

REAL ESTATE

LUXURY LIVING

Durable, tropical hardwood perfect for all weather conditions

By Gretchen A. Peck

Teak is a tropical variety of hardwood that's often thought of as the substrate for boat decking or floors and ceilings of great big front porches on the fronts of iconic New England shore homes. It's more resistant to water than other hardwoods, so it's perfect for the weather conditions along the shore or at sea. Beyond those classic applications, teak may be used for any number of outdoor and indoor designs.

"Teak is a particularly good choice for flooring because of its durability and water resistance. That's why it's actually used for outdoor furniture and for boat building," Bill Andruss said.

Andruss is a Realtor with Sotheby's International Realty and the co-listing broker for 521 Round Hill Road, Round Hill Manor — one of Greenwich's famed "Great Estates." Andruss' Sotheby's colleagues, Leslie McElwreath and Joseph Barbieri are serving as representatives for the seller, as well.

"Teak has a nice tight grain and is actually quite durable even if it isn't treated with a varnish," he added.

There are three stunning examples of interior spaces at 521 Round Hill Road, where teak flooring elevates the décor. The home's expansive formal living room — 42 by 25-feet — has wide-plank teak floors. They carry into the library, as well.

"The upstairs gallery hall also has a unique herringbone-pattern teak floor," Andruss said. "There's a certain aesthetic to teak that, because of the thickness of the fibers, it is easier to cut and craft or sculpt into various forms, like the herringbone pattern on the second floor.

"Also it doesn't look like other woods that have more obvious grains and, in some cases, knots. Teak floors wear extremely well," Andruss surmised.

Round Hill Manor presides over 40.26 acres. The English manor affords 17,603 square feet of living space with nine bedrooms, a chef's kitchen, 11 fireplaces and state-of-



Sotheby's International Realty

Above: Teak flooring further beautifies the elegant formal living room at Round Hill Manor. One of the English manor's 11 fireplaces anchors this space. The property is listed for \$39.9 million. Below: Turkish teak gave the library at 8 Cathlow Drive a rich color, durable surfaces and a nautical flair. The Riverside estate is listed for \$4.95 million.

the-art systems. The property is listed by Sotheby's International Realty for \$39.9 million.

A nod to nautical

"The homeowners of 8 Cathlow Drive chose teak for their library, because they wanted to add a rich, nautical nod to this unique, circular room," according to Cynthia De Riemer of Coldwell Banker. She listed the property for \$4.95 million.

"They love the color and how it gleams in the sunlight," she said of the home's library. "This room was designed for their children's use, so durability was a consideration, too. Teak is particularly resilient. This particular teak was reclaimed from an antique yacht."

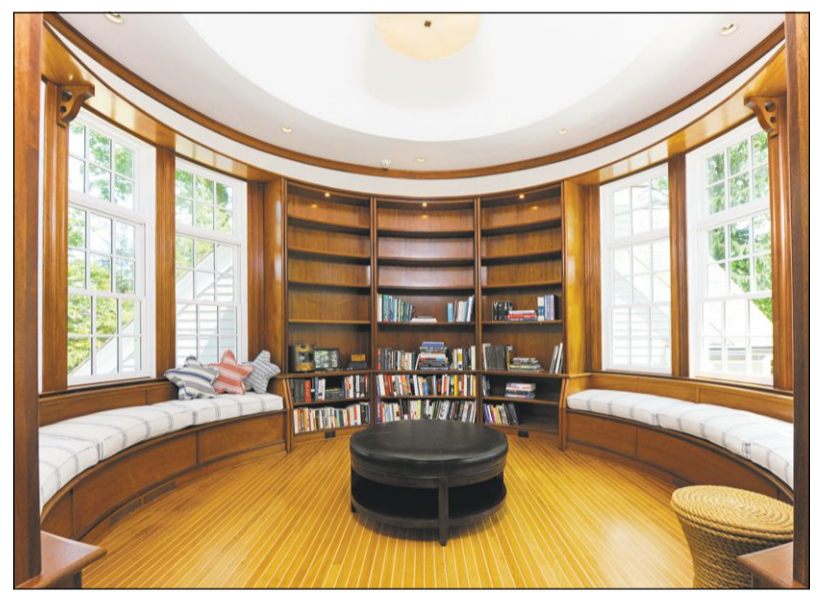
The library is one of 13 rooms comprising the 6,379-square-foot main residence with a guesthouse, heated pool and cabana, gardens

and garaging for five cars — on 1.97 acres in Riverside.

A touch of teak

The stone-and-shingle colonial at 32 Pecksland Road made its debut in 1929 and today resides on 3.82 acres. This estate is listed for \$5.9 million by Debby Gardiner of Houlihan Lawrence, and it comprises an eight-bedroom home with a four-car garage and a two-bedroom apartment over it.

Here, teak was chosen as a design element in the home's kitchen. It opens directly to both the family room and the dining room, and the homeowner reportedly wanted to have a soft and warm transition between the kitchen's work space and those adjacent rooms. While those workspaces are accented by granite countertops, teak provides the surface for a raised, tiered counter at the center island.



Coldwell Banker

"The teak in this kitchen has an oil-rubbed finish," the homeowner noted. "This was chosen for rich-

ness and food safety." For continuity, teak is carried through to the counters in the home's pantry.

AGENT PROFILE *Greg D'Agostino*

Multi-market straight talker

Greg D'Agostino's clients know him to be a straight talker and results driven. He's a sales associate with the Old Greenwich office of William Raveis Real Estate.

He works with clients across Fairfield County and beyond, including New York City and Naples and Palm Beach, Fla.

He studied English literature and philosophy at Fordham University, where he earned a Bachelor of Arts degree.

For more than 25 years, he worked in the wine industry, and built and managed sales teams across the New York metropolitan area, and throughout New England and Florida.

D'Agostino leverages a combination of creative marketing, networking and technology to draw attention to his clients' real estate listings.

He maintains a number of strategic professional affiliations. He's a member of the Greenwich Association of Realtors, Greenwich Multiple Listing Service (MLS), Westchester MLS, Connecticut MLS, Darien MLS and the National Association of Realtors.

He also has the perspective of real estate trends and markets outside of Greenwich and greater Fairfield County.

He grew up in Rye and Bronxville and later lived in Manhattan. His parents have settled near Palm Beach, Fla., and he's learned the nuances of the real estate market there while also building a wine distribution network in the state.

D'Agostino has lived in Darien for more



Business: William Raveis Real Estate

Lives: Darien

Works: Old Greenwich

Expertise: Effective communication and negotiation skills

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than 13 years, with his wife, Vicki, and their two sons.

For more than four decades, his family has owned property at Stratton Mountain in Vermont, and he continues to be an avid skier.

AGENT PROFILE *Laurie Meyer*

Agent has integrity, empathy

Laurie Meyer promises "real estate with integrity and empathy."

Meyer is a recent addition to the Realtor roster at the Greenwich office of Sotheby's International Realty. Prior to Sotheby's, Meyer was associated with Halstead Property for many years.

"My recent move to Sotheby's will enable me to work with other Sotheby's agents worldwide," Meyer said. "Our on-site marketing team is fully equipped to accommodate clients' needs in a timely manner. They fully understand the Greenwich market and the unique needs that come with it."

Prior to her work in real estate, Meyer earned a Bachelor's Degree in economics from Villanova University. She worked on Wall Street as a trader in government and mortgage backed securities. The experience provided her with a special perspective of markets and valuation. She prides herself being able to analyze the market and comparable homes, and on helping her clients effectively price their properties.

"Sometimes as agents we are asked, 'What makes you stand apart from other agents?' My philosophy is to make a house shine the minute it hits the market, to create a wow factor," Meyer said. "One little tool I've started using is quick video to highlight a special or unique feature to a home. This can be marketed on social media, with instant feedback."

In addition to residential and luxury properties, Meyer has particular expertise with investment properties and short sales, as well. She is committed to her own professional development, which ultimately benefits the buyers and sellers with whom she works.

"The real estate industry is governed by



Business: Sotheby's International Realty

Lives: Old Greenwich

Works: Greenwich

Expertise: Market analysis and pricing; digital and social media marketing

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many rules and regulations," she explained. "Keeping up to date with the newest training and technology tools allows me to better serve my clients."

Meyer has four children, who have participated in recreational, educational and competitive sports programs, providing her with insight into Greenwich's public and private schools. When she's not working, she enjoys cooking, running, paddle boarding and spending time with her children.

THE LIST *Highest for sale*

Address	Price
521 Round Hill Road	\$39.9 million
404 Taconic Road	\$39 million
602 Indian Field Road (Parcel A)	\$29.5 million
110 Clapboard Ridge	\$29.5 million
25 Lower Cross Road	\$29 million
124 Old Mill Road	\$25.75 million
32 Chateau Ridge Drive	\$25 million
9 Sabine Farm Road	\$20 million
163 Pear Tree Point Road	\$18.9 million
75 Byram Shore Road	\$18.8 million

Source: MLS

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