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Hamptons Cottages and Gardens

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**SUMMER
SIZZLE!**



DEEDS & DON'TS

THE INSIDE SCOOP ON REGIONAL REAL ESTATE



CELEB SHUFFLE

A NUMBER OF FAMOUS FACES ARE CUING THE CLOSING credits on their current homes and clearing the stage for their next act. Late-night television host Jimmy Fallon is parting ways with his 4,950-square-foot six-bedroom penthouse at the famed 1883 co-op 34 Gramercy Park East. Offered for \$15 million through Debbie Korb and Jeremy Stein of Sotheby's International Realty, the triplex comprises four units merged together over nearly two decades. (Fallon

Star Wattage Julianne Moore, Candice Bergen, and Jimmy Fallon have all recently listed or sold their longtime abodes, among them Moore's humble cottage on Montauk's Fort Pond.

purchased the first for \$850,000 in 2002, when he was still a bachelor.) During this time, Fallon and his wife, film producer Nancy Juvonen, have put a playful spin on the interiors, including a rustic entertaining space dubbed the "saloon room," complete with a vintage back bar and a gas fireplace. Former Beastie Boy Adam Horowitz is also pursuing next steps, listing his 2,200-square-foot three-bedroom Chelsea co-op for \$3.15 million with Coleman Real Estate Group's Matthew Coleman. Horowitz and his wife, singer Kathleen Hanna, purchased the loft for \$2.95 million in 2013. In Greenwich Village, model Hilary Rhoda and former NHL

MOORE: PHIL STAFFORD; BERGEN: EVERETT COLLECTION; AND FALLON: DEBBY WONG. ALL COURTESY OF SHUTTERSTOCK.COM

player Sean Avery have listed their freshly renovated 1,814-square-foot two-bedroom duplex for \$2.675 million with the Corcoran Group's Steve Gold and Viktoria Wiberg, while things are looking pretty good for colleague and fellow model Erin Wasson, who just unloaded a one-bedroom Lower East Side penthouse most recently priced at \$2.65 million with Jonathan Wolfe of Brown Harris Stevens.

On Long Island's East End, actress Candice Bergen (a successful model herself, back in the day) has found a buyer for her residence on Lily Pond Lane. The latest ask on the 4,500-square-foot six-bedroom, represented by Compass's Ed Petrie and Charles Forsman, was \$17 million. Los Angeles-based interior designer Waldo Fernandez, who has decorated for celebrities including Brad Pitt, Will Smith, and Elizabeth Taylor, is also bidding adieu to his East Hampton property, a 6,000-square-foot contemporary abode featuring a skybridge that leads to music, massage, and media rooms, in addition to a



Sitting Pretty Model Hilary Rhoda and her husband, former NHL star Sean Avery, are listing their sleek Greenwich Village two-bedroom duplex for \$2.675 million.



Hilary Rhoda
Model

lotus-filled pond and infinity pool. The \$6.995 million property is on the market with Jack Pearson of the CeeJack team at Compass.

But a "sold" sign will never look sweeter than it did for actress Julianne Moore and her director husband, Bart Freundlich,

who abandoned their 1,000-square-foot 1940 cottage in Montauk and fled to a gated mansion last year after finding a drunken stranger passed out on their sofa. The modest digs on Fort Pond had been on the market with Theresa Eurell of Saunders & Associates for \$2.85 million. —*Alyssa Bird*



BEFORE THEY WERE BROKERS: MARILYN CLARK

Sotheby's International Realty's Marilyn Clark was sweet 16 when she got her first modeling gig at *Seventeen*, a job that launched a decade's worth of photo shoots for *British Vogue*, *French Elle*, *Glamour*, *Mademoiselle*, and *French Marie Claire*. But in 1999, after living in Italy and Spain for 10 years, getting married, and having two daughters, she felt the urge to return to her native East End. "I never thought that I'd end up in sales," reflects Clark, "but it makes perfect sense. As a model, I got used to being around new people every day, and real estate requires knowing how to handle different personalities and needs. The profession also comes with stress and competition, but closing a deal and making a client happy is such a wonderful experience." —*A. B.*



RHODA: DEBBY WONG/SHUTTERSTOCK.COM; INTERIOR: THE CORCORAN GROUP

MARKET MANIA

A year ago last spring, when city dwellers fled to more hospitable environs as the COVID-19 crisis unfolded, the Hamptons and New York's suburbs boomed. By December 2020, new signed contracts in the Hamptons had risen year-over-year for seven straight months, with the most activity between \$2 million and \$10 million, according to appraisal firm Miller Samuel, which also notes that the median sale price of \$58 million reflected an increase of 657 percent from the third quarter of 2019 to the same time last year. "The market has far surpassed expectations and continues to be very active," says Yorgos Tsiibiridis, a broker at Douglas Elliman's East Hampton office.

According to a 2020 fourth-quarter report by real estate firm Houlihan Lawrence, year-over-year sales also surged in Westchester, Putnam, and Dutchess counties, where all luxury markets generated triple-digit gains: Sales of \$1 million-plus properties in Putnam and Dutchess counties increased 450 percent, while sales of \$2 million-plus homes rose 145

percent in Westchester. "When the governor allowed businesses to reopen last June, boom! There was so much pent-up demand from buyers that homes languishing on the market

"When the governor allowed businesses to reopen last June, boom! There was so much pent-up demand from buyers that homes languishing on the market for two years sold immediately"

for two years sold immediately," says Houlihan Lawrence broker Linda Finn, who received eight offers on a Bedford listing that closed for \$1.165 million—nearly 33 percent over its \$875,000 ask—in December.

Despite the spring exodus, the news wasn't all bad for New York City, as sales and prices began to pick up by the end of the year. "New development led the market," reports Sotheby's International Realty broker Nikki Field. "Our investors came in early, fast, and low. They recognized that the city was on sale and took advantage of the best buyer's market since 2009." But the days of "COVID discounts" might be ending, as first-quarter 2021 reports affirm that sales continue to rise. According to Miller Samuel, the number of sales in Manhattan increased 28.7 percent from the fourth quarter of 2020 to the first quarter of 2021. The number of signed contracts for Manhattan condos between \$5 million and \$999 million was 740 percent higher this March compared with the same time last year, and a staggering 2,800 percent for condos between \$4 million and \$4.99 million. Brooklyn also saw a big bounce within that period, with signed contracts for condos between \$1 million and \$1.99 million skyrocketing 1,300 percent, and condos

between \$2 million and \$3.99 million jumping 1,000 percent. —*Jean Najar*

ESTATE DEPARTMENT

Real estate isn't the only business that's going gangbusters: Estate-sale firms are raking it in as homes briskly change hands. "Many of my clients are relocating to South Florida," says Yasemin O'Neill, who has operated Southampton-based Estate Sales by Yasemin for 15 years. "And my customers from Europe who aren't returning to their Hamptons homes are looking to sell their things." O'Neill's business was up 75 percent in 2020 compared with the prior year, increasing from one or two sales a month to a whopping three sales per weekend. And her shoppers are serious: E-mail blasts alert her 4,500 regular customers to upcoming sales, where 60 to 80 early birds typically wait for the doors to open. "We used to have leftover items after a sale, but lately we've been completely selling out," says

O'Neill, who charges a flat fee of \$3,500 for her services, which include sorting and organizing merchandise, setting prices, advertising, and operating the sale.

During the pandemic's height, Abigail Cane of East Hampton's 12-year-old White Goose Estate Sales, who takes on an average of 55 clients a year, enticed reticent in-person shoppers via the online platform



Auction Ninja, and Kristen Hanyo, the owner of Southampton's Privet Estate Sales, opened a warehouse in Quogue to accommodate shoppers who can't get enough of the Saturday morning hunt. And anything goes: During a recent teardown sale at Southampton's Murray Place estate, buyers walked away with fish right

out of the koi pond. "Some people even buy cleaning products," O'Neill comments. "Nothing is off-limits." —*Pamela Brill*

Shoppers' Paradise High turnover in the sales market has led to booming business for estate-sale companies.

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