



It's a case of *déjà vu* when designer Marsha Malone decorates the same house for new owners.

Second TIME AROUND

It's usually the location or the view that sells a house on Cape Cod. But in the case of this classic summer cottage in Chatham, the house's decor sold the new homeowners. Although the house has both a great location and stellar views, the owners fell in love with the Cape-inspired colors, fabrics and thoughtful touches that truly make a house a home. After the sellers moved out—emptying the house of its contents—the new owners wanted to replicate the nautical look and feel with which they fell in love. And what better way to capture the same desired effect than hire the original interior designer? Marsha Malone, the owner of Nautique, a home furnishings and custom design shop in Brewster, had decorated the home that overlooks Stage Harbor a few years ago and was thrilled to bring the house back to its cheery summer self. [more ▶](#)



Clockwise from top: Multiple layers of navy paint add contrast to the newel post and railing. An open kitchen and casual dining area are perfect for summer entertaining. A guest room features cheerful pops of red. With its nautical touches, the living room is pure beach-side fun.



A master at introducing quintessential Cape

Cod charm, Malone began re-creating the relaxed summer cottage atmosphere. “We didn’t change any of the papers or paint colors in the house from the original,” says Malone. But instead she added fabrics, rugs, furnishings, lighting and accessories that fit the existing seaside design elements. The spacious house is light and airy with bright white trim, bead board, pickled oak flooring and French doors, which lead to farm porches lined with white Adirondack chairs. Transoms above interior doors flood the spaces with light. To add splashes of color to the home, Malone painted the stairway’s newel post and railing a rich navy blue; the name Chatham is hand-painted in a mural above the kitchen sink, while the mudroom offers a solid navy blue chest—the perfect spot for flip-flops and beach gear.

Clockwise from left: Like much of the home, the boys’ bunkroom has nautical touches. The living room’s custom-painted coffee table features a map of Cape Cod. This chair in the living room is a favorite of the homeowner.



Other sea-inspired touches include the living room’s upholstered pieces. Couches are covered in deep blue and white ticking, while swivel rockers are dressed in red cotton with sailing sloops—the fabric is a favorite of the client. “We copied the sloop motif onto a lampshade in the living room,” says Malone. The fabric design echoes the harbor view seen through the bank of eight windows in the semi-circular living space. A fireplace separates the kitchen, dining and living room, keeping much of the first-floor plan open. Marsha introduced a red and blue floor cloth with a khaki stripe painted by Nautique’s decorative painter under the breakfast dining off the kitchen. A formal dining room also offers a coastal theme. A whitewashed-brick corner fireplace offers texture and structure, while an antique map covers an entire wall. Malone custom designed the large dining table made of reclaimed 200-year-old pine boards. “It’s the owner’s second favorite piece in the house,” says Malone. Just off the first floor’s main hall, Malone chose periwinkle blue paint for the walls. The guest room is furnished in cottage pieces painted a crisp white.

To give the owner’s children more room to spread out in the house, Malone converted a transitional area upstairs into a den. The relaxing space is decorated in furnishings covered in bold yellows and blues. A wooden steamer trunk carries the sea theme. “The new owners have... children and this is a great space for them to congregate and watch movies with friends,” says Malone. The painted shades are from Malone’s latest line, the New England Lamp Company. “We hand paint all of the shades at the shop—the bases are made to resemble old porch posts or picket fences, enhancing the cottage look,” she says. Off the den, the boys’ bunkroom walls are painted with nautical signal flags. A miniature lighthouse stands in the corner of the room. Adjacent to the boy’s bunkroom is the girls’ bunkroom with vibrant green and watermelon pink colors. Rag rugs further the cottage feel.

The master bedroom, also on the second floor, is decorated in soft blues and greens. The Seaport Shutter Company outfitted knee-walls with louvered shutters. These shutters add a textural element to the room and really enhance the cottage look. The owners can sit and drink in the tranquil harbor views from this alcove. A mirror painted with blue roping plays off the wallpaper and window treatments, notes Malone. She designed a cottage dresser for the space made from reclaimed pine also from her Sail Loft Collection. “Many of my clients are frustrated when they can’t find the right piece,” she says. “I’m able to design it for them.” Today, Marsha carries three lines of furniture in her shop: reclaimed, hand painted and her latest—mahogany finished in spar varnish. Along with her on-staff carpenters, she also has decorative painters and seamstresses. “We are really able to cover every aspect of design at the shop,” says Malone. “All the elements to make a home.”

Her client couldn’t agree more saying, “When I think of Marsha Malone, the first word that comes to my mind is ‘pop’ in both her personality and her ability to bring a home alive. She is creative, whimsical, with a knack for candor.” The design experience truly proves a home can be made even sweeter the second time around. **HOME**

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