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## HOW TWO TRAILBLAZERS ARE MAKING BATHROOMS BOTH REGAL AND FUNCTIONAL

Julie Pagnozzi of D+D Homes and Peter Sciarretta of Hemingway Construction share their tips on creating the perfect luxury bathroom for today's family.

Story by Anna R Albright | Photos provided by Hemingway Construction



It is common for historic residences along the East Coast to contain the fingerprints of a multitude of designers, making it difficult for these homes to have a continuous flow. Peter Sciarretta of Hemingway Construction and Julie Pagnozzi of D+D Homes are working tirelessly to change that.

Working as a duo, they offer a refreshing combination of new technology, old-school customer service, and a flair for the dramatic, creating a strategic mélange that resonates throughout their projects. Their working relationship is a strong one. “Julie knows how to knock it out of the park every time,” says Peter, “because she’s so good at finding out what the customers need before they even know it themselves.” Julie mirrors that sentiment towards Peter and his team. “You really need to surround yourself with good, hardworking people to become successful,” she says. “Quality professionals working with unique materials make for an entirely different standard of excellence.”

“Often you have houses with a gorgeous exterior, but that isn’t communicated throughout the inside of the house,” continues Peter. “This disconnect translates to a mismatched design that looks like a house that doesn’t know what it wants to be when it grows up.” Creating a look that is timeless and elegant is one of the many talents of Julie’s approach, which uses

technology to create imperial functionality in a space that wasn’t originally an “experience” for the homeowner. Peter and Julie agree that a mixture of inspiration from the customer’s wants and needs and an unparalleled eye for clean, high-quality touches keep their customers coming back for more. “It really is simple: give the customers what they want with quality materials,” says Julie.

Bringing both the historic homes they remodel and the new constructions they curate into the 21st century revolves around communication. “Anything is possible in these bathrooms, just as in the rest of the home,” says Peter. Technology made readily available is making homes as unique as its inhabitants. The sky is the limit, with features like heated flooring, oversized vanities, fireplaces and Bluetooth-activated smart mirrors that eliminate the worry of the dreaded “phone drownings.” Using finishes with a nod to the past gives continuity to a space that was once just an in-and-out room and brings these artistically stunning projects to life. “I love working on projects that are traditionally inspired with a solid foundation in historic aesthetic that reaches towards the future with a modern transitional twist,” says Julie.

Exceptional trends are those that stand the test of time, says Julie, who believes that tried-and-true products made in the United States are priceless in the grand scheme of the details of the bathroom. A must-have that she’d











install in every project might not be what you'd expect: superior drainage. "Floor and wall drains are my go-to recommendation for bathroom projects," she says. "They're space-saving, efficient, and more sanitary than traditional drains, and they offer clean lines. There are hardly any drawbacks to installing them. I'm completely behind them because they look good, work well and have longevity."

For Peter, it's all about having what you need immediately available. "From groundbreaking day, we ensure that we have our materials ready, based on what we designed. This eliminates surprises, which in turn eradicates the likelihood of not meeting a deadline." Peter notes that wall-mounted commodes and lavish, oversized soaking tubs are trending in recent projects. The most consistent conceptualization is the functionality of the design: if it's going to work, it has to be exquisite in design and not impede the usefulness of the product.

Of course, talent is just one of the tools that is critical to the success of the project. "It really comes down to making the customer happy," says Julie. Converting dreams into a reality is her forte, which she exhibits in each project and starts with her showroom. "The experience there is much like working with Julie herself: It's not overwhelming, and she chooses to exhibit quality over quantity," says Peter. After the showroom, the team next offers good old-fashioned customer service—even at the expense of personal time. "We don't take vacations!" exclaims Peter. "We're there to get the job done right."

Julie investigates what a customer needs and utilizes her network of industry professionals as a sounding board to yield superior results. Both she and Peter are meticulous in their attention to the customer; ensuring that the home revolves around the client's wants and needs is crucial for the success of every project. "By staying true to the basics of customer service, we acknowledge that we earned to be where we are," Peter says of the Hemingway approach.

"Every room in the home should give you an experience," says Julie. "The bathroom is no exception." Customers want the wow factor, and both Peter and Julie are up to the challenge. "People want their needs met immediately, so it's our job to deliver," she says. And they do, for the results clearly speak for themselves.

*Resource:*

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