

# HCG & G

Hamptons Cottages and Gardens

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# summer spirit



# DEEDS & DON'TS

The Inside Scoop on East End Real Estate



**Outdoor Oases**  
Landscape designers and architects are responding to clients' evolving needs when it comes to outdoor amenities, from garden structures to the beloved pool area, such as this one designed by LaGuardia Design Group.

## NEWFRONTIERS

EAST ENDERS TAKE THEIR ALFRESCO ACTIVITIES VERY SERIOUSLY. And now that more people are living out East full-time (or at least during shoulder seasons), outdoor amenities that respond not just to seasonal needs, but also to year-round use, are in high demand.

"Pools have been a centerpiece of the backyard in the past, but looking out at a covered pool during the winter is not desirable," says architect Nilay Oza of Bridgehampton-based firm Oza Sabbeth Architects. "Now we're moving pools off to the side so the main focus is on scenery that's easy on the eye." Pool design itself is also changing, says Oza. "Negative infinity pool edges have allowed for views of other features, such as the ocean," he explains. "But now we're flipping that around and raising the edge of the pool and adding a waterfall edge to face the house. This not only brings a sense of festivity and pizzazz to the backyard, but it also negates the need for a pool fence, which isn't attractive to look at." The accompanying pool houses have also become multi-season spaces, notes the architect. "For clients with older children, the pool house has become the space for kids

to entertain themselves. They often include multiple levels with ping-pong tables, informal seating such as beanbag chairs, and even green roofs overlooking views, almost like a big-kid treehouse."

Landscape designers are seeing requests for other types of outdoor structures, too—especially greenhouses. "Clients are extending their gardening season with glass structures that can serve multiple uses," says Melissa Reavis of Hollander Design Landscape Architects. "You can start seeds in the spring, but it's also a nice place to enjoy a cocktail on a fall night." Interest in a variety of outdoor structures is beginning to burgeon, concurs Chris LaGuardia, principal of LaGuardia Design Group. "Some are custom built, but many are European prefabricated options that offer a variety of features like operable roof louvers, lights, heat lamps, and drop-down insect screens," he says. "Renson is our go-to brand."

Lastly, the planting strategies themselves are also evolving. "The newest trend in planting design is the use of perennial matrices," says LaGuardia. "This technique was developed by Dutch designer Piet Oudolf and seen on

ANTHONY CRISAFULLI



the High Line in New York City. The scheme uses long-living clump-forming perennials that are embedded in large masses of grasses. The overall effect is of a wildflower meadow that's not only sustainable, but also environmentally friendly and beautiful."

In addition to classic gardens, there's a continued emphasis on the vegetable gardens that rose in popularity during the pandemic, according to landscape architect Ed Hollander. "Residents want the ability to produce and enjoy farm-to-table meals with organic vegetable gardens, berries, and fruit trees," he says. "There are even special gardens designed to allow kids to plant and pick. And of course, a shaded outdoor dining area for enjoying the bounty." Cheers to that! —*Jean Nayar*

## ARTISTS IN RESIDENCE

Sure, the Hamptons is known for its star power, but the East End has also attracted numerous artists over the years—including Jackson Pollock, Willem de Kooning, and Roy Lichtenstein—with its pastoral scenes, breathtaking sunsets, and quality of light. The region continues to draw great talent, and the next generation of creative minds may want to snap up one of these pads brimming with artistic history.

Take the \$3.25 million 1880s shingle-style home at 80 North Main Street in Southampton, which is the former residence of Henry Koehler,

**Light & Bright** Painter and sculptor Jennifer Bartlett once resided at 40 Beach Avenue in Amagansett.



**Artistic Approach**  
80 North Main Street in Southampton is the former home of artist Henry Koehler.

who painted equestrian masterpieces in his upstairs studio. Listed by Michaela and Paulina Keszler of Douglas Elliman Real Estate, the 3,778-square-foot four-bedroom village house features a spacious living room with a woodburning fireplace and a south-facing library. If the ocean is the artist's preferred muse, then the cottage at 40 Beach Avenue in Amagansett might be the perfect fit, offering quick access via a backyard path. Located on just over a quarter of an acre down the block from the Atlantic, the two-bedroom bungalow is the previous home of painter and sculptor Jennifer Bartlett. The \$2.75

million cottage—which also features a loft that can be used as a studio or additional flex space—is listed with Jackie Lowey of Saunders. Also in Amagansett is the former estate of Lucia and Roger Wilcox, who were pivotal figures in the Hamptons art scene during the mid-20th century. The seven-acre property at 403 Abrahams Path, listed by Brian Buckhout of Compass, includes a four-bedroom dwelling and a two-bedroom studio, as well as plenty of land to build a guest house for visiting artists. —*Pamela Brill*

## TRICKS OF THE TRADE

Brokers agree that there's still not enough quality inventory in the Hamptons to meet demand. Prime properties—especially those on the water—are getting snapped up quickly, but other properties are languishing. So what is a seller to do when their house isn't getting any takers?

"Price is more important now than ever," says Tyler Mattson, an agent with Hedgerow Exclusive Properties. "It seems we are entering a

buyer's market, so sellers should be mindful not to overshoot the fair market value. Rely on your broker to identify your competition and be willing to price below that. The market is very efficient, so you will likely get multiple offers that will drive the sale price up." And you only get one chance, so getting the price right from the get-go is critical.

"I know some sellers who have tried to test the waters with an aggressive price, and they received low offers right out of the gate that they wouldn't entertain," continues Mattson. "Fast forward six months, and the showings have dried up and that early 'low' offer starts to look pretty good."





Prior to listing, Noble Black of Douglas Elliman suggests sprucing up the property so it shows in its best light. “You need to be sure your property checks all the boxes,” he says. “Buyers want homes that are as turnkey as possible, so you can do things like giving the home a fresh coat of paint, doing a light remodel, refreshing an outdated space with new surfaces, or installing a new front door.” And don’t forget the small details: Mattson suggests “stepping up the curb appeal by ensuring that grass is cut, plantings are mulched, and the driveway is weed-free. You don’t want a potential buyer to feel like they’re getting a view into how someone else lives, but rather you want them to feel like they could live there themselves.” —*J. N.*

## ANCHORS AWAY

If you’ve ever owned a yacht or know someone who has, you’re aware of the steep expenses that come along with it. In addition to a \$25 million-plus purchase price, there are constant upkeep costs that could make a Wall Street tycoon weep. (Captains, crew, maintenance, and insurance often exceed 15 percent of the purchase price annually.) So how does one avoid doling out check after check? According to Veronica Brown, director of the recently held Newport Charter Show, “The interest in chartering yachts in New England is growing. About forty percent are first timers celebrating birthdays, anniversaries, or a financial windfall.”

**Smooth Sailing** The 116-foot Namastay Yacht features five cabins that can accommodate 10 guests.

“My clients love New England because the close proximity of the ports allows them to delve into the area’s quaint and historic nature,” says Fraser Yachts charter broker Liz Howard. One of the firm’s prime offerings is Chasseur, a 164-foot vessel that accommodates 12 guests in six staterooms for \$260,000 a week. Among the most popular destinations are Newport, the Elisabeth Islands off Massachusetts, Martha’s Vineyard, and Maine.

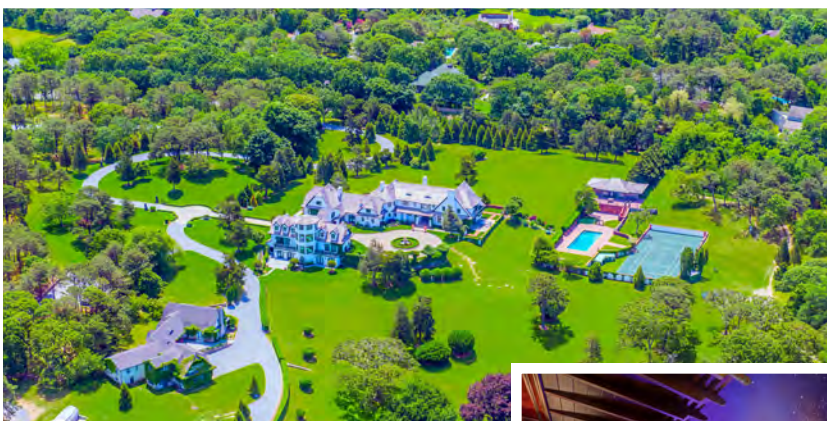
Closer to home, those on the docks or waters near Sag Harbor are often treated to an exceptional display of mega yachts. Some of the world’s most prestigious boats come for the many amenities the Hamptons offers. However, if you are thinking of bringing your charter there, be aware that “New York State has its own set of onerous regulations for charter boats in state waters,” explains Laura Yager, a charter broker for the firm Worth Avenue Yachts.

Worth Avenue Yachts had four boats on the docks at this year’s show. According to Yager, “A 150-foot yacht is often considered ideal due to its ample space, sizeable crew, and lots of water toys. However, for people who want something a bit more intimate we also offer some under



100 feet.” The 87-foot Hoya Saxa, for example, features four cabins for a total of 8 guests at a rate of \$55,000 a week. A larger yacht, such as the 116-foot Namastay, contains five cabins for 10 guests and costs \$77,000 a week.” In addition, the customer pays a fee known as an Advance Provisioning Allowance (APA), which covers costs like fuel, food, and gratuities.

There are lots of regulations within the maritime industry to watch out for, so doing your homework in advance is key. And when you do decide to embark on a charter, you’ll need to choose your guests wisely: “Regulations typically allow for only 12 guests plus crew,” notes Yager. In the end, though, chartering yachts is one of life’s great joys—especially because when the fun is over, there are no lingering responsibilities at the end of the gangplank! —*Jonathan Russo*



## THIS ISSUE'S BIG DEAL

Architecture buffs, rejoice! A 30-acre Shinnecock Hills estate conceived by a pair of famed designers has come on the market for the first time in decades. Located at 409/369 Montauk Highway, the \$29.95 million listing—represented by Christina Galesi of Sotheby’s International Realty—contains two parcels: A 14.68-acre lot with a 12,600-square-foot residence designed by architect Grosvenor Atterbury, a carriage house, a greenhouse, a pool, a pool house, and a tennis court; and a 15.18-acre wooded parcel. And for buyers looking to create a true compound, both plots feature subdivision possibilities. The 12-bedroom house itself contains a luxurious primary suite with a sauna, a separate guest wing connected via a portico, an elevator, and a movie theater, as well as a separate two-bedroom apartment. Frederick Law Olmsted’s park-like grounds include a jogging-trail around the perimeter of the property. With so much space to spread out, one might be tempted to never even leave the estate. —*Alyssa Bird*

THIS ISSUE'S BIG DEAL: (CLOCKWISE FROM TOP) BRUNO SCHRECK FOR SOTHEBY'S INTERNATIONAL REALTY. CHRIS FOSTER FOR SOTHEBY'S INTERNATIONAL REALTY