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Hamptons Cottages and Gardens

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**DIVE INTO
SUMMER!**



DEEDS & DON'TS

The Inside Scoop on East End Real Estate



BROADCAST NEWS

SOME OF TELEVISION'S HOTTEST HOSTS and political commentators have been itching to make a move—literally. Bravo golden boy and new dad Andy Cohen has plunked down nearly \$6 million for a vacant .56-acre waterfront parcel on Marine Boulevard in the Amagansett Dunes, just down the road from his gal pal Sarah Jessica Parker. No word yet on whether his Sag Harbor pad will be selling to a Hamptons housewife

Stirring Up Attention Notable television and political personalities have been making waves in the world of Hamptons real estate lately.

anytime soon. In Southampton Village, CNN anchor Chris Cuomo and his wife, editor Cristina Cuomo, are in contract to sell their 3,000-square-foot five-bedroom shingle-style home (listed for \$2.9 million with father-and-son duo Harald and Bruce Grant of Sotheby's International Realty), and in nearby Water Mill, former White House communications director Anthony Scaramucci is trying to sell his never-lived-in Joe Farrell-built house. After putting the digs on the market in January, the Mooch has discounted the eight-bedroom by \$255,000 to \$9495 million, with Mark Baron of Saunders & Associates.

CLOCKWISE FROM FAR LEFT: KATHY HUTCHINS; RON ADAR (2); MARK REINSTEIN; ALBERT H. TECH/ALL SHUTTERSTOCK.COM



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DEEDS & DON'TS



SELL, SELL, SELL!

These ain't no ordinary open houses. In March, Douglas Elliman agents Michael Daly and Matthew Spratford partnered with the Neo-Political Cowgirls, a nonprofit dance theater company founded by actor, director, and choreographer Kate Mueth in 2007, to bring an immersive theatrical performance to a 12,600-square-foot six-bedroom residence overlooking Northwest Harbor in East Hampton's Grace Estates. Featuring a cast of local Hamptons and New York City actors and set to music, the ticketed event was based on the theme of "publicly watching the private" and included drinks and appetizers. On the market for \$9.995 million, the house is currently awaiting its final act.

Prior to selling her 1910 shingle-style residence at 18 Cranberry Lane in Amagansett's Devon Colony last year for \$8.75 million, painter Lucy Cookson, a great-granddaughter of one of the enclave's founders, decided to host an informal art show in tandem with an open house. Listing broker John Scott Thomas of Halstead, who had previously held several other open houses, believes that the art component helped "increase the property's visibility among a wider audience. Not all the

guests there were necessarily looking to buy, but they might have known someone who was." The five-acre bayfront spread, which includes a 5,000-square-foot house, a guest cottage, a studio, a tennis court, and a pool, was originally priced at \$13 million in 2014.

Design firm Heiberg Cummings has tapped local artist Beth O'Donnell to install works in several of its Hamptons renovations, including an 1,850-square-foot four-bedroom in Sag Harbor that just went into contract (the ask was \$2.795 million). "Art makes a residence feel more lived-in and authentic than a typical staged house," says Saunders's Stacey Cohen, the listing broker. "It adds tremendous value when selling a property." Cohen had also invited design editors and bloggers to a friends-and-family launch event in order to generate buzz around the project.

Even *HC&G* has gotten in on the act. The magazine sponsored an open house at 20 Hook Pond Lane in East Hampton last year (the seven-bedroom home is still listed for \$14.995 million with Charlie Esposito and Debbie



Spin Control Creative marketing plans have been put in place to sell homes in the Grace Estates (ABOVE) and the Devon Colony (RIGHT).

TOP TO BOTTOM: COURTESY OF DOUGLAS ELLIMAN REAL ESTATE; COURTESY OF HALSTEAD

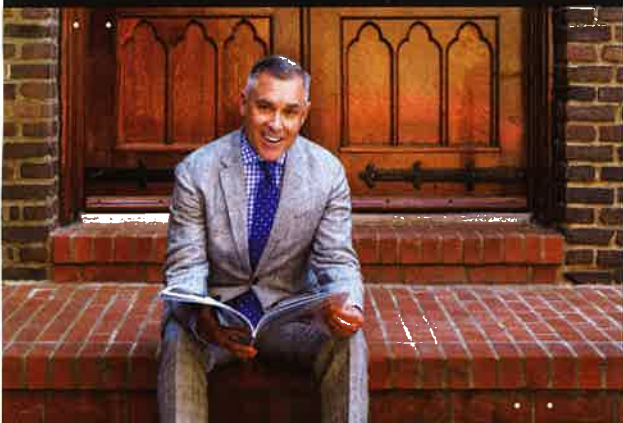


Pristine Pied-a-Terre.

No detail was overlooked during this pristine renovation. Custom built-ins and deco-inspired mouldings enhance the 10' ceilings and wood-burning fireplace of this jewel box. The efficient kitchen features both Subzero and Miele appliances, white lacquered cabinets, and marble floor. The spa-like tiled bathroom, with oversized stall shower, is luxuriously understated. The bedroom has an entire wall of floor to ceiling storage/closets. Pristine and perfect, either as a primary residence or pied-a-terre.

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Brenneman of Corcoran), as well as a spring 2019 luncheon and house tour at Istdibs founder Michael Bruno's Grosvenor Atterbury-designed estate in Southampton, priced at \$12.95 million (or \$26 million when completed using architect Arthur Fraser's renovation plans). "A media sponsor gets the word

out to the marketplace and delivers a targeted, fine-tuned audience," says Corcoran's Tim Davis, who holds the Bruno listing. "And it didn't hurt that we had delicious food and tasty libations, too!" As this issue went to press, the property was in contract with developer David Walentas. —A. B.

1880s:
Real estate developer Arthur Benson enlists architecture firm McKim, Mead & White to design a collection of summer cottages (now known as the Seven Sisters) for his friends and himself as part of the Montauk Association. This 3,800-square-foot four-bedroom shingle-style residence, located at 153 Deforest Road, was built for author William Loring Andrews, the Metropolitan Museum of Art's first librarian and founding member of Manhattan's bibliophilic Grolier Club.

Early- to mid-1900s:
The oceanfront spread changes hands for an undisclosed price.

1959:
The home sells for **\$12,000.**

1976:
The Montauk Association District is listed on the National Register of Historic Places.

1981:
Roberta Gosman Donovan, the face of her family's Montauk restaurant, Gosman's Dock, snaps up the pad for **\$315,000** after a deal with model Carol Alt falls through. Mick Jagger's ex-wife, human rights advocate Bianca Jagger, later rents the home.

1992:
Donovan commissions architect Francis Fleetwood to renovate the residence.

2012:
Film and television producer David Zander pays **\$6.995 million** for the property.

2016:
After renovating the third floor, Zander places the house on the market for **\$18.5 million** with Douglas Elliman Real Estate.

2017-present:
Sotheby's International Realty agents Rylan Jacka and Mark Webb take over the listing and lower the price to **\$14.995 million.**

REAL ESTATE ROUND ROBIN
It all comes full circle

Bianca Jagger

Gosman's Dock

Francis Fleetwood

—R. B.

JAGGER: FEATUREFLASH PHOTO AGENCY/SHUTTERSTOCK.COM; FLEETWOOD: MICHAEL SHAVEL

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