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The ‘Mount Vernon of Dallas’:
Historic Replica Formerly Owned
By Oil Tycoon H.L. Hunt
Lists for \$24.9 Million

A historic Dallas estate has listed for \$24.9 million. Completed in 1930, the 10-acre estate is a replica of George Washington’s Mount Vernon and was the home of oil tycoon H.L. Hunt and his children—including Lamar Hunt, creator of the Super Bowl—from 1930 to 2000. On White Rock Lake, eight miles from downtown, the property has a 10,500-square-foot Georgian Colonial with five bedrooms and nine bathrooms. There’s also a 4,800-square-foot air-conditioned car showroom that doubles as a ballroom, and a 5,000-square-foot bowling center with a four-lane bowling alley and a lighted tennis court. A 2,400-square-foot lower level has a 10,000 bottle cellar, accessible by elevator.

The current owners are John and Teresa Amend, who bought the home in 2000 and have since renovated and expanded it, including adding a four-bedroom guesthouse. Mr. Amend is a commercial-real-estate consultant. The home has been quietly shopped for about a year without an asking price.

Allie Beth Allman of Allie Beth Allman & Associates, a Christie’s International Real Estate affiliate, has the listing.



For Auction: Six Houses on
34,430 Acres in Texas—
Bring Your Own Cows

A 34,430-acre ranch in San Angelo, Texas, is hitting the auction block next month. The property has previously been shopped around for as much as \$44 million.

About three hours north of San Antonio, it is known as Pecan Creek Ranch and is one of the largest ranches in Central Texas. It includes a 5,000-square-foot stone lodge and five other homes for staff. The working cattle ranch (the 1,400 cows aren’t included) has recreational hunting for whitetail deer, turkeys, doves and quail. Also included are half of the property’s underground mineral rights, which would allow for oil exploration.



The seller is James Powell, a full-time rancher who is selling because he wants to buy a property closer to another ranch he owns in Texas, according to the listing broker.

The auction will take place Nov. 2 in San Angelo. The property will be auctioned in several separate parcels, or could be purchased in its entirety. Scott Shuman of Hall & Hall is handling the sale.

Re-Rolling the Dice: Vegas Home
Lowers Asking Price 30%

A Las Vegas home previously listed for \$14 million has relisted for \$9.9 million, a 30% price cut. The home is owned by Jack and Laura Sommer. Mr. Sommer is a commercial-real-estate investor and the former owner of the Aladdin casino.

Located in Spanish Trail, a gated community, the two-story, 24,000-square-foot French Mediterranean home has 12 bedrooms and 15 bathrooms.

There’s a formal dining room, separate staff quarters, a finished basement, a 1,200-square-foot master suite and a 1,000-square-foot kitchen. It also includes a swimming pool and manicured gardens, as well as a 120-ton cooling tower, a detached building housing a cooling system with water-charged heat pumps that cool the house.

Mr. Sommer says he spent five years designing and building the home, which was completed in 1995. “The house has a lot of commercial building techniques,” he says, including extra insulation and floors suspended over lightweight concrete for soundproofing. He says he is selling because his seven children are all grown and are no longer living at home. The home came on the market in 2010, and then it went up for auction in February. Mr. Sommer says the winning bidder didn’t come through with the money, so he has put the home back on the market.



Kofi Natei Narthey of the Agency, the Los Angeles-based real-estate firm, is handling marketing for the listing.



Cape Cod Estate of Former Toy Executive Hits the Auction Block

An 8-acre Cape Cod estate owned by Jim E. Feldt, the former executive vice president of Toys “R” Us, will come up for auction next month. The home was previously listed for \$12.5 million.

Located in Cotuit, Mass., the 8,000-square-foot, shingle-style waterfront home has four bedrooms and seven bathrooms, and was completed in 2008. The property includes an 80-foot-long pergola that connects to an adjacent carriage house with a guest suite. Inside the main house there are hand-painted, 100-year-old tiles, 200-year-old columns and reclaimed white-oak floors. The home has 18 antique chandeliers, a wine cellar and several fireplaces.

There are two separate master suites, including one on the first floor and one upstairs with vaulted barrel ceilings.

Outside, an infinity pool overlooks the bay. The Feldts spent \$1 million on landscaping and currently have two full-time groundskeepers on property, says Mark Troen, the chief operating officer of Sheldon Good & Co., who is handling the sale. They’ve decided to sell the property because they’re planning to relocate.

The sale is a sealed-bid auction with a bid-submission deadline of Nov. 28.

—Candace Jackson

SPREAD SHEET

A Few Home-Selling Tips From Machiavelli

REAL-ESTATE AGENTS, take note: It’s better to be feared than loved.

Research led by a professor at Morgan State University has found that brokers who score high in Machiavellian personality tests sell more real estate than their kinder, gentler colleagues.

Abdul Aziz, associate professor of management at the Baltimore school, and Jim Meeks, a senior at the time at the College of Charleston, devised a “Mach-B scale” to measure Machiavellian behavior in people across various occupations. The personality test looks for traits

described in the writings of Niccolò Machiavelli, a 15th-century Italian diplomat. A Machiavellian person, Prof. Aziz explains, is emotionally detached, prone to deceive and believes that the end justifies the means, even if it is not morally right. “Machiavelli believed in using dirty tricks in order to succeed,” says Harvey Mansfield, professor of government at Harvard University and author of numerous books on Machiavelli.

“The key word in Machiavellian is manipulation,” Prof. Aziz says. “It’s a dirty word, but in our average daily

life, we always manipulate information.” Machiavellian people are very good in business situations and are astute at reading others, Mr. Aziz says. “They need to understand the needs of other people and gain their trust,” he says.

For the Mach-B test, people from various occupations were asked how much they approved or disapproved of seven scenarios: for example, how they would judge a person who took a prime parking spot on a stormy night that someone else was waiting for. The answers were graded on a scale from 7 to 28, with

7 indicating the least Machiavellian personalities. Real-estate agents came in at an average of 14.8, which Mr. Aziz categorizes as a moderate score. The number falls below those of automobile salespeople, stockbrokers, health-care employees and timeshare sales agents.

Real-estate agents who exhibited more Machiavellian traits tended to see higher

sales, meaning Machiavellian behavior and performance were found to be highly correlated. Automobile salespeople and stockbrokers with higher Mach-B scores also saw increased performance.

Of course, not all real-estate agents have Machiavellian personalities, says James Larsen, a professor of finance at Wright State University who has studied ethics in real estate.

“In general, anyone in real estate is likely to be dependent on repeat business. If you take a Machiavellian approach, then that would hurt your long-run prospects.”

But Prof. Larsen notes that certain personality traits of successful agents overlap with Machiavellian people. “You’ve got to be a people person. Being a go-getter and aggressive negotiator doesn’t hurt.”

—Sanette Tanaka



How Machiavellian are you? Take our quiz at WSJ.com/Mansion.

Sales Science: How to Be a ‘Prince’ of Property				
Business-management researchers determined how Machiavellian traits correlate to job performance				
PROFESSION	RANGE OF SCORES: 7-28	MEAN MACH-B SCORE*	PERFORMANCE MEASURE	CORRELATION
Real-estate sales	8-22	14.8	Sales volume, in dollars	High
Automotive sales	10-28	17.9	Number of cars sold; income	High-moderate
Stockbrokers	11-27	17.64	Self-rated performance as compared with other brokers; self-reported rating assigned by the company	High
Timeshare sales	10-28	15.7	Various measures including gross sales, gross closings	No statistically significant relationship found

Source: Abdul Aziz, Morgan State University, 2002-07