



## Compass Development Marketing Group expands into Long Island market

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Long Island, NY Compass Development Marketing Group (CDMG) announced it is expanding its marketing and sales expertise into New York's Long Island luxury market. CDMG has established itself as one of New York City's premier luxury new residential development sales and marketing teams, having helmed successful sellout campaigns at some of the City's top buildings, including The Bellemont, One Wall Street and Post House.

To formally launch itself into Long Island's luxury residential market, CDMG is taking on sales at the boutique condominium The Residences at Glen Harbor. Situated along the waterfront in the North Shore area, the limited collection of homes has been designed to offer buyers a modern coastal resort-style lifestyle. Newly complete, first move-ins at the property are now underway.

"Long Island's Gold Coast waterfront and North Shore-area towns are no longer considered seasonal destinations. The recent pandemic generated a defining shift in the market that has helped transition the area into a primary residence enclave, even if your job and office are located in Midtown Manhattan," said Michael Misiti, who is co-leading sales at The Residences at Glen Harbor. "This has ignited a spike in buyer interest as well as a greater demand for highly amenitized, condominium-style homes on-par with what you'll find in New York City. The Residences at Glen Harbor directly addresses this gap in the market by providing expertly designed homes with a 360-degree lifestyle experience."

Developed and constructed by acclaimed local firm Racanelli Construction Company, the residences have been designed to yield open, airy spaces in a variety of flexible apartment layouts and floor plans. Demonstrating a understanding of the increased time spent at home, most homes feature separate home offices with large walk-in closets. To maximize s/f both indoors and out, all terraces and balconies have been custom designed to the apartment to which they are attached in order to ensure waterfront views.

The apartments feature glass windows and ceilings over 9.5 feet in height. All homes have been outfitted with spacious living rooms and dining areas that open to two-tone custom kitchens featuring quartz countertops and island seating; Italian kitchen cabinetry; and Sub-Zero and Wolf appliances, including a wine refrigerator. A selection of homes also includes separate breakfast rooms. All bedrooms are equipped with en-suite bathrooms to provide a spa-like experience.

"Buyers today want beautifully constructed homes that, in addition to excellent craftsmanship, have

been outfitted with a curated selection of thoughtfully programmed communal spaces,” said Michael Stanco, who is co-leading sales efforts for the development. “Through Racanelli’s contextual design and skilled building efforts, The Residences at Glen Harbor provides this while also fostering a sense of community. Use of amenity spaces spiked after the recent periods of isolation and buildings that cater to congregation and interaction continue to attract a broad pool of buyers.”

The Residences at Glen Harbor selection of best-in-class amenities, which span close to 25,000 s/f, features a resort-style sundeck with outdoor pool and landscaped courtyard, the Porte-Cochere waterfront ‘Harbor Pool Pavilion’, which features an outdoor kitchen, showers, lounge areas and fire pits. Other outdoor amenities include a separate grill area; waterfront promenade and boardwalk; and fenced dog run.

Inside, the communal spaces feature two fitness centers; a coffee bar; and indoor social room with lounge. A 24-hour concierge and doorman; EV charging stations; resident storage and smart lock entry further enhance the luxury living experience at The Residences at Glen Harbor.

“We sought to create a lasting community with the Residences at Glen Harbor that fuses beautifully designed and constructed homes; thoughtfully programmed communal spaces; and the natural beauty of the surrounding area to create an unparalleled living experience,” said Martin Racanelli, Partner at the family-owned and founded Racanelli Construction Company. “As more people discover the incredible lifestyle associated with living in Long Island, we saw an opportunity to address a gap in the market and create a curated boutique condominium experience that is on par with what is available in New York City. This has and continues to resonate strongly with buyers today.”

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