

James Lane

— Real Estate & Design —

Holiday 2021

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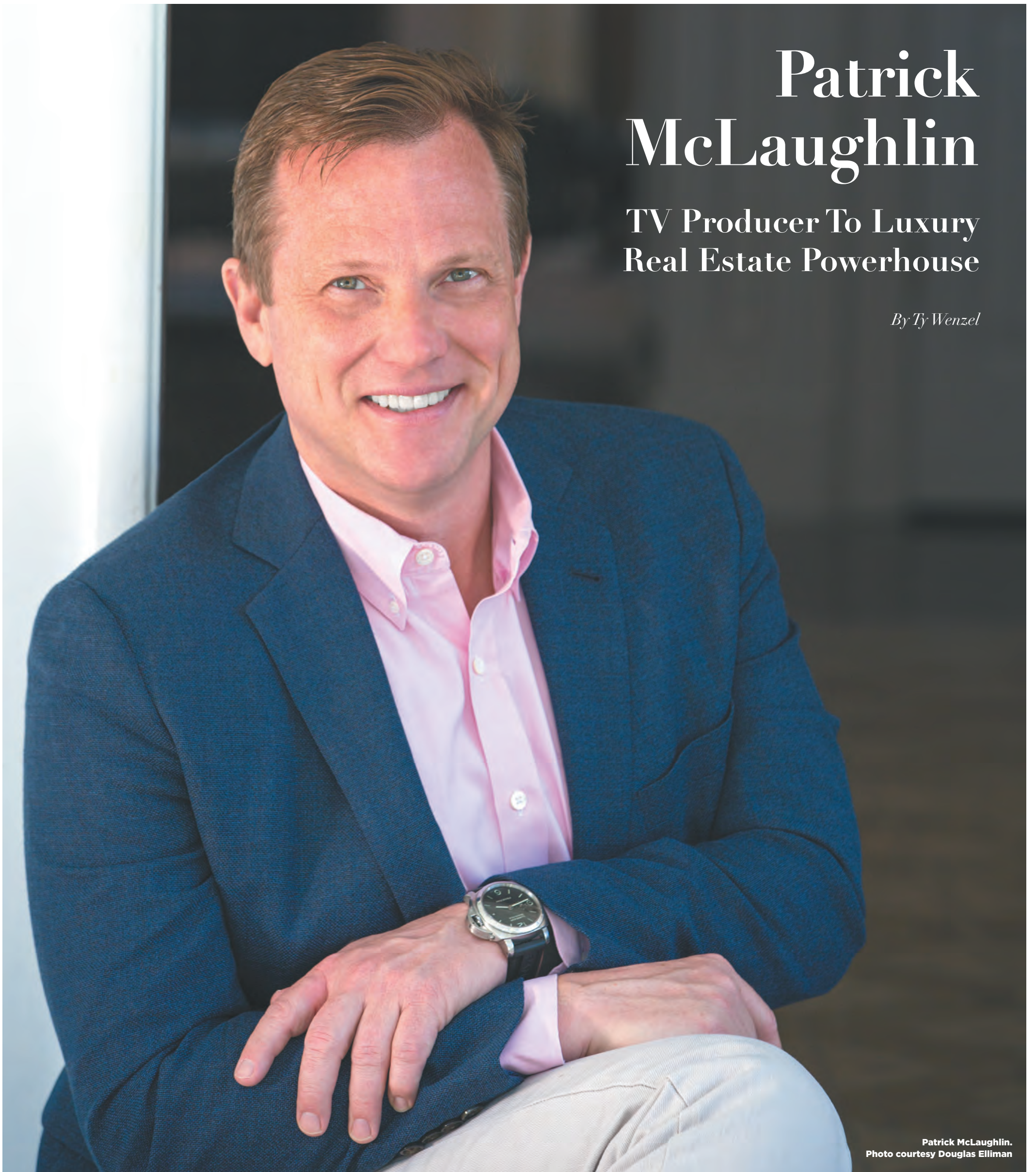


M. Frederick
Design

Patrick McLaughlin

TV Producer To Luxury Real Estate Powerhouse

By Ty Wenzel



Patrick McLaughlin.
Photo courtesy Douglas Elliman

Patrick McLaughlin is a familiar face around many of the tony villages of the East End, especially Sag Harbor and East Hampton. He's often running around to open houses, playing with his dogs at the beach, or relaxing at local haunts with friends — he takes full advantage of this beautiful place. He seems so embedded as a local, as he's very active in philanthropy and local happenings, that it's surprising to learn that for twenty years he was a television producer at "Good Day New York," "The Sally Jessy Raphael Show," MTV, CNBC, PBS-WNET, and Fox News in Manhattan. But like many of us, a summer out East cemented his yearning for the quieter Hamptons life and he moved here permanently in 2003.

McLaughlin managed the Douglas Elliman Sag Harbor office for more than a decade but then decided to give his all to sales — and he was a natural. He was closing homes during the height of the pandemic like no other and is sought after by both local and newcomer buyers and sellers. We wanted to know more about being the go-to for all things real estate and we were thrilled when he sat down with us for a talk.

It's been a crazy time for real estate on the East End! Are you seeing a continuation into 2022?

Not surprisingly, rentals have started

earlier than ever. The best inventory is being locked up now for both year round and summer rentals. Great houses that are priced correctly are moving faster than ever. There is definitely still tons of demand. I think it's going to a very active market in 2022 but maybe not quite at the same pace we saw in 2020 and 2021. Look for what some are saying will be a deceleration in price increases. Those fast and giant leaps we saw in value may be a thing of the past.

How has the Covid-19 crisis affected your business personally?

Mobile working has changed the Hamptons market with people upgrading and new first time home buyers. It certainly made it more challenging, especially when showing properties where homeowners are in residence. All the other agents out here and I are doing our best to keep everybody safe and healthy while continuing to get access to properties.

Are we still seeing a permanent migration to the East End or are they going back?

People are back in the city but they want to have the escape of the Hamptons home. While many have returned to New York City, a large number of owners have taken to telecommuting and making this their home base. I mean look no further than the restaurants out here

which are now crowded on Monday and Tuesday nights. That's something you didn't see even a few years ago. It's adding a new energy and excitement to the year-round community.

How many years of experience do you now have in selling homes on the East End?

I started selling homes with Douglas Elliman in New York City back in 2001. I've been full time selling out here since 2004.

How did you get started in the industry?

I was addicted to real estate while I was still working in the television industry. I was always going to open houses and looking to buy, sell, or invest. I had friends already in the industry who encouraged me to pursue getting my license. It appealed to me as a career that was both enjoyable and lucrative, so I made the jump.

Are there any homes that you've sold that you're particularly proud of in 2020-2021?

I was so thrilled when I sold an East Hampton home earlier this year only to learn my buyers got married in it a few days after closing. It was really a fairy tale transaction all the way.

What advice would you

give sellers right now? Are you seeing inventory coming to market or is it still a stalemate?

If you're looking to sell there is no time like the present. Especially if you're thinking of downsizing or perhaps leaving the area. Prices are at an all time high.

What about buyers?

Same advice to buyers. There is no time like the present. Interest rates are low and likely to creep up slowly. It's not about the sale price in my opinion. Even if prices come down a bit (which I doubt), it's all about the affordability and monthly expenses.

What are some trends you are seeing in homes that are now important but weren't prior to the pandemic?

I think the idea of having enough room for a home office and an exercise space is here to stay.

Are there any up-and-coming neighborhoods we should look at?

People are looking for more space and moving to areas outside of the core village locations.

What marketing channels are you using to market your exclusives

and to attract sellers these days?

Social Media and targeted online marketing has been my favorite channels.

What philanthropies are you passionate about?

I love helping locally. There is no greater feeling than being able to help others. There are two that are particularly close to me. One is Gimme Shelter Animal Rescue since my pups Bella and Russell are both rescues. Also, my husband of 30 years is a type-1 diabetic. We are both very active with Diabetes Research Institute in addition to currently trying to fund a movie on the rising costs of insulin. You can read about it at www.payordiefilm.com.

What do you do for fun when you're not working?

First of all, the Hamptons are just a great place to spend time outdoors. My first go to is the beach every morning with my dogs. I'm also make it a point to try something new. I'm now trying my hand at golf, pickleball and to perfect my skills from two semesters of college Spanish.

To learn more about McLaughlin or to see his inventory of homes, click here or email patrick.mclaughlin@elliman.com.

M. Frederick Design

A Fortuitous Corporate Pivot

By Ty Wenzel



Photos courtesy M. Frederick Design

Drool-worthy homes are aplenty on the East End, and most of the time, there is a genius working behind the scenes making mood-boards and demanding textile samples sent to the studio daily. Designers are often trained and knew they were going to be clipping *Architectural Digest* pages for a lifetime. Lucky for us, Matthew Frederick, founder and designer of M. Frederick Design, tapped into his natural talents as a lifestyle creator after a successful corporate career early enough to have given the world twenty-years of his vision. Frederick owns the kind of calling that you're born with — it's impossible to teach this kind of talent.

His aesthetic has a deep and layered classical bent that organically works in both modern and traditional architecture. There is a Regency tinge to his work while still being very approachable — not an easy feat. Frederick's use of colors has not an ounce of arbitrary color usage, in fact, we can sense his color board upon entering one of his rooms. Every space has a cohesive resonance that invites and engages while remaining stately and elevated.

Frederick is soon launching a shop of his lifestyle brand offerings as well as a major expansion of his digital presence. We wanted to know more about him and his lifestyle brand and thankfully, he agreed to talk with us.

Matthew, let's start with how long you have been an interior designer?

Officially, I have been an interior designer for almost twenty years. Unofficially, I have been designing and creating spaces since college. I was a Resident Assistant in college, and I remember one year I had an amazing on-campus apartment as part of my package. I went to the lumber yard and purchased lumber to make my own four-poster bed. I had the tools available, so I doweled and milled the pieces to make the bed and had it for the remainder of

my college stay. It was a beast to take down when I graduated. Looking back, it was sort of a silly thing to do, but even then I was interested in not only creating spaces that were unique and reflected who I was, but I was also not willing to settle for standard offerings and sought to design and create that which was not available to me at the time. I think this still hold true to my design philosophy today.

Was it your dream? Your work seems so deeply connected to a lifetime of wanting to design.

Becoming a designer was never my dream or intent. I had a very successful corporate career prior to starting my firm. I was exposed to strong architecture and design growing up in a home with a father who was in the design industry and living in the northwestern part of Philadelphia, which has some amazing architecture. I was also exposed and influenced by the luxury and visionary grandeur of Ralph Lauren, not only as a consumer, but during my time working for the company. What an amazing, creative place to start developing my own personal design aesthetic. In my twenties, I started to purchase and renovate homes and noticed that people often commented on the work I had done. When I finally decided to leave my corporate job and do something more fulfilling, the idea of working in architecture and design seemed like a natural thing to do.

Matthew, M. Frederick Design is a multi-disciplinary interior design firm. What exactly does that mean?

While our primary focus is interior architecture and interior design residential clients, we also dabble in landscape design, home design, and we do a lot of custom product design for both client projects as well as our licensing partners. We have a line of furniture, case goods and occasional pieces we designed called Browne & Moore that we have licensed

through EJ Victor and a line of lighting with Wildwood Home.

You've designed gorgeous homes all over the nation. Can you give us a run-down of where you serve clients and where are you based?

Our studio is located about 30 minutes outside Manhattan in the New Jersey countryside, but we work on client engagements all around the world. We recently finished work on a project in France, and are working on projects in California, Florida, Manhattan, South Carolina, New Jersey and Pennsylvania. The farthest afield we have ever worked in is St. Petersburg, Russia. Our firm is structured to be able to support client projects anywhere in the world.

Have you designed homes in the Hamptons?

We have designed several projects in the Hamptons. We have done several projects on Shelter Island and in Southampton. My wife and I often spend time in the summer and fall out east with our kids and I love working there with clients.

Do you have a favorite project that you designed?

I think my favorite project to date is the home I recently designed and built for us. We razed an existing, non-descript 1950's rambler and had the amazing opportunity to completely re-envision what the property and home would be in a way that perfectly suits our lifestyle. The project allowed me to utilize all of the multi-disciplinary resources of the firm to their fullest. Building our home also let me view the project with the eyes of a client and allowed me to refine and expand certain elements of our offering. It was a great undertaking and I'm glad I had our team to help us along the way!

Are there any trends that our readers need to



know about? What are some of your favorites?

One of the biggest trends I see is how home automation is very much plug-and-play and is available to everyone. It doesn't make a noticeable visual impact on our interiors projects, but it does allow for projects where the age of the home or the budget don't allow for integrated systems to quickly bring their homes into the 21st century. Wiring for electric cars is also something we include in every new project. Like it or not, electric cars are here to stay and having integrated power for them will increase the value of homes going forward.

On an interiors note, I see more and more people finally ditching the formal dining room and repurposing it to expand the daily living footprint of existing homes. For our new home, we didn't even design a "dining room" into the design. Our kitchen is elevated enough to do double duty for more formal, adult entertaining. If we want to have a separate space for Thanksgiving or a larger meal than our kitchen can accommodate, we have alternate furniture layouts for different rooms that allow us to temporarily move or relocate furniture and convert the space into a dining room for the night.

When it comes to kitchen design, I am finally winning the fight of the upper cabinet. When I first propose the idea to my clients, many often push back and say they need them. While sometimes needed and the only option for storage in smaller spaces, I find that many people incorporate upper cabinets into kitchens because they 'think' they are supposed to have them. When I ask them what they store up there, many people are shocked to realize they can't even reach the upper shelves and many times the upper cabinets are bare. When they are not bare, they are overstuffed with stuff that hasn't been used in years. I'm not really a 'supposed-to-have-them' kind of guy so I purposefully relegate additional storage to thoughtfully

design pantry and ancillary storage areas and create bright, open kitchens that my clients love.

I am also seeing more and more pushback on the open concept layouts. For me, they are hard to design with the warmth and sophistication people look to me for, but they are also loud and tough to live in with kids and tv's and music all going at the same time.

If money were no object, what would you like to design?

If money were no object, I think I'd like to design a town. It would be great to have the ability to take all of the great bits and pieces of amazing urban planning and wonderful small towns that grew organically with stunning architecture and layouts and incorporate these elements into not just the homes of the space, but the entire town. My favorite example of this is Alys Beach, Florida, but there are other areas that are so thoughtfully planned and executed. On a smaller scale, if money were no object, I'd like to design a smaller home with every detail fully considered... every detail. Details are so key to successful design and it would be great to have a project where absolutely nothing had to be left out solely because of budget.

When you're not designing gorgeous homes, what do you do for fun?

When not designing, I like spending as much time with my family. My kids are growing up so fast, it is important for me to spend as much time with them as possible. I also love playing polo. I'm not particularly good nor do I have time to keep the ponies, but I fly to Argentina and Spain whenever I can to take lessons and play.

To view the full portfolio of Frederick's work or learn more, visit www.mfdesign.com.

Kyle Rosko & Marcy Braun

Dream Team With The Eklund | Gomes Team At Douglas Elliman

By Ty Wenzel



We've watched rock star real estate teams for many years and love to learn the value of how they work together in such a competitive marketplace. At the scale that agents, Kyle Rosko and Marcy Baum operate at, it's a simply dizzying level. They are part of the uber-collective, Eklund | Gomes Team at Douglas Elliman, which closed over \$2 billion two years in a row — and they just listed a house in East Hampton for \$60 million.

We had to learn more.

Kyle and Marcy, since you teamed up in 2019, you've achieved great success on the East End quickly becoming one of the top-producing teams at Elliman. How did you do from 2020 and 2021 (YTD)?

Kyle Rosko: Yes, we have an incredibly strong partnership, and are proud to say that we were named the #3 Team in the Hamptons by volume in 2020, as well as top-producers by transactions. We were also thrilled to be recognized as being within the top 2 percent of realtors at Douglas Elliman. We've just been taking that positive momentum and building on it coming through 2021, pushing ourselves to an even higher level especially on the listing side. 2021 has been a tremendous year for us.

You have recently become part of the Eklund | Gomes Team. Are you the Hamptons branch of the team?

KR: That's right and we're so grateful to be a part of this exceptionally dynamic and incredibly high-performing team. It's a dream next step for me and Marcy as we continue to grow our business. We are the Eklund | Gomes Hamptons Team Leads here on the ground in the Hamptons, bringing our local expertise and roughly \$250 million in listings.

Marcy Braun: We are so excited supporting Eklund | Gomes as they start a new chapter in the evolution of their brand and expand into the Hamptons market. It's been such a natural fit for us.

Your portfolio is quite vast and in the very top of the Hamptons price ranges. In fact, you've just listed a property for \$60M in East Hampton. Can you tell us about the property and why it's worth that price?

KR: 51 West End Road is a magical place. The privacy and exclusivity it offers is unparalleled, and the rarity of the grand yard with gardens and a pool, all overlooking the ocean with no dune obstruction whatsoever, is extraordinary. I'm always particularly inspired by light and how it complements the living experience. The property enjoys both sunrises over the Atlantic and sunsets over Georgica Pond. It's spectacular.

You have another property in your inventory for \$59,995,000 in Wainscott. Can you tell us a little more about that beautiful property?

KR: 30 Mathews is an incredible opportunity to have the finest south facing perch on all of the coveted Georgica Pond. To have 14 acres with 827 feet of waterfront on Georgica Pond that's sub-dividable into two separate waterfront parcels is as rare as it gets. The current estate as it sits leaves the secondary plot of property completely untouched and developable if you choose to subdivide it. When subdivided, the secondary parcel is just under seven acres and would be able to accommodate a 10,000 square-foot home pool house and tennis.

Can you tell us how the pandemic affected your business in 2020 and 2021. How did the team pivot?

MB: When covid hit we were selling

at a tremendous pace, all day, every day and we have been since March 2020. We were always focused, but we suddenly had no time for air.

KR: We were able to push ourselves to a level where we could understand what we were capable of, far beyond what we thought previously. We were able to build even stronger relationships with everybody in the brokerage community and all other aspects of getting deals done efficiently and effectively. But most importantly it brought us together in a way that is imperative in towards having the synergy necessary to perform at the highest level.

Are you personally seeing a permanent migration to the East End from city folk?

MB: Yes, and for some buyers it's become much more of a necessary purchase instead of a mere desire. People are holding on to their investment in a much stronger fashion than before. Some are selling and downsizing but still have the need to own out here.

How many years of experience do you now have in selling homes on the East End?

KR: I joined Douglas Elliman in 2014 in Manhattan in the Tribeca Office and Hamptons office as a dual agent. Since 2016 I have been primarily focused on the Hamptons luxury market with a special expertise in all waterfront front properties and new development.

MB: I have a long background in real estate but started out in the Hamptons market in 2011. I joined Douglas Elliman in 2018 and partnered with Kyle a year later.

How did you get started in the industry? Are you locals?

KR: I was born and raised in the Hamptons as part of a fourth generation Southampton family, so you could say I grew up with real estate

in my blood. I learned a lot about this business assisting and observing my father, a builder, developer, and master carpenter in the Hamptons, as he built incredible East End estates from top to bottom. And then went on to study real estate finance in college to fine tune my investment knowledge.

MB: I began in real estate in the 1980s in Manhattan, where I accomplished a lot and then took a hiatus to raise my family. I moved out to the East End in 2007 and fell in love with the culture of the Hamptons. I soon started scoping out real estate until I could devote all my time to it in 2010-2011. I knew it would require my full attention.

Are there any homes that you've sold that you're particularly proud of?

KR: I sold one of my very good friends homes last year for over their asking price and that felt really good. Honestly, with every house I list and every buyer I represent I am extremely grateful for the opportunity to work through every detail to get a deal across the finish line.

MB: Actually, there are a lot. I take great pride and pleasure knowing that my buyers have gotten a fabulous investment and are happy with their home. I also take pride in walking each deal across the finish line, as most are inherently riddled with details that must be closely attended to from beginning to end.

What advice would you give sellers right now?

KR: Work with someone you trust and take their advice confidently. A good broker will be able to guide you not only in this particular time/sale but for a lifetime of real estate transactions.

MB: If you are thinking of selling, now is the time! Certainly, it's the time to realize the most out of your investment. With so little available on the market, homes are simply at a premium, and for those that are

already built and ready to move into there will be multiple offers.

What about buyers? Is there a new objective towards attracting buyers to the scale of homes that you sell?

KR: Attracting buyers at the highest level is all about the proper channels of exposure to get in front of people of that caliber of purchase. Coupled with the tremendous team at Douglas Elliman PR and Marketing, Eklund | Gomes is a group that gives us incredible exposure. Most importantly it is having a seamless relationship with all of the great brokers that work in our community that have clients for properties at this level. We work really hard as a dynamic group here to be as effective as possible for our clients and customers.

What are some trends you are seeing in homes that are now important but weren't prior to the Covid-19 outbreak?

MB: To some, privacy and a large yard has always been an important factor, but we are seeing that now more so than ever. Of course, there is also now a need for extra space in the home to work as people realize the flexibility to work remotely, so homes with multiple work spaces are often taken into great consideration. We're seeing that even in the rental market. Renters are choosing homes with more room for family members to hunker down with you if needed.

What marketing channels are you using to market your exclusives and to attract sellers these days?

KR: Integrating high-quality image s and video experiences into social media and digital content has been extremely effective. And now being able to integrate into the Eklund | Gomes team's connectivity across all the luxury markets, and into that social media reach as a collective of top tier agents is so powerful.

How do you see the market playing out in 2021?

KR: 2021 should prove to be one of the strongest years we've seen with a lot to look forward to from the new generation of buyers that has come into the market. A lot of the first-time buyers have found a deep appreciation for what living out East has to offer and that brings a lot of energy to the market here.

MB: 2021 has already been a tremendous year, even more so than 2020 if you can believe it. In 2022, there will be more homes purchased that are yet to be built and for those buyers who need to be in before summer, we'll spend even more time educating them on the specific properties that are available to them.

What do you do for fun when you're not working?

KR: I love to surf and have a deep connection to the water. You can often find me at Ditch Plains or one of the amazing local beaches. I'm also a photographer and enjoy chasing a good Hamptons sunrise / sunset. I also explore all the coastline on my paddleboard or beach bike finding all the secret places with the best light and meditation locations.

MB: I enjoy taking a walk to the beach or I try to jump on my Soul-Cycle bike. Lately, I've picked up needlepoint as a way to unwind. I try to spend time with my huge family, and of course I enjoy baking my famous Challah bread for those who wait for it!

You can reach Kyle Rosko at kyle.rosko@elliman.com and Marcy Braun at marcy.braun@elliman.com.

Welcome To A Village Ramble

East Hampton House & Garden Tour

By Ty Wenzel

The East Hampton Historical Society will host its 2021 House & Garden Tour, showcasing some of the finest examples of historic and modern architecture in the Hamptons. This year's tour — consisting of five unique houses — is scheduled for Saturday, November 27, from 1 to 4:30 PM. An Opening Night Cocktail Party will also be held as a fundraising event at The Maidstone Club on Friday, November 26.

The East Hampton Historical Society's House Tour Committee has selected five houses that express the unique spirit of living on the East End. The Society's annual House Tour offers a one-time-only glimpse inside some of the town's most storied residences. Whether you tend towards the charm of a classic shingled cottage, yearn to take a peek at well-appointed homes South of the Highway, or prefer the clean lines of contemporary architecture — this year's tour offers a combination of houses that showcase the iconic styles.

"The House & Garden Tour is one of our most important fundraisers," said event chairman Joseph Aversano. "This year's tour is a visual feast of stylish houses. So, while you're breathing in the sea air and enjoying the varied terrains and architectural styles, your dollars will support the East Hampton Historical Society's museums and programs."

Here are the homes.

Egypt Lane Landmark

Built in 1917, this home by architects Polhemus and Coffin is an Egypt Lane landmark. The Tudor Style house, bordering Maidstone Club on two sides, celebrates a beautiful and sensitive renovation. Though over one hundred years old, the house is as efficient and comfortable as when it was built.

Shingle Style Revival

The picturesque and newly constructed house shares a very favorite spot in East Hampton Village — the natural beauty of The Duck Pond and Nature Trail, once part of the Lorenzo E. Woodhouse estate. It showcases an array of shapes, verandas, rooflines, and turret — this sculptural home is a comfortable amalgam of styles that we would often see in many houses built between 1880 and early 1900s — yet a powerful example of the Shingle Style revival that started in the 1960s

as a reaction to modernism.

Village Retreat with Landscape Details

The handsome lines, superb craftsmanship, and monotone styling of this Arts & Crafts inspired house celebrates the horizontal beauty of single-level living. Home to a dynamic design duo, an interior designer and a landscape architect, this Village retreat has multiple outdoor "rooms," situated within smartly organized landscaping. A serene sanctuary, in a calming palette of muted greys, is welcoming and invites intimate conversation and reflective thought.

New Construction in Heart of East Hampton Village

This exquisite, newly constructed residence is a marriage of casual elegance and traditional design. Its clean, graceful lines and superb craftsmanship are immediately evident as you approach the home down a gently curving, crushed white marble drive. Sun-drenched open concept living space, tranquil and stylish backyard, and expansive private terrace with outdoor fireplace — completely secluded, yet only steps away from Main Street, East Hampton — you can hear the church bells on Sundays!

Original Amagansett home by famed architect Charles Gwathmey

There is a rare opportunity to visit a widely publicized modern work of art — The Tolan House, an original Charles Gwathmey designed residence (circa 1970). Just a quarter mile from the Atlantic Ocean, one enters a sun-drenched open space of modern and magnificent architecture. The cubist shapes of cone and triangle harmonize with huge rectangular windows. Close enough to the beach, one can take in the views and smell the salt air from a multitude of well-appointed spaces in this sprawling modern masterpiece.

Tickets to the Opening Night Cocktail Party are \$200 each, which includes entry to the House & Garden Tour the following day. Tickets to the self-guided House & Garden Tour are \$75 in advance and \$85 on the day of the tour. Admission can be purchased by visiting www.easthamptonhistory.org.



Egypt Lane Landmark. Photo courtesy EHHS



The Tolan House. Photo by Conor Harrigan



Shingle Style Revival. Photo courtesy EHHS



Village retreat with landscape details. Photo by Anthony Crisafulli



New construction in heart of East Hampton Village. Photo by Phil Kouffman Builder



Photos courtesy
Martin Architecture

Martin Architecture

Light And Legacy From A Modern Master

By Ty Wenzel

When we think of the East End, we think of gabled, cedar-shingled manses side-by-side. Since recovering from the crash of 2008, we noticed an explosion of modern architecture becoming a quest for the luxury homeowner and investor — especially among the millennial wealth sector. Contemporary design was always a thing in the Hamptons, though now we don't get whiplash driving by and seeing a gorgeous modern manse overlooking the Atlantic waves.

Nick Martin, the namesake of Martin Architects, is an award-winning architect that we have been obsessing over for at least a decade and a half. When he agreed to an interview, we realized a secret dream was coming true — his story did not disappoint.

Did you always know you wanted to be an architect — is it a calling?

Growing up internationally, and with my mother who is an archeologist, our family had the benefit of exposure to many world treasures which included architecture, art, and sculpture. My interest flourished with each experience, and once in college I majored in art/painting and economics. It was around the world voyage that convinced me to apply to the Harvard Career Discovery program to initiate a deeper plunge into architecture. From there I went on to The Pratt institute for Architecture and landed my first job along side Charlie Gwathmey.

Nick, in addition to award-winning architecture design, you maintain licenses for contracting and real estate sales. Have you also been a builder as well as a salesperson in the timeline of your vast experience?

My early work experiences came in the form of carpentry and other

trades. Architecture channeled in to the practical, and then later the theoretical. Currently our sister company 4MA builders has a full roster of interesting projects and a very capable team driving the quality and craft.

Real estate allows our practice to stay in touch with current trends and values enriching our master planning arm. It is critical that our team can offer analysis and conviction helping our clients locate, design, and build their house with the knowledge of the market and its influencers.

When it comes to 4MA Builders, are you the sole architect for projects or can homeowners bring their own?

4MA Builders is a separate entity and as such has the experience of collaborating with other wonderful architects sharing their experience seamanship and drive.

We love your modern style, so clean and luxurious. How would you describe your style of architecture design?

Each project is unique and its design is based on the site, sun angles, scope of each client. Our style tends to be an Organic Modern, focusing on scale, materials, and the dynamic light angles that are latent to be explored.

How did the pandemic affect your business?

Our business like many in the architectural and building trades are still reeling from an incredible interest in new work from our team.

Who are your heroes?

Corbusier, Henry Moore, Oscar Niemeyer, Alvar Alto, Dekooning, Jacques Cousteau, Lowe Brothers, Beethoven, and The Rolling Stones.

What kind of new build-

ing materials have you incorporated into design? Is green design a big part of your methodology?

Since inception, I believe in the discipline of sustainable, environmentally-conscious design, and in active and passive design criteria. At Martin Architects we strive to encourage healthy, thoughtful, dynamic living without sacrificing luxury and aesthetic artistry.

You've designed so many show-stopping homes on the East End. What inspires you about the region?

The light, the legacy, and the light!



The Fastest Growing Segment Of Home Buyers? Single Women

By Heather Buchanan



Photo by Daiga Ellaby

Lucy Van Pelt:

I know how you feel about all this Christmas business, getting depressed and all that. It happens to me every year. I never get what I really want. I always get a lot of stupid toys or a bicycle or clothes or something like that.

Charlie Brown:

What is it you want?

Lucy Van Pelt:

Real estate.

Lucy got it right when it comes to what women really want. At a recent Sotheby's International Real Estate conference one of the most interesting demographic presentations involved single women home buyers. Vice President of Demographics and Behavioral Insights, Jessica Lutz of the National Association of Realtors, presented research that one in five buyers is a single woman. According to the 2020 Profile of Home Buyers and Sellers, single female buyers accounted for 19 percent of first-time home buyers and 17 percent of repeat home buyers while 11 percent of first-time home buyers and 9 percent of repeat buyers were single men. These women are also putting their money where their lip glossed mouths are. Single women buy homes for an average of 6 percent more than their single male counterparts. The median age of the first-time single female home buyer is 33 while the median age of the

single female repeat buyer is 59.

It's Not About a Husband... Or Designer Shoes

Many single women have experienced the patronizing moment of anyone from a car salesperson to a banker asking where is her husband. Or they might get investing advice, "Don't choose stocks on an empty stomach." And who can forget the famous "Sex and the City" episode where Carrie Bradshaw realizes she has spent her potential down payment for an apartment on Manolo Blahniks.

More than at any time in history women are not as focused on putting a ring around their finger as on their own front door. According to a Bank of America Homebuyer Insights report 73 percent of women say owning a home is a top priority to them over getting married. Clearly a man is not a plan. And this is far more than an addiction to HGTV. It's about women taking control of their finances and their futures understanding credit, equity, and growth. While overt discrimination against women has been outlawed in real estate by the Fair Housing Act for over 50 years, small changes have only come about recently such as changing all references to a "master" bedroom to a "primary" bedroom and instead of a "family" room it can be a "bonus room" or "home office."

Women Supporting Women

Another reason to pay attention to this grow-

ing market? The Urban Institute cited higher credit scores and lower debt-to-income ratios for single women compared to single men. Also, those women tend to put down a higher down payment than men and default on loans less frequently.

What else is growing the increase in this segment of the market? Women on both sides of the transaction. Women have grown in power not only as real estate agents but as mortgage brokers and loan officers. And the brokerages and financial companies which are recognizing and empowering the women in their workforce are reaping the financial benefits.

There is an infamous local story of a casually dressed single woman walking into a local real estate office without anyone much giving her attention until a new young female agent said she would be delighted to help her with a rental. Well, that can-do attitude turned into a \$500,000 rental so do the math on that commission. Don't judge a woman by her Crocs.

So What Exactly Do Women Want?

Single women's buying decisions differ from other demographics such as the importance of convenience to friends and family as an influencing factor. Being a part of a community will affect where they want to buy. What else is very important to them? Cue Snoopy... their pets. The French bull dog has to give a paws up as well.

Another demographic playing into the trend is the aging boomer population and their children who are concerned with their care. According to the Pew Research Center, women are more likely than men to be providing primary care to an aging parent (13 percent vs. 7 percent). And those who are not married (15 percent) are more likely than those who are married (7 percent) to provide most of the care to a parent. This makes multi-generational homes also attractive to women buyers with room to accommodate a parent or parents. Think extra living space on the ground floor.

For real estate agents, paying attention to this segment of the market is a key to expanding their business. According to Lutz, single women are most likely to use an agent referred to them. Women also valued the knowledge and communication skills of their real estate agents more than other buyers.

Important to note, speaking of single women is by no means describing a monolithic entity but one of diversity. Each buyer has a specific and personal set of needs and goals. Any agent worth Lucy's respect should seize this opportunity: listen to them, educate them, support them, and help them reach that all important goal. Home.

Heather Buchanan is an agent at Sotheby's International Realty working with buyers, sellers and renters in the Hamptons Heather.Buchanan@Sothebys.realty



By Design

By Zachary Weiss

It's the season of merrymaking, and with it comes indulgence. What other time of year do we have full permission to nosh on sugar cookies with abandon, or spend an evening out on the town with friends, only to do it all over again the next day, and the next, and maybe the one after that too? Here, we've selected some of our favorite holiday gifts that speak to this special time of year, and its charming excess. They aren't our favorites because of their flash or price tag. Instead, they're a nod to the discerning eye of your gift recipient who knows that, during the holiday season, everyone deserves the best.



Métier Portable Desk in Cognac, \$5,350

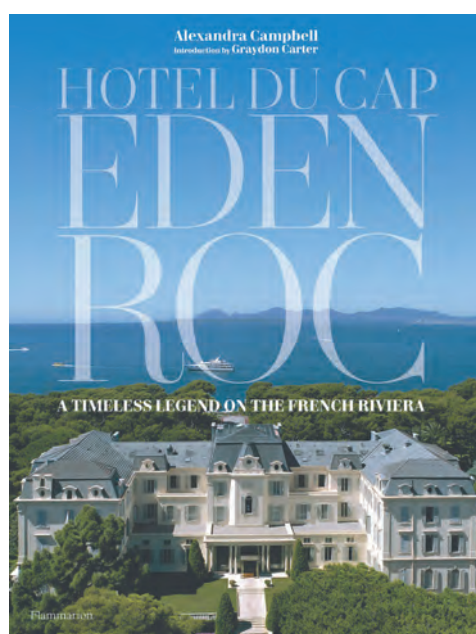


Bally Checked Trench Coat in Black & White Wool, \$1,750

Mark Cross Grace Small Leather Box Bag, \$2,290



Tory Burch Double-Faced Wool Hooded Wrap Coat, \$1,298



Hotel du Cap Eden Roc, A Legend on The French Riviera by Alexandra Campbell, \$83.57



Hublot Big Bang Unico Berluti, Price Upon Request



Ghurka Kilburn RS No. 252 Rolling Duffel, \$2,495



Hestra For HODINKEE Limited Edition Peccary Gloves, \$400



Boudoir Slipper Puzzle in Bordeaux in Paille, \$380



Rosewood Little Dix Bay x Frolic + Detour Hooded Kimono, \$250



Monica Armani for B&B Italia Dining Table & Chairs, Price Upon Request



Tombolo Apres Ski Scarf, \$75



Barbara Sturm Repair Hair Mask, \$65



The Paint Box Like Gilded + Like Velvet Nail Set, \$98



Miron Crosby Maggie Metallic Light Blue, \$975



Molekule Air Mini+ Purifier, \$499



Mommenpop Blood Orange Aperitif, \$34



Glenfiddich Grand Couronne, \$600



Chateau Troplong Mondot, Saint-Emilion Grand Cru, \$134



Houses & Parties "Candle Dressed as Champagne," \$98



Calirosa Rosa Blanco Tequila, \$59



Loro Piana x Hiroshi Fujiwara Cashmere Sweater, \$1,200

Dante x FIVE Drinks Co Americana 2.0 4-Pack, \$13.99





James Lane Post Holiday Gift Guide

By Jessica Mackin-Cipro



Blue & Cream The Tile Club Cashmere Sweater, \$295, and Pants, \$325



Mind Offline fringe wrap made of small-farmer Alpaca, \$150



Polkadot England Jane Slouchy Rib PJ Set, \$198



DEKO LTD cocktail produced and bottled at Matchbook Distilling Co. in Greenport, certified Kosher, \$25



Hampton Sun, SPF 15, \$32



Hidden Gem, Surfboard Art, Flat Surf | 2', Tropical Island, starting at \$135



Muses Neck Potion No. 9 CBD, \$39



Social Studies The After Party Candle, created in partnership with Brooklyn fragrance brand APOTHEKE, \$45



Wanderwear Philanthropy's Not Just For Old Men (Unisex) Crewneck, \$45



Disset Chocolate Signature Winter 2022 collection, starting at \$17



Brother Vellies Lijadu Billfold in Checkers, \$1,395



Shelter Isle, "Ditch" sweatshirt, \$148



Naturopathica's Best of Botanicals, \$74



Toccin Chunky Cardigan, \$185



Paula Rosen Charlie Chunky Paper Clip Necklace from Joey Wölfler, \$290



Table Topics Inspiring Women conversation starters, \$25



"Contemporary Gardens of the Hamptons" LaGuardia Design Group 1990-2020, \$50



Handmade ornaments by artist Kara Hoblin, requests taken via Instagram @karabellaa



For the friend you'll be watching "And Just Like That" with. A bottle of Invivo X, SJP Sauvignon Blanc that supports FEED Project, \$20



The Dee List

By Dee Rivera, founder of Hamptons Fashion Week



Lucy and Co. Holly Jolly Reversible Puffer Vest, \$45

Haute Holiday Stocking Stuffers



Time Concepts Watches: Roland Sands Series
A new collection of watches from Szanto ICON Signature series, inspired by Roland Sands: Motorcycle Racing Icon, \$275 - \$350



FRWRD Mushroom Super Serum, a mushroom-based, vegan, and organic serum for aging, sensitive skin, \$56



Moods by NuMe Fifth Avenue Candle, \$50



Cloth + Bristle Household Cleaner, a natural cleaning solution that can take on even the worst rust, lime scale, soap scum, etc., \$15.95



Cheegers Crew Socks, ultra comfortable socks with a seamless toe and y-stitched heel, \$16



M.100 Multi Tool - Tactica, a compact multi-tool with a driver, universal wrench and more, \$39.95

Aloe Nourish Cheek & Lip from OM Botanical, nature inspired blush shades, \$34



Happy Lytes by Beam Minerals, mood lifting electrolyte misting spray, \$7.25



Fiber Knit Sports Mask Made with 3D KNIT technology, \$22.50 - \$24.50

Quench By Starling, a hydrating balm that reduces redness and itchiness for sunburns, wind burns, and other skin emergencies, \$25



Save A Life - Mini Hand Soaps, pocket-sized Antibacterial Soap creatively styled after Lifesaver candies, \$5

WINEdoms Rubber wine stopper, a roll-on Rubber Wine & Spirits Bottle Stopper, \$19.97



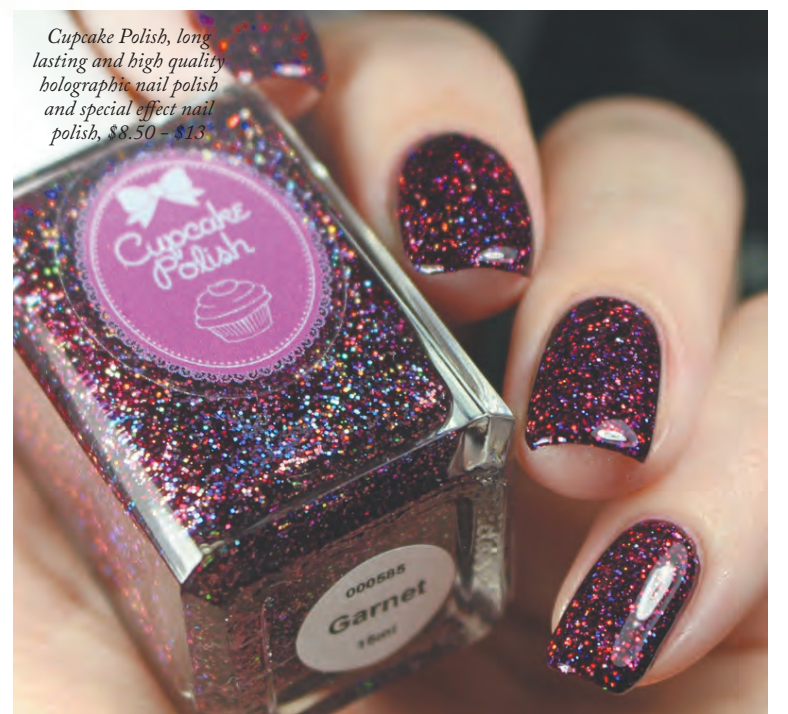
Wol Hide - Rib Hat, a creamy rib-knit beanie with a wide, comfortable cuff and a soft, cozy feel, \$88



Sweet Dreams Sleep Essentials Set satin products, includes one satin pillowcase, eye mask, and scrunchie to improve sleep, skin, and hair condition, \$35



Life on a Star Soap Collection - Laubahn Fragrances, four nature-themed fragrances in luxurious vegetable-based glycerin soap, \$88



Cupcake Polish, long lasting and high quality holographic nail polish and special effect nail polish, \$8.50 - \$13

'Tis The Season To Shop The Hamptons



AERIN

About: AERIN offers curated collections in the worlds of beauty, fashion accessories, and home décor. With a passion for art, travel and design, owner Aerin Lauder's own lifestyle is the inspiration for the brand. "Our concept is about creating an experience of surprise and delight. I love that I am able to invite the customer into my world and bring our feminine, timeless aesthetic to life." — Aerin Lauder

Fun Facts: "My family and I have a special connection to the Hamptons and opening a store in a place which possesses such a rich personal history was a special opportunity. AERIN East Hampton was designed in collaboration with my friend, Daniel Romualdez, who is also a resident of Montauk. Showcasing a mix of AERIN's branded fabric and lighting, custom designs, vintage finds such as a pair of retro wicker sun chairs and a color palette of bright whites and straw with touches of blues and greens, the store evokes a relaxed and effortless sense of luxury." — Aerin Lauder

Giving Back: AERIN supports the Breast Cancer Research Foundation and Animal Rescue Fund of the Hamptons.

Day Off: Aerin Lauder enjoys spending time with family and friends when she isn't busy working.

Location: 7 Newtown Lane, East Hampton

Website: aerin.com

Instagram: @aerin

Above: Cassiel Mosaic Picture Frame in Malachite, \$575; Nendaz Cypress Holiday Candle, \$95



By Lisa Frohlich

To show our support for businesses on the East End, we encourage our community to shop local this holiday season. Local merchants are eager to talk to you in person and give you the outstanding customer service you deserve. Shopping local also creates job stability for working residents in our community. Each of these featured stores will donate a portion of sales to a charity that needs your help through this ongoing pandemic. The perfect holiday gifts are waiting just around the corner.

Lisa is wearing a flannel fringed skirt and light grey sweater from Brunello Cucinelli.



SUZIE KONDI

About: What started as one tracksuit, has grown into a full collection. Suzie Kondi is known for a fantastic seasonal color palette of velour, cashmere, and corduroy sets. Suzie Kondi launched swimwear this past summer and the entire collection was inspired by Mexican architect Luis Barragan. The Fall/Winter 2021 collection was inspired by the English countryside and the Spring/Summer 2022 collection is a celebration of Greece in the 1970s. The Suzie Kondi collection provides an effortless way to look put together in every environment.

Fun Fact: The Amagansett store doubles as The Amagansett Backgammon Club on Saturdays, which creates a real sense of community. All games are played on beautiful, handmade tables that are sold at Suzie Kondi. A second store will be opening this winter in NYC. Owner and designer Suzie Kondi is Australian, and she dedicates every collection to her "mum" and dad.

Giving Back: Suzie Kondi supports The Lower Eastside Girls Club in NYC. This organization supports year-round programs for young women in STEM, Arts, Digital Media, Civic Engagement and Leadership.

Location: 137 Main St, Amagansett

Website: suziekondi.com

Instagram: @suziekondi

Above: Fotini Funnel Neck Sweater in Cashmere in Adriatic, \$825; Task High Waisted Harem Pants in Cashmere in Adriatic, \$825



BRUNELLO CUCINELLI

About: Started in 1978, Brunello Cucinelli is rooted in the history and legacy of great Italian craftsmanship, as well as modern design. Using the finest quality of raw materials, the brand has developed a vision of total looks. Contemporary elegance is reflected in the exclusive ready-to-wear collections for women, men, and kids as well as a lifestyle accessories line.

Fun Fact: The East Hampton team consists of locals with extensive experience in sales. They've spent many years here and have a pulse on what is needed for Brunello Cucinelli's loyal client base and newcomers to the area. The team has an incomparable knowledge of the area that enriches the shopping experience.

Giving Back: Brunello Cucinelli has a long history of philanthropic work. Most recently, the East Hampton boutique hosted a shopping event to benefit Guild Hall, incorporating Brunello's love of culture to a local entity.

Day Off: East Hampton Store Manager, Judy Springer, enjoys spending time with family and friends, going to the beach, and trying new restaurants.

Location: 39 Newtown Lane, East Hampton

Website: brunellocucinelli.com

Instagram: @brunellocucinelli_brand

Above: Opera Cardigan in Mohair and Cashmere, price upon request; Felt Fedora with Precious Knot Band, \$1,495



KIRNA ZABETE

About: "Kirna Zabete strives to have the best edit of the finest designers of today and tomorrow in a warm and welcoming environment. We've been in business for 22 years and have always had the same goal: to find the most interesting designers available and present them in a fun and joyful way. We believe our edit and customer service differentiate us. During Covid I started designing my own line under the Kirna Zabete label of everyday essentials. We have tees, silks, sweats, and now cashmere." — Beth Buccini, owner of Kirna Zabete

Fun Fact: Kirna Zabete East Hampton opened as a pop-up in the summer of 2016. The pop-up was so successful that they signed a long-term lease and have remained open year-round.

Giving Back: Kirna Zabete has supported Good + Foundation for the last 18 years. Beth Buccini also runs a foundation for her daughter's rare disease called The DDX3X Foundation.

Day Off: Beth enjoys horseback riding with her two daughters and watching her husband and two sons play sports.

Location: 66 Newtown Lane, East Hampton

Website: kirnazabete.com **Instagram:** @kirnazabete

Above: Paul Arnhold Spotted Bud Vase, \$200; Jane Win Love Pendant Necklace, \$280



NILI LOTAN

About: Nili Lotan is an Israeli-born designer who launched her own label in 2003, and now resides in New York. The collection offers luxurious and timeless pieces for today's woman who wishes to be both comfortable and chic. The collection includes jeans, handbags, and belts, as well as limited-edition collaborations. The East Hampton location is open year-round, and the store has an intimate and neighborhood feel.

Fun Fact: Nili Lotan is launching a holiday capsule collection for babies consisting of two sweatsuits in camouflage and snow leopard. These sweatsuits are available exclusively at Nili Lotan retail stores and the company website.

Giving Back: Nili Lotan has developed numerous limited-edition products over the years with 15 percent going back to the charity. Masks were also made during Covid, and 100 percent of proceeds went to NYU Langone Hospital.

Day Off: Nili loves to stop by the beach and visit friends.

Location: 38 Main Street, East Hampton

Website: nililotan.com

Instagram: @nililotan

Above: Addie Double Breasted Shearling Coat in Natural, \$2,995; Camel Leather Tote, \$995.



T-Bar Southampton's banana parfait mille feuilles.



Union Burger Bar.



Chef Omakase



MarieBelle Ganache.

Holiday Gifts & Experiences

By Norah Bradford



Chucks Vintage.

With the holiday season right around the corner, complete your gift shopping for everyone on your list with these gourmet goodies, fashion brands, and an inspirational read. Family, friends, and significant others can revel in the finer pleasures that bring joy, happiness, and personal growth this holiday season and beyond.

For a gift that truly amazes, these finds are everything your loved ones will adore.

The Foodie

In New York's famous Soho District is the world-renowned, luxurious chocolate company, MarieBelle Chocolates. This holiday season, the flagship retail location at 484 Broome Street offers patrons a sumptuous shopping experience for the eyes and

appetite with lavish window displays which aim to warm the heart. The perfect gift, MarieBelle Chocolates are artfully wrapped in luxury boxes with colorful ribbons.

Experience gifts are becoming more popular than material gifts. Chef Omakase creates a fantastic culinary experience that dispels the myth that a private chef is only available to the ultra-wealthy. Menus include such selections as an Italian curated dinner with an appetizer of poached Fava Beans and Herbed Tomatoes. Chef Omakase matches you with a professional chef who will prepare a course menu in your home at your leisure. Pick the Chef, select your menu, and "Leave it up to the Chef!"

Out on the East End, give your loved ones the gift of dining. How about the perfect steak and sushi dinner? Union Sushi & Steak at 40

Bowden Square in Southampton is an exquisite restaurant that boasts meals and service fit for royalty. Sushi selections are delectable, and their sublime USDA prime steaks and cuts are renowned in the region. Mouth-watering bliss awakens your taste buds with the Dry Aged Bone in Rib Eye and Australian Grass Fed Lamb Chops.

Treat someone to Union Burger Bar, a restaurant that continues to offer an assortment of specialty gourmet burgers, fresh hand-cut fries, maniacal milkshakes, and desserts and an elaborate craft beer and small batch bourbon selection.

Give the gift of classic cuisine with a modern twist this Holiday Season with a gift certificate to T-Bar Southampton. The restaurant is a divine and picturesque locale for an exquisite meal. With inspiring menu selections, the establishment offers

guests outstanding cuisine in a casual, yet sophisticated space.

The Bookworm

This Holiday season, give the gift of becoming a great leader with the new book by Dr. Karyn Gordon, "The Three Chairs: How Great Leaders Drive Communication, Performance, and Engagement." Dr. Karyn Gordon is the CEO and co-founder of DK Leadership, a global leadership coaching company whose purpose is developing great leaders at work and home.

Discover tools you can easily apply at work and home that get results for everyone from CEOs to students. The book, which includes a special forward from Shark Tank Investor Robert Herjavec, has already received rave reviews from dozens of leaders within the industry. The book is cur-

rently #2 on The Wall Street Journal Best Selling Books list, as well as being listed USA Today Best Selling Books.

The Fashionista

Head to the Upper East Side where Chuck's Vintage has a new store in Manhattan, and they are offering up the most stylish gifts this holiday season. Since opening on the Upper East Side this fall, fashionistas have been raving about the collection that showcases the best of the past in the present. The new store's showcase of vintage denim must be seen to be believed. Chuck's Vintage founder, the late Madeline Cammarata, was always about making people smile through clothing. Honoring her legacy with gifts from this timeless store will stretch the joy on with denim lovers in your life.