

James Lane

Michael Riemerschmid Joins Town & Country

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Hamptons real estate agent Michael Riemerschmid joins Town & Country Real Estate's East Hampton Office following a successful career spanning over three decades selling European equities to institutional investors. He says "both with equities and real estate you need to identify the best opportunities at the best price, and bring this prerequisite of value when identifying the home that suits your character and works for your lifestyle."

Having worked on Wall Street, he developed the negotiation skills, tactics and stamina to see that even the most challenging transactions go through smoothly. After years of working for firms such as Merrill Lynch, UBS, and Sanford Bernstein selling to hedge funds, mutual funds, and asset managers, Michael realized that building a book of business works best when one sticks to some simple core principles: being honest and true to one's values, understanding your customers objectives, and maintaining a solid work ethic, all while respecting and incorporating your customer's individualized requirements into your day-to-day analysis.

It is these core values that Michael relies on as he builds a new career in Hamptons real estate. Having worked at both large and small brokerage houses, Michael remarked, "I am most efficient when working in a boutique scaled firm that keeps politics to a minimum, and puts personal character at the forefront of their business model. As such, Town & Country Real Estate is the perfect fit for my character."

Originally from Munich, Germany, Michael has spent time in the Hamptons since 1988, and bought his first house here in 2003. "When I initially arrived in the US and experienced the beauty of the Hamptons for the first time, I knew that one day I would own here and call this my home." Always interested in architecture and complex engineering solutions, he played an active role in the design and building process of his first property, and since then he has completed extensive renovations and the transformation of his second home, and advised others of conceptual designs and value-add solutions for their homes as well.

Being an avid fisherman and appreciating the beauty and serenity of the ocean, Michael enjoys early morning or late evening fishing expeditions on the East End of Long Island. He also values time with his wife, Eileen, and their two children, Marie Isabelle and Jackson or taking his vintage Corvette for a spin.

