

James Lane

— Real Estate —

September 2023

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DANA TROTTER

Photo by Jami Saunders

NoFo SoFo COMMERCIAL & RESIDENTIAL



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Under The Hamptons Sun

Dana Trotter's Bold Move To The Agency

By Ty Wenzel

Dana Trotter has long been a power player in the world of Hamptons real estate closing over \$1 billion during her career. Around June of 2022, Trotter made news with a bold move that had the Hamptons and national real estate community buzzing — she left her long-time brokerage to become a founding partner of The Agency, a relative newcomer founded in 2011 seeking to establish itself on the East End. Lucky for them, Trotter has always had an unerring instinct for where the money — and opportunity — resides. Under her leadership, The Agency has plans to grow the East End to 30 to 50 agents.

To those who have followed Trotter's meteoric success, the transition seemed puzzling. Why would someone leave the familiar trappings of their supersonic career for an unknown entity to the region? With her entrepreneurial spirit and her uncanny ability to recognize opportunity, Trotter aims to bring her insider knowledge and extensive network to grow The Agency into a real player among the hedgerows of the Hamptons.

"The Agency chose me, or Tyler did I should say... It's a rising brand that I started following years ago and the fit and timing were right," Trotter revealed.

Tyler Whitman was one of the cast members of Bravo's "Million Dollar Listing New York" and someone that Trotter knew from the equestrian world. "Tyler and I met through our shared love of horses at the barn at Two Trees Farm," Trotter reminisced. "He tells a story about how when he first started selling out here, I trotted up next to him one day and introduced myself and told him I had been in the business for 20+ years

and was happy to help him if he needed anything. He said most other brokers weren't particularly friendly toward him as a newcomer and I was just the opposite. We developed a nice relationship from there and now we're opening The Agency Hamptons franchise together."

She was drawn to their concierge-style service catering to those who expect white-glove treatment when spending eight or nine figures on a shingled property. "It's the same white glove approach I'm accustomed to," Trotter explained, "but I love that it's a return to a nimble company with a boutique experience. There are many big box stores in the world, but I think people buying luxury real estate in the Hamptons often prefer a boutique experience."

Yet The Agency also boasts global reach and social media mastery to ensure maximum exposure when it comes time to list. Trotter sees The Agency as perfectly positioned to shake up the Hamptons — just the kind of high-stakes gamble that thrills this real estate pro. Dana Trotter is just getting started on rewriting the rules of luxury living by the sea.

Being asked to bounce is familiar to Trotter. If one is a successful real estate broker in the Hamptons, you get calls regularly and she is no exception. Why did The Agency's outreach to her stick? "I wasn't actively seeking a change as I had been offered to switch brokerages many times over the years but never really had a compelling reason to leave," she explained. "When Tyler approached me about The Agency, everything came into focus and I really couldn't say no to the opportunity to be a partner at a fresh, hip brand during an exciting period of growth for the company."



Photos by Jami Saunders



Dana Trotter & Tyler Whitman. Photo by Jami Saunders

And the region was experiencing record growth.

As the pandemic reshaped work and life, the tony enclaves of the Hamptons saw a stunning renaissance in its luxury real estate stage. While urbanites fled the cities, an unprecedented wave of new boutique agencies swooped in: Serhant, OFFICIAL, Hedgerow Exclusive Properties, and more.

Though some of them started their plans for the East End pre-pandemic, these upstarts sought to cater to elite buyers craving seaside escapes faster than ever. Dana Trotter had a front row seat to this transformation. "We experienced a major shift in office culture during the pandemic," she reflected. "It was a tough transition to go from working closely with people in the office that I considered like family to hardly seeing anyone in person."

This disconnect steered The Agency's glamorous new space. "This shift informed how we designed our new office and the goal was to create a stylish, flexible gathering space that doesn't just feel like rows of desks and cubicles. We want agents to feel comfortable enough to work efficiently and proud enough of the space to host clients," she explained. The result is a chic oasis in Bridgehampton where deals are sealed and brokers host clients with Hamptons hospitality.

While they all operate with differentiating qualities — such as Serhant's focus on the world of the agent, Hedgerow operating in stealth exclusivity — The Agency's

focus on hyper white-glove international concierge service will be their reputation.

Working in synergy with their global partners, The Agency in the Hamptons covers the territory from Quogue to Montauk and Trotter was mysterious when asked if they were looking into the North Fork. "We'll have to wait and see," she said with a wink.

Dana Trotter may not be Hamptons-born, but she's Hampton-bred. She moved to idyllic Amagansett as a girl, strolling to school down quaint Main Street. She recalls her youth fondly: "I grew up in this charming old farmhouse from the late 1700s. We were so close to the school that we would walk every day and spend the afternoons at the Farmers Market across the street."

Trotter had mentors to pave her path. "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." From them, Trotter gained decades of insights into the ebbs and flows of the market. "Having been lucky enough to move out to the Hamptons in the '80s means that I've seen many cycles in real estate."

She also has a second passion: horses. "I schedule my riding like most people schedule the gym or spin class in the morning," she explained. Often she multitasks, brokering deals from the saddle. "You'll find me in the field texting or talking from my horse's back!"

For Trotter, riding provides more than exercise or escape. "I meet so many incredible people through riding that it really is my best form of networking." With family demands, she's unable to attend many Hamptons soirées. But atop a horse, she makes connections on the grassy fields.

Riding also indulges her competitive drive. "I am extremely competitive so I still try to train and show at four to five events a year. It's an adrenaline rush from the energy at a horse show and I love to compete!"

While summer in the Hamptons glitters with parties and pulsing energy, for Dana Trotter, it's been nonstop work building her business. "There honestly is not much down time at all for me during the summer, especially this year," she said, "but I'm so fortunate to live, work, and play out here."

Trotter cherishes stealing moments with family. "I'm so grateful for my husband Gordon's unwavering support in all of this. When we finally have an afternoon free, I like to get out on the boat with him and the kids and meet up with friends for water sports," she said. Come evening, beach strolls with pups in tow beckon — a moment of tranquility before the next big listing. "Beach walks with the dogs in the evenings are amazing too," Trotter enthused.

Dana Trotter has cultivated insider access through real estate mentorship and equestrian adventures. She's galloped her way to success on the winding roads and grassy fields of the Hamptons. Where she rides next, the real estate world eagerly waits to see.



Photo courtesy Town & Country

Nicholas Planamento

Town & Country's Omnipresent Power Broker Of The North Fork

By Ty Wenzel

Nicholas Planamento is one of a handful of North Fork brokers that come up as true leaders of the region when it comes to luxury real estate with waterfront homes in particular. With Town & Country a major player in the territory, he has managed to accrue a steady inventory of stunning homes, commercial properties and every opportunity credited to the boon of NoFo real estate. Planamento has grown his reputation by leveraging his commitment to institutions such as local chambers or stepping up as the president of HANFRA (Hamptons and North Fork Realtors Association).

Nick, are you local to the North Fork?

I've often asked myself, what does local mean? While not a "harelegger" born on Shelter Island, or a descendant of one of the original 13 families that colonized Southold back in 1640, I do have strong family ties to the community from the mid 20th Century and moved here full time back in the late 1990s. I was born and raised in a New York City suburb up in Westchester and lived in Connecticut before relocating to Southold at my cousin's suggestion when she was opening up her winery on Sound Avenue. I was instrumental in assisting her with her retail operation having always been a salesperson — and a realtor since the late 1980s.

I originally sold properties up in the Hudson Valley; my first transaction was in the fall of 1987 when I sold a beautiful Victorian residence on Balding Avenue in Poughkeepsie and a large farm property on Quaker Hill along the Connecticut border. My enthusiasm for old and historic homes comes through especially when working with second homebuyers.

What is it about your methodology on how you work that has built your business to what it is today?

The Realtors® Code of Ethics is my guiding light — I live by the principles that your client is on your shoulder listening to everything that you say and do. As a result, coupled with my enthusiasm for all things North Fork, I believe consumers of real estate — both buyers and sellers or landlords and tenants — understand the integrity and transparency that I bring to the table. I'm not about boasting that a certain property has the most amazing brand range or bathroom fixtures and shower head — while these details are important they don't rule my ability to sell. I instead to focus on the fundamentals of a deal: the importance of compliant Certificate of Occupancy for any and all improvements at a given property, the actual site and its position in the community, the view. A home and its amenities changes with the fashion of the day, but as Lord Howard Samuel said: "Location, Location, Location."

You're known for concierge service. What does that mean to you?

All jokes aside, as a real estate professional you need to be a Jack of All Trades — and I add "a master of one" referring to real estate. I do it all with ease: I assist my clients at every step of the process and introduce them to the right people whether in town/county/state office, school districts, even the local farmer, to help them make the decision to invest in the North Fork. I am here to assist them with the transition into North Fork living.

My job starts at our first meeting where we discuss their real estate needs, then it moves to property viewing, negotiations, closing. It's quite similar in a rental situation, too. Finally, post closing, very much a celebratory time, also means assisting clients and customers with finding the right tradespeople to help them achieve their dreams whether its finding a painter for the house, a pool installation company, even a piano rental company. You name it,

I assist with getting things done!

Of all the agencies on the East End, why did you choose Town & Country as your brokerage?

As a New York State Real Estate Associate Broker with Town & Country I am an advocate for my clients relative to one of the biggest investments they maintain, their real estate — whether its about acquiring, preserving, or divesting of it. I am here to offer guidance and advice — not just marketing a property or offering a pretty face and "key turner" access. The reason I maintain my license with Judi Desiderio and her partners at Town & Country is many fold but foremost because the firm is an advocate for me. Working alongside T&C is about the individual agent being the "star" — not the agency, the owner/broker with the name on the door, or the corporate entity that has layers of management channels protecting their interest not mine as an independent contractor and small business owner. When I find myself in unfamiliar waters, I turn to Judi, the partners and our Compliance Counselor/legal team to help guide me in my day to day business operation or to help guide my clients. The support that T&C offers me helps me to do my job and allows me to focus on what I do best — sell North Fork real estate where my name is a recognized top-tier resource.

The North Fork has seen some dramatic growth spurts with prices of homes rising with it. Do you think this will continue?

While I fondly recall the days that \$300k would get you a beautiful farm on Oregon Road or a Soundfront home on Kenny's Beach, we all have to be realistic — the North Fork was always undervalued and it's only since Covid that values are approaching other resort/second home destinations. While numbers may seem a bit intimidating today, they are nothing like what they will be as more and more people move to the North Fork — seeking refuge from the city or more populated places like Nassau or western Suffolk County.

With remote work the "norm" since Covid and a "graying" population many people want to live a comfortable more carefree life and the North Fork fits the bill. It's an ideal place to work from home or to retire to or to "start out" without the prices of other East End destinations such as East Hampton or Southampton towns and their hamlets. One can easily live and work in Southold and access the same waters and lifestyle for a fraction of the cost.

The pandemic must have been trying. How did you deal with it, and are you still using any of the methodologies you integrated then?

Absolutely. Prior to Covid I had no idea how Zoom or Docusign could be used in real estate — now it's the norm. These platforms and services, among others, make my job all the more easier to complete some necessary tasks which in turn allow me to spend more time doing what I do — selling and renting houses.

You were president of HANFRA for two terms. What did that entail?

Ty, thank you for recognizing that honor. I am truly grateful to my colleagues and other board members for entrusting this position with me. As you know, HANFRA is an acronym for the Hamptons and North Fork Realtors Association — it's a trade board, under NYSAR (New York State Association of Realtors) which governs the day to day (regional) operation of being a realtor. While so many people think real estate is just about "turning keys" and opening houses or collecting a brokerage fee — it's all so much more and there is a standard that we as realtors are sworn to uphold.

While president I "managed" over 600 local, East End real estate practitioners, participated and represented them at the state and national level and was also a graduate of the class of 2012 Leadership Academy — a program designed to aid and train real estate professionals for possible roles in the state or national boards.

Nick, you're incredibly embedded in North Fork chambers and committees. Can you tell us about them?

I love to volunteer and I greatly enjoy local history. Our community is so incredibly rich and full of history having been founded in 1640. I find it amazingly interesting that you can still see vistas that Native Americans or first settlers saw, while also being able to live in homes built by the first generation. The community is full of talented people who want to give back and I consider myself one, too! It's a wonderful feeling.

Previously, I was a board member of CAST (Community Action Southold Town), past president of the Mattituck Laurel Historical Society and Museums, and have served on various Town of Southold committees.

Let's talk markets. How have the interest rates affected NoFo real estate?

Unfortunately, with the rise of interest rates a year ago, in mid-August 2022, the world has changed yet again. There is a malaise that is apparent in all sectors of the local real estate market — whether it's selling or renting — the consumer confidence just isn't the same. I find it exceedingly puzzling that consumers still pay premium dollars for properties that I

just don't see the value in — and properties that have value seem to languish without the buyer/tenant appreciation they deserve. It's a strange, transitional time.

The one thing that I do see is that consumers want move in ready with nothing to think about to just start enjoying the North Fork lifestyle. They tend to be more "transient" in mindset and not as committed to the community as buyers in the past. Sadly, it's common now for people to rent their homes outside of the town rental permit, minimum period negatively impacting the community and altering its friendly character. The Real Deal calls these new entrants to the North Fork, burn and churn, I believe. It's disruptive to a community that has always been so proud of its heritage and natural resources. It appears to me that the proverbial cat is out of the bag and as such people are now looking at our small community more like other resort communities and the trend will continue.

This is a new normal, I just hope that these people will take the time to stop, say "hello" to neighbors, not to honk at traffic lights as is the style westward and to learn to appreciate this special slice of paradise!

Which neighborhoods on the North Fork are buyers gravitating towards?

We are such a small community and all of our hamlets are well known, but it appears to me that people really love the small town vibe of Southold, especially in Orient or New Suffolk. I'm aware and working with property owners for two truly special sub-divisions which are large by community standards, with both on the Sound that will be a game changer for home owners in the future. It will fill the need for larger, estate-like homes of the Hamptons but with North Fork charm and character. These are long-term projects — nothing happens fast in Southold — which is a good thing sometimes.

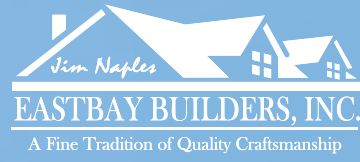
Is there a fabulous property you'd like to let us know about? We noticed quite a few on your Town & Country profile.

I have a special client whose family has also given so much back to Southold at the local hospital and at Peconic Landing. I am representing the family in the sale of their parent's estate, "Mayfield" located at 2080 Town Harbor Lane, in Southold. It's a two-acre bayfront estate built in 1905 and one of the most authentic properties I've ever represented. It features seven bedrooms, each with a more spectacular view, multiple fireplaces, common rooms and a private beach house on the shore of Peconic Bay. It also has a large-scale replica lighthouse rumored to have been a beacon for rum-runners back in the day. Definitely a once in a lifetime opportunity for the next stewards who truly want the best of the best on the North Fork. There is simply nothing like this home currently available — and in my recollection — only a few homes since the 1990s that could possibly challenge its provenance (Quaks Nest, Douglas Moore house, or maybe Bumble Bee Manor).

As I mentioned before, I deliver concierge service to my clients whether they're a buyer or seller. Whoever I represent — amazing people who have entrusted me with the sale or rental of their properties have my undivided attention.

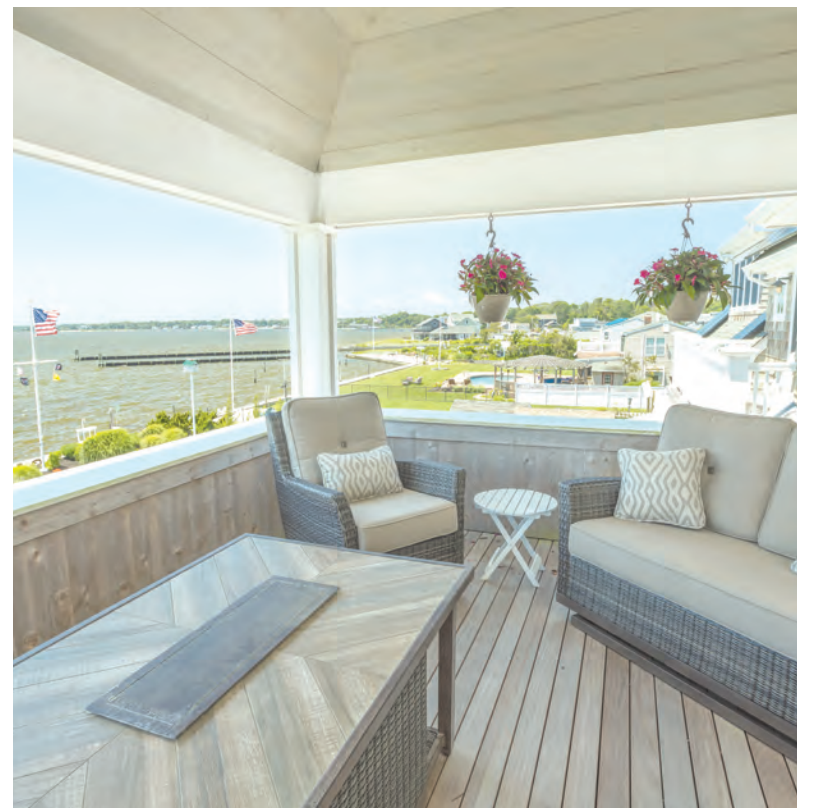
What are some of your favorite things to do on the North Fork?

I didn't grow up fishing or sailing but I have to say, that over the past two plus decades I've learned to sail or boat. We actually have a beautiful sailboat, Jaunty, that we keep at Safe Harbor in Greenport and enjoy the solitude and quiet of the Peconic Bay or a small skiff, to take my dogs — two golden retrievers who are a mother and son — to the beach for an afternoon. It's another great way for me to relax is clamming — while I don't really consider it fishing — it truly is! Our local bounty is amazing. It's my zen place allowing me to clear my mind of the day's issues and reflect upon the good fortune that I get to live and work where I do. And, of course, about all the wonderful people I meet and assist in a variety of ways.



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Real Estate Confab

What Have Been Your Favorite Things To Do On The East End This Summer?

By Tj Wenzel

Who knows the East End better than our brokers and sales agents? We asked some of our favorite realtors what they have been enjoying most this season. Here's what they said:

Hal Zwick, Compass

Summer has always been my favorite season. Having lived on the East End for 25 years, I have learned to navigate

the crowds, whether at the beach, in the village business districts, or the hidden gems of the region. I am very loyal to the restaurants and retailers I have either done business with or have been a customer for years. I also love exploring the new options that open each year. I attend some of the benefits — those that I have an affinity to the cause. I love taking my dogs to the beach in the early morning and evening where the sense of community is strong. And importantly, I love going

to small gatherings at friends' or families' homes to kick back and forget the outside world.

Cynthia Kolbenheyer, The Corcoran Group

We are lucky to live in a region with some of the most beautiful scenery in the world. Once summer arrives, I enjoy taking advantage of our spectacular natural surroundings by golfing, paddle boarding, biking the back roads, or spending some time on the beach with friends. I especially love the drive out to Montauk — a destination with a cool vibe, a plethora of venues offering live music with water views, and fabulous seafood restaurants. It's truly "the End" and you feel miles away from the stressors of daily life! As a place to kick back and relax, it can't be beat!

David Zazula, Saunders & Associates

I like to play tennis, and swim in the bay and the ocean. I love the "Golden Hour" at the beach, while having a cocktail with friends. I love The Surf Lodge on Wednesday evenings with The Nancy Atlas Project. Sunday evening shows at Stephen Talkhouse can be magical. I love drinking my coffee early in the morning on my back deck. I love driving my convertible on the back roads. Bottom line,

most anything outside is awesome on the East End in the summer.

Randi Ball, The Corcoran Group

One of the greatest joys about living in the Hamptons is there are always new places to discover. I was blown away at my first visit to Lisa Perry's Onna House in East Hampton. This beautifully curated space features only women artists both local and international. I met a wonderful young woman artist Kelly Chuning and can't wait to hang one of her pieces I purchased in my home in Amagansett.

Sheri Winter Parker, The Corcoran Group

My "Shopping with Sheri" events for Stony Brook ELIH and CAST have really been fun and rewarding at the same time. I've also been enjoying the Willoughby Gallery at Vine and Sand in Southold, plus I love Rays Gallery, and Luca Naf-tali's Fine Art Gallery, both in Greenport. Plus VSOP Gallery just opened in the old Sweet Indulgence space — really fun!

I also enjoy visiting the restaurants as they come back from the hiatus of winter and all the new ones that come each year — like Zach Erdem's new spots in Greenport and Duryea's in Orient Point is always such fun! Southold Social, The North Fork

Table, and Pearl are always scrumptious. The Frisky Oyster is always a good time. Salumeria Sarto took over Kate's Cheese Shop — the North Fork is popping and there are so many new places to discover. Reach out to me for the complete list!

Susan Breitenbach, The Corcoran Group

My family loves being on the water and we keep two boats in Sag Harbor. It's fun to go watch the July 4th fireworks and travel to Sunset Beach or Duryea's in Montauk for lunch or dinner. Sometimes we even take bigger trips to Block Island, Newport, or Nantucket, but it's very hard to leave the Hamptons! I play tennis and now pickleball, host quite a few family barbecues, and really enjoy our beautiful beaches! While there are plenty of great activities on hand, I spend most of my time selling real estate, so I'm very lucky I love what I do! As far as events, I was a member of the host committee for the Holiday Designer Showcase house. We had a great turn out with proceeds going to fight breast cancer. I am also on the committee for the East End Hospice's Camp Good Grief, which is truly an amazing cause. It has helped so many children who have lost a family member. There are so many parties and events each week, but it's also so nice to stay low-key and just enjoy family, friends, and this beautiful place where we live!

Michael Longo

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corcoran



Michael has built his career on the foundation of dedication, integrity, and transparency. These principals have served his clients well, resulting in a far-reaching network of referrals and repeat business. He aspires to bridge his clients' needs with that of creative design, function, and economy. With an innovative marketing approach and years of experience, Michael is an invaluable resource for those in the market to buy, sell, or rent. Choosing the right agent with a leading brokerage is the key to achieving your real estate needs.

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8 Beds | 9 Full Baths | 10,000 SF | \$125,000,000

Craig Beem | Licensed Associate RE Broker | 917.445.1189 | craig@serhant.com



Welcome to 155 Surfside Drive, the most extraordinary oceanfront mansion offering high-end Hamptons living with luxurious amenities and 125 feet of pristine white sand beach frontage. Designed by one of the Hampton's top developers, this breathtaking 8-bedroom, 9-bathroom compound spans approximately 10,000 square feet with manicured outdoor spaces, elegant interiors, and a voluminous 16-car garage.

On the main level, a landscaped pathway with lush greenery leads to a grand double-height foyer. The 56-foot great room is lined with floor-to-ceiling ocean-facing windows and leads out onto a

stunning patio with a built-in grilling station, multiple seating areas, and a heated gunite pool. The kitchen is adorned with the finest finishes and appliances and a sleek walk-through wine closet. There is a formal dining room with an attached butler's pantry, and opposite that lies a quiet media room. Two accessible powder rooms are perfect when entertaining. Finishing the main level is an enormous primary suite with an ocean-facing bedroom chamber, a windowed en-suite bathroom, a walk-through dressing room with custom storage, a private office, and an attached terrace with an in-ground all-season hot tub.



357 Edge of Woods Road

8 Beds | 10 Full Baths | 1 Half Bath | 9,700 SF

\$11,495,000



16 Jordan Drive

6 Beds | 6 Full Baths | 1 Half Bath | 7,500 SF

\$7,495,000

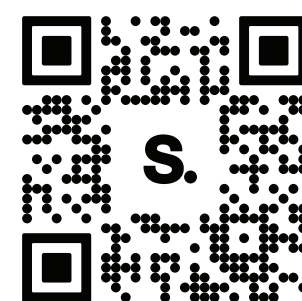
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