



A MODEL AGENT

NIKI HIGGINS IS MORE THAN JUST ANOTHER PRETTY FACE



Niki Higgins

Niki Higgins' transition from fashion model to floor plan models was one for which she was seemingly born. A native of England, her ancestors include Sir John Wolfe Barry, who designed many of London's bridges including the Tower Bridge, and Sir Charles Barry, who designed the Houses of Parliament.

—Ken Weingartner

"I considered interior design, which I always had liked, but I guess real estate is my calling," says Higgins, who gave up high fashion modeling at the age of 25. "I have the gift of being able to understand structure and have always enjoyed architecture."

Higgins is the broker/owner of Fort Lauderdale-based Seaside Properties Group Inc., which specializes in waterfront listings from South Beach to Palm Beach. The company was founded in 2000 after Higgins spent several years learning the profession at Douglas Elliman Real Estate in New York City and later enjoying success as part of a sales and management team for an oceanfront development in Florida.

"There's an art to selling real estate," says Higgins. "You need to be able to communicate with people and enjoy matching the personality and the desires of the client with the property."

Her experiences as a model have proved beneficial in her second career. She traveled extensively and learned to speak multiple languages, including French, German and Italian.

"I've been exposed to a lot of different cultures and lifestyles," says Higgins. "Being around different people on a daily basis is something I find very stimulating. I've met a lot of wonderful people over the years. I've had a fascinating real estate experience so far."

Seaside Properties Group has become one of the most dominant forces in the South Florida luxury waterfront market. The company initially specialized in ocean and intracoastal condominiums but it also has made serious inroads into the luxury single-family-home market. Visit seasidepropertiesgroup.com for more.

MAKING A DIFFERENCE



Stephen Pringle

When real estate agent **Stephen Pringle** of Pacific Union GMAC Real Estate decided to donate a bookshelf that a seller left behind, he got more than he bargained for. While dropping it off at The Marin County Food Bank's thrift store, GoodStuff, Pringle met Sue, an employee who inspired him to do more.

After receiving an email from Sue about how the amount of people in need of food has drastically increased, Pringle forwarded the email to other Pacific Union agents and took out a full-page ad in the local newspaper in order to get support from the community.

The Marin Food Bank provides meals for nearly 3,000 people in California each month and the number is still growing. Pringle is willing to pick up food, furniture, clothing and other

items from people's homes. "I have been picking up furniture and clothes in Marin and donating at their thrift store weekly," says Pringle. Many people are also dropping off items at his office to bring over to the food bank.

"With all of the people losing their homes to foreclosures and becoming homeless and losing their jobs, I feel that we need to do something for these families," says Pringle. "We have had a great run in the real estate market over the last 10 years and it's time to take care of our community."

—Shari Barbanel

TAKING INVENTORY

1 Suzanne Perkins
Sotheby's International Realty
\$47 million
www.suzanneperkins.com
Page 132

2 Bob Hurwitz
Hurwitz James Company
\$32 million
www.HurwitzJamesCo.com
Page 15

3 Suzanne Perkins
Sotheby's International Realty
\$29.950 million
www.suzanneperkins.com
Page 132

4 Suzanne Perkins
Sotheby's International Realty
\$29 million
www.suzanneperkins.com
Page 133

5 Suzanne Perkins
Sotheby's International Realty
\$25.550 million
www.suzanneperkins.com
Page 133

Taking Inventory ranks the five agents with the highest-priced listings in each issue.

GROUND BREAKERS



Angela C. Eliopoulos

Angela C. Eliopoulos of Global Owner Properties at the Georgetown and McLean offices of Long & Foster Real Estate recently was recognized with the Most Unique Property Award at the Leaders in Luxury conference.

Held annually by the Institute for Luxury Home Marketing, Leaders in Luxury is an exclusive, invitation-only educational and networking opportunity for the top 100 luxury agents nationwide who work in the million- and multi-million-dollar housing market.

Eliopoulos's entry was chosen by the Dallas-based advertising agency, Brand Agent.

The winning property, a 4,200-square-foot waterfront penthouse, is complete with a rooftop sundeck, a wine cave with a talking "ghost," and a "stealth limo." Says Eliopoulos, "Not only was this a fabulous luxury condo, it had a long list of unique features and surprises. It was a joy to market!"

—Shari Barbanel

For more, visit: pacunion.com, marinfoodbank.org, globalowner.com and plantnj.com

DESIGN INNOVATION

The Ramsey, N.J.-based **Cipriano Design** won nine design awards in 2008, including an International Award of Excellence from the Association of Pool and Spa Professionals and four honors at the 2008 Northeast Spa & Pool Association awards for waterfall, spa, pool and architectural projects designed and created throughout New Jersey.

Regarding the international award, Chris Cipriano says, "This award allows our firm to transcend the United States and be ranked among the world leaders in luxury swimming pool design and construction."

Cipriano was awarded with a NESPA Gold Design Award for a commercial fountain created at a corporate headquarters in Mahwah, N.J., a Silver Design Award for a backyard oasis in Allendale, N.J., a Bronze Design Award for a waterfall and spa project in Mahwah, N.J. and a Merit Design Award for a pond and waterfall project in Saddle River, N.J.

—Shari Barbanel



Saddle River, NJ

On UniqueHomes.com, you can view 912 homes in New Jersey. In this issue, find **New Jersey** homes on pages 7, 44, 124 and 125.

Find listings from **California** on pages 2-4, 11, 14-15, 24-25, 37, 100, 104 (CB 4), 110 (CB 10), 130, and 132-133.