

# James Lane

— Real Estate & Design —

September 2024

[www.jameslanepost.com](http://www.jameslanepost.com)



**CHRISTIE'S INTERNATIONAL**



# A RANCH WORTHY OF A THOROUGHBRED

The details that matter to you, matter to us.



elliman.com

 Douglas Elliman



# Ilija Pavlovic & Sonja Cullaro

## Inside Christie's International Real Estate's Hamptons Expansion

By Ty Wenzel

**A**s the exclusive affiliate of Christie's International Real Estate in the tri-state area, Christie's International Real Estate Group has long envisioned a seamless and dominant presence across New York, New Jersey, and Connecticut. From its prominent flagship office at 1 Rockefeller Plaza in Manhattan, the firm has cultivated a robust network of over 30 offices and 1200 agents. This local strength is complemented by Christie's global reach, with operations spanning 50 countries and generating over \$100 billion in annual sales, bolstered by its strategic alliance with Christie's auction house. In a recent discussion, Ilija Pavlovic, President and CEO, and Sonja Cullaro, Executive Vice President, shed light on the company's latest venture: a strategic expansion into the Hamptons market, aiming to further integrate their distinguished brand into one of the region's most coveted real estate landscapes.

**What motivated Christie's International Real Estate Group to open a division in the Hamptons, and how does this market align with your overall strategic vision for the company — especially in a market that's seen increased competition from new entrants post-Covid?**

**Ilija Pavlovic:** Christie's and the Hamptons are a natural fit. They are unique, and both represent special experiences. From being New York's hidden gem, the Hamptons have become an international hotspot. With our global network, which consists of more than 30,000 agents in over 50 countries, we are positioned to provide the best international exposure that Hamptons clients and properties deserve. In addition, as Christie's International Real Estate Group, we can best connect the tri-state area into one cohesive metro market.

**The Hamptons is known for its luxury real estate market. How does Christie's differentiate itself from other established players in the area, and what unique value do you bring to this market?**

**IP:** The Christie's brand has been synonymous with luxury for more than 250 years. Christie's is delivering our one-of-a-kind experience to our clients, servicing them with their real estate needs and also servicing them through the world of art and other luxury goods. Our auction house locations are advising clients through the world of art, jewelry, handbags, timepieces, fine wine, furnishings, and more. At the same time, we have the opportunity to collaborate with our sister companies, including Gucci, Saint Laurent, Bottega Veneta, Alexander McQueen, Brioni, Pomellato, Boucheron, and others, sharing clients and cross-promoting our luxury products and services. What we are bringing to the Hamptons market as a new value is a new opportunity to connect distinctive properties with our distinctive clientele.

**What were your first steps in building your Hamptons presence? How do these reflect your brand's strengths?**

**IP:** Our number one goal in opening our Hamptons office was to connect with agents who have deep local roots and professional and personal values that are in line with our brand. We were fortunate to start building our office with Jane Babcock and Bonita DeWolf, who are recognized in the Hamptons real estate market as top agents and are also deeply involved in the local community. Since then, we have been able to create our initial group of professionals who are ready to serve and provide a memorable experience to our Hamptons clients.

**The Hamptons clientele is known for being discerning and having high expectations. How do you ensure that Christie's delivers the level of service and expertise they demand?**

**Sonja Cullaro:** Throughout our history, Christie's International Real Estate has been recognized for working with distinguished clients. Christie's is also known for our discretion and is synonymous with trust, integrity, and white-glove service. When clients work with us, they enjoy the service of their real estate agent who represents them, and through our network and collaborative approach to marketing our properties and providing our services, they are also serviced by a team of Christie's experts from our New York offices and from around the world.

**What trends are you currently seeing in the Hamptons real estate market? How is Christie's positioning itself to adapt to or capitalize on these trends?**

**IP:** From our perspective, we are excited about the growing interest of international buyers for the Hamptons market. Respecting us being a truly international company, we are seeing Christie's as the best platform to connect Hamptons properties with this trend.

**How does Christie's global network and affiliation with the auction house enhance your operations in the Hamptons?**

**IP:** From the moment we entered the Hamptons market, we identified that a substantial number of Hamptons homeowners are long-term clients of Christie's auction house, and they see Christie's as their most trusted advisor in making their buying and selling decisions. For those clients, it is normal to expect the same experience when we are servicing their real estate needs.

**What have been some of the biggest challenges you've faced since expanding into the Hamptons, and what opportunities do you see for**



Photos courtesy Christie's International Real Estate.

**growth in this market?**

**SC:** Although inventory of homes is up since the historic lows we saw in 2022, it is still significantly lower than we would like it to be. We are optimistic that this will change and that there will be more new construction opportunities. We are working with several developers to bring new and exciting properties to the market.

**The Hamptons community is increasingly focused on sustainability and ethical development. Is this a priority for you?**

**SC:** Sustainability, eco-friendly, and ethical development are key features sought out by today's luxury buyers. We are highlighting these features in all of our marketing efforts, including having a section of our website dedicated to properties with these features. We are also working with and advising many builders and developers who are focused on sustainable and eco-friendly properties and property features.

**As a father-daughter duo leading this expansion, how do your individual experiences and skills complement each other? What is the dynamic like when making critical decisions?**

**SC:** We are a great team — our dynamic is extremely strong and collaborative. I know that we can achieve anything, Ilija has instilled that belief in me from childhood — work hard, stay humble, dream big, and then everything can be possible. These are lessons I am now teaching my daughter. Drawing on his impressive entrepreneurial and global business experience, Ilija is a strategic visionary. He has been able to set the mission and goals for our company that our entire team is united in delivering — we are grow-

ing and innovating every day. I entered real estate with a Wall Street and finance background, and I'm always focused on executing our goals and mission. I am big on strategy and metrics as well as making connections and creating business opportunities for our clients and agents through our global network. We have assembled an exemplary team that we are extremely proud of. We go to work every day happy and inspired by each other, our clients, agents, and employees.

**Looking ahead, where do you see the Hamptons division in the next five years? Are there any specific goals or milestones you're aiming to achieve?**

**IP:** We have been able to secure a leadership position in all of our markets that we have entered. Parallely with our growth, we are establishing a new standard for client service and experience. We were never focused just on numbers; we were always focused on delivering that extra mile in value to our clients. If you are asking me what our goal is, it is to deliver that extra mile.

**Are there any emerging trends that you are particularly focused on?**

**IP:** We recently created a joint venture in applying AI to create leads and business opportunities for our agents and to identify and best match our buyers and sellers. AI has definitely entered our lives, and we could not pass on the opportunity to use it in our business as a tool for perpetual improvement and permanent growth.

**With Christie's reputation for excellence, what specific qualities or experience do you look for in agents when building your team in the Hamptons?**

**SC:** We are looking for experienced agents who are looking to grow their business and who are going to be great Christie's brand ambassadors, providing the highest level of service to our clients. We established an environment of systematic growth. We are talking about both vertical and horizontal growth, which includes continuous individual improvement. As an example, last year, more than one-third of our agents' transactions came from various lead-generation programs. We are committed to being real partners in the individual growth of every agent.

**How are you ensuring that your agents are aligned with Christie's brand and values?**

**SC:** From day one, we started building our company around Christie's brand and our values, which means when agents join us, they are already entering this environment and experiencing our culture, which is built on trust and integrity, passionate expertise, and exceptional client service. In addition, we provide ongoing training opportunities so that our agents can stay at the top of their field. At the same time, we are providing continuous collaboration through our US and global network, and interaction with our specialists at the auction house and our other affiliated companies.

**Entering the Hamptons market, what extra value are you providing to agents who join your team?**

**SC:** We provide our agents with unparalleled growth opportunities through our unique lead generation program, which includes leads from the auction house as well as leads from our US and international real estate networks. We also provide our agents with full support, including marketing, administrative, technology, and ongoing training opportunities.



# Lumi Design

## Elevating Hamptons Living With Artistic AV Integration

By Ty Wenzel

Montauk-based Lumi Design is a prominent player in the high-end audiovisual industry in the Hamptons. As an authorized Lutron dealer, they specialize in integrating lighting control, shades, sound systems, home theaters, and more. The company is known for its professionalism, sophisticated aesthetic, and attention to detail. Founder Mike Lumi, an expert in audiovisual technology and lighting and an artist and surfer, brings over 25 years of experience in luxury audiovisual systems. In his earlier career, Lumi worked as a fine art printer for renowned artists such as Tom Wesselmann, Damien Hirst, and Keith Haring. His sharp eye for color and light seamlessly translated into creating elegant home atmospheres. Lumi's interest in Montauk's waves led him to establish Lumi Design in the early 1990s, fusing artistic vision with technical expertise to enhance the upscale local market.

### What inspired you to transition from fine art printing to the AV and lighting industry, and how did your background influence Lumi Design's approach to lighting?

I happened to be out to dinner with my older brother and one of his friends who owned an AV company up close to the city. At the time, I was spending every spare moment I had chasing surf and was concerned about the exposure to all the chemicals in the business and their long-term effects. During the dinner conversation, I explained the details of the business and that it may not be the right career path for me, but it was very exciting to be a part of it.

My brother's friend offered me a job on the spot and introduced me to the AV business. That was over 25 years ago, and we are still in touch to this day. In those early days, we were just getting into lighting control, and Lutron had recently released their line of automated shades, so most of the work was about delivering high-end audio and video solutions and coming up with creative ways to control those systems. LED lighting and being able to control those systems from your phone were faint blips on the horizon but

were approaching quickly.

It wasn't really until the 2010s, when we started seeing some reliable, high-quality LEDs that I was able to draw on my past experiences in the art world. At that time, our industry was tasked with controlling the light, which was very challenging as the LEDs had yet to reach acceptable dimming performance. In my opinion, that involvement opened the door to being a part of the process at an earlier stage than in the past.

### How did your experience as a fine art printer for master artists like Tom Wesselmann, Damien Hirst, and Keith Haring shape your design aesthetic and eye for detail in lighting projects?

As a fine art printer, our job was to replicate the work of the artist and create a piece that would do justice to the original maquette. My father was a master printer, and he taught me how to work with color and light to create the most valuable outcomes. It is a craft that can be honed, and as I worked on the art of some of the greatest artists of that time, I was able to understand the subtlety of working with light and color.

Even the smallest shift can create a huge change. I learned how to focus on detail and perfection, which are all necessary skills when working on visual projects. When you think about it, creating the environment for the interior or outdoor areas of your home has some of the same visual demands as creating the colors of a screen print or painting. It is all about color and light, just in a different format. The first time it clicked for me was when we brought a proof into Tom's studio in Cooper Square, and he tacked it on the wall and was disappointed with the colors. They quickly realized Tom had changed the lights in the studio, so we had to match those in our studio. Tom trusted my dad to make the adjustment and run the edition, and he signed it B.A.T. After that, I started noticing how museums and galleries were lighting their pieces, so when I became involved in the lighting control process, those experiences became helpful in certain situations.



Michael Lumi. Photo by John Madere

### What a fascinating journey! How does Lumi Design ensure seamless integration of lighting control, sound systems, and home-theatre solutions in luxury homes?

Let me say that integrating AV systems with automation systems is never 100 percent seamless. There are some very stable systems out there that work very well, and I think the key to that is choosing equipment that delivers on every level — reliable and not in an alpha stage of software development. Companies like Lutron make this part of the business easy because they offer elegant solutions that always work and have excellent support. Integrating everything into a touchscreen on the wall never impressed me.

At the tradeshow where dealers were fawning over the latest software or a new remote for your TV, I found myself disinterested in those presentations. The craftsmanship of high-end speakers and lighting always got my attention ahead of the automation companies. The priority should always be on the quality of the speakers and lighting in my world, with the control end being designed as simply as possible using the most reliable platform at the time of design.

The physical end of it is interesting to me — what a keypad looks like, how the button feels when I turn on the lights, and the material that it is made of deserves attention. Something I am going to touch and see every day is something that I think is important, and the industry has come a long way in that area. There are some beautiful options out there.

### Can you share an example of a particularly challenging or unique project in the Hamptons that showcased Lumi Design's expertise in AV integration?

Well, the latest challenge was delivering the sound for Oli Benz's Disco Caviar

Party, hosted by Alix Earle, a TikTok influencer, on a boat where John Summit was a special guest DJ, and they played a really special set together. We use K-Array systems, so while working on a boat can be challenging, it's easy when you have the best-sounding speakers in the world in your pocket. Made in Italy, the K-Array gear is not only beautiful but also delivers a clear, full sound that I have yet to experience from another manufacturer. It's mind-blowing stuff, almost like a Wizard of Oz moment when the world turns to color for Dorothy when you hear them for the first time. I can't wait for the next one!

### How has your love for surfing and the Montauk lifestyle influenced your approach to designing and installing lighting systems?

Surfing has always been the driving factor. To live and work in a place that offers both a fulfilling career and living with good people around you who all have a common lifestyle geared toward the ocean. The Hamptons has always been hailed for its amazing beauty and natural light. Artists have flocked here to work with that light. Being a surfer and living in Montauk, I have the gift of spending time year-round, either in the ocean or bay, or gazing at the sunrise, the sunset reflecting off the water, the ever-changing skies, and all of the natural beauty that surrounds me at all times. It is so inspirational.

I take the natural palette of the outdoors and try to help my clients replicate that within their homes so their homes can blend with the beauty of the environment and also complement it to enhance both their inner and outdoor living spaces. In February, my wife, daughter, and I take a break to Costa Rica, a remote part of the country that offers no electrical infrastructure or town but has some homes to rent by the ocean where one can surf, do yoga, and just be immersed in the jungle. Occasionally, we have been able to stay for a month, and that's the real connection to the whole thing. After a month of living

in the jungle, not driving a car, and walking a dirt path to surf every day, I realized how out of whack my body was coming from New York. Down there, the sun sets at 6 PM and rises at 6 AM, and the jungle acts accordingly. After a week in that environment, you start to shed New York and become just another jungle creature. After a month, you are in tune with the earth and its movement, and that's the correlation.

Ketra is a lighting system that can mimic the color temperature of the sun throughout the day. Your body notices this and adjusts accordingly. The Swedes have been up to this for a long time. Up by the Arctic Circle, they go to work and come home in the dark for a good portion of the year. Many of the workplaces are filled with lighting that matches the color temperature of the noonday sun. When home, many people move to a candlelight situation with white, clean walls that have high reflectivity and create a simulated lighting rhythm closer to lower latitude. To be able to highlight art with the same system and deliver the highest quality light was a bonus.

### What recent innovations or trends in the AV and lighting industry have you integrated into your projects to meet the needs of Hamptons clients?

Following the trend from film to television, there has been an increased demand for in-home theatre projection. My philosophy, which is becoming more mainstream as people pay more attention to wellness, is that televisions are not necessary in the bedroom or living room. A trend is starting where people are installing high-quality sound in their bedrooms and living rooms to listen to music, and they are either drawing on projection screens for when they want to watch a program, or they are building dedicated media rooms designed to be comfortable for viewing their favorite movies and shows. And, we have the Ferrari of sound available with K-Array at our side.



Photo courtesy Lumi Lighting





# M. Wein Realty, Inc.

(631) 749-0999 | [mweinrealty.com](http://mweinrealty.com)

Sell with Satisfaction • Purchase with Confidence

## Shelter Island's Best Properties

### Island Off An Island – Ram Island Waterfront Compound • Views Of Connecticut, Orient & Montauk



This magnificent modern is sited on 2.2 acres, 221' of sandy beachfront, endless views over Gardiners Bay & Connecticut, heated pool & guest house. Total of 6 beds, 7.5 Baths. **Exclusively Listed \$6,500,000 • Ref. S1020**

### Behind the Hedges, Through The Gate Is The Key To Your Shelter Island Oasis



Sited on two beautifully landscaped acres, main house boasts an open floor plan with 12' ceilings & lots of windows. Guest house, 2 beds, bath, kitchenette. Total 4 beds, 3.5 bats. 60' heated Gunite Pool with stone surround offers total tranquility & privacy. **Exclusively Listed \$3,600,000 • Ref. S1002**

### Montclair Colony Magical Hideaway With Pool



Tucked amidst a lush expansive landscape, this charming modern, shingle-sided home includes 3 bedrooms and 2 baths and an accessory studio/storage structure with half bath adjacent to the tranquil flagstone, greenery and floral surrounded Gunite pool. The interior features an open floor plan with stone fireplace and wood floors, vaulted ceiling with windowed, light-filled upper walls, and contemporary kitchen. **Exclusively Listed \$2,000,000 • Ref. S1004**

### Tranquil Escape • Your Private 6 Acre Waterfront Sanctuary On Shelter Island



On six acres with 349 feet on the shores of Dennis Creek and Coecles Harbor an authentic 1900 Shelter Island Cape with 3 bedrooms, 2 baths, living room with fireplace, formal dining room, cozy den and screened in porch. Potential for pool, dock, etc. **Exclusively Listed \$4,350,000 • Ref. S1003**



Follow us @m.weinrealty on Instagram and Facebook!





# Justin Reutter

## Crafting Hamptons Dreams, One Home At A Time

By Ty Wenzel



Jason and Margot Reutter.  
Photos courtesy of J. Reutter Associates

In an industry where ostentatious designs and cutting-edge technology often take precedence, Jason Reutter stands out as a prominent figure. As the founder of J. Reutter Associates, a luxury design/build firm located in the Hamptons, Reutter has established his reputation by upholding unwavering standards of quality and craftsmanship and translating his clients' aspirations into tangible realities.

With over two decades of experience, Reutter has cultivated a unique skill set, combining elements of a builder, designer, and problem-solver. His entry into the exclusive realm of Hamptons luxury construction was not defined by formal education or lineage but rather by an innate proficiency in construction and an unrelenting pursuit of distinction.

In a comprehensive conversation, Reutter divulges insights into his collaborative methodology, the complexities of construction within a highly regulated market, and the budding trends shaping the trajectory of luxury home design in this coastal community. One aspect remains absolute: for Reutter, the art of homebuilding transcends mere structural creation — it is the culmination of aspirations.

**Can you describe your journey to becoming a luxury home builder in the Hamptons? What inspired you to focus on this niche market?**

I always could put things together just by visualizing something and then was able to materialize quickly. My mom has a funny story about me changing her car tire for her when I was nine, so the actual building piece was natural to me.

The inspiration piece came from a few different places. I worked with some of the best masters of their trade over the past twenty-three years, making sure I learned and mastered everyone's jobs on site, so I knew every piece of each home. I even spent some time working on some of the most exclusive homes in the country as an interior installer for Bunny Williams. Perfection has always been my model, above anything else.

**J. Reutter Associates has a reputation for excellence. What core principles or philosophies guide your approach to luxury home building?**

That guiding eye for perfection carries



through all of our projects. Our core principles and philosophies are focused on each design and realizing our customers' visions to make them realities. A sophisticated customer approach that's focused on collaboration and seeing each project to the result.

**The Hamptons have a distinct architectural heritage. How do you balance preserving traditional aesthetics with incorporating cutting-edge design and technology?**

This is a hard one because I think the Hamptons have a more transitional architectural heritage. A lot has come and gone. While we still see classic gambrel, cedar homes, we see almost as much transitional modern and the remnant of the 1980s contemporary. For me, it's important to stay close to the industry and design, going to trade shows and private trend forecasts to understand what's up and coming in the industry. I'm constantly visiting other luxury resort markets to meet with the local experts to see what's next and what they are talking to clients about. We're at the forefront of design.

**Can you describe your typical client collaboration process, from the initial meeting to the project handover?**

The process is very fluid, meaning once the team is in place and we're fast at work we are nimble enough to make adjustments as we go. We're different in a way that we understand that some things on paper don't work as well as we hoped in practical life, and we have the sense to see that early on enough to remedy. Each detail, from the overall architectural plans all the way through interior design, is a well-crafted plan with the right people in place to help at every step.

**Luxury builds often come with unique challenges. Can you share a particularly complex project and how you problem-**

**solved to bring it to fruition?**

Challenges are what we are all made of and in addition to custom-designed and built homes, I also have an exclusive roster of property management clients. The primary functions of property management all fall back on "knowing everyone's job and every detail of each home," and at most turns, you're met with unique challenges. Most of the time, they are all very different and serve as true tests every single day.

**Sustainability is increasingly important in luxury real estate. How are you incorporating eco-friendly practices and materials into your builds without compromising on luxury?**

A lot of practices that fall into how we use resources that are more "world friendly" have to do with technology and how our homes run and work on a daily basis. Understanding when it makes sense to lean on a more energy-efficient utility system, appliance, or equipment. The most important thing that I try to do that I think about as eco-friendly is to support the local businesses that I love and trust because that's what is hyper-local to our communities. Keeping all the people who work hard and do the right thing busy.

**The Hamptons have strict zoning laws and building regulations. How do you navigate this while still delivering on your clients' visions?**

We have the right resources for each different situation. I also have a lot of context from being in this business for over twenty years, so I have bumped into a lot of different situations over those two decades.

**What emerging trends in luxury home features are you seeing demand for in the Hamptons?**

A lot of the trends that are sticking around post-pandemic, and were emerging before are all focused on making you're home more inclusive. More inclusive homes have a place to exercise, an office to work from, a theater room to watch movies, bigger entertaining areas that include bars, and even amazing pizza ovens. We all may laugh in 10 years at some of the custom options in homes right now. I've even done wet closets used to wash the family dog.

**Can you discuss your approach to indoor-outdoor living, which is particularly important in the Hamptons?**

This is one of my favorite elements of any home, and we're thoughtful about using the home's unique features to maximize beautiful spaces. We try to upgrade open transitional spaces to maximize light and views and capitalize on unique elements — water, forest, or even considering the angle of the sun daily. We love designing with natural elements, or color complements, that react to what's beyond inside

the walls — like a room color that complements the view outside.

**Can you share your perspective on the evolution of luxury home building in the Hamptons over the past decade? How have client expectations changed?**

This evolution seems to be and flow with trends overall. We're a luxury market, and the client will always be interested in what's modern at the moment. It is our job to make sure it's relevant and captures the true beauty of the area.

**What are the services that your firm offers?**

We focus on three to four large-scale design and build, or full renovation projects, per year. We also have a very established client base of property management clients. Like building, property management is focused on trust and doing the right thing, and we only take on a limited number of clients who come through a strong referral base. We're best in class on quality and don't compromise.

**What advice would you give to someone looking to build their dream luxury home in the Hamptons?**

The best advice I can share is to pick the best partner. Be sure that the team aligns with your personal goals, understands the overall real estate landscape, and connects to your working style and vision. Vision is used so often, but for me, it's centered on design. Design is your strongest pillar of making the dream a reality, and it's what the entire home will "feel" like. The two most important things about home building are centered on the actual integrity of the build and the overall design.

**How do you ensure quality control throughout the building process, especially when dealing with multiple subcontractors?**

Quality control is at the center of what we do. All the resources that I use know that if something isn't done the way I want it to be, I will "undo it," and they will have to start over. We don't compromise on quality, ever. It's harsh, but it is our reality. As a master carpenter, I still do a lot of the intricate details myself. I can't help it.

**What innovations or changes do you foresee in luxury home building in the Hamptons over the next five to 10 years?**

Looking ahead, I feel like great resources will become even more limited. A lot of people aren't entering into this field because it's complicated and takes many years to ramp up. The best builders are masters and skilled, able to do the important craftsmanship. Newer builders don't have that base and just can't create the level of craftsmanship that is mandatory in these luxury Hamptons homes. I see innovations mostly focusing on efficiency and not enough on the actual craft of home building, my favorite part!







**Quogue Perfection South of the Highway**

Stylish and stunning full renovation | 4 BR | 3.5 BA | 3,793 SF | Double-height foyer | Custom chef's eat-in kitchen | Screened porch | Mud room | 1.02-acres | Heated gunite pool with bluestone coping | Room for pool house | 2-car garage | Close proximity to all that Quogue has to offer | \$5,685,000 | Web# 914542  
**TARA ANN FITZPATRICK : 213.760.0098**



**On the Ocean in Westhampton Beach**

Meticulously designed and masterfully built new construction | 4 BR 3.5 BA | .70-acre | Pristine ocean frontage with panoramic ocean and bay views | Open concept living areas | Deck overlooking ocean and pool tucked below the dune | \$9,250,000 | Web# 913206  
**LORI J. FRANCESCANI : 516.578.0751**



**New Construction in Bridgehampton**

Seamlessly blending modern & traditional styles | 6 BR | 6.5 BA | Den 3,850 SF | Finished lower level with entertainment options .37-acre | Heated gunite pool | Covered patio | \$5,995,000 | Web# 912527  
**JASON B. SCHOMMER : 917.553.7383**



**Southampton Artist Colony Oasis**

Unparalleled luxury blending traditional charm with modern sophistication | 5 BR | 5.5 BA | 5,000 SF | Dine-in chef's kitchen with fireplace | .79-acre | Heated gunite pool with bluestone border | Well-appointed pool house | 2-car garage | Easy distance to village and less than 2 miles from Coppers Beach | \$5,395,000 | WEB# 914085  
**JASON B. SCHOMMER : 917.553.7383**



**Southampton Village Designer Home**

In the heart of the village | Custom-built home spanning over 4,200 SF | 5 BR includes lavish primary suite with terrace | 5 full & 2 half BA | Chef's kitchen | .26-acre | Mahogany deck | Heated gunite pool | 2-car garage | \$4,995,000 | WEB# 911609  
**JASON B. SCHOMMER : 917.553.7383**



**Sag Harbor Waterfront**

On Noyack Bay overlooking Morton Sanctuary and Clam Island | 180° open vistas | 3 BR | 3 BA | 1,832 SF | Water views from every major room | Office/den with ensuite bath | .18-acre | Multiple decks | Minutes to village, marinas & golf | \$3,000,000 | Web# 910534  
**CHRIS TICE : 516.996.4174**



**Sag Harbor Village Gem**

Distant water views from roof top deck | 3 BR | 3 BA | 2,800 SF | 2-story great room with fireplace and walls of glass | Custom chef's kitchen | Custom white oak staircase in the atrium | .34-acre with room for pool | \$2,350,000 | Web# 901222  
**CHRIS TICE : 516.996.4174**



**Water Mill Sanctuary**

Expansion possibilities | 3 BR | 2 BA | 1,459 SF | Open floorplan bathed in natural light | Wood burning fireplace | .45-acre | Just minutes from the best that Water Mill has to offer | Endless possibilities | \$1,450,000 SF | Web# 910681  
**CYNTHIA KOLBENHEYER : 631.804.9818** Lic. as Cynthia Finke Kolbenheyer



**Best Value in Quogue**

Village home offers 1-level living at its finest | Open floorplan with fireplace | 4-season sun room | 4 BR | 3 BA | Office/flex space | .69-acre lot with room for a pool | Neighborhood park with tennis court, playground and basketball court nearby | \$1,490,000 | Web# 912840  
**TARA ANN FITZPATRICK : 213.760.0098**



**Modern Traditional in Remsenburg**

3 BR | 2.5 BA | Open floorplan | Upper level deck for relaxation and entertaining | Eat-in kitchen boasts high-end appliances and natural stone countertops | Full basement with egress sliders lead out to the lushly landscaped .28 acres | \$1,195,000 | Web# 913669  
**LORI J. FRANCESCANI : 516.578.0751**



**Find your home in the Hamptons.**  
 <SCAN here to learn more







Courtesy of Saunders & Associates

# Rod Cummings

## The Hamptons Real Estate Visionary With A Fashion-Driven Edge

By Ty Wenzel

In the competitive world of Hamptons real estate, Rod Cummings emerges as a distinctive force, combining a sincere passion for property with a deep well of expertise. His career, marked by a unique intersection of fashion, psychology, and real estate, has forged a path of remarkable success. With a discerning eye sharpened over years of design/building notable properties, Rod brings a nuanced understanding to every transaction. His tailored approach, grounded in deep market knowledge and a commitment to his clients, has earned him a reputation for excellence and repeat business. Based in Saunders & Associates's Westhampton office and residing in the charming hamlet of Quiogue, Rod offers a level of service that ensures a personalized and memorable experience for both buyers and sellers alike.

### How has your background in fashion and psychology influenced your approach to luxury real estate in the Hamptons?

As a former fashion editor and stylist, I always view interior spaces and properties as if through a camera's lens. I know where the eye travels and where and how a buyer picks up on both the obvious and consciously noted attributes and distractions, as well as any unconsciously noted

aspects while touring homes. With a keen and developed eye for both architectural highlights and flaws, I'm able to guide my buyers well, in addition to helping my sellers prepare a property for a buyer's mindset.

Similarly, as a trained psychotherapist and analyst, I know human behavior well and have an understanding of the dynamic interplay between a consumer's needs and wants. In addition, as a trained behaviorist, I can anticipate reactions by understanding client temperament and relationships that exist in buyer couples. This helps me guide clients in conversation and the end supports everyone's well-being throughout a transaction. Knowing how to really "listen" to people and how to "hear" people clearly amidst the anxiety of a purchase transaction is a proven and valuable skill set as a realtor.

### Can you share a specific example of how your renovation experience has benefited a client in buying or selling a property?

I am usually the one guy who doesn't immediately scream out "tear down" when touring a depressed property. I can usually see the promise of a renovation across many architectural styles. Sometimes, it can be first to see what others cannot, and it's always so rewarding to watch a transformation and put together the right

times for a specific project. I'm particularly intrigued by saving historic properties and seeing the potential in bringing something back to life. I love a creative challenge and value classic Hamptons-style builds.

### What unique insights can you offer about the Quiogue area, where you currently reside?

Not all buyers are aware that Quiogue is a hamlet that exists within the township of Southampton. It is sandwiched between two vibrant villages, Quogue to the east and Westhampton Beach to the west. The land is a peninsula that juts out into beautiful Quantuck Bay. A few bits of trivia: As a Quiogue resident, you live "on" Quiogue, not "in" Quiogue. The hamlet shares a zip code with Westhampton Beach Village (11978) but is not part of the village. Quiogue comes from the Native American "Quaquanattuck," which means "shaking marshland." Quiogue is the little version of the so-called larger marshland now named Quogue to the east.

### How has the luxury market in Westhampton evolved since you've been based there?

The greater Westhampton Beach area has become a choice area for luxury homes in the last several years, with each year

bringing more and more curious buyers and top builders. There are a number of factors that have contributed to the recent demand. Just before the pandemic, the Village of Westhampton Beach underwent a multi-million dollar redevelopment project upgrading infrastructure to make way for and attract retailers and food and beverage establishments. The streets were widened and planned to accommodate improvements for both pedestrian and vehicular traffic, and a well-designed beautification project was implemented.

The results were immediate and vastly welcomed as many outsiders took note and came to see what the hype was all about. As soon as the pandemic hit, it quickly became a year-round and attractive option for people seeking purchase opportunities close enough to New York City. The Westhampton Beach area has terrific schools, a large general aviation airport, and relatively light traffic, even in summer. Not to mention, the area has wonderful housing stock with multiple bays, waterways, and inlets from the ocean that offer commanding waterfront and water-adjacent real estate across price points.

### Can you describe your "concierge services" approach and how it sets you

### apart from other agents?

I pride myself and my business on being a one-stop shop. Over the years, I have developed many tried and true relationships across the industry. I consider myself a producer as I have immediate access to gather a team and introduce my clients to any and all services they need throughout the Hamptons. I'm extremely loyal and dedicated, and my clients know that I pretty much run a 24/7 business. Always one phone call away for matters big and small. My attitude is always "service with a smile" and "never let 'em see you sweat!"

### What are some common misconceptions buyers have about investing in Hamptons real estate, and how do you address them?

The single most common misconception buyers have is understanding that there is no wrong time to purchase in the Hamptons market. No matter the fluctuations in the financial markets, the geo-political concerns, or the calendar, the Hamptons has proven time and time again to be a sound investment and holding. For my newer clients, I refer to the market as a "living and breathing" investment opportunity. I feel buyers should have savvy representation and advisement on the most updated valuation of a property and its location.



# Exclusive Commercial Opportunities A Selection of Our Publicly Listed Portfolio

Inquire with the Hamptons Commercial RE Team for Additional Information and Properties



**63 S Euclid Avenue, Montauk**  
Iconic Montauk Restaurant & Bar With Staff Housing. Tremendous Business Potential In A Visible Location.

**SALE**



**685 Old Montauk Hwy, Montauk**  
Storyed Montauk Hospitality Venue; Restaurant, Bar, & Inn Suites With Ocean Views Just Outside Downtown.

**SALE**



**2095 Montauk Hwy, East Hampton**  
Popular Napeague Stretch Restaurant & Bar With Indoor / Outdoor Entertainment Spaces & Double Kitchen.

**SALE**



**15 Prospect Street, Southampton**  
Showcase Restaurant With Multiple Dining Areas, Full Bar and Outdoor Dining / Event Space.

**LEASE**



**45 S Euclid Avenue, Montauk**  
New Construction Mixed Use Investment Property In Downtown Montauk With Three Distinct Levels / Units.

**SALE**



**10 Pantigo Road, East Hampton**  
Freestanding Office Building in the East Hampton Village Core Providing Dedicated Parking & Flexible Use.

**SALE**



**HAMPTONS COMMERCIAL  
REAL ESTATE TEAM**

**Hal Zwick**  
Licensed RE Salesperson  
hal.zwick@compass.com  
631.678.2460

**Jeffrey Sztorc**  
Licensed RE Salesperson  
jeffrey.sztorc@compass.com  
631.903.5022

@hamptonscommercialre | hamptonscommercialre.com

**COMPASS  
COMMERCIAL**

Hal Zwick, Jeffrey Sztorc, Licensed Real Estate Salespersons. Real estate agents affiliated with Compass are independent contractor sales associates and are not employees of Compass. Equal Housing Opportunity. Compass is a licensed real estate broker located at 90 Fifth Avenue, 3rd Fl. NY, NY 10011. All information furnished regarding property for sale or rent or regarding financing is from sources deemed reliable, but Compass makes no warranty or representation as to the accuracy thereof. All property information is presented subject to errors, omissions, price changes, changed property conditions, and withdrawal of the property from the market, without notice. To reach the Compass main office call 212.913.9058.



# Setting The Standard

## Sustainable Fashion Brands Leading The Way In The Hamptons

By Lisa Frohlich of Hamptons NY Style



Lisa Frohlich in Marfa Stance Patchwork Quilt Jacket.

Living in a community that genuinely prioritizes sustainable fashion is a privilege. While the natural beauty of the Hamptons is a blessing, it's the commitment to making the world a better place that truly impresses me. These brands are leading the way by reducing overproduction, prioritizing organic farming, and avoiding animal suffering. Believe me, fast fashion isn't the way forward. I wish more fashion houses would take a page from their book and embrace these commendable practices.

### ANOTHER TOMORROW

Another Tomorrow, a B-Corp Certified brand launched in 2020, redefines luxury with high-integrity design, sustainability, and innovation. Guided by the pillars of human, animal, and environmental welfare, they offer transparency through digital IDs for each piece. Prioritizing organic farming, traceability, and circular business models, they ensure manufacturing practices rooted in partnership, respect, and living wages. Committed to animal welfare, they avoid materials involving animal suffering, educate on ethical practices, and support farm-level relationships.

Another Tomorrow is carried at Matriark at 133 Main Street, Sag Harbor, and online at [anothertomorrow.co](http://anothertomorrow.co)

### GREENE PIECE

Greene Piece believes that fashion should enhance lives and contribute to the planet's well-being. Founder Kimberly Greene began this journey with a vision to create thoughtfully crafted garments with

care and respect for both people and the environment. Greene Piece partners with artisans in Nepal, offering fair wages, safe working conditions, and access to healthcare and education. Sustainability is core to their operations: minimizing waste with small batch orders, using recycled and ethically sourced cashmere and 100 percent cotton, and utilizing environmentally friendly dyes. Greene Piece's motto, "Ethics first," guides every decision, ensuring their impact goes beyond the garments they create.

Greene Piece is carried at Matriark at 133 Main Street, Sag Harbor, and online at [greene-piece.com](http://greene-piece.com)

### REWORKED BY JOEY WÖLFFER

Reworked by Joey Wölffer is a unique collection of reimagined womenswear, combining Joey Wölffer's signature artistry with the environmentally conscious practice of upcycling. The line exemplifies sustainability by sourcing fabrics from upcycled materials, including deadstock and unsold fabric repurposed into new designs. Each piece is handcrafted in small batches in New York City, ensuring not only quality and exclusivity but also a minimal carbon footprint by keeping production close to home.

Joey Wölffer is located at 23 Washington Street, Sag Harbor, and online at [joeywolffer.com](http://joeywolffer.com)

### MARFA STANCE

Marfa Stance is committed to sustainability and ethical practices in the fashion industry. The brand sources fabrics from surplus stock, reducing overproduction and waste while creating unique,



Cashmere cardigans by Greene Piece.



Marfa Stance Patchwork Parachute Parka.

high-quality pieces. Partnering with Ecologi, Marfa Stance plants a tree for every order, helping to offset their carbon footprint and support reforestation efforts. Recognized by Eco-Age for their dedication to ethical and environmental standards, Marfa Stance ensures fair labor practices and minimizes environmental impact, striving to create a positive influence in fashion.

Marfa Stance is carried at Matriark at 133 Main Street, Sag Harbor, and online at [marfastance.com](http://marfastance.com)

### ROAD TO NOWHERE

Road to Nowhere sources materials from responsible farms using pesticide-free soil, resulting in stronger, more eco-friendly products. The collection includes certified organic cotton, GRS-certified Bemberg, biodegradable zippers, and buttons made from plant enzymes and casein. Ethically produced in Los Angeles, Road to Nowhere maintains high design and production standards, minimizing waste and inefficiencies. By prioritizing functionality and quality, they extend the life of

their garments, reducing the need for excess.

Road to Nowhere is located at 42 Main Street, Sag Harbor, and online at [roadtonowhereclothing.com](http://roadtonowhereclothing.com)



Reworked by Joey Wölffer.



Road to Nowhere, Cody Denim Jacket and Bali Drawstring Embroidered Linen Pant. Available for men and women.



A Fall 2024 look by Another Tomorrow. Photo by Stefano Ortega.



The *next generation* of Hamptons real estate has arrived



All roads  
lead to *home.*



156 Deforest Road, Montauk, NY | Available at \$39,950,000

**Rylan Jacka**

RJACKA@THEAGENCYRE.COM  
(516) 702-5707 | LIC. #30JA0903745

**Dana Trotter**

DANA.TROTTER@THEAGENCYRE.COM  
(631) 379-3236 | LIC. #30TR0845852

Your Move

[THEAGENCYHAMPTONS.COM](http://THEAGENCYHAMPTONS.COM)





Courtesy photos

# Real Estate Confab

## Cooling Inflation, Interest Rates & Advice For Buyers

By Ty Wenzel

As the summer season winds down and the crisp autumn air settles over the East End, the real estate market in this storied enclave of luxury and leisure finds itself at a crossroads. With cooling inflation, fluctuating interest rates, and an ever-evolving landscape of buyer preferences, industry professionals are closely watching market trends and adjusting their strategies accordingly.

A select group of the area's top real estate brokers share insights on the current state of the Hamptons property market.

### Susan Harrison, Compass

Rates are certainly due to come down, and I think the market could flourish as a result if that happens. Buyers, be prepared and be ready to pull the trigger when you find something. We are seeing more deals being made this month, with sellers and buyers coming to a meeting of the minds. This trend feels like it will continue well into the fall. If a buyer has done their homework and is ready to pounce, they can be successful. Work with a broker

who knows the market and then trust them. We do this job 24/7, 365 days a year. We have insights that are invaluable to even the most savvy buyer.

### Dominic Couzens, Hedgerow Exclusive

This is less about an area and more of an increase in asset type. Privacy is traditionally one of the most desirable aspects of a property for a purchaser, but I am seeing the demand for it to be much more significant than ever before. Yes, location is still paramount, but I am seeing that even with an excellent setting, many buyers want more anonymity. With the CPI coming down and the lowest it has been in a few years, I think it is more likely than ever that we will get a rate cut. Hopefully, that will be as soon as September. Lower interest rates will, of course, positively impact every buyer at every price point.

### Stacey Cohen, Saunders & Associates

Rates are already cooling. More houses will come to the market, and sellers will

have the opportunity to sell their houses and get back into the game. Even with higher rates, the market has robust listings at every price point, and lower rates will only continue the trend. Once rates do go even lower, we expect more sellers will be inclined to sell their house and then trade up to their new dream home, maybe even on Shelter Island. For buyers, don't wait. Our "off" season is the busiest time of the year. Do your homework and study the market with a local agent. Focus on what is most important — there are lots of dream houses in the Hamptons, but the combination of features, size, and location is where you can highlight what you are most excited about. Let yourself enjoy the process by working with professionals.

### Mary Slattery, The Corcoran Group

It appears that interest rates will come down, which could help certain buyers in the Hamptons market. Half of all deals in the Hamptons do not rely on any form of financing, which is incredible. But, for some buyers (especially those looking for properties under \$2 million), lower interest

rates could certainly stimulate buyers to move off the sidelines and search more seriously for a home to purchase. It is important to remember that the Hamptons market is primarily a second and third-home market and our buying is discretionary not a necessity. My suggestion for any buyer is to engage with one experienced agent for a period of time to act as the buyer's agent for best representation. Agents who actively work in the Hamptons market know the market and can help a buyer navigate the intricacies of purchasing in this market. Buyers should not only research homes of interest but should ask any agent what their value proposition is and how they will work to help them find the best property at the best possible price. Working with a trusted professional is key to a successful transaction.

### Jennifer Friedberg, Compass

With cooling inflation, there's a strong expectation that interest rates will come down, which should positively impact the Hamptons market for both buyers and sellers. While we continue to see predominantly cash deals (often with the

option to finance but without a mortgage contingency), lower rates would make borrowing more attractive, expanding the pool of qualified buyers and driving up demand. For sellers, this increased demand can lead to quicker sales and stronger offers as buyers move to take advantage of better financing conditions. That said, the current market dynamics already present excellent opportunities. Buyers who act now can secure properties before competition intensifies, while sellers can benefit from the strong interest we are experiencing. The time to act is now, as the market could shift quickly once rates begin to drop.

As we head toward the end of the season, my advice to potential luxury buyers is simple: don't wait. While summer may be winding down, the fall in the Hamptons is truly spectacular and an ideal time to further explore the market after a wonderful summer. With inventory still limited, it's crucial to be proactive in your search. Work closely with a buyer's agent you trust, who understands your needs, and who can guide you through the process with confidence and expertise.





**COLDWELL BANKER**  
RELIABLE REAL ESTATE

*Prestige • Pedigree • Power*  
THE GLOBAL LUXURY DIFFERENCE



**LOUIS BOUGATSOS**  
LICENSED ASSOCIATE REAL ESTATE SALESPERSON  
631.506.1008



**UNPARALLELED LUXURY LIVING IN THE HEART OF SOUTHAMPTON**

5 LITTLE NECK RD, SOUTHAMPTON, NY | \$2,895,000

5 EN-SUITE BEDROOMS, 6.5 BATHS, ROOFTOP DECK WITH WATER VIEWS, GUNITE POOL & SPA SANCTUARY

**A BOUTIQUE OFFICE WITH A GLOBAL REACH**

91 JOBS LANE, SOUTHAMPTON, NY 11968



**LOUIS BOUGATSOS**  
LIC. REAL ESTATE SALESPERSON  
631.506.1008



**JESSICA BELL**  
LIC. REAL ESTATE SALESPERSON  
917.969.1643



**DENISE BORNSCHEIN**  
LIC. REAL ESTATE SALESPERSON  
631.871.6201



**RACHAEL HULSE**  
LIC. REAL ESTATE BROKER  
631.902.0488



**RICHARD RAWDIN**  
LIC. REAL ESTATE SALESPERSON  
631.680.7205

**COLDWELL BANKER RELIABLE REAL ESTATE**

• [COLDWELLBANKERHAMPTONS.COM](http://COLDWELLBANKERHAMPTONS.COM) •

WESTHAMPTON BEACH  
631.288.0400

HAMPTON BAYS  
631.728.8070

SOUTHAMPTON  
631.287.7707

BRIDGEHAMPTON  
631.613.1660

NEW YORK CITY  
718.921.3100

BAY RIDGE  
BROOKLYN  
718.921.3100

BENSONHURST  
BROOKLYN  
718.921.3100

BEDFORD  
STUYVESANT  
718.921.3100



# SERHANT.



## 6 HAMILTON DRIVE MONTAUK

Discover a modern masterpiece where ocean grandeur meets architectural brilliance in Montauk, NY. This seven-bedroom sanctuary epitomizes contemporary luxury and the beach lifestyle. Crafted with exceptional design, it offers heart-stopping ocean views from the primary suite and a cutting-edge triple-edge infinity pool. A built-in fire pit adds cozy ambiance, perfect for starlit nights. The rooftop deck features a vast kitchen, ample seating, and panoramic Atlantic views. Thoughtfully designed living spaces boast cathedral ceilings, ideal for gatherings. The seamless transition from living area to infinity pool immerses you in the surrounding natural beauty. With deeded access to a pristine white sandy beach, this home offers a unique opportunity to embrace Montauk's unparalleled charm and lifestyle.

7 BEDROOMS • 6.5 BATHS • 7,079 SQ.FT. • \$10,999,995

## 79 NOYAC PATH WATER MILL

Just a mile and a half from Water Mill Village, this prime acre-plus property offers stunning views of an agricultural reserve. It features a contemporary 2-bedroom, 2-bath home with a loft and open floor plan, ideal for immediate occupancy or expansion. The site has immense potential for a new build, including a primary residence, pool, pool house, and gardens. Its location provides quick access to shops, eateries, beaches, golf courses, and art scenes. Invest in Water Mill's charm and exclusivity, and explore the possibilities of crafting an upscale residence or development at this desirable address.

2 BEDROOMS • 1.5 BATHS • 1,325 SQ.FT. • \$2,395,000



## 29 MONROE DRIVE MONTAUK

Discover a modern masterpiece in Montauk, where ocean grandeur meets architectural brilliance. This seven-bedroom sanctuary epitomizes contemporary luxury and the beach lifestyle. Enjoy heart-stopping ocean views from the primary suite and a triple-edge infinity pool. The rooftop deck features a kitchen, seating, and panoramic Atlantic views. Designed for gatherings, the living spaces boast cathedral ceilings and seamless transitions to the pool. With deeded access to a pristine beach, this home offers a unique opportunity to embrace Montauk's unparalleled charm and lifestyle.

6 BEDROOMS • 5.5 BATHS • 5,000 SQ.FT. • \$6,250,000



KIERAN BREW TEAM

KIERAN BREW TEAM

### KIERAN BREW Licensed Real Estate Salesperson

Kieran Brew is a leading property expert who deftly guides buyers and sellers through the ins and outs of Hamptons real estate. His approach to client service revolves around listening, responsiveness, accuracy, and honesty. He possesses a wide range of insider knowledge covering every village and township, and his grasp of market dynamics makes him a valuable asset for those looking for a shrewd investment.

(631) 702-5764 | kieran@serhant.com

### DAINTRIE ZEGA Licensed Real Estate Salesperson

Daintrie Zega is a seasoned professional with 25+ years of experience in consulting, negotiation, development planning, marketing, and sales. Since starting her career in 1994, she has excelled in residential and commercial fields, later making her mark in development. Daintrie was pivotal in master-planning and selling luxury projects like The Waldorf Astoria and Victory Ranch. Known for her fun, no-nonsense approach, she excels at understanding her clients' needs. Now back in East Hampton, she leverages strong industry relationships to provide unparalleled service to buyers and sellers.

(435) 901-0233 | dain@serhant.com

### KELSEY O'CONNOR Licensed Real Estate Salesperson

Kelsey O'Connor is a dedicated property advisor specializing in the Hamptons market. Drawing on her family's real estate background, she serves diverse client needs—from first-time buyers to developers. Known for her proactive professionalism, Kelsey prioritizes client goals, earning a reputation for honesty, transparency, friendliness, and reliability. Her attentive approach ensures clients feel fully supported and informed throughout every transaction.

(978) 502-2626 | kelsey.oconnor@serhant.com

