

ON THE

# BELLE

JULY 2016

## Romancing the Stone

Charlie De Viel Castel and Eugenie Niarchos Join Forces with a New Jewelry Line



# A-LIST BROKERS

The names to watch in luxury real estate



## NEST SEEKERS INTERNATIONAL

**How do you brand yourself, i.e., what distinguishes you from your competitors?** I think the most important thing to remember in any transaction is to focus on the deal. This focus, and the ability to bring about a meeting of the minds between buyers and sellers, are key. Be credible, with in-depth market knowledge, full disclosure, integrity, work ethic, fairness and honesty.

**To what do you attribute your success in real estate?** Once I agree to work with clients (either a buyer or a seller), I listen to their needs and identify their motives in the transaction and stay the course until their goal is reached.

**What is the most valuable tool that assists you in the sales process of converting a buyer?**

The key with buyers is help educate them on the current market, and matching the available inventory to their needs and key criteria. Sometime this can take time; however, it is imperative in this market that buyers see all the available options and understand the trends, and are confident they have made the best purchase for their needs.



**"Once I agree to work with clients (either a buyer or a seller), I listen to their needs and identify their motives in the transaction and stay the course until their goal is reached."**

**What is your proudest professional accomplishment?**

Every successful transaction is an accomplishment, but I think obtaining my broker's license and becoming a graduate of the Real Estate Institute really helped shape my career.

**What qualities can a client count on from you?** True

representation. Knowledge. Experience. Access. Branding. Loyalty. Confidentiality.

### Geoff Gifkins

*Regional Manager, Licensed Associate Broker*



Majestic Watermill Farm View Estate 8.95M



Watermill Private Gated 7acre Estate 5.95m



Prime Sagoaponack Village Location 5.95M

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## NEST SEEKERS INTERNATIONAL

**What do you think it is about you that creates so many dedicated clients?**

Market knowledge, honesty and attention are most important to my clients. When working together my clients know that their interests are protected and their values will be maximized.

**Detail for us a new and exciting listing of yours.**

I just listed a great property South of the Highway in East Hampton: down the street from the Ocean with a lot of potential for a savvy buyer. I'm also excited about an upcoming waterfront property in Southampton that will offer unprecedented design, style and amenities.

**What are the qualities that make for an A-List broker?**

Work ethic and professionalism are key. I work tirelessly to get deals done and I am always available to my clients. I love this business and therefore make this a priority.



**Marcy Braun**

*Licensed Real Estate Salesperson*

**Cite some examples of how you see the role of a broker changed in today's environment?**

The internet has changed everything, and there is a lot of information available to both buyers and sellers however not all is accurate. I have extensive knowledge in this market and therefore am able to guide my clients accordingly to a successful transaction.

**To what do you attribute your success in real estate?**

Hard work and being very responsive to the needs of my clients and helping them to find what they looking for. The majority of business comes from referrals from my clients, which is a great testimony to the services I provide.

**"When working together my clients know that their interests are protected and their values will be maximized."**



Southampton Village Complete Renovation  
2.395M



North Haven Gem Turn Key 1.895M



Rare Opportunity Close to Ocean East  
Hampton 2.495M

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## NEST SEEKERS INTERNATIONAL

**How do you brand yourself, i.e., what distinguishes you from your competitors?**

What sets me apart from the competition is that I actually have a plan, an actual schedule and accountability to produce results for my seller, and it's all performance-based. I track my numbers so I know exactly how many contacts to appointments, appointments to contracts, and contracts to closed. Sellers want someone who runs it like a business, and that's how my team operates (or they can go fill a desk somewhere else). The team is comprised of me as the listing agent, two buyer agents and a full-time assistant: nothing slips through the cracks, and we're truly on the seller's side. This is why we have already 30 SALE transactions sold and pending in just five months.

**To what do you attribute your success in real estate?**

I had very disciplined schooling and training with the merchant marines, and there are things you learn in an environment like that which are not taught at school: leadership, the team, accountability and working toward a common goal where everyone succeeds and not just the individual calling the shots. It's a collective success: no challenge is too big—assess, adapt and overcome.



**John Brady**  
*Licensed Sales Associate*

**What are your hobbies/favorite pastimes?** My hobbies are golf, studying classical piano, sailing and having time for my family.

**Did you have a mentor when you started in real estate?****What is the most valuable thing that you learned from them?**

Mike Ferry is still my mentor. What I learned from him was "Don't be attached to the outcome, and start every day at zero." In other words, always be prospecting. The last thing a seller wants is to work with a desperate agent who transmits anxiety to buyers, and if you play the numbers game, you're in it to win it. You're also exempt from any market condition, whether it's up or down.

**What is your proudest professional accomplishment?**

My proudest professional accomplishment was being able to start a business door-to-door in another country with nothing and achieve 30 offices and 2,000 salespeople in a matter of three years. Transitioning from being a successful entrepreneur to working in a total different environment and succeeding just as much...nothing comes without barriers and obstacles, and it makes every day more worth my while and exciting. Tomorrow cannot come soon enough!

**"What sets me apart from the competition is that I actually have a plan, an actual schedule and accountability to produce results for my seller, and it's all performance-based."**



SAG HARBOR: \$2,195,000



EAST HAMPTON/HANSOM HILLS: \$1,495,000

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