

# Defying

Meet the Partners of the fastest growing  
Real Estate firm on the East End.

# Gravity

Judi Desiderio, Janet Hummel and Nancy McGann, have a total of 65 successful years in the real estate business on the East End, and now have joined forces to buck the trend of corporate real estate.

In one of the worst bear markets the Hamptons and North Fork have seen in our generation, these highly respected power brokers are thriving. In less than three years, they have grown Town & Country Real Estate to seven offices, 75 full-time licensed sales professionals and several referral-based agents. In a time when brokerage firms (and banks) are closing offices and consolidating operations, Town & Country is expanding at unprecedented speed ... and doing it organically.

With deliberation, Judi, Janet and Nancy passionately remain steadfast and true to their mission statement – to position Town & Country as the leading East End Real Estate company by focusing on their clientele that expects and deserves unparalleled service from a select group of intelligent real estate professionals.

Judi Desiderio, CEO and founder, based in their East Hampton office, concedes her original brainchild “may have been a bold move in such challenging times,” Judi continues, “but The Real Estate professionals I have known over the years are true entrepreneurs. Most think outside the box. Therefore I knew that “big box” real estate was not indigenous to the East End and corporate philosophies of hyper-structured masses were inconsistent with the natural order and balance out here. With these entrepreneurs in mind, combined with my love and knowledge of real estate, I set my sails.”

Janet Hummel, Managing Partner based in the Bridgehampton office, describes the reach at Town & Country, “We have a group of diversified agents, many of whom are proven specialists in areas such as Commercial, South-of-the-Highway, Land and Development. These agents are able to achieve excellence because they are dedicated to their field and they know that we are taking care of the rest. Our support is unlike any other. At Town & Country we are expansive enough to service our clientele with the resources necessary, yet intimate enough to provide the uniquely personalized service that gets lost in big conglomerates.”

Nancy McGann completes the partnership, and as Managing Partner in the Southampton office adds, “We are very selective of the associates we bring on board. Our aim is to deliver superior service to our clientele while maintaining a cohesive working environment and the only way to accomplish this goal is by carefully selecting who represents Town & Country. Every agent’s identity and character is important to the success of our company. Our goal is to be industry leaders by recognition of the best in the business - not the most. It’s quality, not quantity that truly matters.”

Judi, Janet and Nancy clearly apply their years of experience and accumulated knowledge to assist their agents and brokers in servicing the most discerning clientele. These clients, in turn, select Town & Country because they get results. This unique niche company delivers!

Defying gravity? Yes, but that’s the past...  
Town and Country has the future at their doorstep.

Town & Country Real Estate is expanding  
at unprecedented speed...  
and doing it organically.



1TownandCountry.com