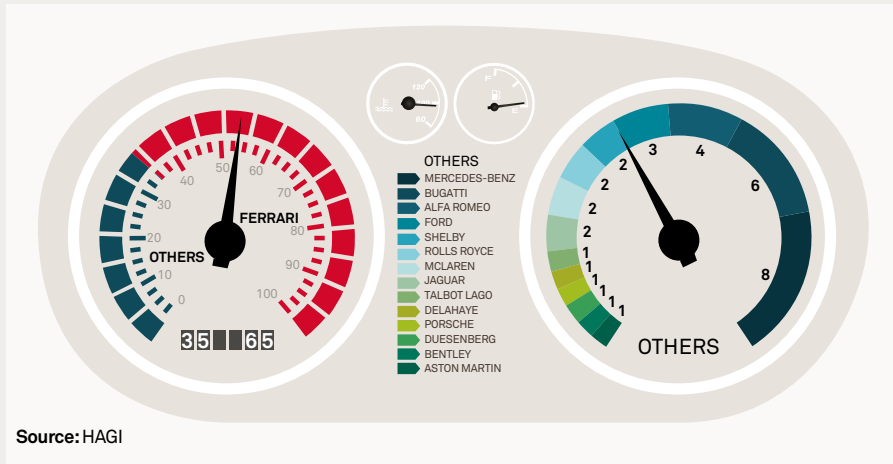


Under the bonnet

With the help of data provided by our friends at HAGI and Hagerty we look at the nuts and bolts of the classic car market with a special focus on US ownership trends

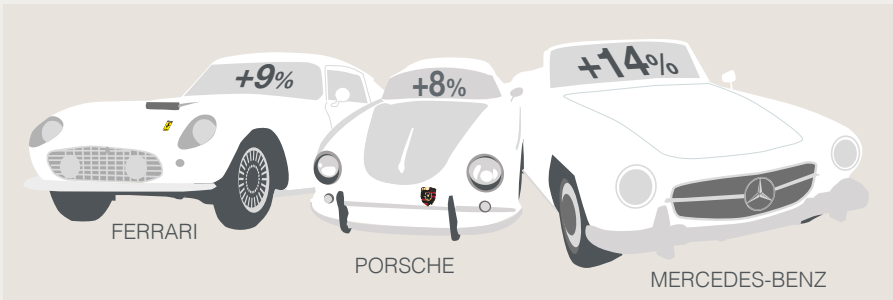
Top marques

Breakdown by marque of most expensive 100 cars sold at worldwide auction sales



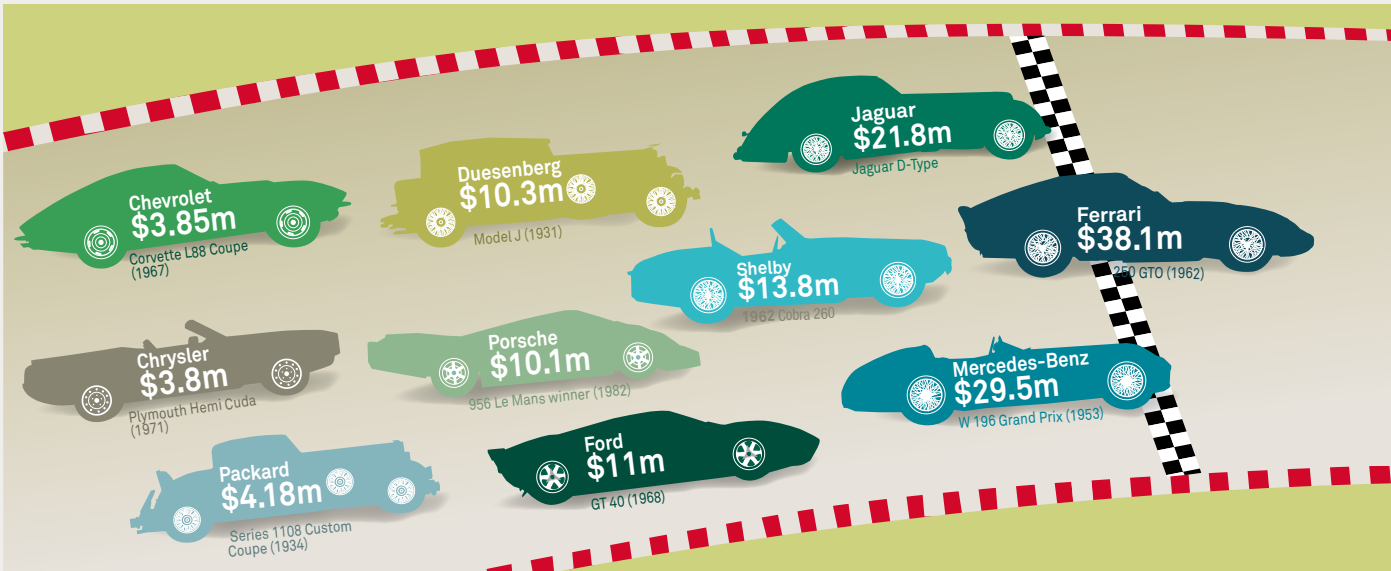
Podium finish

Annual price change by marque to August 2016



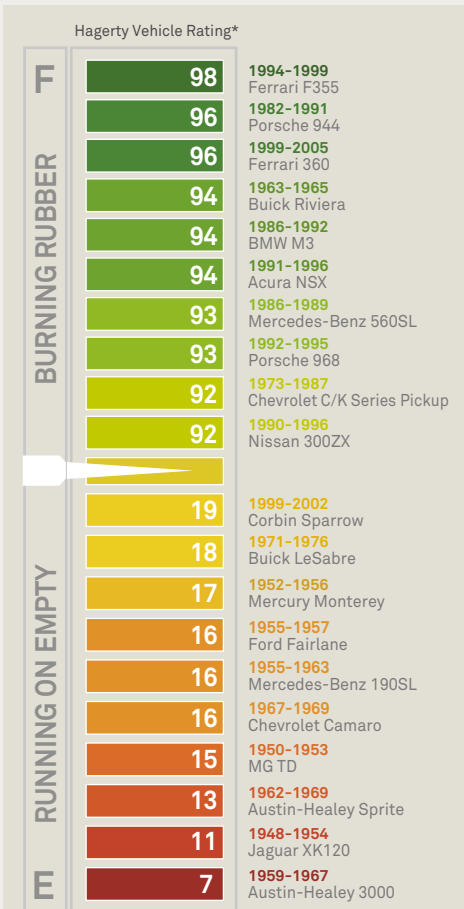
Chequered flag

Best selling model sold at auction from 10 of the key US and European collectors' marques*



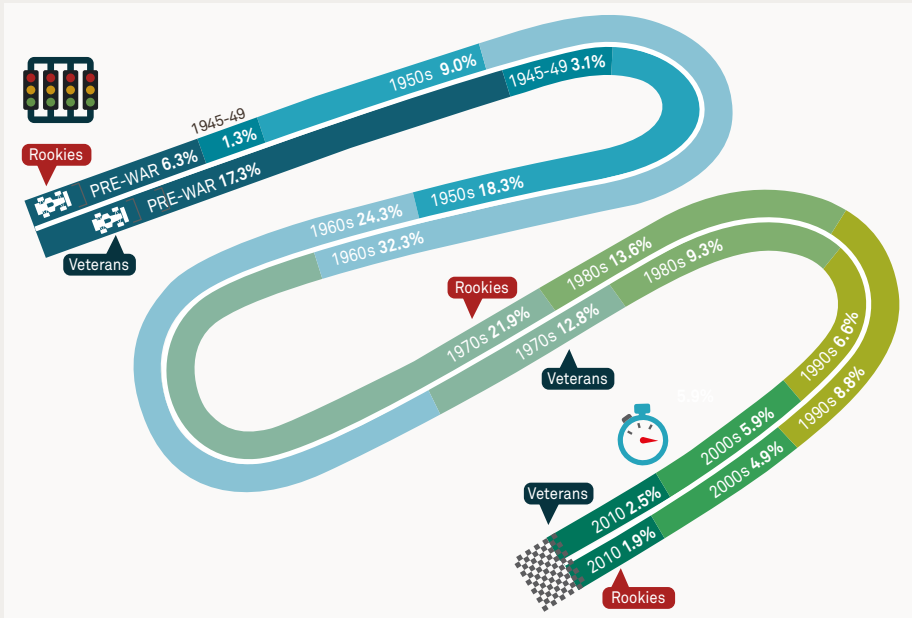
Winners and losers

The cars leading and lagging the market



Generation Games

Breakdown of cars bought by US collectors since 2014 by vehicle and buyer age



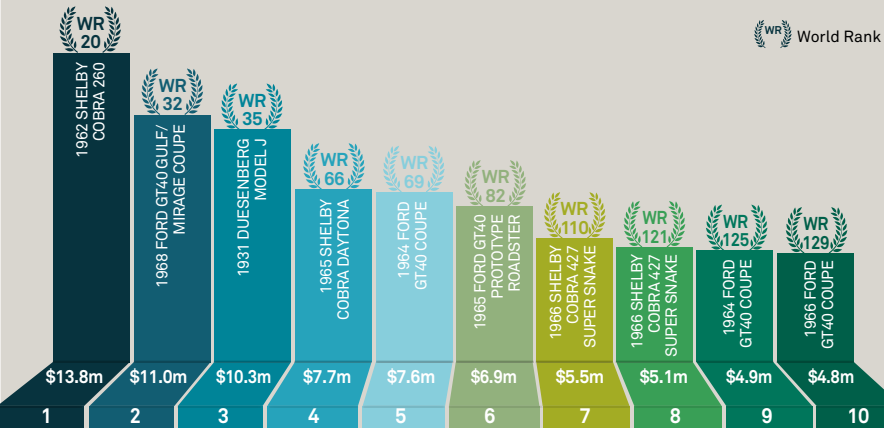
Leaderboard

Top 10 most collected cars in US UHNW collections*

	MODEL	VALUE**	FIVE-YEAR PRICE CHANGE***
1	1963-1967 Chevrolet Corvette "Sting Ray"	\$90,150	28%
2	1964½-1973 Ford Mustang	\$34,500	19%
3	1953-1962 Chevrolet Corvette	\$106,000	29%
4	1954-1963 Mercedes-Benz 300SL	\$1,400,000	118%
5	1948-1965 Porsche 356	\$198,000	56%
6	1955-1957 Ford Thunderbird	\$68,700	40%
7	1967-1969 Chevrolet Camaro	\$51,900	11%
8	1968-1982 Chevrolet Corvette	\$40,700	1%
9	1955-1957 Chevrolet Bel Air	\$50,350	-1%
10	2005-2006 Ford GT	\$283,000	75%

*Hagerty's top 1,000 clients ** Hagerty Price Guide 'Excellent' condition *** To September 2016

Top 10 most expensive American cars to sell at auction

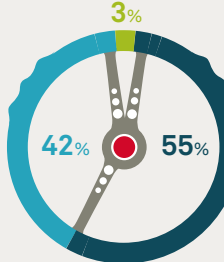


Home & Away

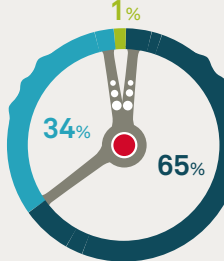
Origin of Modern Collectables* in US HNWI and UHNWI collections



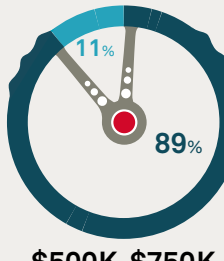
UP TO \$50K



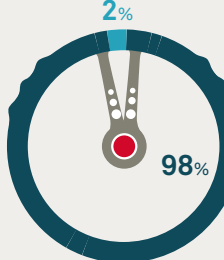
\$50K-\$250K



\$250K-\$500K



\$500K-\$750K



OVER \$750K

Source: Hagerty
* Manufactured after 1980
Price brackets refer to insured values

The men behind the wheel

Knight Frank’s Head of Luxury Research Andrew Shirley talks to one of the greatest racing drivers of all time and a leading classic car enthusiast to find out what drives their passion for stunning automobiles

The driver: Mario Andretti

Mario Andretti may be one of the world’s most successful racing car drivers, but these days you’re more likely to find him sipping a glass of fine wine than behind the wheel of a classic car.

Formula 1, IndyCar, dirt track, 24-hour endurance racing. You name it, if it’s got four wheels Mario Andretti has probably been there and won the race. In the eyes of many he’s the finest driver of all time, so I’m feeling pretty excited about interviewing him.

With classic cars growing in popularity, I start off by wondering why he doesn’t have a garage full of them himself. “When I was driving I was so immersed in my work I couldn’t find the time to get into anything else,” Mr Andretti explains.

“Do I regret not having paid more attention – indeed I do,” he adds candidly. “I could very easily have had the Ferrari I won my first Formula 1 race in (South Africa, 1971), or the Lotus 79 I won the 1978 World Championship with, if I’d just asked for them.”

He does, however, have one special car in his collection of memorabilia. “The only car I asked for was the Lola I drove in my last IndyCar race in 1994. The mechanics also presented me with a table made from the original engine, which I have in my bar and is a great memory of my career.”

But was he not tempted to invest in a few more classics once he’d finished racing, I ask? It turns out that when it comes to cars Mr Andretti has something in common with my eight-year-old son – it’s the gadgets that really excite him.

“It was always trying the latest and greatest in technology that motivated me for forty years when I was racing. It’s the same now. I’ll keep a car in my garage for three or four years and then I’ll replace it with a new model.”

But, he’s definitely not growing old gracefully – we’re talking about supercars, not comfortable limousines.

Mr Andretti says this need for speed explains why he tends to stay away from racing the classics, even though he has lots of opportunities. “You have individuals who love vintage racing, but every time I get into an old car I just really want to push it like I did when I raced them, which perhaps isn’t that smart. I had an incident driving a Lotus 49 at Donnington (an historic racetrack in the UK), which was a bit scary.”

Before moving from gears to grapes, we talk about some of his most memorable cars and races. There are too many for him to pick a favourite, but he says driving open-wheel single seaters gave him the biggest buzz. “It’s the purest form of the sport. They are like fighter jets – built for just one purpose.”

When it comes to wine, Mr Andretti’s cellar, stocked with around 2,500 bottles of some of the most iconic wines produced in France, Italy and America, is as diverse as the cars he’s raced, but again one form does stand out for him. “Overall, French wines are my favourite. Ultimately to me they have just a little more character. I love getting a bottle out, being patient, allowing it to open up – I relish every moment.”

Ironically, he recounts, it was this passion for the great French chateaux like Lafite and Margaux that led him to own a vineyard in one of the world’s other great winemaking regions – California’s Napa Valley.

“I was having dinner at Newport Beach in 1976 when the US Grand Prix West was at Long Beach nearby and I was asked to choose the wine. I went for something French and Ken Tyrell (an F1 team owner) asked me why, when we were in California. It was about the time Californian wines were really beginning to show on the world market.

“So, at the end of the season I went to Napa Valley with some friends for the first time. Every year after that we’d make the pilgrimage and come back with an airplane full of great wine.”

When the opportunity arose to purchase his own vineyard and winery with friend and sponsor Joe Antonini, Mr Andretti took it

and after working with the same winemaker Bob Pepi for the past 20 years, “his dad was the first to plant the Brunello grape in Napa in 1986”, now produces around 40,000 cases of wine, including Shiraz, Merlot, Cabernets, Sauvignon Blancs and Pinot Grigios, that do very well at blind tastings. “I’m very proud of our wines,” he says.

Does he get the same kick from winning a prize for his wine as winning a race? “You can’t really compare the two,” he claims, but he tells me that there are definite similarities between his racing career and what he does now.

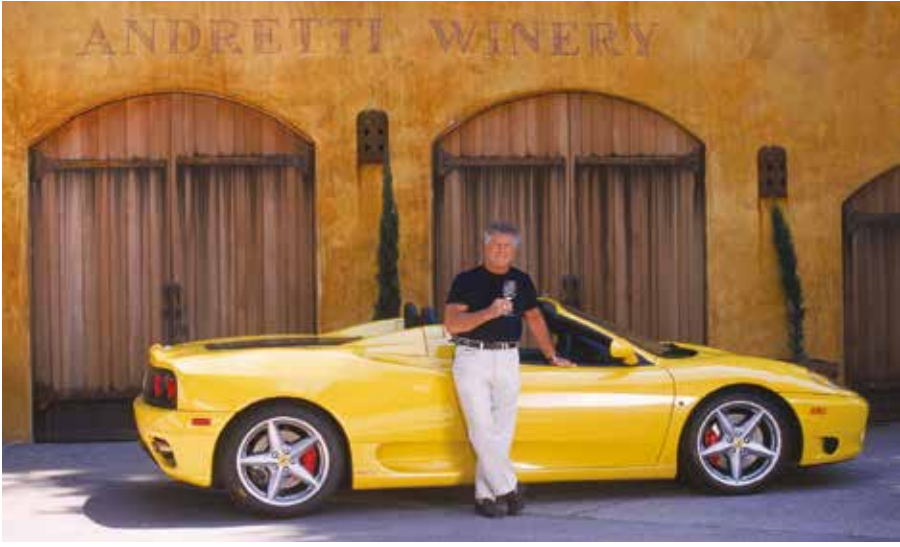
“Making a great wine is a bit like setting up a race car – there are hundreds of tiny adjustments you can make to get it just right. I don’t claim to understand how they all work, I rely on the experts for that, but I do know when the mechanics or winemakers have produced something that works really well.”

As the conversation draws to a close, I ask Mr Andretti if he views wine as a passion or an investment. In terms of collecting, it’s most definitely a passion, he says. “If Sotheby’s has a wine auction I might out of curiosity see how a bottle I own has done, but drinking it is what gives me the most pleasure.”

And when it comes to the winery? “It is a business, but maybe not one to retire on. Let’s call it a business of love.”

ANDRETTI HIGHLIGHTS

- 111 career wins on major circuits
- 1978 F1 world champion
- Four-time IndyCar champion
- US driver of the year '67, '78, '84



New vintage: Mario Andretti prefers to drive the latest supercars these days



Proud father: Jim Glickenhaus with the P4/5 Competizione he helped to create

The collector: Jim Glickenhaus

The film director and investment professional explains his passion for historic and modern racing cars

Andrew Shirley What inspired you to start collecting classic cars?

James Glickenhaus When I was very young I was fascinated with how things worked and loved taking them apart and putting them back together. Cars, in particular, were just the most amazing things to me because they could take you places as well. And then when I was about 15 I worked summer jobs, saved up some money and bought a 1954 Studebaker. I was too young to drive it in the beginning, but I worked on it, put in a Corvette engine and started to take it drag racing. Later I became a successful film director and was able to start my collection, which I’ve been building ever since.

AS You have some amazing cars in your collection, how do you choose what to buy?

JG There are several things that attract me. I love the physical beauty of some cars, and I love cars that have a racing heritage – there are some that really have become pieces of history. What’s inspired me the

most though is 24-hour endurance racing of the 1960s when Ferrari was battling against Ford. I’ve been lucky enough to acquire a Ford Mk IV that came fourth at Le Mans and some amazing Ferraris, including a P4 that won Daytona and a 412P that came third at Spa.

AS You’ve also created some pretty spectacular cars of your own

SN I have been very lucky. Pininfarina (the design house) approached me to help create a bespoke Ferrari reminiscent of the race cars of the 1960 that I love. Using the last Enzo as the base we created the Ferrari P4/5 by Pininfarina. We then created the P4/5 Competizione, a hybrid car that won its class (for experimental vehicles) and came 12th overall at the 2012 Nürburgring 24 Hours. I’ve also created a very limited edition car called the SCG 003 that people can buy, it’s up there with the Bugatti Veyron.

AS What has been your best driving experience?

JG I was recently invited by the Automobile Club of Italy to the 100th race of the Targa Florio (an iconic endurance race around Sicily). They closed the roads of the original circuit and I drove it in my Ferrari P4 with Nino Vararella, the driver who actually raced the car there in 1966

and 1967. That was pretty amazing, but I enjoy all of my cars.

AS What advice would you give to somebody who wants to start collecting cars, and should they be viewed as investments?

JG You should buy what speaks to you, and what you can truly afford. The great collectors buy what they love. I certainly don’t view my cars as investments – I don’t care what they are worth. It’s very dangerous to buy something at auction and hope it will double in value in a few years. Things can change very quickly. I also find it very sad that some people are too scared to drive their cars in case they get damaged. It’s crazy that cars can be viewed as art objects. They have life and blood in them, they need to be driven and exercised, if not they’ll fall into disrepair.

AS What do you think will be the classic cars of the future?

JG I think the bigger question is who will be collecting cars in the future. They are viewed in a different way by the younger generation - they don’t aspire to own a car like we did, they see cars as more of an appliance they can order from Uber using their smart phones. I was at the Monterey car show this year and there weren’t masses of young people at the event.

New York



9 Ariel Ct – Sands Point, New York
\$20,000,000 | Web# 2804282

Waterfront paradise with 300 ft of sandy beach. 7 bedrooms, 9 bathrooms. Architecturally stunning house with endless views. Indoor pool, state of the art movie theater and chef's kitchen.

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Sands Point, New York
\$10,900,000 | Web# 2868201

This secluded, gated waterview property has 7 Bedrooms and 8.5 Baths. A lifestyle of indoor/outdoor living. Pools with hot tubs and waterfall, putting green & private path to sandy beach. Geothermal heat & CAC. Radiant heat plus forced air heat and CAC. Koi Pond, 8,000 sq ft driveway & terraces with sophisticated snow melt system. Creston Smart Home. Full house security with cameras.

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1 Vista Ln – Brookville, New York
\$9,800,000 | Web# 2762978

Set in 8 acres, this gated estate is private and luxurious. Indoor salt water pool with views, living room with fireplace, European cooks' kitchen and banquet dining room. Guest suite, family room with fireplace. Master suite with marble bath and 4 en suite bedrooms. Full sports court, gym, sauna, changing rooms, theatre, and games room. Grounds include specimen plantings and a tennis court. 3-car garage.

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87 Old House Ln – Sands Point, New York
\$13,900,000 | Web# 2850318

Enjoys true panoramic, unobstructed waterfront. This spectacular 7 bedroom, 7.5 bath home is a quality new construction by renowned architects, Keller Sandgren. This home excels in indoor-outdoor living taking in the stunning views.

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Lloyd Harbor, New York
\$10,000,000 | Web# 2840693

Standing majestically on a bluff overlooking the Long Island Sound, the 10-acre Fort Hill House has a colorful history that began long before the Revolutionary War. With endless walkways and award-winning gardens, this magnificent 1904 brick Tudor has been impeccably restored to its former glory by the present owners.

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C: 516.287.7716 | maria.babaev@elliman.com



40 The Terrace – Plandome, New York
\$8,750,000 | Web # 2882445

Exceptional is an understatement. Cosseted by 4.65 acres, and perfectly balancing setting & style, the panoramic water views and sunsets will take your breath away. A collection of well-scaled rooms gives a sense of comfortable grandeur. Features include a dock, sea wall and swimming pool.

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20 Plum Beach Point Rd – Sands Point, New York
\$8,100,000 | Web # 2871936

Perfect Hamptons alternative. Enjoy spectacular water views & sunsets from every elegant room in this 6 bedroom, 9 bath estate. Two spacious family rooms flank this home, one adjacent to the fabulous gourmet kitchen. Master suite with dual baths, custom closets, fireplace & balcony overlooking the sound. 300ft waterfront, seaside pool & private dock. Close to manhattan.

Jill Berman, Lic. R.E. Salesperson | O: 516.944.2852
C: 516.375.9101 | jill.berman@elliman.com



5 Dupont Ct – Brookville, New York
\$9,995,000 | Web# 2849552

This gated custom-built masterpiece estate combines the grace and charm of "Old World" design with all new luxury and high-tech amenities. Situated on over 5 acres of manicured lawns on what was once part of the Du Pont estate, this exquisite French chateau includes a tennis court, pool with pool house, outdoor Jacuzzi, and a Koi pond.

Maria Babaev, Lic. Assoc. R.E. Broker | O: 516.621.3555
C: 516.287.7716 | maria.babaev@elliman.com

New York



29 Pasture Ln – Roslyn Heights, New York
\$2,100,000 | Web# 2819366

Better than new. Soaring entry foyer 5 bedroom, 4.5 baths, stately brick colonial with intricate moldings, detail & wood floors throughout. Double door master en suite with closets galore, East Williston schools.

Maureen Polye, Lic. R.E. Salesperson | O: 516.582.5646
C: 646.239.0769 | maureen.polye@elliman.com



11 Sandpiper Ct – Old Westbury, New York
\$6,388,000 | Web# 2841593

2016 custom built colonial property sitting on 2 acres in a quiet cul-de-sac. Banquet size dining room, library, custom designed ceiling, moldings, millwork, master bedroom suite with sitting room, 600 amp underground utilities, copper pipe plumbing. Hydronic heating system, second staircase, 20 by 40 saltwater gunite pool and sauna, with a full service cabana. 3,937 basement with home theatre.

Dalia Elison, Lic. R.E. Salesperson | O: 516.629.2287
C: 516.707.9022 | dalia.elison@elliman.com



8 Clover Ct – Muttontown, New York
\$6,300,000 | Web# 2805564

6 bedroom, 4.5 bathroom home on 2.9 acres. It was extended and renovated in 2015. Gated entry to front courtyard, security cameras, a 3-car garage and generator. Finished basement with sauna, radiant heated floors, gourmet kitchen, multi-media room with 6 large TVs, a cigar room, full wet bar and surround sound throughout. Outdoors a heated infinity pool, hot tub, palm trees, outdoor fire pits, and blue stone and travertine marble patios into the indoor/outdoor pool house. Locust Valley School District.

Michael Stanco, Lic. Assoc. R.E. Broker | O: 516.759.0400
C: 917.293.0915 | michael.stanco@elliman.com



86 Abbey Rd – Manhasset, New York
\$3,498,000 | Web# 2883274

Impressive brick center hall colonial on a magnificent 1/2 acre lot with exceptional gardens and terraces. Almost 7,000 sq ft plus finished basement all with amazing details. Smart house in every way, radiant heat, generator and close to school, highways, URR - mint condition.

Connie Liappas, Lic. Assoc. R.E. Broker | O: 516.319.3274
C: 516.319.3274 | connie.liappas@elliman.com

New York



Roslyn Landing | Priced from \$1,400,000 | Occupancy Spring 2017

A Limited Collection of Townhome Condominiums in the Historic Village of Roslyn
Grace Cannizzaro | O: 516.621.3110 | grace.cannizzaro@elliman.com



16 Sinclair Drive, Great Neck, New York | Asking price: \$10,250,000 | Web#2882070

8 beds | 5 baths | 2 Half Baths | Approx. 7,000sq.ft | Approx. 1.18 Acres

Saved the best for last! Once-in-a-lifetime opportunity to own the Sinclair Estate's final property atop Kings Point. With panoramic sunsets, unobstructed views of Manhattan and Connecticut, and the best of New York's waterfront lifestyle; this iconic estate should not be missed.

Michael Stanco, Lic. Assoc. R.E. Broker | O: 516.759.0400 | C: 917.293.0915 | michael.stanco@elliman.com

New York - New Developments



301 E 50th Street
Priced from \$3,595,000 | Immediate Occupancy

CookFox Architects' new crowning achievement

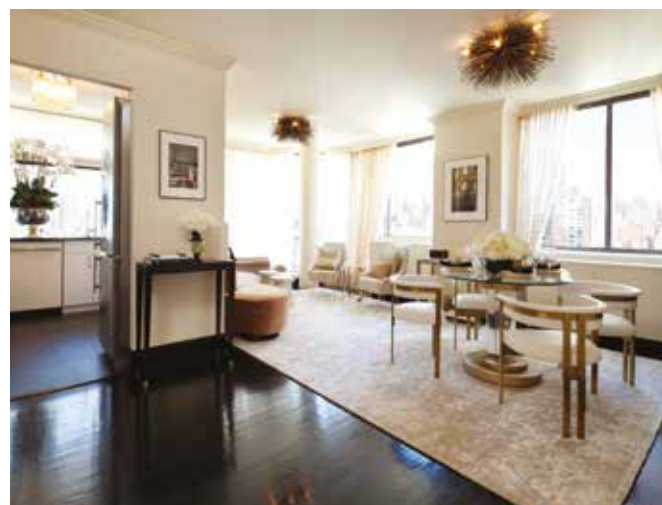
P: 212.838.5050 | bbuchin@elliman.com | jsswift@elliman.com



135 W 52nd Street
Priced from \$4,100,000 | Immediate Occupancy

Your life, illuminated.

P: 212.265.1350 | thedeniroteam@elliman.com
jchang@elliman.com | jteplitzky@elliman.com
deborah.demaria@elliman.com



300 E 64th Street
Priced from \$1,145,000 | Immediate Occupancy

A contemporary classic

P: 212.588.0064 | kmurray@elliman.com



The Beekman Residences
Priced from \$1,500,000 | Immediate Occupancy

Above it all in the New Downtown

P: 212.769.0500 | feklund@elliman.com | jgomes@elliman.com
alissa.rosemarin@elliman.com

Florida - New Developments



FAENA MAR, Miami Beach, FL
Pricing from \$2,300,000

*41 exquisite oceanfront Faena Mar Residences.
Occupancy Q1 2018*

P: 305.534.8800 | erik.schneider@elliman.com
phyllis.winick@elliman.com



1 Hotel & Homes, 102 24th Street, Miami Beach FL
Priced from \$3,800,000

*The Penthouse Residences at 1 Hotel & Homes
Designed by Nature*

Available for immediate occupancy

P: 786.707.4422 | carolina.rainer@elliman.com
tracy.galya@elliman.com | zaida.dudash@elliman.com



The Bristol, Palm Beach, FL
Priced from \$5,000,000

Like nothing else in Palm Beach, now or ever

Occupancy winter 2018

P: 561.655.9418 | tim.harris@elliman.com | cleavitt@elliman.com
marisela.cotilla@elliman.com | samantha.curry@elliman.com
sonja.stevens@elliman.com



The Residences at the Mandarin Oriental, Boca Raton, FL
Priced from \$1,800,000

A lifestyle of exclusivity

Occupancy winter 2018

P: 561.750.7055 | harlan.goldberg@elliman.com
annemarie.aguiar@elliman.com | alejandro.salazar@elliman.com

International Property



Saint-Rémy-De-Provence, France
Guide price €6,890,000

Recently redesigned Mas enjoying all modern comforts and exceptional quality throughout enjoying extensive and versatile living. The property sits amid sensational gardens with views of the Alpilles range. The perfect home for entertaining on a grand scale. 3 reception rooms, 7 bedrooms and 7 bathrooms.

Mark Harvey | +44 207 861 5034 | mark.harvey@knightfrank.com
<http://search.knightfrank.com/RSI160463>



Chamonix, France
€6,950,000

Wonderfully appointed former farmhouse dating back from 1760 in the exclusive area of Les Bois. Approximately 450 sq m of living space, 5 bedrooms, gym and spa, cinema room, 2 terraces, magnificent views.

Alex Koch de Gooreynd | +44 207 861 1109
alex.kdeg@knightfrank.com
<http://search.knightfrank.com/RSI160230>



Marbella, Spain
Guide price €4,950,000

Elegant villa enjoying panoramic views of the golf course and the Mediterranean Sea. The south facing villa built over two levels boasts the usual refinements and is one of the very few that has direct access onto the golf course. 2 reception rooms, 6 bedrooms and 6 bathrooms.

Mark Harvey | +44 207 861 5034 | mark.harvey@knightfrank.com
<http://search.knightfrank.com/DMP160041>



Tuscany, Italy
€19,000,000

An exceptional, fully restored, Tuscan Villa and international award-winning wine estate with some of the most dramatic views over the highly sought-after Chianti region of Tuscany.

Alasdair Pritchard | +44 207 861 1098
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Data digest

The Knight Frank Luxury Investment Index (KFLII) tracks the performance of a theoretical basket of selected collectable asset classes using existing third-party indices (see below). Each asset class is weighted to reflect its relative importance and value within the basket. The third-party indices selected are widely used by the media and analysts to track the performance of each asset class, but Knight Frank can take no responsibility for their accuracy or independence and methodological differences may affect like-for-like comparisons. The index does not take into account any dealing, storage or management costs. Methodological differences could impact like-for-like comparisons.

INDEX SOURCES

Art	AMRD
Chinese ceramics	AMRD
Antique furniture	AMRD
Jewellery	AMRD
Watches	AMRD
Wine	Wine Owners
Classic cars	Historic Automobile Group International (HAGI)
Stamps	Stanley Gibbons
Coins	Stanley Gibbons
Coloured diamonds	Fancy Color Research Foundation

Please contact andrew.shirley@knightfrank.com for more details of each index

Front cover: A 1962 Shelby Cobra 260 sold by RM Sotheby's for \$13.75m in 2016 ©Darin Schnabel courtesy of RM Sotheby's

The Knight Frank Luxury Investment Index

	Index change	12-month change	Five-year change	10-year change
Jun-06	100			
Dec-06	105			
Jun-07	119	19%		
Dec-07	136	29%		
Jun-08	155	31%		
Dec-08	163	20%		
Jun-09	165	7%		
Dec-09	159	-2%		
Jun-10	167	1%		
Dec-10	181	14%		
Jun-11	193	16%	93%	
Dec-11	200	10%	89%	
Jun-12	208	8%	76%	
Dec-12	212	6%	56%	
Jun-13	227	9%	47%	
Dec-13	242	14%	49%	
Jun-14	249	10%	51%	
Dec-14	264	9%	66%	
Jun-15	278	12%	67%	
Dec-15	283	7%	56%	
Jun-16	280	1%	45%	180%



The Wealth Report 2016

The Luxury Investment Index is part of *The Wealth Report*, which is published annually in March by Knight Frank.

For more details please go to www.knightfrank.com/wealthreport

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