

New Jersey Herald

Christie's to market properties in Sussex, Warren

By **Eric Obernauer** New Jersey Herald

Posted: Feb. 13, 2017 2:55 pm

Christie's International Real Estate has selected a new exclusive partner through which it is set to begin marketing luxury properties in northwest New Jersey.

The partnership with Special Properties Real Estate Services -- a Ramsey-based division of Special Properties, in Saddle River -- will enable the firm, which is headquartered in Bergen County, to market luxury properties under the Christie's brand name in an expanded region that will include Sussex and Warren counties. The partnership will also extend to parts of Hudson and Essex counties.

Ilija Pavlovic, president and CEO of Special Properties Real Estate Services, said in an email that the partnership will cover listings valued over \$850,000.

"We are very excited to expand our presence in northwest New Jersey ... to provide more customers with the unique Christie's experience," he said in an email.

Pavlovic added that, as part of this partnership, Special Properties plans to open its first office in the Sussex and Warren county region later this year or early next year.

"As global hubs such as New York City continue to attract attention from international buyers, luxury home searches have emanated out into neighboring enclaves of the metropolitan area," he said. "Sussex and Warren counties, with their close proximity to Manhattan, offer an ideal balance of easy access and unexpected bucolic serenity."

As the real estate arm of Christie's fine art auction house, based in London, Christie's International Real Estate is a leading world network of high-end real estate brokers.

With additional offices in New York, Hong Kong, Moscow, Los Angeles, and Palm Beach -- and with approximately 135 global affiliates employing 32,000 real estate professionals in 45 countries -- the network reported a total sales volume last year of approximately \$113 billion.

Dan Conn, CEO of Christie's International Real Estate, said in a prepared statement that the decision to expand the network's exclusive partnership with Special Properties was based on the firm's track record and its commitment to Christie's "values of expertise, client care, and discretion while embracing our network's emerging opportunities."

"Special Properties has been awarded these new territories because of the company's proven expertise as a luxury real estate advisor," he said. "As we continue to expand into these high-end markets, we are confident in our network leaders' ability to create success for both buyers and sellers on the local and global stage."