

A Place to Gather

A coastal classic built on trust.

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Photographer Tara Lee Callow (interiors) and Jana Cevolo Photography
(pool house and exteriors) | Writer Maddie Brisbane*



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Marc Zeoli, Project Manager & Owner, Rogers & Marney Inc.



Where summer days unfold between the dock and the shoreline, this quintessential seaside home embodies everything a Cape Cod retreat should be. Beyond its timeless architecture and waterfront setting, the house tells a story of a design-build project grounded in trust.

Behind its shingled exteriors, the property has long held meaning for the homeowners, who scouted the property for years before they purchased it in 2002. However, as the family's life expanded, the original house could no longer keep pace. That's when Rogers & Marney entered the story.

"We initially started by doing some small repairs," recalls Project Manager & Owner Marc Zeoli. The early work focused on modest updates, yet the collaboration quickly

grew beyond its original scope, evolving into a full design-build reimagining of the multi-structural property.

For the homeowner, those early projects established a rare level of confidence. "We actually built the entire house on a handshake," she says. "Which is very unusual." As trust deepened, so did the vision.

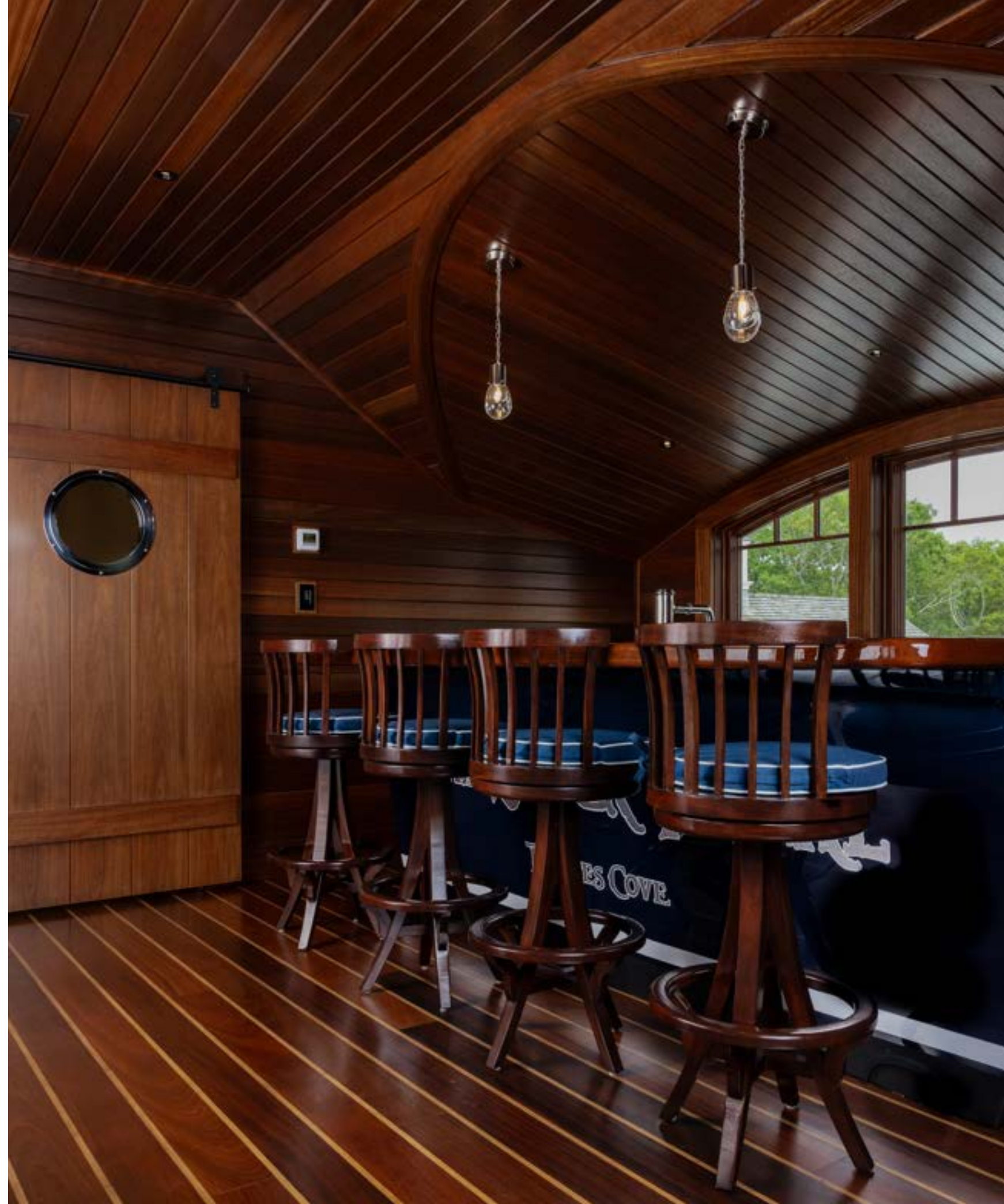
With the opportunity to build from the ground up, the homeowner embraced classic Cape Cod design. "My personal design taste is to align with a classic style commensurate with the environment where the house is situated," she explains. Here, that meant embracing traditional forms and proportions while integrating modern comforts, ensuring the home would feel timeless from the inside out.



Construction brought its own set of complexities. The project coincided with the first year of the region's seasonal building moratorium, requiring two summer shutdowns. "We topped the whole foundation, and then it sat for the summer," Zeoli explains. Rather than lose momentum, the team used the pause strategically, fabricating cabinetry off-site and finalizing selections so work could resume efficiently when the construction window reopened.

Given the site's inevitable vulnerability to coastal elements, durability was also paramount. Every exterior detail was designed to withstand the demands of the coastal environment, from PVC/AZEK trim that was meticulously filled, sanded, primed, and painted, to taper-sawn red cedar shingles and concealed copper drainage systems. "Anyone can build new and make it last a couple years," Zeoli says. "But we build homes to last for decades."

Inside, craftsmanship reveals itself in more subtle ways. Diamond-beveled glass panels echo the detailing of the front entry, poplar trim frames each room with quiet elegance, and tile layouts were adjusted by eye to ensure perfect visual balance. Even during construction, the design continued to evolve: a central chimney was introduced, circulation patterns were refined, and each bathroom gained a dedicated water closet.





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Chris Joyce, Joyce Landscaping

Beyond craftsmanship, the home’s true character lies in how it supports the family’s way of life. A nautically inspired upper-level bar, finished in mahogany and maple flooring, nods to the family’s love of boating, while a richly paneled game room above the garage has quickly become a gathering place for the next generation.

Outdoors, the pool terrace was reworked to create a more open and natural flow. By reengineering the site’s grades and stonework, the team was able to eliminate the need for a required pool fence without compromising safety codes. “When you were in the pool, you felt fenced in,” Zeoli says. “Now it just flows.” The nearby cabana was similarly transformed into a lively entertaining pavilion.

That sense of ease continues throughout the landscape design by Joyce Landscaping, where the plantings were carefully chosen to echo the surrounding coastal environment. “The setting is so Cape Cod already,” says Chris Joyce. “With the bay, the barrier beach, and the native trees surrounding the property, the goal was to make it feel like the house and landscape had always been part of that scene.”

Around the pool terrace, layers of ornamental grasses, hydrangeas, and low-growing roses provide soft summer color in shades of white, blue, and pale pink, creating

texture without overpowering the view. Beyond the masonry steps, the lawn gently transitions into native coastal plantings such as American beach grass and bayberry, which stabilize the bank while reinforcing the site’s natural character as it descends toward the dock.

Throughout the property, Joyce prioritized native species and subtle grading changes that allow the landscape to blend seamlessly with the existing terrain. Even the long approach to the house was redesigned with meandering stone driveways, cobblestone accents, and natural plantings that echo the nearby marshland. “Everything we planted there is native,” Joyce explains.

The home’s distinction lies not only in its craftsmanship, but in the life it holds. With sunrise and sunset views, steady coastal breezes, and a deep-water dock ready for a day on the boat, the property supports the rhythms of the life the family has loved for years. “It really is a place to truly enjoy with family and friends,” she says. “It brings everybody together. I hope it’s in our family forever.”

For Zeoli, that sense of continuity speaks to the heart of the project. “Trust and honesty is huge for what we do,” he says. “I treat my clients fairly, and they treat me the same way. We just do it, and we do it right.” 🏡