

Harry Kolb  
Sotheby's  
INTERNATIONAL REALTY

## ***HARRY KOLB***



Harry Kolb has been selling estate properties in Santa Barbara for the past 28 years. He has sold more homes in our area valued over one million dollars than any other agent – in fact, he’s sold more million dollar estates than the entire sales staff’s of many competing brokerage firms. Harry has also distinguished himself by selling the most expensive estate home sold in our area on a number of occasions.

Mr. Kolb’s continued superior performance, effective marketing and extensive local knowledge have established him as *the* authority in the Santa Barbara estate market.

### ***ANOTHER RECORD SALE***

Once again, last year, Harry sold the most expensive home in Montecito. This marks the fifth time Harry has set the record for the most expensive home sold in Montecito. Sotto Il Monte, a 1929 Italian Villa designed by George Washington Smith on 12 manicured acres, was the most significant Montecito property to be offered in many years. The asking price was \$29 million.



### ***STRICT CONFIDENTIALITY***

In a community where so many clients are notable personalities or business and government leaders, confidentiality becomes an important issue. Unfortunately, in the real estate business, many agents have begun to trade on the notoriety and fame of their clientele. As much as Mr. Kolb might benefit from the fame of his clientele, he also knows that one of the most important reasons his clients have chosen to work with him is that he has practiced strict confidentiality when it comes to the private investments of his clients. Any lesser degree of performance would be self-defeating.

Even the most obscure buyer or seller should be aware that there are several ways their private real estate business can remain private and not readily available to prying eyes. Experience has shown Harry how to help his clients retain their confidentiality.

## ***MARKETING MAKES THE DIFFERENCE***

Mr. Kolb's entire business career has been devoted to marketing. Upon receiving a BA in Marketing from the University of Missouri, Columbia, Harry became a marketing consultant with Dun & Bradstreet, Inc. After working with firms like Gates Lear Jet, Johns Manville and Sherwin Williams, Harry was hired by one of his clients and became Vice President of



CleveRock Energy Corporation in Denver, Colorado, where he was responsible for marketing oil and gas exploration investments to corporate clients looking for their own supply of natural resources. Having spent 10 years in Denver and Vail, Harry couldn't wait to get back to Montecito where he had spent such wonderful summers as a youth in the early 60's. Once here, friends encouraged him to apply his marketing skills to the sale of this community's world-class collection of estate properties.

Harry's long-time interest in architecture and talents in marketing to a sophisticated clientele seem to be especially well suited to his work as an estate agent.

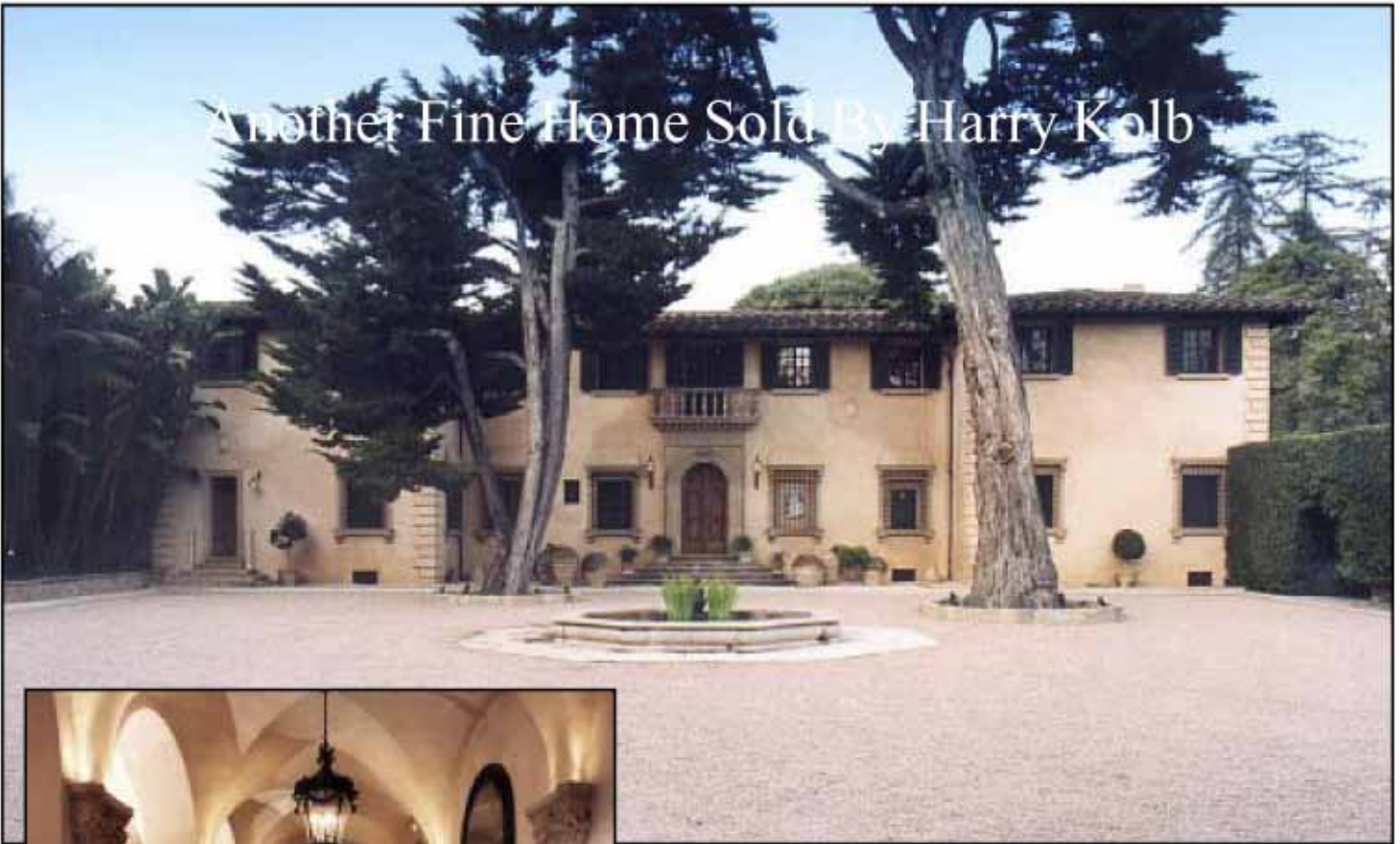
## ***WORK WITH EXPERIENCE***

Real estate is one of those interesting professions where it costs no more for you to be represented by the best. Whether you're working with a virtual beginner in the field or an experienced veteran, the real estate commissions are the same - but your satisfaction and success in the process may be quite different.

In today's fast-paced market, where inventories are low or almost non-existent, having an experienced agent with extensive resources and marketing contacts is even more important.

**It costs no more to be represented by the best!**

## Another Fine Home Sold By Harry Kolb



*Property:* "Sotto Il Monte," a George Washington Smith designed home built in 1929 on nearly twelve private acres includes extensive formal gardens landscaped by A.E. Hanson. The nine bedroom home has two elevators, an indoor pool, outdoor pool and pool house, a guest house, extensive staff quarters, a 6,000 sq.ft. garage and four wells. Montecito's premier residence.

*Strategy:* The owners wanted to sell the property but wanted as few people as possible to know it was on the market. I announced the property to ten of the top agents in our area and employed a marketing campaign outside the local area aimed at the world's wealthiest individuals. Each prospect was thoroughly qualified prior to confirming their appointment to view the home.



*Results:* Within 12 months I sold the most expensive home in Montecito for an amount greater than the asking price and with virtually no public awareness. Needless to say, the sellers were very satisfied. This was the fourth time I've had the privilege of selling our area's most expensive residential property.

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