

# James Lane

— Real Estate & Design —

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RAY ROMANO



# Ray Romano

## Building With Integrity In The Hamptons And Manhattan

By Ty Wenzel

**R**ay Romano doesn't talk about building in clichés. He talks about it like someone who's watched — for years — what happens when promises aren't kept, and details are treated casually. "Construction has a long memory," he says, and his approach is built on a simple premise: do what you say you'll do, respect the people around you, and run a job site so clean and calm it never becomes a neighborhood problem. From the strict choreography of Manhattan pre-war renovations to the wider runway of Hamptons projects, Romano explains how logistics, structure, and even basic kindness shape outcomes.

He gets specific about what homeowners actually need to know: how far in advance to plan if you want to be summer-ready, why budgets today hinge as much on timing and labor availability as dollars, and where cost creep really comes from (indecision and change orders). He breaks down coastal longevity — drainage, waterproofing, marine-grade materials, storm resilience — and offers clear guidance on renovation vs. addition vs. teardown, design-build, building the right team, and the one rule he believes prevents regret: enjoy the journey.

**You've renovated everything from Manhattan pre-war apartments to Hamptons homes. What's the difference and how does a Hamptons renovation behave logistically and structurally compared to a city project?**

I love the challenges of both. And right off the bat, I'll say this: a little kindness goes a long way. If you do the right thing, when you say you're going to do it, good things tend to happen. If you don't, you pay the price. Construction has a long memory.

Logistically, the biggest difference is time and space. In Manhattan, you're operating inside very tight parameters. Most buildings give you an eight-hour workday — maybe 9 to 5 or 9 to 4 — and you're bound by building management rules, co-op boards, doormen,

elevator operators, and neighbors living literally on all sides of you. Every move is visible. Every delivery is scheduled. Every mistake is amplified.

In the Hamptons, I love the freedom. If you plan properly and behave respectfully, you can work a boatload of hours. You can start early, work late, and really build momentum. As long as you're not making excessive noise or doing exterior work outside of permitted hours, you can keep moving on interiors.

But freedom comes with responsibility. We play nice in the neighborhood. We introduce ourselves. We keep the site spotless — no debris blowing out of dumpsters, no blocking roads, no parking on lawns. We make sure traffic flows. We say hello. We offer a coffee or a bagel. And if something goes wrong, we handle it person-to-person before it ever becomes a call to the town.

Structurally, Manhattan pre-war buildings are about precision, preservation, and patience. You're dealing with old masonry, steel framing, shared systems, and zero tolerance for surprises. Everything has to be planned and executed surgically.

In the Hamptons, you're often working with wood-frame construction, larger footprints, and more direct access to the structure. There's room to spread out — literally and creatively. Both environments demand respect. The city teaches discipline. The Hamptons reward planning and kindness.

**For Hamptons homeowners, timing is everything. If someone wants to be "summer-ready," what's a realistic timeline working backward from Memorial Day?**

You absolutely have to plan ahead — way ahead — and give yourself wiggle room. Those beautiful Memorial Day-to-Labor Day summers are only beautiful because they're planned properly.

A cosmetic refresh might take one to three

months. Anything structural, historic, or involving zoning, wetlands, or variances can take a year or more. Permitting alone can eat up months.

One of the biggest mistakes homeowners make is struggling to make decisions. I had a client — great guy, and I've known his wife for years. We hired a very competent architect, but hesitation and revisiting decisions slowed the job. In the Hamptons, hesitation costs time, and time costs summers.

**What do you wish Hamptons clients better understood about budgets right now?**

Budgets today are about timing just as much as dollars.

Labor availability is huge. During Covid, pricing was absurd because crews were overwhelmed. I postponed major work on one of my own homes because the numbers made no sense — and it saved me a fortune. When things normalized, pricing came down and availability improved.

Hire crews that know how to work together. The cheapest number is rarely the best value. Material lead times matter too. Imported stone, appliances, specialty hardware, and cedar all experienced massive swings. It's better to be prepared than surprised.

The biggest cost creep comes from change orders. I always include an addendum early — suggesting smart upgrades while walls are open. Clients are happier doing it once instead of coming back later at a higher cost.

**Coastal homes come with**

**their own challenges. How do you build for longevity?**

Moisture, salt air, wind, and shifting soils are constants in the Hamptons. Drainage and waterproofing are non-negotiable. Salt air accelerates corrosion, so we spec marine-grade materials.

Storm resilience matters too — hurricane-rated windows and doors, impact glass, shutters, and reinforced openings. In some cases, elevating a home makes sense to address flooding and future-proof the structure.

The biggest mistake is treating a coastal home like a city home. The environment will win. Build thoughtfully, and it will last.

**Renovation vs. teardown vs. addition — how do you decide?**

The house tells you the story. Creaking floors, tilted windows, and moisture odors — all clues. Zoning and historic rules matter. In many villages, teardown isn't even an option. Some homes are no-brainers for teardown. Others shine with thoughtful additions.

I'm not a fan of McMansions, but tasteful, well-scaled additions that fit the neighborhood make sense — especially as price per square foot continues to rise.

**Luxury can mean many things. What truly improves daily living?**

Luxury is personal. It doesn't always mean expensive.

For me, it's great kitchens, beautiful stone, flexible islands, and high-end appliances that last. Kitchens and bathrooms drive resale and daily joy.

Flash can be automation or grand features, but function matters more. One place technology truly shines is security — especially for renters and frequent travelers.

Smart luxury stretches the dollar without sacrificing quality.

**What hidden conditions do you find once walls are opened?**

Often, opportunity. Opening walls brings light and flow.

We look for load-bearing conditions, outdated wiring, plumbing, and framing. Contingencies are essential — it's not if you'll find something, it's when.

Seeing space in real life changes everything.

**Why design-build — and when is it not the right fit?**

Design-build allows real-time decisions, faster progress, and fewer layers. Technology lets clients stay engaged from anywhere.

It's not for everyone. Some clients need everything fully documented upfront. Design-build thrives on trust and momentum.

**Who should be on the dream team for a Hamptons renovation?**

A seasoned builder first. Then the right architect and designer — people who collaborate well.

Visualization matters. I tape layouts, create storyboards, and align everyone early to reduce surprises.

Landscaping is huge. Done right, it creates lifestyle and memories — not just curb appeal.

**How do you run a discreet, secure job site?**

Run a tight ship. No littering, no loud music, no smoking, no drinking. Proper fencing, covered dumpsters, and respect for neighbors.

I introduce myself, give small gestures, and leave my number. Kindness builds goodwill — and projects run smoother because of it.

**If you could give homeowners one rule to avoid renovation regret, what would it be?**

Enjoy the journey.

You're improving something you own. Make the best decisions you can, accept mistakes, and move forward. Perfection isn't the goal — living well is.

Learn more about Romano by visiting [rayromanocontracting.com](http://rayromanocontracting.com).



Courtesy photos



Courtesy photo

# Saunders Stewardship Impact

## Cathy Tweedy & The Ellen Hermanson Foundation

By Ty Wenzel

James Lane Post has partnered with Saunders & Associates to create the series “The Saunders Stewardship Impact.” This is the first installment, featuring Saunders & Associates’ agent, Cathy Tweedy.

She didn’t join the Ellen Hermanson Foundation to impress anyone. She saw a volunteer ad and thought it’d be a good way to help out in the Hamptons. Then she went to her first Ellen’s Run. The vibe was great, the cause was important, and something happened she still remembers: Emily Levin, Ellen’s sister and one of the people who started the Foundation, grabbed her from the volunteer table that morning and asked her to stand outside as the race began. That simple act made the whole thing feel real.

She’s been with the Foundation ever since, going from volunteer to board member to secretary. She helps with everything from fundraising and planning to meetings where they decide how to use the funds. The Foundation’s main goal is to ensure everyone on the East End can access breast cancer screening, care, and support, regardless of their financial situation. Even in the Hamptons, people can still struggle to get the care they need. She works to fix those problems by talking to people, working with partners, and funding what’s needed.

**Cathy, what first brought you to the mission of the Ellen Hermanson Foundation and was there a specific moment when it became personal for you?**

I actually answered an ad the Foundation posted looking for volunteers. What started

as a personal goal — new to the Hamptons, I wanted to meet more people in the community and get involved in something meaningful — turned into something much bigger.

The first Ellen’s Run I helped with was exciting and full of energy. On the morning of the Run, Emily Levin — Ellen’s sister and one of the founders — pulled me from the volunteer table and asked me to stand outside for the start. I got very teary. I still feel the emotion of that moment. It truly showed me how powerful the Run is and how important it is to raise money for the East End community.

**What does your role on the board look like day-to-day?**

I’ve grown with the Foundation — from volunteer, to board member, to now serving as Secretary of the Board. In that role, I prepare the official minutes for all board meetings. My background in advertising — where I wrote countless “conference reports” — prepared me perfectly for this!

Beyond that, I’m very involved in fundraising, sharing ideas around event development, and offering input on strategy. The most meaningful part for me is our grant meetings, where we decide how to distribute the funds we’ve raised and support the community. That’s when the impact of all the work truly comes to life.

**For someone hearing about the Foundation for the first time, what’s the clearest way to explain who you serve and what impact looks like on the East End?**

The Ellen Hermanson Foundation exists

to ensure that every person — regardless of economic circumstance — has access to lifesaving breast cancer screening, care, and support. No one is ever turned away from the Ellen Hermanson Breast Center at Stony Brook Southampton Hospital for lack of insurance or inability to pay for treatment.

On the East End, many face real barriers to care. Distance, cost, limited insurance coverage, and lack of access to advanced screening. The Foundation was created to remove those barriers and make early detection and treatment available to all.

It does this by: funding state-of-the-art breast imaging and diagnostic equipment at the Ellen Hermanson Breast Center; expanding access to mammograms and early detection programs; providing direct patient assistance during treatment through Ellen’s Well, our psycho-social support program; and investing in education and community outreach so no one falls through the cracks.

Here, impact is measured in earlier detection, faster care delivery, and support for families when they need it most — without regard to financial means.

**What’s one story that captures why this work matters? A moment that stayed with you and strengthened your commitment.**

There are many stories that keep me committed to this work. In one way or another, they all reflect the same truth: people need support, clarity, and compassion when they need it most. Our goal is simple — to wrap our arms around every person who reaches out and help them find their way.

The Ellen Hermanson Foundation connects patients and their families with people who listen, explain, and genuinely care. They help create understanding around what lies ahead and make the process feel less overwhelming.

The Foundation also offers support groups, where women can share experiences, strength, and hope. Hearing others’ stories provides perspective and reminders that no one is alone in this journey.

Really, it goes beyond medical support. It creates a community where people feel seen, supported, and able to move forward with confidence.

Some write to tell us how the Foundation helped them. Those are the stories that remind me why this work matters, the stories that stay with me long after I read them.

**How do you decide where to focus awareness, direct patient support, screening/early detection, research,**

**community programs? What’s the Foundation’s north star?**

Our north star is simple: early detection, better access, and stronger support for all. Every initiative is chosen based on where it can make the greatest impact locally. It’s about building a system of care, whether it’s new state-of-the-art equipment, patient services, or community partnerships. Our goal is for everything to work together, from education on the importance of mammography to ensuring no one faces breast cancer alone.

**What are the biggest unmet needs you see locally in breast cancer support and care? And where do you think the community assumes resources exist but they don’t?**

It’s easy to assume that in a place like the Hamptons, everyone has access to what they need. But for many, there are invisible gaps — and the Foundation works every day to help close them. In recent years, we’ve built meaningful community partnerships to reach those who may not realize the importance of mammography or that help is available to them. Alongside tribal leaders, social workers, nonprofit partners, and others, we come together to share what resources exist — and to remind people that, if needed, these services can be provided at no cost — so everyone has access to the health care they deserve.

**What actually works in the Hamptons when it comes to motivating people to give especially beyond a one-time donation? What have you learned about building long-term supporters?**

People don’t give simply because they’re asked — they give because they feel connected. Stories are what move people — both their own and those of others — and the relationships that grow from them, along with a clear understanding of the impact their support has right here in their community.

Showing exactly where each dollar goes is one of the most powerful ways to inspire ongoing giving. Whether it’s toward a mammogram, an ultrasound, transportation to an appointment, or the equipment that keeps us state-of-the-art. When people can see the difference they’re making, they don’t just give once — they stay.

**How do you leverage your platform as a luxury agent to strengthen the cause in a way that feels authentic not transactional?**

A few years after I started volunteering, I moved to the Hamptons full time and went into real estate. Working with so many different people makes it simple, I talk to people.

About the Foundation, about the community need, and about the very real impact of this work. The Breast Center exists because we are committed to ensuring that everyone, regardless of economic standing, has access to top-quality breast care right here on the East End.

I share stories — of the people we serve, of our community partners, and of the gaps that still exist, even in a place that appears so privileged. Many don’t realize there is an underserved population here, or how vital education and early screening truly are. My goal is to open a conversation and build awareness. From there, I invite people to our key fundraising events — please save the 2026 dates: Ellen’s Run on August 16, our 5K, and the Summer Gala on July 24. They’re a direct way for people and companies to support the work. As a broker, I’m affiliated with Saunders & Associates, they have been a meaningful supporter of the Foundation.

**If you could wave a wand and change one thing about how people approach breast health and screening, what would it be? And what do you want more women to know especially those who feel “it won’t happen to me”?**

Mammograms should be routine. Screening isn’t something you do because there’s a problem — it’s how you help prevent one. Too often, women assume they’re fine because they feel fine, or because life is busy and they put it off. But early detection can save their life!

**Looking ahead, what are the foundation’s goals for the next 12 months, and what kind of help do you most need from the community time, funding, corporate sponsors, event attendance, or medical partners?**

We are a granting organization, so our key goal for 2026 is to raise more funds than ever, so we can continue supporting state-of-the-art breast imaging and detection equipment at Southampton Hospital, while expanding our community partnerships and support services.

We rely on the community to make this possible — through volunteering their time, fundraising, and the support of corporate and individual sponsors.

**Where should people go first if they want to help donate, volunteer, attend an event, or learn more about the organization?**

You can learn more at [ellenhermanson.org](http://ellenhermanson.org), call the Foundation Office at 631-907-1952, or email us at [info@ellensrun.org](mailto:info@ellensrun.org).



# Real Estate Confab

By Ty Wenzel

## The Unspoken Value

In the Hamptons luxury real estate market, you can easily see the public-facing aspects: the photography, the copy, the timing, and the polished presentations that make a property seem irresistible. However, the results — clean offers, calm negotiations, protected privacy, and successful deals — often rely on something much quieter. It's the behind-the-scenes judgment that doesn't fit neatly into a slide deck. This involves knowing when to push, when to pause, what not to say, and how to guide complex decisions through layers of emotion, ego, logistics, and risk.

That's what we discuss in this roundtable: Unspoken Value. We asked a group of leading agents to respond to one key question: "What's the most valuable thing you do for a client that never appears in a listing presentation — and how did you learn to do it?" What follows is a unique glimpse into the true work of luxury representation — covering the habits, instincts, and hard-earned lessons that protect clients, maintain leverage, and quietly influence the market.

### John Frangeskos, The Corcoran Group

The most valuable service I provide is guiding clients through the obstacles we must overcome to achieve a successful closing. There are often corresponding emotions around these challenges that need careful managing as well. A real estate transaction is serious business for all parties involved. I learned very early that deals don't fall apart over price, but over the myriad of details required to close. In one transaction, open building permits, certificate of occupancy issues, and an air conditioning problem surfaced late in the process and created a real hurdle to reaching the closing table. Rather than letting these concerns escalate, I took emotion out of it and focused on solutions, quickly bringing in the right expeditor, contractor, and AC specialist from my network. My clear

communication and understanding of each party's position were key to closing the deal.

### Rod Cummings, Saunders & Associates

When I begin to propose working with a new client, I first like to outline what I know they want to hear off the bat in terms of my quantitative measures of success, such as my recent sales history across relative price points in a specific area, and all the data-driven points to back up my presentation as an agent and brokerage of choice. I quickly segue into more qualitative measures in working with me, what my unique value proposition is in client representation and client services, and what sets me apart from my competition.

I like to think of myself and what I offer as much more than a salesperson, but rather an "executive producer" of the "show" that will become the client's listing on the live and competitive Hamptons market. Clients are routinely surprised and impressed by my commitment to take full control of preparing a property for the market. I explain and lay out that I take a real, holistic, and comprehensive approach in the preparation, presentation, marketing, and showmanship of each unique property and client. I commit to excellent services and outline my ability to "run the show" with my many on-call service providers across all areas, including attorneys, land use specialists, architects, landscapers, painters, tradespeople, and any ancillary services I need to call in to get the job done well and done immediately. I work at lightning speed with a demand for perfection. As a behind-the-scenes producer and as the public-facing "ambassador" of a property, I'm known to be exact, be able to react to changes immediately, and to swiftly attain the goals of each of my clients. It's equally important to be able to understand each client's practical and psychological wants and needs to be able to speak to them in a language they can appreciate, understand, and process based on who they are as people. That takes experience and finesse throughout the often stressful period of negotiating with them on

items and on their behalf with a buyer's team.

Deals can go sideways at any moment for any reason, and often based on an emotional reaction. It's paramount to stay in control and at ease to be able to navigate any interpersonal turbulence and tensions. I always have my finger on the pulse of all the players involved in each transaction and manage the practical aspects and the personalities of all the people involved. At the end of the day, it's a humanistic endeavor with a lot of emotions and money on the line. The expert knows how to steer the ship and its passengers through very rough waters, and the captain is always the last to leave the ship.

### Dawn Watson, SERHANT

Something that most people don't realize about real estate, until they're actually in the thick of it, is that it can be an enormously emotional experience.

Particularly if you're selling your primary home, there are almost certainly going to be some feelings! It's normal. It is, after all, usually one of the biggest transactions (and milestones) in your life.

So for that couple of months' duration between listing your property and closing day, I'm most likely going to be your new BFF. We could talk every day, if you need it, sometimes for hours. There are going to be times when you might need to cry, yell, or share your biggest fears with me. I will be there. And you could also depend on me to be at your side for all the smiles, laughs, and victories.

It's an intense time. But when we work together to get it done right, the result will be well worth it. Bonus: We both come out of it with a lifelong friend. Cheers to that! I had one client who was saying his final goodbyes to the home where he raised his children, but got interrupted by the eager buyers who showed up 15 minutes early for their final walkthrough. He got so mad that he stormed off, leaving all his last-minute personal items behind. I packed them up for him and waited at the house. He was nearly inconsolable, and the situation was fraught, but thankfully, he was eventually able to clear his head and return to the property one last time to get the closure he needed.

### Cynthia Finke-Kolbenheyer, The Corcoran Group

The most valuable thing I offer clients is "active listening." I provide calm guidance through a significant life event, and I am always prepared to foresee any issues that may arise during the transaction through my extensive knowledge of market conditions. As an owner of a retail shop in Southampton Village for over 30 years, and then as an owner of a concierge business, customer service was always first and foremost. Listening to my clients — and anticipating their needs and concerns — helped to make my businesses successful.

I've had several clients who were going through a divorce and had been mandated by the courts to sell their homes. During the listing presentation, I was sure to take the time to listen to both parties, anticipate their con-

cerns, and offer clear solutions. These actions — along with demonstrating a sympathetic manner — helped to make the sale process less traumatic for them.

When a client hesitates to sign or asks for more time to sign, once a contract has been sent, it can be a clear indication that a deal is about to go sideways. If this occurs, I engage in an honest conversation with the clients to address the reasons that have caused them to take pause. Once I know the root of the issue, I work quickly to find solutions to thwart any concerns so that the clients feel confident moving forward.

## Flexibility, Finishes, And The Hamptons Must-Haves

Right now, it's not just buyers calling the shots in the Hamptons housing market — renters are changing the game, too.

Rental agreements are more flexible, renters want more, and this is changing everything from how things are priced to what people fix up in their houses. Renters want to be able to rent for a week, just for July, or change when they come and go. But they still want a great experience, like they're staying in a hotel: nice furniture, a heated pool, a great kitchen, and Wi-Fi that works without fail. On top of that, people who bought houses during the pandemic and are now renting them out have put many more rentals on the market, mostly recently built houses. Because of this, older houses have to improve, offer something special for the price, or change their rental rules to keep up.

So, what does this mean if you want to buy a place? We talked to brokers and asked them two important things: How is the rental market changing? And what things in a house are people willing to pay more for now, compared to what used to be important?

### Zellman Lambert Team, Saunders & Associates

The rental market is seeing a big change: renters really want flexibility. Instead of signing long leases, lots of people now want to rent by the week or just for a month, like July. Because of this, owners are having to rethink their prices, how they market their places, and how they handle things.

Also, renters now want places that are more like fancy hotels. They expect nice stuff like updated rooms, good Wi-Fi, fancy kitchens, and perks like heated pools. They also want more freedom with when they can arrive and leave. One more thing changing things up is the number of rentals out there. People who bought houses during the pandemic and then turned them into rentals have added a bunch of places to the market, especially newer ones. So, older houses have to work harder to keep up. They might need to get upgrades, change their prices, or offer better deals to stay in the game.

When it comes to buying, the things that still get top dollar are the things you can't fake:

where you are, being on the water, and having access to the beach. Views of the ocean, private beaches, and being close to shops, restaurants, and transportation are still at the top of people's lists. Renters and buyers will pay more for these things. Also, anything that lets you live well outside is a plus. Things like heated pools, outdoor kitchens, fire pits, patios, grills, and outdoor living rooms that add to the home's living space are big wins. Feeling good is now a value, too. Spa-like bathrooms, saunas, steam rooms, and cold plunge pools are getting popular, along with gyms, yoga spaces, and wellness areas. Buyers will pay extra for rooms that can be used in different ways, like home offices or studios with good light, privacy, and solid internet.

At the same time, some things that used to be must-haves aren't as important anymore. For instance, not as many people care about tennis courts. They would rather have smaller spaces where they can do different activities, like pickleball. Big formal dining rooms and closed-off floor plans aren't as popular since buyers now like open layouts. Even in the best locations, old houses that don't have updated kitchens, nice main bedrooms, and fresh bathrooms don't go for as much money as they used to, unless the price and deal are really good for the buyer.

### Sebastian Mobo, Christie's International Real Estate

What I'm seeing in the Hamptons is that strong rental demand continues to shape how buyers think about value. Many purchasers want the flexibility to enjoy a home personally while knowing it can be rented well if needed. Homes that are turnkey, well-designed, and offer great outdoor living tend to perform best, which gives buyers confidence when stepping into higher price points. There's also more interest in longer seasonal and shoulder-season stays, making thoughtfully designed, easy-to-manage homes especially appealing.

Buyers are paying up for features that enhance everyday lifestyle and wellness. Spa-like bathrooms, gyms, saunas or cold plunges, seamless indoor-outdoor living, pools, and private entertaining spaces are all high on the list. Move-in readiness and a calm, intentional design matter more than ever. On the other hand, overly flashy or complicated features — like large theaters or novelty rooms — are becoming less important unless they truly add to daily living. Today's buyers want homes that feel comfortable, effortless, and ready to enjoy from day one.

### Sarah Minardi, Saunders & Associates

This is unique to each tenant on the rental hunt. Do they need a first-floor primary bedroom? Do they require all bedrooms to be on the same floor because they have young children? Is the house comfortable, but doesn't feel like someone else's house? There are many factors at play. But the number one item that is influencing the decision is the price for the time they want to rent. With buyers, they are paying for a finished product. Very turn-key. Renovated, updated, or new homes that are thoughtfully styled and chic are selling the fastest if they are priced well in their price point and location.

### Jake Sinacori, The Corcoran Group

In the Hamptons, I'm observing two key trends driving renters to become buyers. Long-term year-round renters are increasingly motivated to build equity through property ownership, recognizing that accumulated rental payments could instead fund a down payment on a valuable asset. Additionally, seasonal renters — who traditionally lease for a month — are opting to purchase properties they can enjoy while renting them out during other months to help offset carrying costs. Real estate here remains a strong long-term investment, and these clients often realize the benefits of ownership over time.

Buyers are willing to pay a premium for prime locations and newly constructed homes — timeless elements that never go out of style. Personal tastes vary, of course, but features like gourmet chef's kitchens and generous outdoor dining and entertaining spaces are highly sought after, perfect for hosting and making the most of our summer weather. Finished basements with additional bedrooms and ample recreation areas are increasingly expected and add significant value. On a different note, investors are highly driven by location. When the right opportunity for land development comes along, location is always at the top of mind.

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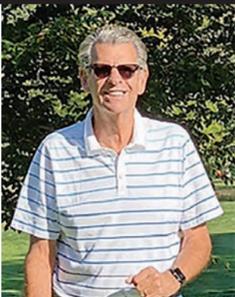
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