

James Lane

— Real Estate & Design —

Winter 2022

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Photo by Conor Harrigan



Your Property
Our Priority

21 Beech Street, Montauk
\$8,500,000 | 5 BR, 6 BA

Get ready for summer. This approx. 4,000sf contemporary is perched on a gated and private 1.32 acres. Completed in 2015 to hurricane code standards, the vast ocean views are enhanced by the abundance of glass on both floors. The first level has a bright and sunny living area with a fireplace that opens to a heated salt water pool. The second floor also features an open layout with a chef’s kitchen, dining and living room with a second fireplace and primary bedroom. There is also a basement with 10-foot ceilings that is ready to finish.

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Mary Anne Fusco.
Photo courtesy Douglas Elliman

Elliman’s Mary Anne Fusco

From Manhattan To Montauk

By Ty Wenzel

Although it seems like a no-brainer, it is sometimes rare to find a real estate broker who specializes in residential real estate that spans both New York City and the East End — like Douglas Elliman’s Mary Anne Fusco. After being an English teacher followed by a 12-year career in construction in Atlanta, Georgia, she found herself, albeit begrudgingly, in real estate in the most competitive regions imaginable. And is killing it all the while deeply embedded with a philanthropic bent. We caught up with Fusco to learn more about her 22 year career as a broker and how her expertise truly does span from Manhattan to Montauk.

Mary Anne, how does an English teacher become a luxury real estate maven?

In a nutshell, I came into the real estate industry to make a difference! When my younger son, Brad, suggested real estate as I was returning to New York City after our life of 12 years in Atlanta, where I had a construction company, I quickly replied, “I hate real estate people. I’d rather be caught dead! They eat their young and regard few.” His response was one that I have told my children often: “Suppose you could make a difference?” It’s something I have always asked them to do.

The challenge was there, and so I began. I’d like to believe that I have

made a difference. Through core values and moral ethics, such as courtesy and professionalism, I realized I can bring the best out of people.

How does having been an English teacher help you?

I find that it’s difficult to take the teacher out of the teacher. I began teaching English at nineteen-and-a-half-years-old and loved every moment. When I see new agents struggling, it’s just a natural thing for me to reach out. Taking the time to share is a wonderful thing to do. You can’t get on my team unless you believe that “you get by giving.”

You’re very successful in Manhattan and the Hamptons. How do you manage both regions?

Managing New York City and Bridgehampton is a labor of love. There are no free rides, certainly it is work. When done zealously, the job is edifying and rewarding. Many of my clients and customers traverse both areas and want to work with me and my team. Pleasing them pleases me. Fortunately, having a home out east and a place in the city lightens the effort.

My dad, an architect, built the first family home in North Haven in Sag Harbor 45 years ago. I know Long Island like the back of my hand. I love both the city life but I am definitely a Long Island girl, too.

Your life has been quite a journey. Can you explain the different paths you took?

From teaching to owning a wholesale and retail womenswear company, to a construction company in Atlanta, Georgia, this stone has gathered a lot of moss! Accompanying my dad when he was custom building homes, I grew up enjoying construction sites. When the opportunity arose after we moved to Atlanta, Georgia, I collaborated with a third-generation European builder and our company existed for 12 years until I relocated back to New York. It was a wonderful ride! Little did I know, it was paving my way to real estate. I have so many letters saying, “I never would have bought this home or renovated this home, without you.” The construction business certainly serves as a wonderful asset to my buyers and sellers.

Do you find that your New York City clients have homes in the Hamptons?

Many of my clients and customers reside in the city and have homes on the East End of Long Island. Although I tried to avoid doing business out east, it was inevitable that I would be doing so. When sellers and buyers consider you more than an agent, but as a trusted advisor, they seek and expect you to handle all of their real estate investments.

Having been in North Haven for over four decades now, my attending to these sellers and buyers was definitely guaranteed. Like anything, when you love what you do, you make it happen! I have reliable, loyal, and professional people who assist me in both markets — it just comes naturally to me.

You mention being an advisor of sorts. Can you explain this further?

Buyers and sellers rely on my business prowess to advise them with their real estate transactions. They are sometimes surprised when I advise against something they love, but it is not about a transaction, it is about having a client or customer for life. Core values, linked with consummate world-class service and expert professionalism have set me apart.

Have you noted any neighborhoods on the East End that are taking off as of late?

Some of these areas that are beginning to take hold, for example, the Springs in East Hampton, and areas that I believe are interesting to watch are Shinnecock Hills, Hampton Bays, and Flanders. There is a resonating strength in these areas now. It will be interesting to see what happens next.

You are very passionate

about giving back. How do you give back?

This is our twenty-second year that I have conducted a coat drive in New York City. Now, with folks needing outerwear more than ever, we launched our twenty-second drive! This year, we have extended the drive to the East End of Long Island. My donors are the hundreds of people that live vertically in New York City. Now, I am happy to say with the help of a local supporter, Hamptons Risk Management, we are able to extend the drive far and wide. We generally collect over 1,000 coats for those in need. We hope to exceed this number now that we are reaching out to my clients and customers beyond the New York City area since my life truly encompasses Manhattan to Montauk.

You are obviously very busy – how do you spend your down-time, if it exists at all?

When not selling luxury homes in the Hamptons and New York City, I delight in visiting and enjoying the wonderful restaurants that are housed in both of these neighborhoods. Although my waistline does not always agree with me, I simply love eating out as often as possible! In addition, I also enjoy spending time with my four young granddaughters, shopping in the nicest of shops and finally resting a bit while reading a good book.



170 Northside Drive in Noyack, represented by Douglas Elliman’s Mary Anne Fusco, is on the market for \$3,195,000.



LUMBER+Salt Showroom.
Photo by Conor Harrigan

LUMBER+Salt’s design business in Jamesport is more than a destination for antiquing couples — it’s a lifestyle design destination. Under the Mazur&Co. banner, it was founded by John Mazur and Brooke Cantone. The methodology that they utilize is that they create one-of-a-kind spaces by reclaiming found objects, repurposing them with their unique materials and reimagining interiors and exteriors in an understated luxe way. Luxe/understated may sound like an oxymoron, but when you see the rich, textured environments they create, the viewer is transported to a place that defies time and definition. They’re tastemakers right here on the North Fork and the LUMBER+Salt aesthetic is sophisticated yet charming all at once.

What does “LUMBER+Salt” mean exactly?

John Mazur: LUMBER is the foundation of our business and is the core foundation of building a structure, so it’s our backbone. Salt is in the air coming off the Sound, and I always think a surface is more beautiful with natural wear from our coastal environment. The patina that happens to metal when oxidized by salt water is the definition of art to me. People always ask “aren’t you worried about this metal getting damaged outside?”

and what they don’t know is that I have a strategic design purpose for it being there. This can be seen most recently at Craft Hair Salon in Greenport, where we made custom mirrors framed in antique moldings from London, fabricated and cerused in black stain by Ian Love, and we finished the kicker with the metal that oxidized perfectly in the environment.

The LUMBER+Salt aesthetic is described as “RAW+REFINED.” Can you explain what that means?

Brooke Cantone: Grit with polish, high with low, worn in with a shine, roughness with softness. This has become our signature aesthetic and is the lens in which we design through. To us, it is where authenticity meets substance, and when designing a job the pieces that have a story become the unexpected narrative and heart of the project.

We just love your expansive portfolio of interior design projects, particularly with North Fork vineyards. Can you explain these projects to us and what you provided?

BC: Each project we have done is different in creative concept with one

main thread tying them all together. Everything we bring into a project is reclaimed and re-purposed, which can be seen locally at Sherwood House Vineyards, Rose Hill Vineyards, and Terra Vite Vineyards and the Hound’s Tree tasting room in Brooklyn.

Most recently we completed a new tasting room for Terra Vite Vineyards in Jamesport. It was a special project because we were challenged with taking an existing tasting room that needed a face-lift without doing major demo work, all in time for a grand opening of Memorial Day Weekend last summer. We totally reimagined this space, turning it into an authentic feeling Italian farmhouse that combined the old world with a new spirit.

JM: We were able to do this because every single piece within this space is reclaimed and re-purposed, salvaged, antique, or vintage. A vintage wooden step back cabinet from a hardware store celebrates the new owners roots who’s family owns Riverhead Building Supply. We deconstructed the drawers and units within the system and curated them on the walls as an art installation.

The top of the bar is made out of recycled copper and marble and the front is the wooden front and canvas back of a factory conveyor belt faced with a vintage iron fence welded

together to create the frame. Antique and vintage gold gilded mirrors add both warmth and charm. The bronze cafe tables (with the most perfect patina) are from the Soho Grand Hotel. The grand vintage chandeliers came out of an estate in Montauk. The barn doors, entrance doors and ladders where salvaged and restored from a property in Shelter Island. The unit in the hallway is an antique luggage rack from a train car. Tobacco sticks lathed on the sky lights give off a smoky-like light from the North Fork rising and setting sun — it’s all about the light creating special mood and moments at certain times of the day!

All the wood and beams used within space where salvaged and reclaimed from a barn in Connecticut. When the design concept actualizes and our ability to freestyle is given, magic happens.

The items in the shop are very farmhouse-industrial. The vibe is almost its own original look. Where do you source all of these gorgeous pieces, that seem to work seamlessly with each other?

BC: Simply, we source from everywhere. Buying salvage from London’s Savoy Hotel to Western Spirit in Soho, to a seminary in Lloyd Har-

bor, to an Industrial Baking Factory in Queens, to an 1800’s barn demo in Allentown, to a trailer of hand hewn reclaimed lumber from Ohio, to the Neiman Marcus in Hudson Yards, to an estate sale of a 1920’s movie star. The list goes on and the content is unique and rare and one-of-a-kind. Which makes buying both fun, fulfilling, and purposeful to our sustainability platform.

Right now we have a lot European architectural salvage and antiques, fireplace mantels and surrounds, industrial lighting, french seltzer bottles in original wooden totes, stained glass windows, vintage frames, shutters and doors, reclaimed lumber of all species of wood, German stoneware, fire pits, bread boards, Windsor chairs, vintage cowboy boots, milk glass lamp shades, industrial factory objects, and a line of farm primitive ceramics “The Jamesport Collection” handmade by Firehouse Pottery Co.

Our “look” is eclectic and unique and it is how we put it together that makes our “lifestyle vibe” come to life.

You’re both from the design world in New York City and studied different aspects of design. Can we break down your expertise individually?

BC & JM: John served as Principle + Designer of an industrial and graphic design firm in Soho, specializing in branding for brick and mortar retail companies. John studied at Rochester Institute of Technology majoring in industrial and graphic design and spent his post-grad years working in Germany at an international branding agency.

Brooke held senior creative corporate roles in New York City in fashion, visual merchandising, marketing, and brand experience since 1998. Brooke graduated from the Philadelphia College of Textiles & Science with a BA in Fashion Merchandising.

How do two powerhouse designers/creative directors from New York City find themselves reinventing in Jamesport? What’s the story there?

JM: While working in the city, I bought 1291 Main Road in 2001 (currently the home of Sherwood House Vineyards & William Ris Gallery). I saw so much potential in the property and I wanted to do something different and made a pivot in my career in ’08 to pursue it. I focused on developing the property with the longer term vision of it becoming what it is today. In 2010, I created my company Material Objects in concert with then buying 5570 Sound Avenue, now LUMBER+Salt in 2014. When I moved out here the people were not here as they are now, so I am fortunate I saw the vision in the market and the uniqueness of the area when I did. Since Covid I realized how valuable my investments have become and how ready the world and community was to be offered up a new retail experience while being both open air and safe.

BC: I moved to the city in 1998 and worked as a Visual Merchandising Director in the corporate world of retail fashion merchandising. In 2014, I was ready to invest in a weekend home to break up the grind of city living. So I bought a home in Jamesport. At the time, it was the perfect combination of what I was looking for. During the pandemic, I left the Upper East Side and relocated full-time to the North Fork and chose to evolve LUMBER+Salt into a full brand concept. In the past two years, we’ve really brought the brand voice to life. It’s been a refreshing and creative rebirth, and a NEW retail has been born. Coming from the store experience world I knew that we had something very special to bring to life ... and the pandemic happened which was a personal



Terra Vite Vineyards.
Photo by Conor Harrigan

silver lining in hindsight that gave me the opportunity to not look back or question where I was going and where I wanted to invest my time.

Why it works? John and I are business partners who have a visual respect and lock step creative connectivity with one another. Over the last six years we have done over 60 projects together ranging from hospitality, residential, commercial, retail, photo shoots, branding, and pop ups. We have also learned that the art of the hand drawing or sketch is long lost and we have found it wonderfully stimulating to draw on paper than on a computer to communicate with our clients. The concept drawings are often framed because of our ability to stick to the script while also being about to free style on site because the projects, as they unfold, tell us what to do. There is 100 percent client/designer trust in everything we do.

JM: I am highly conceptual designer, and I do not want to get pigeon-holed into any one thing, as the whole is greater than the sum of its parts. What we do is creative conceiving and I sketch my ideas rather than try to put them into words. We offer a 360 approach when presented with a project, with or without being asked as I want to fully immerse myself creatively that will allow me to propose unique material solutions and object integration into the overall plan.

What do you love about the East End, and the North Fork in particular?

BC: We both feel like home here. We can't explain it any other way. It is the big sky, fields and farm, water that make it a special place.

We imagine the pandemic affected different aspects of your work. How did you pivot and change the way you work, if it affected anything at all?

BC: The last two years have been break out years for our brand. In the downtime, we put a business plan together around how and what we wanted to offer and what we loved doing. We love to buy and create spaces. And so we did. There was no score card, there was no risk of failure, there was nothing except

doing what we wanted to do, there where no parameters anymore, so it was creatively freeing.

We hired a manager, Kenneth Montusi, another corporate New York City transplant who loved the North Fork. We set hours of operation and updated all our information as we show up online, grew our social media platforms @lumberandsalt and now we communicate to our customers in new ways, by highlighting client spotlights, taste maker events, new product deliveries, design projects. We finally created a website so customers can get in touch with us if they don't have a social platform. All simple stuff that the down time allowed us to focus on.

We also recognized that the word commUNITY was essential and most needed during that time and still is. We all needed purpose and something to look forward to. So we tapped into our creative world who were now transplanted on the East End.

We collaborated with artists, artisans, and designers seasonally that included a roster of creatives in the commUNITY. LUMBER+Salt hosted special event pop ups in

theSTUDIO (located at 1291 Main Road in Jamesport), a creative commUNITY Series by LUMBER+Salt: The Taste Makers, which include thesalting, Fire House Pottery Co., Solstice Garden Co., Double R Design, Ian Love, Disset Atelier Chocolate, Hound's Tree Wines, NoFo Roasting Co., Hericks Herbs & Heirlooms, Sasha Samuel Jewelry, Eduardo Amorim, The Holy Black, MarcoArt, and Isadora Capraro.

This "commUNITY" platform also gave us a chance to give back, as Sheri Winter Parker and LUMBER+Salt collaborated on an Archive Collection with Adrienne Landau by curating a line of one-of-a-kind product that was available for purchase in December with 25 percent of all sales donated to Stony Brook Eastern Long Island Hospital.

How has business been and where do you think it will go for 2022?

JM: Because our business is built upon reclaimed material and objects, we haven't been directly impacted by the current supply chain disruption. Our retail and design businesses are stronger than ever. We look forward

to sharing our new projects we have on deck.

How has the evolution of LUMBER+Salt changed since its inception? Do you have any plans coming up that we should know about?

BC: I come from a world of doing seasonal floor-sets and marketing campaigns, so keeping in-syc with this calendar of change, LUMBER+Salt will transform this spring and will include a new horticultural experience in our greenhouse. We are collaborating with Solstice Garden Co. this spring. Think plants and fresh flowers in vintage vessels, balled trees for live scaping with landscape design services available by appointment.

What are some trends you're excited about?

JM: I spent today at the scrap yard, and I got excited about what I am going to introduce this spring at the store. So I am not one to even know where to find "a trend."

What inspires you – travel, artists, books, people? Are there people or brands that you look up to?

BC: There is a quote by interior designer, Kelly Wearstler, that really sums it up for me, "Rawness and refinement are not opposite ends of a luxurious spectrum they are two complementary features with which to populate a luxe environment."

JM: Good design.

What do you like to use for inspiration or guidance in your work?

BC: As a teenager I would collage and create mood boards without knowing what that was. I just liked to do it and I spent hours with my scissors, poster board, and glue making them. Not much has changed, other than my swipe is now electronic. Both John and I like to photographically articulate our story line so we search for the one right image to evoke "that emotion," when we find it it's like finding "the one." My favorite part of the process is building our creative pitch back presentations and seeing the inspiration match up in execution.

JM: I am consistent – scrap yards and live auctions inspire me.

Follow LUMBER+Salt on Instagram @lumberandsalt.



Rose Hill Vineyards.
Photo by Christopher Fenimore

Dana Trotter

A Powerhouse Selling The Hamptons While Living The Country Life

By Ty Wenzel

Sotheby's International Realty has several rockstars whose experience is an inspiration for new and veteran brokers — Dana Trotter is one of them. As an associate broker for over twenty years, she has become one of the top 50 brokers in the nation, having sold a billion dollars for the agency. We were fortunate to catch up with Trotter to give us her insights on the current market.

Dana, are you native to the East End? Is it true your mother was in real estate?

I am close to a native, but I wasn't born here. My family moved to Amagansett when I was little, and I grew up in this charming old farmhouse from the late 1700s on Main Street. We were so close to the school that we would walk every day and spend the afternoons at the Farmers Market across the street that was owned by my best friend at the time.

Yes, my mother was in the business for over 40 years and my stepfather was a builder/developer. Mom introduced me to the business over 25 years ago and I'm so grateful to her for that. Having been lucky enough to move out to the Hamptons in the '80s means that I've seen many cycles in real estate both through my mother before I was in the business and in the 25 years I have been doing it. So, while I may not be a born and bred East End native, my roots certainly go deep here.

You've sold over \$1B in Hamptons real estate — what differentiates you and your services to make you such a stand-out broker?

I think what makes me different than a lot of others in the business is that I truly care about the people I work for and their wants and needs in real estate transactions. I'm a people person and I love to help others so completing a deal for someone always gives me inherent satisfaction. Ultimately, there's no shortcuts for experience. I've lived and breathed Hamptons real estate for most of my life. But I still love what I do, and I still feel young and energetic. Nothing surprises me in this market anymore but I'm still learning every day. The Hamptons is one of the most competitive and expensive real estate markets in the country and with that territory comes a variety of egos and personalities. Real estate deals also require tremendous amounts of cooperation and I pride myself on being a team player who can make deals happen with anyone and everyone. I think one of the key traits that sets me apart from other brokers is that I always work in my client's best interest. I work exceptionally hard to make sure they're happy. Exceptional service has always been a hallmark of the Sotheby's International Realty brand and it's the perfect fit for how I conduct business.

The homes you have in your inventory and those you have already sold are simply spectacular. Why did you choose Sotheby's International Realty as your brokerage with so many choices?

I actually started in real estate at a small, chic boutique firm called

Braverman, Newbold & Brennan. That firm was acquired by Sotheby's International Realty six months later and the rest is history. In that respect I was very fortunate to be picked up early in my career by the best company and because of that I have never left. A lot of other companies have come into this market over the years, but I still believe that Sotheby's International Realty is the best fit for me and my clients. Beyond having the best global reach, I take to heart the brand's reputation for white glove service. No deal is easy, especially these days, but with discretion and professionalism, we strive to make it as easy as possible for our clients to achieve their real estate goals. I also love our company's marketing and aesthetics which showcase our spectacular, luxury properties. Sotheby's International Realty has the most viewed real estate channel on YouTube, and we have 37M annual visits to our website, it's all beautiful content. Our PR team is amazing at securing press exposure for compelling properties, there were over 150 press mentions in December alone. We're the most profiled real estate company in the news.

Over the years I have been recruited by every firm out here but I'm very loyal and I've always felt that I am in the right place. My long-standing relationships in both the community and inside the Sotheby's International Realty organization has served me well. I'm now friends with all the key players and my brand loyalty has been well rewarded with a level of trust that is hard to replace, so I think it's a relationship that works well both ways.

You were ranked by the Wall Street Journal as one of the top 50 brokers in the nation! What do you think that says to your prospects and clients?

It's so nice to receive those sorts of accolades from such a well-respected publication. I hope it reflects the fact that I work really hard and that we have a good team and a great brand that produces consistent and exceptional outcomes. The recognition and accolades are such an honor but in this business, we're so focused on the present deal or the next deal that we don't really get a chance to stop and appreciate the accolades or past deals. If we do an exceptional job, the best compliment is repeat or referral business.

You are also part of a collective of agents that represents homes on the market from Aspen to the South of France. Can you tell us a bit more about that?

The Sotheby's International Realty brand has offices in 75 countries and produced \$2.9B in global referral business in 2020. The Market Leaders Group brings together some of the top performing agents from around North America and the world to collaborate. I was one of the first members of the group and we try to have a representative in every key market across the country. We collaborate regularly on best practices and share new and innovative ideas; we also share intel and cross-market opportunities. It provides value to our clients because they can connect with trusted, proven agents in almost any market, and it provides



us with personal access to buyers and sellers around the globe because of our own relationships in each of these markets. The group typically meets in person a couple of times a year, we host key speakers and share market knowledge. It's an inspiring and really fun group of people and I look forward to getting together again soon.

We know your portfolio is vast, but what are some homes you were particularly proud of selling?

There have been so many deals I am proud of, mostly those that have made my sellers and buyers both happy. Client appreciation is one of the best accolades. Outside of that, one of my favorite sales was a modern home, playfully dubbed "Cabin in the Woods" by an architect named Jasmit Singh Rangr. This was a memorable sale in many ways. First off, it took unique vision and supreme confidence to build such an architectural marvel in a less notable, wooded, hilly area of Southampton. It was two stacked boxes with a cantilevered box that created gorgeous outdoor space below and a 70-foot infinity edge pool that floated in the trees. Just magical. It felt like a tree house and made the absolute most of the site and the surrounding environment in a way that was unique to our market. That said, it was difficult to price because there were no direct comps, nothing even close. It was a published home with Architectural Digest, and we had amazing photography, but it was tricky to sell because it would take a very specific and qualified buyer to purchase in that location. Eventually a family from out of market, another continent even, begged to rent it and try it out. We were all skeptical, but the owners were game. The family fell in love with the house and ended up purchasing it fully furnished with everything in place from silverware to the kids toys because it was just so well executed. A perfect match and a record for the street. (You can see it here.)

The global pandemic brought record-breaking business to the East End. How did you cope with that as we know it must have been so challenging to pivot every aspect of doing business?

At first it was scary and uncertain like it was for everyone. Our company has great leadership though and we all quickly adapted our practices, and eventually we were fortunate enough to contribute to a record year in 2020. We were in the right place at the right time which was great for us but there are many who are suffering and in need from the pandemic, here and everywhere. One way we give back is by support-

ing local charities and food pantries. Hamptons Community Outreach is a wonderful organization that supports underserved communities in the Hamptons with food and meal deliveries, warm winter clothes, Christmas gifts, masks, as well as summer art camps, and fun activities for kids.

How did it affect your business? How was 2021 for you?

The pandemic forever changed the way we do business, and we were still in a very competitive, high-flying market through 2021. It was the busiest my team and I have ever been, and I worked near nonstop at the height of it all. It's high stakes, high stress, and high reward if you can keep it all together. Most days it felt like you were getting pulled in a million different directions and you're constantly spread too thin. My team helped out immensely and together we all tried to stay calm and work our way through the challenges and opportunities. We consider ourselves very fortunate to have had the opportunity to live and work in the Hamptons and we're grateful to our clients and customers who worked with us during this paradigm shift in housing. To decompress during the pandemic, beach walks with the kids and dogs and long horse rides for myself are simple pleasures.

What are some amenities you're seeing as becoming a permanent part of the Hamptons home since the pandemic began in 2020? Are they still relevant?

There was a prevailing trend toward open concept living before the pandemic and while I think the open kitchen with dining and living areas will persist, traditional layouts and home offices came back in a big way out of necessity during the pandemic. We also saw increased demand for outdoor living spaces, people still want to connect with friends and family and one of the best ways to do that was to be able to meet outside.

Do you have any advice for potential sellers in our market?

Inventory is low but there's still demand and fierce competition for what's available, conditions of a seller's market. You certainly can sell while the market is hot but make sure you have somewhere to go because it's tough to trade in a red-hot market. It's difficult to underprice compelling properties right now because intense competition has been bringing properties up over asking prices in some cases. As always, overpricing, and ambitious pricing are not often rewarded. Buyers are savvy and the market will speak.

What about buyers?

For buyers, despite the slim inventory, it's a good practice to stay engaged with the market. Be patient and observant. You never know when the right opportunity will present itself and it's good to move quickly when it does. There are new properties coming on and there will be compelling properties that trade. You'll know when it feels right to make an offer. To debunk a couple common myths for buyers — it often DOES help to work with a buyer's agent to get an inside track and Zillow DOES NOT know everything. HamptonsRE.com is the most comprehensive listing portal for the Hamptons, period.

Is it true you're an equestrian?

Yes, I've been riding since I was 5 and it's been a true passion my whole life. When I was very young, I worked at Stony Hill Stables cleaning stalls in exchange for pony lessons. I started riding in the Hamptons Classic at age 8, on "Oh Be Good" in the short stirrup. I competed in college at CW Post on Long Island and then hit the circuit in Wellington, Florida when I graduated. These days, I compete in several regional events each season with my horse, Balou, but the Hampton Classic is still my favorite.

We know how busy you must be — what do you do for fun when you can find downtime?

Work and family keep me plenty busy (three kids all in school and busy with sports) but I try to visit my horse Balou at the barn and get a quick ride in daily. I call it my horse therapy. I take my riding pretty seriously, and I'm competitive by nature so I try to get to about four or five horse shows a year. I like to win so practice is key!

We also have a hobby farm in our backyard with a veggie garden, nine chickens for fresh eggs, and bees for honey and it's really satisfying to take care of it with my husband and the kids. The dogs and sometimes our cat are intrigued by the chickens and they pretend to help out and follow us around during chores, it's all pretty amusing.

We also love to travel as a family which has obviously been difficult in the last couple of years. My husband is from New Zealand, so we typically travel there to see family at least every other year. After all of that if I have any "free time" in the summer we will jump out on the boat with the kids or go to Saggs Main Beach, we all love to walk with the dogs on warm evenings. Life always seems pretty hectic for me, there's not a lot of downtime with three kids and a career but these simple pleasures help keep me grounded.

Learn more about Trotter by visiting danatrotter.com.



The Dee List

Celebrating Fashion & Beauty

By Dee Rivera, founder of Hamptons Fashion Week

Winter is here and I'm in love with the trends that are appearing so far this year. There are many great styles and items to try. Here, I've selected a few items that I think will get you excited. There's something for everyone.



For Every Bella — Prato Botanico: *Ciao Bella! Prato Botanico has arrived! The luxe Italian skincare brand comes to the U.S. to greet clean beauty lovers with all-natural organic products. Key botanical ingredients are harvested in southern Italy and exemplify the natural goodness of the region. They use cold-pressed botanical oils to formulate their products and preserve the nutrients and enzymes, ensuring maximum nutritional content in every offering. The entire line is created in small batches and through a handpicked and handmade process. All products are cruelty-free, vegan-friendly, and NATRUE certified, the highest and most stringent organic certification a skincare brand can receive from this organization. Eco-friendly packaging of glass and natural beechwood encapsulate the formulations.*
@PratoBotanico



Cheegs Modern Dress Shirts: *If you're looking for nice dress shirts for the modern man, check out these modern dress shirts from Cheegs. NASA technology meets the world's most comfortable shirt in Collarfree Future. Temperature regulation, wrinkle resistance, and stain resistance are the foundational qualities of this shirt. \$108 – \$148 @shopcheegs*



Booty Call: *Elizée Shoes are crafted to empower the modern woman's versatile lifestyle. Elizée delivers exquisitely designed Italian shoes, engineered to provide all-day comfort. From the office to the airport, from a school fundraiser to an evening soirée, Elizée shoes are made for the woman who is constantly on the go. \$395 – \$545 @elizéeshoes*



For Your Eyes Only: *Eyeleos is a new eyewear brand that provides stunning readers, blue light glasses, and sunglasses for all types of styles. Alongside the fashion-forward designs, Eyeleos is a brand that gives back, having 10 percent of each sale donated to charities like UNICEF, Best Friends Animal Society, and cancer research, to name a few. \$145 @eyeleos*



Sizzle with Snake Skin: *Sharon Wilkes' The Maria draped handle bag in red or black, made with metallic glazed non-endangered Elaphe snake, and lined in hot pink silk blend satin with zipper pocket and signature brass poodle. \$750 @Sharonwilkes_official*



Editor's Picks

By Jessica Mackin-Cipro

At James Lane Post, we like to celebrate the love all month long. Enjoy a little wine, self-care, and sparkle. Here are a few items that have recently caught our eye.



Li Organics Obsidian Renewal Scrub — conscious, clean skincare that is filled with antioxidant rich botanicals. Ten percent of profits go to providing life saving care to teenage girls, babies, and new mothers in need. \$65



Lulu Frost Plaza White Pearl Long Chain Necklace available at Matriark in Sag Harbor. \$225



LIONESS Collection by Purvi Padia in collaboration with London Jewelers – Gold & Diamond Bracelet. All net proceeds of the LIONESS collection directly support PROJECT LION. \$4,900



LDT's Rachel Dress in Lipstick/Cerise. \$169



The Scielo NY Blending Kit from RGNY. \$90



Sacred Child Beauty's cruelty-free, long-lasting, and non-toxic lipstick. \$19



Orange Cymbidium glass bowl hand-crafted with realistic orange orchids and green grass, measures 10" diameter x 4.5" tall, available at the Unlimited Earth Care Garden Concept Store. \$350



Heart 8 oz Tumbler Chocolate Rose Hamptons Handpoured Limited Edition 100 percent Soy Candle. \$28

JLP Snaps



On the evening of Friday, December 3, Joey Wölffer and Marc Wölffer hosted friends of the brand for an intimate dinner to celebrate the holiday season. Above, Katie Lee Biegel and Joey Wölffer. Photo by David Benthal/BFA



On Sunday, October 31, Robin Stables hosted its inaugural "Fall Fling," Dressage Horse Show at Mecox Bay Farms in Bridgehampton, owned by Stacy Ludlow. The event was directed and produced by renowned international Trainer and past member of the British Equestrian Team, Rebecca Robin Wilson. Above, Diana Shiel, Natalie Mattson, Amalie Bandelier, Andreaser Costa, Chbris Ritchey, Rebecca Robin Wilson, Megan McCaffrey, Sandi Bresnick, Suzanne Hall, and Valentino Carlotti. Photo by Rob Rich/societyallure.com



A special musical performance by East Hampton Town Supervisor Peter Van Scoyoc and his wife Marilyn Van Scoyoc, on Saturday, December 18, was part of Victorian Christmas at the Moran Studio. Photo by Richard Lewin



Bright and early on Thanksgiving Day, approximately 900 runners prepared to assemble at the starting line for the 45th Annual Montauk Turkey Trot Run for Fun. Above, Sophie Pinkwater, Jen Metzger, Hadley and Stacey Pinkwater, Will and Austin Metzger. Photo by Richard Lewin



Southampton's 18th annual Polar Bear Plunge took place live and in-person on Saturday, December 11, and welcomed over 300 community members who took the plunge at Coopers Beach to benefit Heart of the Hamptons. Photo by Lisa Tamburini



The day before Thanksgiving, kids of all ages gathered at the East Hampton Historical Society's Hedges-Edwards Barn at Mulford Farm to decorate the scale model of the Society's Clinton Academy. Above, EHHS Executive Director Steve Long, Bennett, Gabrielle and Grant Long. Photo by Richard Lewin



On Thursday, November 18, Guild Hall in East Hampton presented an artist talk that included insights into the history of the original Tile Club founded in 1872, through the contemporary Neo-Tile Club, conceived by artist Scott Bludorn (above) for his 2021 Guild Hall Community Artist-In-Residence project. Photo by Richard Lewin



LongHouse Reserve welcomed more than 200 guests at its annual Holiday Gathering on Sunday, November 28. Above, Ingrid and Dr. Derick George. Photo by Richard Lewin



On Friday, December 17, Hampton Chutney Co. welcomed diners to its new home on Newtown Lane in East Hampton during its grand opening. After relocating from its space in Amagansett Square, the dosa shop, created by owners Isabel and Gary Mac-Gurn, is now located at the former home of Mary's Marvelous.



Members of the Artists Alliance of East Hampton presented their works at The Gardiner Mill Cottage Gallery in East Hampton at a show called "Holiday Show Small Paintings." Above, Anthony Gucciardo, Lawrence Cacciatore, and "Stella." Photo by Richard Lewin



The White Room Gallery in Bridgehampton unveiled works by a variety of artists, with the opening of "GLAM." Above, Nina Frand and artist Giancarlo Impiglia. Photo by Richard Lewin



On Saturday, November 27, artists and vendors and Gallery Director Terry Wallace celebrated the closing of a successful "Holiday Craft Fair" at Gardiner Mill Cottage Gallery in East Hampton. Above, Annie Sessler, Andrea Bejsovec, Teresa Lawler, Melissa and Terry Wallace, Eleni Priestner, Jim Brierley, Nick DiBenedetto, Sue Seitz, and "Chum." Photo by Richard Lewin



On Saturday, December 18, Deborah O'Shaughnessy of Southampton Soap Co. organized a Holiday Makers Market at Topping Rose House in Bridgehampton. Photo by Richard Lewin



Hamptons Jazz Fest Winter Series and Southampton Arts Center presented the Lew Tabackin Trio on December 17. Photo by Rob Rich/societyallure.com



For only the second time in his 60-plus year career and for the first time in the U.S., renowned Broadway and film production designer Tony Walton exhibited his artwork for sale. The show opened at Mark Borghi Gallery in Sag Harbor, on Friday, December 10. Above, Bridget LeRoy, Julie Andrews, Emma Walton Hamilton. Photo by Lisa Tamburini



A kick-off Cocktail Party at the Maidstone Club on the evening of Friday, November 26, welcomed in the highly anticipated East Hampton House & Garden Tour. Photo by Richard Lewin



Haubrich Art in Springs held a floating garden party on Saturday, November 20. The show featured artists Christa Mairwald and John Haubrich. Above, John Haubrich, Christa Mairwald. Photo by Richard Lewin



James Lane Post joined guests at Torch'd Shoppe in Wainscott to toast and celebrate its brands and vendors with a Holiday Shopping Cocktail Party on Saturday, November 27. Above, Jessica Mackin-Cipro, Dee Rivera, Myrline St. Hubert. Photo by Max Flores



Marders in Bridgehampton hosted its annual Open House over Thanksgiving weekend. Visitors celebrated the start of the holiday season with live music, birds of prey, and face painting. Photo by Lisa Tamburini



Visitors to Ashawagh Hall in Springs on Saturday, December 4, were able to see and purchase arts and crafts in a broad variety of media, from wood, metal, ceramics, paint and more, at the 11th Annual Friends Bazaar. Above, Candace Ceslow. Photo by Richard Lewin