

VOLUME X / ISSUE 6 / JUNE 2022

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On the cover: Adam Miller and Denise Schoen of the Adam Miller Group  
Credit: Jill Fleming

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## REAL ESTATE ROUNDTABLE

# The Art of Entertaining Outdoors



**T**he official start to the summer season is just days away. Fire up the barbecue, put the rosé on ice, turn up the music and head outdoors for a summer fiesta. Top East End agents are no strangers to luxurious parties — whether attending or hosting. We asked for tips for hosting al fresco dinners and poolside cocktail parties at homes in the Hamptons or on the North Fork this summer. What are the perfect ingredients for a successful backyard bash?

### Judi Desiderio TOWN & COUNTRY

My husband and I are big foodies, plus he fishes and I garden so this is truly our favorite season for entertaining. We live on the water, so Mother Nature provides the backdrop and sometimes the entertainment, too. Our family and friends have come to expect great food and wine, great music and lots of fun. They can play in the pool or paddle board out back while we prepare the feast. We plan ahead — that's important. We stay with what's in season — meats, fish and produce. We shop local for everything possible from cheeses to breads, pasta, sausage and more. The local farmers markets are great sources and of course we have our favorites like the Seafood Shop, Carissa's, Villa Italian Specialties, Candyman, Wesnofske Farms, Cavaniola's, Iacono, and Wölffer, but I've been known to travel to Oceanside for Pastosa's ravioli and prosciutto bread. Obviously, with that on our to-do list, we really need to plan ahead and start shopping in advance. A very important component is the staff; in order for any host to enjoy themselves, assistance is a must! Also, when entertaining outdoors always have seating in the shade as well as the sun, and keep indoors available.



### Amelia Doggwiler BROWN HARRIS STEVENS

To guarantee that everyone leaves with good memories of a great night, I have some fun guidelines when hosting a summer party. Have a theme/title for the party - it's always more fun and makes it special. A color theme will work or choose a region in the world. Design invitations based on the theme; paperless email invitations work wonderfully. Have at least an hour for cocktail time before dinner time so your guests can arrive and mingle. Have a nice and knowledgeable bartender and offer a special summer signature drink, named specifically for your party theme. Decorate the tables with fresh flowers, along with summer votives to add the perfect glow to the evening. And my favorite part that any great party must-have is a wonderful DJ who can serenade the guests with lounge music during cocktail and dinner time until it is time to change the mood and hit the dance floor! Remember, the food is important but what your guests will remember more are the warmth and the good times they spent at your party.



**Sheri Winter Parker**  
THE CORCORAN GROUP

When planning a party, the music and lighting truly set the mood. Smooth, light music and dramatic hanging lanterns or a myriad of candles (placed safely!) can really create a relaxed, mellow vibe. For décor, sculptural branches are a great way to make a space look elegant and flowers provide a pleasing pop of color. In addition, serving libations from fun, fabulous vintage coupe or cocktail glasses can be a real showstopper, and using antique or unusual dishes and flatware will add some whimsy. Make it fun! In terms of what to serve, you can never go wrong with finger foods, and a raw bar is typically a hit at a waterside soirée. As for beverages, I like to offer white wine and rosé at my parties, everybody likes them, and I don't have to worry about red wine stains on my outdoor furniture. A fun twist is to create wine slushies with a margarita machine. Trust me, guests always love them. Finally, my most important advice is to be well-stocked with food, alcohol, and ice. These three components — along with fun people of course — are the key ingredients for a successful summer event!



**Cindy Scholz**  
COMPASS

The Hamptons are designed for hosting, and curating an appropriate guest list is the key to a successful event. For each guest I invite, I make sure there is at least one new connection they will find meaningful. After the party, I follow up with all the guests to make sure they can keep the connection going. We have also enjoyed having a chef help with our evenings. The chef we use focuses on healthy cuisine pulling from all local sources for ingredients. And, it is fun when the party comes to you. This summer, I am having a wardrobe stylist join us for a couple of events to bring fresh summer looks that guests can browse. Overall, in hosting, I try to anticipate guest needs and be sure they are met to make for a perfect evening.



**Marcy Braun**  
DOUGLAS ELLIMAN

I always believe that the best ingredients for any successful bash are good food and good company! My full workday schedule doesn't allow for much time to prepare when hosting, so I will often stop at specialty stores during my daily travels, collecting the best options for a true taste of the Hamptons. Favorite stops include Loaves and Fishes food store for the best scones, Round Swamp for produce and an enormous array of well-prepared foods, and if I have a showing by the beach, I'm sure to make a quick stop at Harry Ludlow's Mecox Farm for his amazing pies. Of course, I'll also serve up one of my signature homemade challahs, which are usually on hand every weekend in the summer for my customers (@challahbackgirl). We also host a lot of broker bashes over the summer, which are always fun, especially when you have the privilege of playing off an amazing setting. For instance, at one of our spectacular oceanfront listings, we love to pair the magnificent dune and ocean views with fresh lobster rolls. It's the ultimate beach party!



**Ann Ciardullo & Keith Green**  
SOTHEBY'S INTERNATIONAL REALTY

Hosting dinners outdoors during the summer has become the epicenter of our multi-generational family life. The Beach Lane farm stand provides the "farm-to-family" experience we've come to cherish. We've learned the hard way that everyone wants to be at the same table, so we've invented a series of extensions that let our zinc-top table expand to seat from 12 to 24. But our lives changed forever when we built our outdoor kitchen three years ago. Now we're all together, shucking corn, slicing tomatoes, grilling (everything), making smash-burgers, baking pizza, and CLEANING UP. We will tell anyone who will listen that an outdoor kitchen is simply the best investment you can make for your Hamptons summers. Quality outdoor kitchens are expensive and can cost up to \$2,000 a linear foot, but the better you make the kitchen, the better the experience for everyone. So plan wisely. We have a grill, pizza oven, refrigerator drawers, sink, lobster-pot burner, pot filler, griddle, and wok. We recommend making room for plenty of workspace and tucked-away garbage.



# HAMPTONS HOUSE HUNT

# EDWARD SEISDEDOS



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917-882-4320  
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Client: Paulina Ribadnerya

Property Purchase Specifications:  
Location: Southampton to East Hampton  
Budget: \$5,000,000  
Bedrooms 4+, Bathrooms 4+, Pool  
Seasonal Rental Potential: \$200,000+

It's always a thrill to get a call from a client interested in making a purchase in one of the most beautiful places on earth, The Hamptons. And I know about beautiful places: I've been on all 7 continents, 76 countries and over 400 cities throughout the world and have spent time in most of them. My friend Perry quipped "you have more world travel under your belt than a Secretary Of State!" The east end of Long Island remains among my top 5 favorite, most beautiful places on the planet.

Paulina and her family have been considering a purchase here for quite while and the time was right to head out, move forward and buy a property. Paulina knew I owned a home in East Hampton for many years and consulted with me on the experience of living on the east end. I explained that the breathtaking beauty of the area with its ocean beaches and bays, the local farm to table culinary experience, restaurants, culture, entertainment and recreational opportunities are endless. I said "it is heaven here in the Hamptons".

We set out to find homes that fit her established buy criteria. Inventory was tight, but surprisingly there were still quite a few properties available to see.

The day before Paulina's arrival, I reached out to a group of brokers with exclusive listings to set up a preview of the selected properties. Importantly, listing brokers are my first client - without them, I have nothing to show my buyer. The same goes for my exclusive listings for sale: Buyers are almost always represented by brokers who close the deal. My fellow brokers are the essential ingredient and the catalyst for making real estate deals happen. The same holds true for rentals. Direct deals do happen, and they are always most welcome as they pay more, but most deals are a co-broke.

I mapped out the day's showings starting in Southampton through East Hampton. I asked permission for a preview the day before for my client arrived. Most brokers were happy to accommodate, and if they were unavailable, I was allowed to walk the property.

Making the effort to layout the day's appointments, travel time, time to view the property and talk with the brokers was critical to making the next day with my client seamless, easy, unrushed and effortless. The purpose of previewing is to be sure the location and property were properly represented in the online pictures and description, the location and in the area surrounding the home.

The following day the weather was perfect and I met Paulina for a great day of showings.

2244 Noyac Road listed by Holly Hodder from Sothebys. This is a gorgeous house, with a grand open foyer and large living spaces that flowed beautifully from one room to the other. The property was well maintained and a great candidate.

2244 Noyac Road





13 Meadow Ct. listed by Christopher Burnside and Aubri Peele from BHS. Located right in the middle of Watermill/Bridgehampton horse country and built in 2017, this home is a diamond. The grounds, pool, interior design, décor and furniture are beautiful. There is a large basement completely finished to the exacting standards of the rest of the home which set this property apart from all the others. The home can also command as much as \$400,000+ for a seasonal rental, the highest potential yield of any property in the group.

13 Meadow Ct.



3 Judson Lane Listed by Amanda Hamaoui of Town And Country is the standout of all the properties we viewed, a seemingly gigantic home - it looks 2X larger than it's 5150 Sq ft. It is close to the highway which might be an issue for some buyers but the builder masterfully created a space and design to eliminate any and all street noise. Located in the in East Hampton Village, the house is still under construction. When completed, it will be among the largest and best new builds featuring all the latest in state of the art technological advances in materials, mechanicals and appliances in new home construction.

3 Judson Lane



198 Wainscott Harbor Road listed by Pamela Stuart from Sanuders & Associates is a great home: quiet, with a generous first floor layout and an effortless flow from room to room - another good candidate.

198 Wainscott Harbor Road



After an indulgent and wonderful dinner of steak and lobster at the Palm in East Hampton, the family discussed the options over the next few days and made an offer on 13 Meadow Ct. which was put on hold by both buyer and seller until the end of the season.

If you would like to speak with Edward Seisedos about a home purchase in the Hamptons or New York City he can be reached at 917-882-4320 or [ejs@compass.com](mailto:ejs@compass.com).



*A Perfect Legal Fit:*

# Denise Schoen Partners With Adam Miller

story by *Taylor K. Vecsey*

**A**dam M. Miller has established his firm as a preeminent real estate and land planning practice in the Hamptons. This spring, Denise R. Schoen joined him as a partner, bringing her 25 years of expertise in complex land use, zoning matters and real estate transactions to the 15-year-old firm.

Since 2007, Miller has acted as counsel on more than \$4.5 billion in real estate transactions on the East End, representing and advising clients in acquisitions, planning, zoning, financing, sales and leasing of residential and commercial properties. With inventory dwindling, homeowners are looking instead to enhance their home and properties and Schoen's foothold in this area only further cements the Adam Miller Group as a go-to firm.

"Because the inventory has shrunk, as we all know, out here over the last year, and because people aren't able necessarily to make a move, like sell their house and buy a new one, they're now turning to land use as their alternative," he says. "And by turning to land use, it requires a lot of background because the roadmap needs to be drawn



Adam Miller, center, pictured with Brian Locascio and Haley Willis, both associates at the Adam Miller Group, before Denise Schoen joined as a partner this spring. *John Madere*

pretty quickly for these clients. It requires management, which Denise has managed her own practice and very significant clients so that's not new, and it requires people power."

It's a perfect fit — Schoen handles the land-use and zoning matters, while Miller remains the lead on his already impressive real estate practice.

Based on Bridgehampton's Main Street, the Adam Miller Group is centrally located an equal distance from most South Fork hamlets and has opened its business up to brokers and clients throughout the Hamptons. Despite the firm being in demand, Miller feels, "We haven't even scratched the surface!"

While the two announced their partnership in March, it took time for Schoen to wind down her solo practice, so it really has only been about a month since they were fully up and running. Already, she has been leading the charge on major land-use deals.

The pair's "silent start," as Miller put it, began when he moved to the East End from New York City in 2003. "I realized that there were very few attorneys that I could call upon that would give me advice, not looking for something in return," he says. "Denise was always on the top of that list for me."

Schoen, an East Hampton native who for the past eight years has practiced alone, "welcomed another good attorney" into the East End legal fold, he says.

"We've done lots of deals together over the course of those 20 years," Schoen says.

Over this past year, Schoen says she decided that being a sole practitioner wasn't for her anymore. "I really wanted to be in a firm environment with collaborative support — not just for the help, but to talk to

people and bounce ideas off of each."

Schoen says she realized she wanted to focus less on running a business, having to handle payroll and bookkeeping on her own, and instead "focus on being a good lawyer and practicing zoning and planning in a way that I'm not constantly interrupted by the minutia of running a business by myself."

Schoen first reached out to Miller in January to discuss her next move. The timing was right for Miller and his practice, and Schoen was the right person. "There was no one but Denise that I was going to hire," he says.

Since joining the firm, Schoen has found a renewed spirit for her work. "I'm happy every day that I come in. I don't have the stress level I had by myself and I enjoy the work."

They agree it's a perfect fit. "As a result of his real estate practice, we end up getting a lot of land-use" cases, Schoen says. "People need the land-use advice before they purchase or after they purchase. So it's a great symbiotic relationship because one can lead to the other."

Miller points out that Schoen has a reputation for her keen understanding of the zoning codes and for being on the cusp of every zoning change.

"I feel honored that Denise chose to be here. I mean that because I know that the demand for her services is so great, she really could have picked anywhere to go."

The two share a vision for a legacy firm that mentors associates, is a resource for the real estate industry and an advocate for the greater community needs.

They also share a large firm background, which Miller says is important for the way they service clients. He had a successful



Denise Schoen has joined the Adam Miller Group.  
*Lynn Blumenfeld*

career with the prestigious international firm Proskauer Rose in New York City, and Schoen began her career in the litigation department of Dewey & LeBoeuf in Manhattan.

“That’s something that stood out to me with Denise that she was very service oriented in her practice, and, similarly, I am as well, despite liking to look casual,” he says as they both laugh.

“I always felt that being casual, but giving the highest level of service was kind of the greatest combination of being here,” he says.

“Absolutely,” Schoen chimes in. “It’s one of the benefits of being out here — not having to wear that suit everyday. But, I have the same brain, right? I can still do the same work, but I can wear a sun dress instead of that blue suit.”

While Miller opened up his eponymous firm in 2007, Schoen returned to her hometown in 1999. She became an assistant East Hampton Town attorney representing both the town’s zoning and planning boards. She later joined Twomey, Latham, Shea, Kelley, Dubin and Quartararo, where she continued to work on land use, real estate and zoning law.

In 2004, she joined forces with two other local attorneys, becoming a sought-after land-use expert. By 2013, she ventured out on her own and not only built her private practice but also represented the Village of Sag Harbor, where she has lived with her husband and two children for 25 years.

Schoen’s service to the Sag Harbor community includes being a volunteer member of both the village’s Zoning Board of Appeals and the Board of Architectural and Historic Preservation. Later, she was hired to represent the village, first as an attorney to regulatory boards and prosecuting code

violations in the village justice court, and then became the village attorney in 2021.

Her commitment to the greater community runs deep. For nearly 15 years, she volunteered with the Sag Harbor Village Ambulance Corps as a critical care emergency medical technician. In addition to teaching EMT classes (even while pregnant), she also served as a director on the ambulance corps’ board.

It was her medical expertise that led her to volunteer abroad, as well. She provided emergency medical care to Syrian refugees fleeing to Greece and joined Team Rubicon, a national organization providing disaster response around the globe.

Locally, Schoen is also a director for the Donald E. Reutershan Trust, which provides nearly \$100,000 in financial assistance annually to local schools for art programming to celebrate the legacy of a beloved local artist and educator.

“We both feel strongly about the future of this community,” Schoen says. Affordable housing is at the forefront of her mind. She has two daughters, Sara, 19, and Emily, 23, and she is left wondering if they will be able to come back to the South Fork to live. “I felt joining with Adam would give me a platform to work on that.”

Miller, who sits on the East Hampton Town Housing Committee, says, “It’s nice to find someone that feels that same way.”

For Schoen, finding a partner who enjoys running the business end of the legal practice was also a positive. She feels that Miller has a great business sense. He explains he comes from a family of business owners. From a young age, he had a first row seat — usually



Miller with his two daughters, Stella and Frankie  
*Courtesy of Adam Miller*



Adam Miller, the founding partner  
*John Madere*

on the counter by the cash register — as his grandparents and parents ran a women’s shoe store in New Jersey. He picked up on how to run a business, something that is not taught in law school.

He also feels that having been a three-sport captain taught him how to be a leader, which has translated well into business. He has pride in being a business owner.

“We employ eight local people, which to me is probably the most meaningful thing I do,” he says.

The Adam Miller Group also boasts two other associates, Brian Locascio and Haley Willis, both of whom have been practicing a combination of real estate and land use. Miller also says it was an important move to bring Schoen on to mentor them.

“We talked about that for a while,” Schoen adds. “Neither one of us want to leave this practice not having educated the next generation,” by passing along their institutional knowledge. Schoen points to the benefit of having worked with Rick Whalen in the East Hampton Town Attorney’s office, who was instrumental, she says, in making her the lawyer she is today.

Schoen says she has a unique vantage point having worked on land-use deals from both inside and outside municipalities. “I know how to maneuver the cases so that we’re not necessarily upsetting the apple cart within the municipality or vice versa with the client. It’s very difficult when you’ve worked in a municipality and you haven’t been on the outside to understand how your decisions and your actions are actually affecting other people.”

They will continue to look for ways to be a resource for the real estate community. Looking forward, they want to host some continuing legal education classes in the fall.

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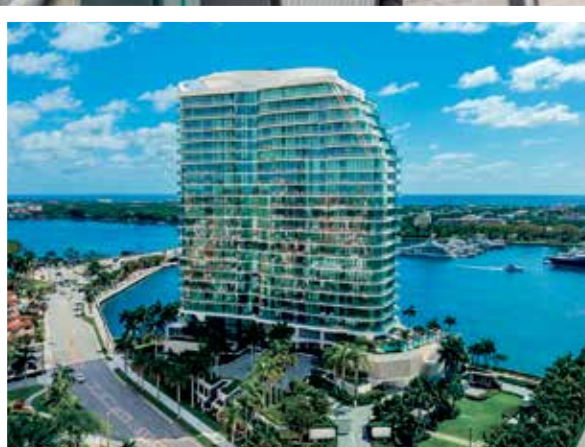
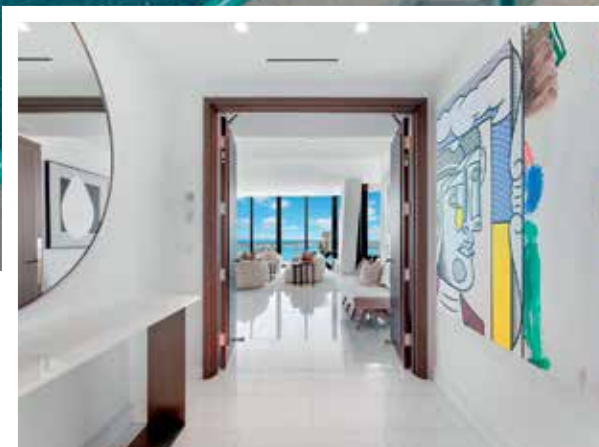
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# MASTER CRAFTSMAN

**A Different Kind of Portrait**

*story by Claude Solnik*

*Photos and artwork courtesy of Kelly Franké*

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Kelly Franké in her studio in Center Moriches

**K**elly Franké specializes in portraits, but her portraits are a little bit different from what you might be accustomed to seeing. They are portraits of

places, not people.

Franké draws houses and other buildings, from landmarks like lighthouses and windmills to businesses, capturing the artistry inherent in their architecture.

“I have two sides to my business. The first side is large-scale fine art that I sell mostly

through galleries,” she said. “The second half is commissioned artwork. These are primarily home portraits for clients and realtors.”

Franké does charcoal drawings typically on birch wood, using different grains to create backgrounds.

For commissioned work, she offers three media to choose from: charcoal drawings on birch, graphite drawings on paper and watercolors.

“When you’re a young artist, one of the mediums they give you to learn is charcoal,” she said. “It’s a really good way to get students to loosen up and look at composition. People tend not to stick with charcoal, because it’s a tricky medium.”

The daughter of a professional illustrator, Franké says she grew up in her father’s studio, “mimicking him.” She got a bachelor of fine arts at Alfred University and a master of fine arts degree from Indiana University.

Franké discovered charcoal drawing on wood by mistake.

“I was outside drawing all the time,” she said. “I’d take a drawing board and clip the paper to the wood. One day the wind wasn’t cooperating. I crumpled up the paper and ended up drawing directly on the wood board.”

She liked what she saw and started drawing on wood, picking out wood grains which she worked into her compositions.

“When drawing on wood, the first thing I do is study its grain,” she says on her website. “Each piece tells a story, defines a mood.”

Although her work often includes landscape, she doesn’t usually draw only nature. “I never just do trees and water,” Franké added. “There’s always going to be an architectural element. It may be bridges or a boatyard. That kind of thing.”

She specializes in architecture, capturing the patterns and personality of places. Some of her work is visible on her website at [kellyfranke.com](http://kellyfranke.com).

“I’m attracted to anything with linear, architectural elements,” she said. “My clients are typically homeowners, people gifting to homeowners, or realtors who want great closing gifts.”

In most cases, she works from photos provided to her, although she said she can take photographs herself.

“Every building has unique architectural elements,” Franké added “I like to find personality in a building’s shingles, roofing, and unique details. The surrounding foliage also has a lot of character.”





A home portrait drawn in charcoal on birch.



Above, Kelly Franké's 18-by-24-inch watercolor portrait of a home and, below, watercolor on paper depicting Raphael Vineyards in Peconic.

Drawings range from six inches by nine inches to 48 by 48, but she can go bigger. "The sky's the limit," she said. "I would go bigger than that."

Franké began her studio practice on the North Fork, and has since expanded her business to the South Fork and across the island.

"I've been branching out. I've been getting more business up-island," she said.

She has had clients in Huntington, Babylon, Garden City, Astoria, Sag Harbor,

East Hampton and Montauk.

She has done drawings of businesses, such as Sage and Madison in Sag Harbor, which they commissioned for branding purposes. She also has drawn Lucharitos in Greenport, Pasta Pasta in Port Jefferson and Strong's Marine in Mattituck.

"Business portraits and home portraits are one in the same," she said. "It's my job to capture the building's essence, and I'm aware of its sentimental value regardless of whether it's a home or a business."



Above, the Montauk Lighthouse, charcoal on birch. Below, watercolor painting of a private residence.



Fire Island Lighthouse in charcoal on birch



A depiction of New Suffolk on the North Fork set on charcoal on birch, available in a 24-by-48-inch format.

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# Keeping It All in the Family

story by *Taylor K. Vecsey*

**T**his Father's Day, *Behind The Hedges* celebrates real estate professionals who are not only fathers but who work closely together in the business with their children.

It's a unique relationship that presents challenges, from simple matters, like how to address one another in front of clients, to how to achieve a balance between work and personal life. But, it is also a partnership that several fathers and their sons or daughters have proven yields beneficial results and builds unmatched trust — perhaps the best gift for anyone, this Father's Day.

## Time Together And Apart

Harald Grant, one of the top producers worldwide for Sotheby's International Realty, started the Sotheby's office in Southampton with six brokers in 1987. For the last eight years, he's gotten to bring his son, Bruce, into the business and together they list some of the most expensive real estate in the Hamptons.

One of the benefits, Harald says, is that "I can delegate a lot of business to him." He explains that often when customers are shown a home by a subordinate, they can feel neglected. Not the case with his son.

"They're not with me if you will, but in this case with my son, who's been very successful on his own. They've come to be, they're more comfortable with that than if I just hired somebody to come in and delegate."

In advertisements, the father-son duo is



Harald Grant of Sotheby's International Realty says his customers are just as comfortable with his son, Bruce Grant, who has been working alongside him for eight years. *Lena Yaramenko*

side by side, making an important point to customers, Harald says. "They recognize Bruce right away as my son," Harald says. "They know it's a partnership."

Even as they approach a decade of working together, Bruce says he continues to learn from his dad. "There's always something new to learn, especially with real estate out here. There's never the same case per deal. There's always something new and different," he says.

The most challenging part, for him, has not been working together, but the time real estate requires. "Bruce gets that," Harald says. "In this business to keep success going or to have success one has to be there 24/7. . . .We're a service business."

They enjoy yachting and scuba diving together — they've done so throughout the Caribbean. "Ever since Bruce was seven or eight, we've chartered a boat, a catamaran or a sailboat of some sort, and we'd go scuba diving on different islands. That's a great way to relax. It's a great way to have companionship as well."

Of course, the pair spend a lot of time

in the Sotheby's Southampton office, but they know it's important to have time apart. "The separation is needed, too, because you're not going to be in a good situation if you're with each other 24/7. We're in the office, work hard, we're diligent about it, we work off each other," he continues. "Once you're out of the office, he has his life and I have my life."

Working together allows them to take some personal time. When Harald took a vacation for five days, he was comfortable knowing that Bruce would take care of everything. "Having my son here is a big relief, knowing if I want to take some time off, the people that I have are in good hands with Bruce."

Plus, he says, "As a dad, you feel proud that your son's working with you or your child's working with you."

"When you do this this long, you create a portfolio of both customers and clients, we call it a book," he says. "It's nice knowing whenever I do decide to semi-retire, if you will, that that portfolio will be in good hands with Bruce."

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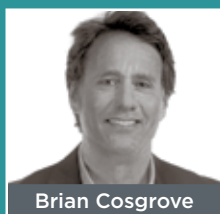
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Amanda Murray works on a Westhampton Beach-based team at Corcoran with both her father, Robert Murray, and her mother, Meredith Murray. *Courtesy of Corcoran*

### Having Each Other's Back

Corcoran's Robert Murray and his daughter Amanda Murray have been working together for six years, with Meredith Murray, Robert's wife and Amanda's mother, making their team a trio. The Murray Team is among the Westhampton Beach Corcoran office's highest producers.

Bob has been working in the Westhampton Beach for 15 years, though he has been a real estate professional for 30 years. He used to own a property management firm in Princeton, New Jersey.

His family's roots in the area go back generations. He grew up in Quogue, where the family still lives, and he served in the U.S. Navy as a lieutenant, doing two tours of duty in Vietnam, before joining Procter & Gamble.

"I think we complement each other a lot. Bob's first career was in sales, so he's kind of a natural people-person," Amanda says. "He'd be voted least likely to turn down a party invitation!" she says, as her father roars with laughter.

"He's definitely the more outgoing of the two of us, but I think we're both equally motivated. I think we're both problem solvers. We both really enjoy connecting people with the right property and vice versa. Our work ethic is very similar, so it's been incredibly smooth."

Amanda was in book publishing before she went into real estate. "It was actually a great surprise to me to realize how many parallels there were with real estate. For instance, as an acquiring editor, my job was to acquire new literary projects and shape them editorially and present them to sales forces and be the author's main contact. There's a lot of parallels with

bidding strategy and contracts and client management, presentations, talking to people, how we're going to market your home."

"Book publishing is always kind of an unstable business," she says, but sensing a change was ahead at the last company, she decided to get her real estate license.

Amanda says she is much happier now. "I feel really stupid that I didn't do this before," she says.

"We work very well together. I thought we would fight, that there'd be a lot of resistance," Bob says. "She's extremely detail-oriented and she can hold me back when I go on some kind of tangent and rush

to judgment or something."

Asked about challenges they've had to overcome, Bob says the first challenge "was having Amanda call me, 'Bob,' instead of 'Dad' in front of customers."

Even though they wanted to set the tone in front of customers, hearing anything other 'Dad' from his daughter still took some getting used to.

"I can't really say, 'Well, that's my dad. He's my real estate partner. That's how I describe him," Amanda says.

"I guess that is one challenge, trying to figure out how to communicate that we're really partners," Bob says.

"I think that was extremely important that we are partners in this business," Bob continues. "Even though there is, obviously, a big age difference, we can't have people thinking I'm always the lead because I'm the older guy or the more experienced person. She definitely is experienced and can hold her own. I think one of the beauties of working together is that you give people choices of who they choose as their lead person."

"For customers," Amanda says, "it's just having the variety of generations and gender — I think it is important."

The best part of working together?

"The amount of trust we have for each other," Amanda says. "We certainly know, without question, that somebody's got our back."



Peter Moore Sr. enjoying a winter hike in Connecticut with his two sons, fellow Corcoran agent Pete Moore Jr., and Rob Moore, who works for B6 Real Estate Advisors in Brooklyn. *Courtesy of the Moores*



## Always Talking Deals

Peter J. Moore Jr. got his first introduction to the business when he worked with his father, Peter J. Moore Sr., one summer during college. He spent a lot of time making calls — prospecting — vacant land owners in Montauk to see if they wanted an analysis of their property.

“Pete’s first success,” his father notes, was when he spoke to Charles Entenmann, who turned his family’s New York bakery into a national brand. While Entenmann wasn’t interested in selling, it turned out that his son was. “He so enjoyed his conversation with Pete that he called him back the next day,” the elder Moore recalls. They ended up selling the son’s more than \$10 million home for what was, at that time, the highest price of any house sold in Springs, he says.

Despite this early success, the younger Moore took a different path. He went into private equities, working for a firm in Boston for several years after college. Then, he started a brick-and-mortar retail clothing business called Mainstay, which he still owns today (stores are located in Montauk, Amagansett and Greenport). He got back into the real estate business before the COVID-19 pandemic.

The elder Moore went into real estate professionally later in his own life, though his father was a realtor in Port Washington. He worked on Wall Street for 20-plus years; his last position was with Ernst & Young’s wealth counseling division. He and his wife built a house in Montauk and he went into real estate 19 years ago.

It seems both of his sons have followed in his footsteps. His other son, Robert Moore, works for a commercial real estate firm in Brooklyn.

Though Pete Sr. and Jr. technically work separately at Corcoran, they consult with each other a lot and are back-and-forth on the phone daily about business. The elder Moore lives in Montauk and his son’s primary residence is in Connecticut, though he is on the East End all the time — in fact, he was recognized for having Corcoran’s top commercial deal in 2021.

When they work on a deal together, they divide the gross revenue based on how much work they’ve each done, the older Moore says. “The interesting thing about that is, Peter has always tried to give me more and I’m trying to say, ‘No, no. I don’t deserve that.’ I want to give him more. It’s exactly the opposite of the conflicts that you have with a business partner.”

“I think that’s definitely one of the



Allen Piliero with his daughter, Courtney, during a hike in Newry, Maine in October.  
*Courtesy of the Piliero family*

reasons it works,” his son adds. “Of course, we genuinely care about each other and want the other to succeed. I think that’s just a good place to start a business relationship for sure.”

How do they handle the name situation, especially since they share a first name? “He’s Pete and I’m Peter,” the older Moore says.

Asked about challenges, Pete Jr. says he has a hard time thinking of any. “I have a direct line to a broker who I consider one of the best in the business who I can ask any question, share any idea, and who is always willing to help, offer guidance and share his deep experience. That’s a rare opportunity from which I’ve benefited greatly, and I’m thankful for it.”

One drawback Peter Sr. has realized is that there are times when his wife asks about something happening with their son’s children and he doesn’t have an answer. “She said, ‘Did you speak to him today?’ I spoke to him four times! We seem maybe to not talk about family as much as we should.”

“We do spend time on things that aren’t related to real estate, but I suppose we do continue to talk about the deals we’re working on. I also just think it’s a function of us really enjoying the business for the most part. I certainly don’t mind talking about those things. I quite enjoy it.”

## Real Estate in the Blood

Courtney Piliero joined her father, Allen Piliero, at Douglas Elliman in 2018. “I came from a background in finance and had previously worked in Manhattan for a hedge fund as a bank debt analyst since I graduated college. The fast-paced atmosphere and ever-present pressure of that industry really helped prepare me for a career in real estate,” she says.

Her father, who has 40 years of selling experience in Westhampton Beach, has been in the real estate business essentially his whole life.

“My father was a broker,” says Allen, “and had his own office, that’s where it turned out my destiny began. I thought the grass was greener in Florida and in the early ‘70s I obtained my Florida real estate license. However, I was soon missing Long Island. I returned, landing in Westhampton Beach where I worked for Sea Realty for over 20 years.”

He joined Douglas Elliman in 1999.

Courtney says she was always intrigued by her father’s business growing up. “I guess you could say it is in my blood, so it seemed like a natural path to take for me. My father is so incredibly knowledgeable about real estate, especially in our area, and it has been my privilege to work beside him and learn from one of the best. I would say the number one thing he has taught me is to always be honest and to treat everyone the same.”

“It’s been inspiring working with my daughter Courtney,” Allen says. “She brings her technological skills as well as her natural social skills to the team. She has a great energy and a desire to help our clients feel secure in their relationship with us. I’m proud of how she’s grown as an agent in these changing times. She’s always able to adapt and handle any curve ball that’s thrown.”

Courtney also feels lucky. “My father is one of my favorite people and I get to work beside him every day. There is always something I am learning because each day brings something new, and my dad has always been patient in guiding me.”

“I think one of the best parts of working with my daughter is bouncing ideas off each other, formulating a plan and watching it all come together and of course getting to see her every day is pure joy!” Allen says.

Asked if he has any special plans for this Sunday, he says, “No special plans for Father’s Day. Every day I get to spend with my children is all the gift I need.”



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