

# HCG & G

Hamptons Cottages and Gardens

COTTAGESGARDENS.COM | AUGUST 1, 2018



# SUMMER ENTERTAINING





# DEEDS & DON'TS

The Inside Scoop on East End Real Estate

## NOT YOUR FATHER'S

AS SEEN IN  
**HC&G**  
Hamptons Cottages and Gardens

## BARBECUE

**OUTDOOR KITCHENS ARE TAKING OVER THE HAMPTONS**

The days of the simple backyard grill are nearly burnt to a crisp. Multifaceted outdoor kitchens—many incorporating refrigerators, sinks, and storage that not only complement their indoor counterparts, but sometimes rival them—are the new normal. “At a certain price point, an outdoor kitchen is a staple in new-construction homes,” says Danielle Lohr, a real estate agent at Saunders & Associates. “It’s a must-have toy, almost like media rooms were a few years ago.” Take the kitchen pavilion at 494 Hedges Lane in Sagaponack, a \$23.5 million residence that Lohr is marketing with the firm’s Terry Cohen. Developed by Michael Davis Design & Construction and slated for completion this fall, the property

features a 170-square-foot covered space at the end of the pool that contains a beverage refrigerator, a sink, an ice maker, and bar seating, in addition to a grill and cooktop that are located closer to the house. “Since people are entertaining outdoors so frequently, they want more bells and whistles,” says Davis project manager Amy Werfel, who often gets requests for items such as rotisseries, warming drawers, and dual grills.

Like indoor kitchens, sleek outdoor kitchens have also become the heart of exterior entertaining spaces. “We’re seeing a younger, family-oriented crowd investing in the Hamptons, and they’re driving the trend toward concrete or honed-stone countertops and marine-grade stainless-





**Get Cooking** (ABOVE) An outdoor kitchen by Thomas Elliot & Co. (RIGHT) Trendy perks include beverage refrigerators and pizza ovens.

steel cabinetry that complements a house's interiors," says Matthew Palermo, founder of Thomas Elliot & Co., a Southampton- and Bellport-based landscape architecture and garden design firm. "The newest outdoor kitchens, influenced by the foodie craze and the farm-to-table movement, often include extras like pizza ovens, Japanese-style hot plates, or flat-top griddles like you'd find in a diner." Separate islands with bar sinks and dishwashers are popular, too, he adds. "Exterior entertaining spaces are now being used to host everything from casual parties for family and friends to \$50,000 charity events. They've become a central focus of the home." —*Jean Nayar*

## EL TENEDOR DEL NORTE

There's a new winemaker in town: The family behind the Mexican label Rivero González, who have run a winery in the Coahuila region since 1998, scooped up Riverhead's Martha Clara Vineyards for \$15 million this spring. The 205-acre property, first placed on the market in 2014 for \$25 million, features 17 structures, including a tasting

room, nine barns, and a manor house. Looking to expand to the U.S., the Rivero González brand, known for its highly unconventional white Cabernet Sauvignon, considered places like Washington State before landing on the North Fork. "This region has great possibilities," says CEO Maria Rivero González, who's already settling into the new North Fork digs with winemaker Lilia Pérez and oenologist Francisco Mejía. "The previous owner pulled up 20 acres of vines before we bought it, so we'll be planting some different varieties. I'm excited about Viognier, Sauvignon Blanc, Pinot Noir, and Cabernet Franc, which I think are perfect for this terroir."

Rivero González has quite a long wish list for the future, including a greenhouse, horses, a B&B, a restaurant, a gourmet shop, and a luxury housing component. But all of that will have to wait, she says, since "the very first thing on the agenda is building an on-site winery." (Martha Clara used Russell Hearn's Premium Wine Group to make its wines.) "Having our own facility gives us more control over the winemaking process and allows us the ability to experiment." —*Baroness Sberi de Borcgrave*

## GURNEY'S DIVES DEEPER

The team behind Gurney's Montauk Resort & Seawater Spa is plunging further into the East End real estate game with its recent acquisition of the Montauk Yacht Club Resort & Marina. In 2016, George Filopoulos of Metrovest Equities and BLDG Management's Lloyd Goldman, who have owned Gurney's for five years, transformed the former Panoramic View beach resort into the Residences at Gurney's, a posh collection of 18 units with beach cabanas, six more of which will debut later this year. Now they've set their sights on the yacht club, where the main draw, says Filopoulos, is a 232-slip, six-dock marina—the largest in the Hamptons. (The partners also own a Gurney's branch located 35 nautical miles away in Newport, Rhode Island, to which many of their Montauk patrons travel by boat.)

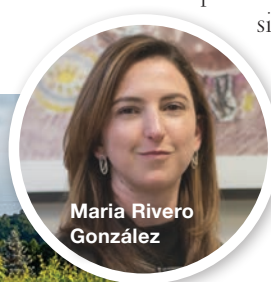
The newly rechristened Gurney's Montauk Yacht Club & Resort will close after Labor Day and is expected

## BEFORE THEY WERE BROKERS: Jackie Lowey

Making the jump from deputy director of the National Park Service to Saunders & Associates real estate agent couldn't have been smoother for Jackie Lowey. "I had already been using many of the skills required in real estate," she recalls. "Customer service, marketing, integrity, and the ability to put together a deal." A Queens native who graduated from Swarthmore College in 1986, Lowey worked in a variety of local, state, and federal governmental offices before joining the National Park Service in 1997. In 2000, she got married and moved to the Hamptons, where she continued to do contract work for the agency as well as other clients, including the National Park Foundation, the Wounded Warrior Project, and Concerned

Citizens of Montauk. Since joining Saunders two years ago, she has especially enjoyed marketing historic properties, such as a sea captain's house that was rumored to have been a stop on the Underground Railroad and a Sag Harbor home where Langston Hughes wrote poetry in the backyard. "Learning about the history of this area captivates me," she says. "The Hamptons is such a special spot."

—*Alyssa Bird*



Maria Rivero González

