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Hamptons Cottages and Gardens

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SUMMER SPLASH!



DEEDS & DON'TS

The Inside Scoop on East End Real Estate

STAYING AFLOAT

AS SEEN IN
HC&G
Hamptons Cottages and Gardens

Riding The Tides
Software mogul Bill Duker (CENTER) with friends Marshall Ames and Stuart Miller aboard Duker's 230-foot Italian-made yacht, *Sybaris*.

LOOKING FOR A LUXURY RESIDENCE on the water? Nothing comes closer than a yacht—particularly the newest breed of superyachts, sleek sanctuaries that can set you back anywhere from \$160 million to \$800 million, far more than the priciest homes in the Hamptons. And that's just the beginning. Summer-season transient dockage fees at the Sag Harbor Marina are \$6 per linear foot per day, meaning the cost of a weekend stay in the Hamptons in, say, your own 150-foot boat will clock in at about \$900 a night.

But even for longtime landlubbers, being on the water is worth it. After selling his two homes in Sag Harbor, American Hotel impresario Ted Conklin bought a 75-foot vintage Trumpy called *America* in 2008 and has been summering at the Sag Harbor Yacht Club ever since, describing the boat as his "floating pied-à-terre" while he runs the show at his hotel. "There are three staterooms, an ample salon, and a foredeck uniquely large for a 75-foot Trumpy houseboat," he says. "It's perfect for charters and entertaining, and in the fall we travel up the Hudson before making our way to Florida for the winter. What could be better than visiting friends up and down the coast and exploring America on a Trumpy?"



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DEEDS & DON'TS

Smooth Sailing

In the summer, American Hotel owner Ted Conklin commutes from Florida to Sag Harbor on *America*, his 75-foot vintage Trumpy.



Although they spend much of the winter at their Palm Beach home, interior designer Kevin Byrne and art dealer Will Ameringer return to the Hamptons each summer on *Ocean Park*, a 35-foot Hinckley motor yacht, which they sail up the Intracoastal every spring and use mostly for cruising due to its relatively diminutive size, opting to overnight in their bungalow at Watchcase with “the salty dogs,” their trio of terriers. But their yacht often doubles as a guesthouse for friends. Inspired by (and named for) Richard Diebenkorn’s “Ocean Park” paintings, the boat features mid-20th-century-modern decor, including an indoor/outdoor Saarinen table from Knoll and “Lilly Pulitzer—print pillows on the banquettes for a little Palm Beach glitz,” says Byrne. “In Sag Harbor, where living space is at a premium, *Ocean Park* is more like an extension of our home.”

Software mogul Bill Duker owns

stunning penthouses in Tribeca and South Beach, but ever since he launched *Sybaris*, a 230-foot sailing ketch custom-made by Italian yacht builder Perini Navi last year, he most often can be found on the open sea. “From Italy, *Sybaris* was brought to Miami for Art Basel, and then we went to Cuba, to the Caymans, and to Antigua,” he says, before returning to the Mediterranean for the Grand Prix and the Cannes Film Festival. And Duker’s not stopping there, with plans in the works for a five-year circumnavigation around the world, beginning in the Hamptons. The journey will likely be a pleasant one. The luxurious interiors, by Miami-based PH Design, won the top award in the Monaco Yacht Show last fall and include artwork by Auguste Rodin, Lynn Chadwick, and Roberto Matta. Along with a 10-person staff and a private chef, “the boat has five bedrooms, a gym, and two tenders,” Duker adds. All this luxury comes at a price, however: “It’s expensive. The annual fees to maintain a boat like this one add up to about 10 percent of the cost of buying it. I like to joke that if people really knew how others live on superyachts, they’d bring back the guillotine.” —*Jean Nayar*



All Aboard (ABOVE AND RIGHT)
Interior designer Kevin Byrne and art dealer Will Ameringer travel to Sag Harbor every summer on their Hinckley yacht.





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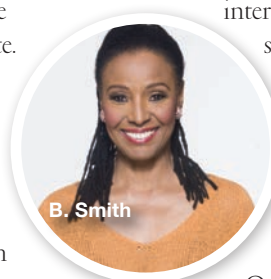
DEEDS & DON'TS



Rising High This Sag Harbor Hills residence set a new record for the area when it sold for \$7.75 million last month.

SAG HARBOR HILLS HEATS UP

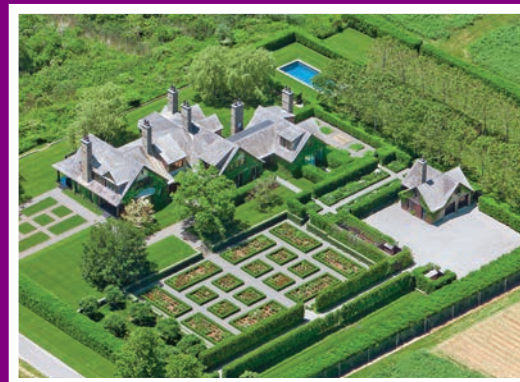
Everyone loves the captains' houses on Sag Harbor's Main Street, but lesser known areas of the village have been gaining attention as of late. Real estate in historic African American enclaves including Sag Harbor Hills, Azurest, and Ninevah Beach—tight-knit neighborhoods that emerged as refuges from racism in the mid-20th century—is beginning to turn over in record numbers. Last month, a 4,000-square-foot contemporary beachfront residence on Sound View Drive became the priciest pad ever sold in Sag Harbor Hills



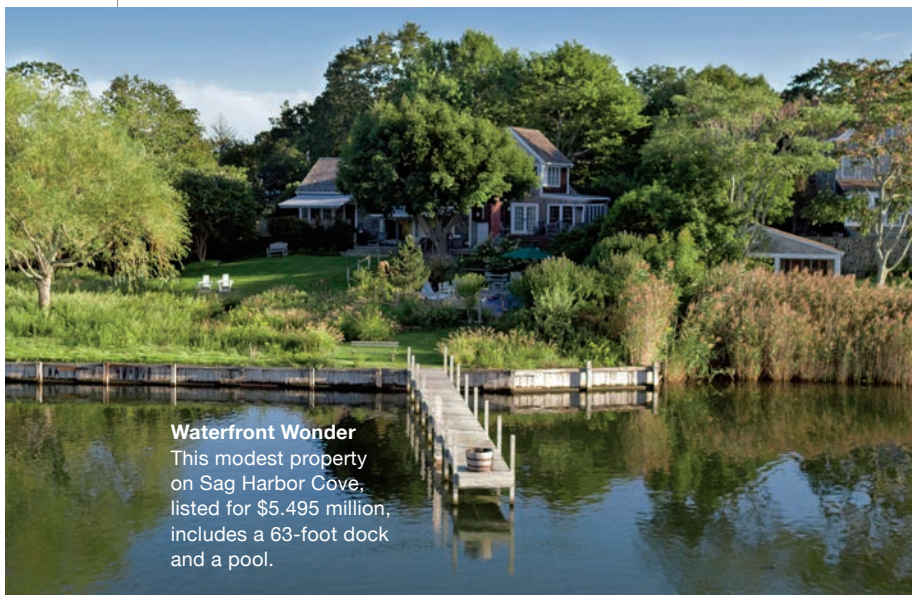
B. Smith

when it closed for \$7.75 million, more than double what waterfront homes in the community have gone for in the past, according to Corcoran Group Real Estate's Joyce Mullins-Jackson, who co-listed the property with the firm's Claudette Dixon for \$8.5 million in January. Built in 1997, the stucco home has "a very interesting design, in that the house and garage both have a barrel shape representing the international symbol for shelter," says Mullins-Jackson. The seller: restaurateur, model, and television host B. Smith, who shot some segments of her show, *B. Smith with Style*, at the residence, occasionally with famous guests such as Oprah Winfrey and Aretha Franklin. Now that the bar has been set higher than ever, Dixon muses, "prices will increase even more here. Buyers won't be able to find a home for less than \$850,000." —Emily Nonko

THIS ISSUE'S BIG DEAL



Craving utter privacy? Listowel, a 12,000-square-foot, five-bedroom residence on Mecox Bay in Water Mill, has virtually no neighbors in sight on picture-perfect Horsemill Lane. Built for a disgraced fashion executive, the \$39 million property is situated on 6.9 acres and features a pool, a dock, and gardens by landscape architect Quincy Hammond, along with the massive shingle-style primary home, designed in 2008 by architect Kathrine McCoy. Bells and whistles include a two-story library, seven fireplaces, marble baths, a separate art studio, and an open-air living area. "It has a uniquely simple aesthetic, with high-quality materials and beautifully planned spaces," says Corcoran Group Real Estate's Tim Davis, who is co-listing the property with his colleague Peter Huffine. "It's perfect for anybody seeking a secluded waterfront hideaway." —Alyssa Bird



Waterfront Wonder
This modest property on Sag Harbor Cove, listed for \$5.495 million, includes a 63-foot dock and a pool.

GOOD THINGS COME IN SMALL PACKAGES

Looking for waterfront property that won't drain the wallet? Think small. Consider a 2,300-square-foot, four-bedroom home on Oyster Shores Road in East Hampton, built in 1992 and listed for \$1.875 million with Martha Gundersen of Brown Harris Stevens. The residence, which overlooks Three Mile Harbor and a scenic reserve and can be expanded with the proper permits, "is a little gem," says Gundersen. "The town is buying property all around the area to keep as protected land." On popular Gerard Drive in Springs, a three-bedroom shingled cottage with 200-degree water views of Gardiners Bay is on the market for \$1.895 million with George Fontanals and Ann Rasmussen of Brown Harris Stevens. And on John Street in Sag Harbor, a rare combination of bulkhead waterfront, a 63-foot dock, and a pool on nearly an acre on Sag Harbor Cove is up for grabs. Listed for \$5.495 million with Corcoran's Mala Sander, the site can accommodate a new 4,000-square-foot home (a 3,400-square-foot, three-bedroom structure is currently in situ). For a few bucks more, the holy grail of East End living—a two-acre oceanfront lot on Dune Road in Quogue—is being marketed as buildable, despite the 1,820-square-foot 1970s cottage that already exists on the property. "You can live there during construction," points out Douglas Elliman Real Estate's Enzo Morabito, who has the \$8.298 million listing. —*Lisa Chamoff*

RENTALS: THE AIRBNB EFFECT

For as long as there have been houses in the Hamptons, there have been summer rentals. But Memorial to Labor Day stays are becoming less common, particularly with the rising popularity of websites such as Airbnb and VRBO, which allow users to tailor their rental periods to as little as a single weekend.

"People who rent in the Hamptons are looking for shorter-term visits," says Sarah Minardi, a broker with Saunders & Associates in East Hampton. "They want just a month, maybe two weeks, versus a longer two- or three-

month time period." Hara Kang, a Douglas Elliman agent in East Hampton, reports that his team typically facilitated more than 150 rentals per summer until 2015, with the numbers dropping to around 50 last year. "I think Airbnb is the main culprit," Kang says, although he's trying to remain optimistic. "We're hoping that it will translate to increased sales in the future, since there are more people renting who might decide to buy later."

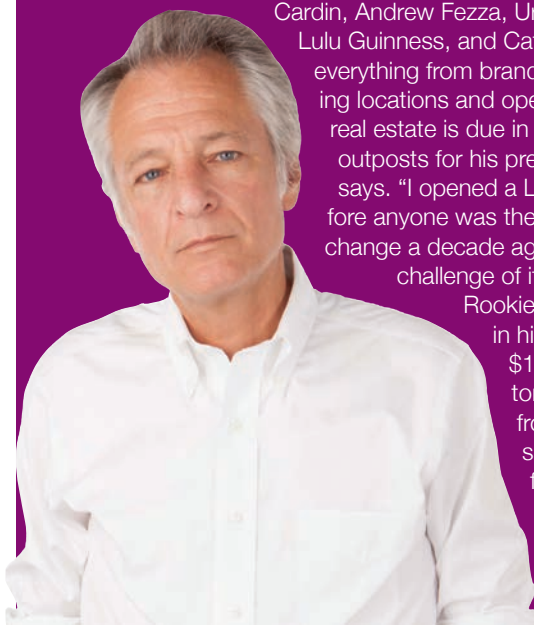
At the end of 2015, in a response to complaints about rental houses essentially functioning as quick-getaway hotels, the Town of East Hampton enacted a registry law that requires a majority of homeowners to fill out an application and secure a registry number to display on their advertisements—making it easier for the town to enforce its existing regulations, in effect since the 1980s. The current code permits only two stays of less than 14 days during a six-month period, with violators facing fines of up to \$30,000 and as much as six months in prison. "It has been a

BEFORE THEY WERE BROKERS: MICHAEL SCHULTZ

"I've always had an aesthetic sense," says Michael Schultz, who worked in fashion merchandising for 30 years before joining Corcoran Group Real Estate in 2007. After studying marketing at the Wharton School, the New York City native

held positions at Campus Sportswear, Pierre Cardin, Andrew Fezza, Urban Outfitters, Lulu Guinness, and Cath Kidston, doing

everything from brand development to choosing manufacturing locations and opening new stores. In fact, Schultz's love of real estate is due in part to his involvement in selecting retail outposts for his previous employers. "I had a knack for it," he says. "I opened a Lulu Guinness shop on Bleecker Street before anyone was there." So when he decided to make a career change a decade ago, real estate was a no-brainer. "I love the challenge of it," adds Schultz, who received Corcoran's Rookie of the Year award after selling 11 houses in his first 12 months and currently holds the \$17.995 million listing for East Hampton's historic Grey Gardens estate (recently reduced from its initial ask by \$2 million). "Everyone said I would be lucky to sell one house that first year, but it was a natural fit. I enjoy working with people, and my business has become an extension of my social life. I've built some great friendships through the industry." —*Alyssa Bird*



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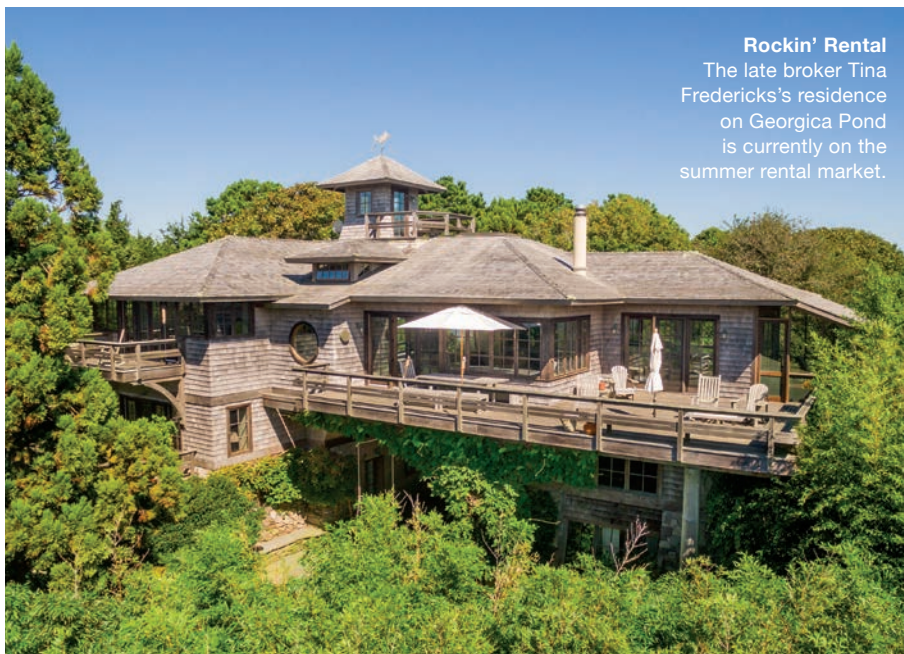
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Rockin' Rental

The late broker Tina Fredericks's residence on Georgica Pond is currently on the summer rental market.

longstanding tradition for members of our community to rent their homes to make ends meet," says East Hampton Town Councilwoman Kathee Burke-Gonzalez. "We have to balance the needs of property owners with the desires of the community to preserve the quality of life in our neighborhoods." Meanwhile, Southampton has a similar registry law

"People who rent in the Hamptons are looking for shorter-term visits"

in place and prohibits stays of fewer than 15 days. But with Airbnb's explosive growth, can the East End's small towns really enforce these laws?

A quick search on Airbnb's website turned up dozens of listings in East Hampton and Southampton that are available for a week or less. "We encourage our hosts to follow local regulations and are open to working with the towns on a sensible policy that permits residents to rent out their homes as they have done for years," says Peter Schottenfels, a spokesman for Airbnb in New York. But the plot thickens. Tenants also face

potential fines if they rent nonregistered properties or violate occupancy rules. So perhaps the safest bet for urbanites seeking a last-minute getaway might just be a hotel. —L. C.

LIVE LIKE A TOP BROKER

After leaving her post as an art director at Condé Nast and founding her eponymous real estate firm in 1971, the late broker Tina Fredericks made a name for herself as one of the most successful agents on the East End. She cemented her reputation after finding Andy Warhol his Montauk home, and later shuttled celebrities like John Lennon and Yoko Ono, Steven Spielberg, Sting, and Jerry Seinfeld to the Hamptons to claim their summertime retreats. Now her own

4,500-square-foot, five-bedroom East Hampton residence overlooking Georgica Pond is on the rental market with Kathy Konzet of Sotheby's International Realty. As of press time, the 2.3-acre property was listed for \$300,000 for Memorial Day through Labor Day, \$130,000 for August through Labor Day, \$110,000 for July, or \$65,000 for June. With multiple decks and large expanses of windows, the home takes full advantage of its lush surroundings and is a fittingly glam pad for an agent who made it big. —E. N.

