

NORTH FORK

REAL ESTATE SHOWCASE

Broker Showcase – Lori Feilen



NFRES: As one of the more seasoned real estate agents on the North Fork, what sets you apart from others?

LF: I have a real passion for architecture, garden design, décor and art, and an appreciation for what each unique community offers here on the North Fork. So I really appreciate my work on a deep level which contributes to my success. Equally important for my buyers and sellers is the tremendous focus, quantitative and qualitative assessment skills that I apply to each and every transaction as well as a natural encyclopedic knowledge of every neighborhood and their real estate transaction histories. I also have over 30 years in sales and marketing.

NFRES: What do you like to do on the North Fork...after selling real estate of course?

LF: My favorite activities are spending time outdoors on the incredibly dramatic Bay and Soundfront beaches with my dogs, strolling with friends in one of the nature preserves, the greatest coffee and snacks everyday at the historic Orient Country Store, dining at the excellent restaurants and relaxing at Croxteaux and Matabella Vineyards in Southold, going to my favorite yoga and organic juice bar in Southold, The Giving Room, wrapping up the day with a stunning sunset beach pot luck picnic with friends and family, clamming, boating, and antiquing around Greenport at Bell and Beal. Too much to list!

NFRES: Can you tell us about some of your more notable sales?

LF: It was a sale of 12 acres of gorgeous rolling meadows tucked away down a long winding private estate driveway with 450 feet of private wide open soundfront beach in Orient with the most stunning views. The seller was in Asia, then they were in the Maldives...it was hard to find them! One of the buyers was in Italy, my buyer was here in New York. I was negotiating through 3 time zones for over a week in a bidding war and I was up at all hours of the day and night and available on the phone whenever I needed to be, most of the time between 1 am and 3 in the morning.... That was rough! My buyer won the bid, and was thrilled to have the property for 3.6 million.

NFRES: What is the hot neighborhood right now to buy in?

LF: The entire North Fork has been a consistent and excellent investment over the last 20 years. My clients who buy property in the North Fork in any of the communities just love the rural untouched nature, the peaceful communities with working farms, a growing artisan food culture and world class restaurants, art and vineyards, all in the backdrop are numerous gorgeous beaches and boating. The North Fork is a way of life– it's not just a great monetary investment, but a chance to step off the fast lane and appreciate everything the country life has to offer.

Lori Feilen
Licensed Sales Associate
Town and Country Real Estate
631.834.0876
lfeilen@1townandcountry.com