

Home, Sweet Home

WATERFRONTS, VIEWS AND FIRST-CLASS AMENITIES—THE HAMPTONS HAVE IT ALL, ALONG WITH THE BEST REALTORS TO SHOW YOU THE WAY HOME.

BY SPOORTHI SATHEESH



BESPOKE REAL ESTATE

CODY VICHINSKY, CO-FOUNDER

Give us the rundown on Bespoke's current numbers and future predictions. As a result of our focused approach, Bespoke has facilitated \$700 million in \$10 million-plus transactions in the Hamptons in 2020 year to date. Typically year over year, we always see an increase in sales volume in Q3 and Q4, but because of the current situation and

the surge of sales we have seen in the first two quarters this year, it is uncertain whether we will see a drop in sales or end the year strong as the vast majority of renters will want to make the Hamptons a more permanent move.



From top: The living room of 2 W. Water St. in Sag Harbor (estimated \$23.5 million to \$24.5 million); Cody Vichinsky; the rear exterior of 951 Flying Point Road in Water Mill (\$37.5 million).



THE CORCORAN GROUP



SUSAN BREITENBACH, LICENSED ASSOCIATE REAL ESTATE BROKER



Clockwise from top left: The exterior of 32 Channel Pond Court in Southampton (\$19.995 million); Susan Breitenbach; a view of 57 Jared Lane in Sagaponack (\$19.999 million).

What are some of the hottest neighborhoods in the Hamptons?

Oceanfront in Sagaponack. Montauk and Amagansett are a little less expensive but are increasing. Sag Harbor is very hot right now: a great village, historic homes and very happening! The oceanfronts throughout the Hamptons are the most sought after and expensive. Then comes the waterfront,

and next is the proximity to the ocean. Each town has its own character and personality, and all are incredible in their own way. Some of the most beautiful and high-end streets are Gin Lane in Southampton (I sold a piece of oceanfront land this year there for almost \$40 million); Lily Pond and Further Lane in East Hampton; and Dune Road and Surfside in Bridgehampton.

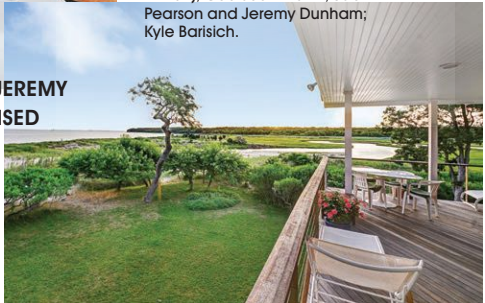
COMPASS, CEEJACK TEAM



Clockwise from above: The kitchen at 50 Montauk Ave. in East Hampton (\$1.495 million); an outdoor area at 29 Harding Terrace in Sag Harbor (\$4.995 million); Cee Scott Brown, Jack Pearson and Jeremy Dunham; Kyle Barisich.

KYLE BARISICH, CEE SCOTT BROWN, JEREMY DUNHAM AND JACK PEARSON, LICENSED ASSOCIATE REAL ESTATE BROKERS

What do homeowners in the Hamptons seek? People want what's in limited supply, and one thing they aren't making any more of in the Hamptons is waterfront property, especially waterfront with acreage. For this reason, properties like our new waterfront development opportunity in Shelter Island, Pandion, are getting a lot of attention.



Sag Harbor Village continues to be a very popular area for us, where we have another new modern waterfront listing overlooking the Harbor called 29 Harding Terrace and a 500-acre marshland reserve.

From left: The sprawling 64 and 65 Westway Drive in Southampton (\$9.75 million); Lawrence Ingolia and Jonathan Smith.



SOTHEY'S INTERNATIONAL REALTY, THE HAMPTONS GROUP

LAWRENCE INGOLIA, ASSOCIATE BROKER;
JONATHAN SMITH, LICENSED SALESPERSON

What is the next big trend in Hamptons real estate? We have been seeing an increasing number of clients that are considering the Hamptons as more than just a summer retreat. With the near

future in question in many urban areas of the country in terms of school status, lockdowns and even property value, prospective Hamptonsites are looking for homes that they can use more regularly throughout the year.



Clockwise from right: Michaela Keszler; Sarah Goldfarb; patio seating at 150 First Neck Lane in Southampton Village (\$12.45 million); the master bath at 4 Bull Path Close in East Hampton (\$295,000).



DOUGLAS ELLIMAN

MICHAELA KESZLER, SENIOR ASSOCIATE BROKER;
SARA GOLDFARB, HEAD OF MARKETING AND OPERATIONS,
THE ALEXANDER TEAM

What are the most sought-after amenities?

MK: Sagaponack is highly desirable for its open farm fields. One property, 183 Daniels Lane in Sagaponack Village, boasts ocean views on its second floor, and the

grounds are designed to fully enjoy the lush outdoors with a 68-foot heated infinity pool, pool house, outdoor shower and full outdoor kitchen with dining area.

SG: Space and having a home that functions is a major premium for everyone. People want a gym, movie room and living spaces for everyone to be able to enjoy without being on top of one another. The houses on the epicenter of Sag Harbor and East Hampton Village fringe are trading at numbers that are comparable to village prices because you get more space for the money.

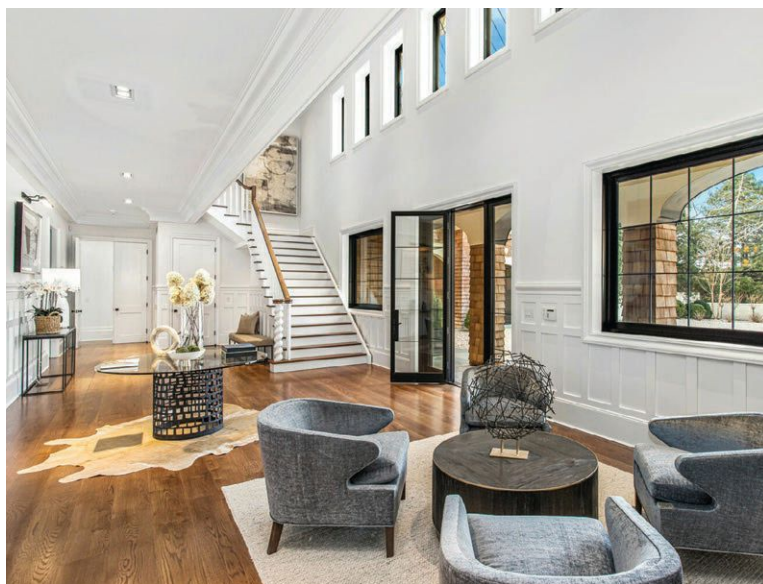


NEST SEEKERS INTERNATIONAL

EDDIE SHAPIRO, PRESIDENT & CEO;
SARA BURACK, LICENSED REAL ESTATE ADVISER

What is the need of the hour among prospective Hamptons buyers? We have seen a huge increase in the need for tennis. With gyms and camps closed, many Hamptonsites are investing in tennis lessons for themselves and their families. If you have

a tennis court, your property is now even more so a premium. Hamptons also has a very large equestrian population, and we are seeing more and more requests for equestrian properties. The overwhelming requests for new construction is an indicator of today's buyer.



From far left: A peek inside 410 Ox Pasture Road in Southampton (\$22.75 million); Sara Burack; Eddie Shapiro.