



ONE Source - NO Excuses

The Renovated Home's boutique showroom in Manhattan

PHOTOGRAPHY BY MICHAEL MOWERY

"I've always been a huge fan of Restoration Hardware and the feeling that their designs and approach bring to the marketplace and offer to a client – so when it was time to remodel our flagship showroom in Manhattan, their organization became my

inspiration," says Lee J. Stahl, lead designer and president of The Renovated Home.

"Back in 2009, when other companies were contracting – and in some cases trying to reinvent themselves – we stayed true to our core principles and

picked up on the vibe that Restoration Hardware was bringing into the design marketplace." What seemed to be missing, Stahl says, was an organization and showroom that gave that vibe in the kitchen, bathroom and architectural market. So he took it upon himself and put the charge to his 70 plus team of artisans, cabinetmakers, electrician and stone masons to renovate their entire 3,000 square foot showroom under the premise of less a showroom and the obligatory vignettes, and more a place that people actually can see themselves living in. "At least five times a week, clients come into our showroom and want to take home an entire display - as is."

All of their millwork is





bespoke custom (down to the 1" thick frame and door construction which is their standard) and is highlighted by select walnut interiors throughout their private line - something that Stahl isn't offered at any other high end showroom. "What we did was decide to embrace the high end that we had been designing for since the mid-1990's - and to offer to them a level of product,

service and focused expertise that they truly couldn't find elsewhere."

Stahl's mantra is, "If a client is going to pay for the best, then they should get nothing less."

"Our niche is in complete architectural services and a focused design/build approach to our projects and since I manage and lead the design team on all

projects, it's a model for an organization that, while not scalable, finds its sweet spot in attention to every detail - a true 'cradle to grave' approach." Since 1991, all of the artisans at The Renovated Home have at least ten years working directly for and reporting directly to Stahl - no outside trades that he can't count on 24/7. He is also being entertained for design projects in

South Florida, something that he calls "a natural evolution for my career."

Given the fact that they book their schedule sometimes up to a year in advance, (even in downturn of 2008-09), it's clear that The Renovated Home has hit the bull's-eye on the high end market, in their approach to architecture, design and project management. ■