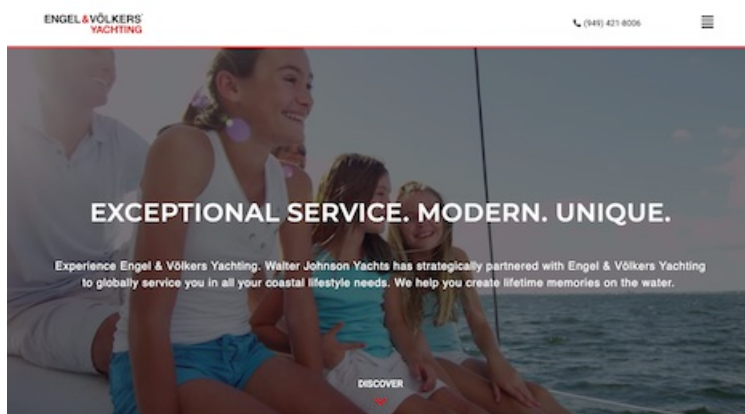


REAL ESTATE

Engel & Vlkers seizes luxury yachting opportunity with new brokerage that complements real estate

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Engel & Vlkers Yachting is recognition of the untapped brokerage opportunity for buying, selling and chartering yachts. Image credit: Engel & Vlkers Yachting

By STAFF REPORTS

Luxury real estate brokerage Engel & Vlkers has introduced its first yachting division in the Americas, with its base in the affluent Californian enclave of Corona Del Mar near Newport Beach.

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Engel & Vlkers Yachting has served the Mediterranean market since 2007 with locations in Monaco and Antibes in France. The German-owned realty brand sees the synergy between selling real estate and yachts, with similar upscale customer profiles.

"We've seen the value for our clientele by offering both luxury real estate and yachting services, which very much complement one another," said Anthony Hitt, New York-based president/CEO of Engel & Vlkers Americas, in a statement.

"This also opens exciting new referral opportunities for our global real estate network and strengthens the portfolio of offerings to our clients in the Americas and abroad," he said.

Wind behind sales

The U.S. outpost will help clients with services such as buying, selling and chartering yachts, including slips and moorings, yacht management, servicing, shipping and owner experience.

Engel & Vlkers has roughly 195 shop locations with more than 3,700 real estate agents in the Americas. Worldwide, the Hamburg-, Germany-based firm has more than 11,000 real estate professionals in 30-plus countries.

Two years ago, Engel & Vlkers Yachting brokered the luxury yacht "Regina" featured in the James Bond film, *Skyfall*.

Paul Benson, license partner and owner of more than 27 existing Engel & Vlkers real estate franchise locations across North America, will oversee the brand's yachting business in the Americas.

The newly established yachting business in Corona Del Mar is the result of a partnership with Walter Johnson and

Leeann Iacino of Walter Johnson Yachts.

Mr. Johnson, a sailor with more than 30 years of industry experience, will serve as president and continue to lead day-to-day operations of the business of Engel & Vickers Yachting. He will focus on client service, talent attraction sales and growth.

Ms. Iacino, who has a professional background in both real estate service and yachting, serves as chief operating officer. She will focus on marketing and operational support for the Newport Beach location.

Engel & Vickers Yachting Americas will currently operate out of the Engel & Vickers Newport Beach real estate shop. It has eight advisors and plans to add more.

"There was no yachting brand in the Americas with the reputation and ability to service both new and resale boats at all levels, which presented a huge untapped market opportunity for Engel & Vickers," Mr. Benson said in a statement.

"Yachting has traditionally been an insular, niche community, on a global scale," he said. "Engel & Vickers' brand recognition and heritage opens up this new opportunity to our clients in the closely adjacent luxury real estate market."

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