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Nicole Tunick

Talks Real Estate & Hamptons Womenpreneurs Collective

By Ty Wenzel

To be a luxury sales agent in the Hamptons takes a certain kind of stamina that many don't possess. The hamlets are far apart, there is a constant flow of soul-crushing traffic on a daily basis that no longer disappears off-season, and there's the eccentricities of customers and clients. So it always awe-inspiring to learn of agents or brokers that find the time to create alliances or organizations throughout their daily endeavors that give back. Nicole Tunick is one of those humans, and has created the Hamptons Womenpreneurs Collective. We caught up with Tunick to learn about her history of building homes on the East End to then building her real estate business with style and grace.

Nicole, you have such an interesting background. How did you first get started with your real estate career?

Real estate was a happy accident. When I met my boyfriend, now husband, Zachary, he was already a broker. We decided to purchase and renovate a house together in Sag Harbor. The whole process was amazing to me. So that was it, I was hooked. I got my real estate license and started to work real estate on the weekends with him. That was nearly 18 years ago.

What brought you and your husband to choose Douglas Elliman as your brokerage?

After many years of commuting into the city and only seeing each other on weekends we thought it was time to live together full time. Through a friend, Zachary was introduced to Howard Lorber, Executive Chairman of Douglas Elliman, and to Paul Brennan, who was an Elliman manager in the Hamptons at that time. They were both inviting, and it felt like a good fit, so we went to work in the Bridgehampton office. It quickly became a happy marriage. We came to appreciate the terrific brand and marketing support we received at Elliman which first helped us to build a name and identity for The Tunick Team and which continues to convey our style and help differentiate us in the marketplace. Plus, the brokerage just has phenomenal reach. We love the global connectivity we have through Elliman.

What regions do you consider yourself an expert on?

We have brokered deals from Westhampton to Montauk. However, our main focus is Southampton to East Hampton.

Could you tell us about the Hamptons Womenpreneurs Collective that you recently helped launch?

Through networking, I met a great woman named Fran Girimonti-Tonon. She invited me to a small lunch with a group of women who wanted to get together and bring awareness to women in the workplace and in the community. I went to what was supposed to be an hour lunch and three hours later, six women: Fran Tonon, Maggie Delany, Geri Weiner, Shannan Pollack, Noe Brown and myself came up with a mission statement: We can accomplish more together. Not just for women but for a community.

Before lunch was through, we had also outlined a platform, assigned tasks and picked a date for our first event. We held it at a private residence in Southampton, and the profits from the event went to support Oceania Sailing Foundation, an

amazing non-profit sailing school that provides traditional sail training lessons and nautical-themed education programs to middle and high school students in the Tri-State area. Their programs are designed to improve leadership, social, and interpersonal skills as well as self-confidence, through team building experiences and sailing. It was a great success, and after we completely sold out this first fundraising event, we realized we could really make some noise!

We are six women with very different skill sets and experiences, but we share a common vision and when put together we truly are stronger than one person. We keep in touch as a network and plan to reconvene after the holidays to start planning for our next event, hopefully for early summer.

That's amazing! You and your husband often collaborate with another incredible power duo, the superstar design team of HGTV talent Ricky Paull Goldin and lifestyle expert Gretta Monahan. Together you've had great success in the market, buying, beautifully renovating, and selling homes. How did this partnership come to be and what makes it work so well?

Ricky and I have known each other for over 25 years. We had lost touch for a long time, and he had gone on to become a daytime TV star on "All My Children" and "The Bold and the Beautiful," then a design pro on HGTV. About 10 years ago, I was showing a house for sale, and I heard his voice in the other room. I walked in and was staring at him — I was so surprised! His partner, Gretta, who is also a beloved TV personality and lifestyle expert, was looking at me like, "Oh no! Not another weird soap opera groupie!" But it was great to reconnect, and as a group, we all hit it off and started to see each other socially. Zachary and Ricky are kindred spirits. They are both so visually talented and aspirational, and they play off each other's strengths. Gretta and I are both creatives, but we are the more grounded ones. As Gretta often jokes, we are the "CE-NO's."

One night over dinner, Zachary advised Ricky to stop renovating his own home and do a project. We helped them find a house pre-Covid and they did their first successful flip. We have been off to the races ever since.

Zachary and I bring our expertise to advise on the cost of renovation, where money is best spent, and pricing for the new home. We use Douglas Elliman's marketing and public relations acumen to help guide us, and in the past two and a half years we have sold six properties as a team. Three of those went over-ask, and the others at or within striking distance of ask. Ricky and Gretta have impeccable taste and style. They fully designed and staged these homes, and remarkably, all of them have been sold turnkey with the furniture either included or with a separate agreement. I always encourage clients to buy the furniture package. Why mess with perfection?

We love how you're in the building space as well as real estate which is such a natural combo. What is this dream team working on next?



Photo courtesy Douglas Elliman

Currently, we are marketing 392 N. Magee Street in Southampton for sale. This is one of my favorites. It is in an area with easy access to the village and beaches and only an hour and a half from New York City. Ricky and Gretta also have three other homes in the pipeline which will be completed for 2023. It's exciting! It's a partnership that works well because we all want to see each other be successful. We love to celebrate our success, but we are there through good and bad times. We are more family than friends and we really trust each other.

How does your past experience as a real estate developer inform your role today as a sales agent?

I have learned so much about what goes into building a house from Zachary. I think as a woman I surprise a lot of people with that knowledge. I can explain everything from the foundation to the systems of a home. So, for me it's not just selling a "pretty house" it's about giving my clients as much information as I can so they can make a choice that they are comfortable with and be satisfied with their home for years to come.

Is the team still deeply involved as a developer and what style of homes do you most enjoy building?

Yes — we are always on the lookout for a new project. Zachary and I see beauty in almost everything. We love old homes but appreciate the clean lines of modern living. Last year, with partners, we completed 18 Kendalls Lane. The original home was from 1780. The plan was never to remove as much of the original home as we did, but once construction began, it was clear the structure was in tough shape. So, the

new plan was to rebuild it in its original footprint to look exactly as the old house looked, while the inside was completely chic and modern with all the comforts of today's standard of living. The historic rebuild of this beautiful estate was a complete, three-year labor of love. We were thrilled to see it set a record sale for the North Sea area of Southampton, trading over \$7 million.

That's incredible! With all the changes happening in the market, do you think the news on mortgage rates will affect such an affluent region such as the Hamptons?

There is no doubt that mortgage rates will have an effect on the market. However, I don't think we are going to "bottom out." The super expensive deals have always traditionally been cash. There will be no change there. For the other side of the market where mortgages are more common, you will see a slowdown. Yes, this will also bring opportunity. I anticipate you will see more homes come to market, giving buyers more to choose from.

Are there any Hamptons neighborhoods to keep an eye on?

Absolutely! Two areas that I think are amazing and still presenting opportunities are Southampton North and Springs. I would say run, don't walk. The redevelopment there is amazing.

What brought you to the Hamptons exactly? Did you summer here?

I grew up on Long Island, so we didn't need to drive to the Hamptons. Today and

Jones Beach were minutes away. As a family we would do day trips to Sag Harbor or go apple picking. When I moved to New York City in my twenties, I started to go east for weekends to escape the city. Then I met a guy at a party in Sag Harbor and married him.

How did the pandemic affect your business? Do you think you've changed the way you work since?

The pandemic was one of the craziest roller coaster rides ever. Obviously, we had and still have more clients than houses. People were willing to buy *anything*. That is not how Zachary and I wanted to represent ourselves and our clients, so being on top of new listings and knowing the market was exceptionally important. I think the pandemic made us better brokers.

What are ways that you relax and unwind?

I love to cook and entertain at home. I feel like that is where you have the best conversations. I love a good dinner party. Outside of that, it would be to get out on the water and enjoy and amazing Hamptons sunset.

In honor of our holiday issue, what's your favorite holiday to host?

It is and always will be Christmas. I have so many wonderful memories of my parents making it feel extra special for me and my brother. Zachary and I have a blended family and it's still a special time for us to all be together. Whether you celebrate Christmas or not, I think it brings out the little kid in all of us.



Hudson Advisory Team: Stephen Ferrara (Co-Founder), Marissa Nelson (Head Of Brand), Cindy Scholz (Hamptons Partner), and Clayton Orrigo (Co-Founder). Photo courtesy Hudson Advisory Team

The Hudson Advisory

Leveraging The Storms, Learning To Dance In The Rain

By Ty Wenzel

The luxury real estate landscape on the East End saw many new faces during the pandemic of 2020, especially New York

City teams that leveraged the second great East-bound exodus — after 9/11 — where New Yorkers found refuge and ultimately a deeper connection with our region and their second homes. Our heads spun when we saw the numbers, especially from Compass's mega-team, The Hudson Advisory.

They were ranked #1 Mega Team in New York City by the Wall Street Journal, and number 18 for the 2021 WSJ Real Trends Ranking nationally with a sales volume of \$1.3B — with a capital B. We are grateful for talking with founders, Clayton Orrigo and Stephen Ferrara, plus newly minted partner, Hamptons-based Cindy Scholz, about their meteoric rise, how they've incorporated the Hamptons into their concierge work-style portfolio, and what their plans are for the future.

Stephen and Clayton, we are so amazed by the success of the Hudson Advisory and the incredible team you've built. How did you both meet and why did you form this alliance?

Clayton Orrigo: We originally met on a deal, and while our respective clients presented challenges, we worked through the deal smoothly together and it started a year long dialogue, which eventually led to a partnership. We realized that 1+1=3, and that we both could benefit from having someone else take the punches along the way, in addition to being each other's therapist day-to-day. This is an emotional, and often lonely business, and we felt more confident and powerful together. Furthermore, while most people view us similarly stylistically, we are very complimentary with respect to skill sets, clientele, and how we view the world.

What are the team's origin stories? How did you get into real estate?

Cindy Scholz: For most, residential real estate is not our first career, it can be a default profession. I happened to go into real estate as my first job, but truly did not make real estate into a profession until joining Compass. Getting into real estate is easy, but staying in the game and being in the top of the field is the most challenging. My key to growing each year is understanding the why behind transactions. To transact luxury property you need to be a tastemaker of sorts and remain relevant. Staying relevant is a goal because it means I strive to stay useful, innovative, and up with the times for the my clients. A shared goal of ours is to deliver our clients connection, discovery, inspiration and conversation.

Where did the name "Hudson Advisory" come from?

CO: My first dog's name was Hudson, and I loved the two syllable word that had a number of associations to the city, including some geographic.

Stephen Ferrara: The term "advisory" was clear immediately, as we treat our business as an advisory practice. We don't live and die by transactions, and want to take a long term approach to the guidance we give our clients.

Your success is staggering — \$3B+ since 2017, and the WSJ naming the Hudson Advisory as the #1 Mega Team in NYC. What is the methodology or philosophy that makes you so successful?

CO: Having not grown up in the city, and both coming from modest backgrounds, relative to many of our peers, we knew that unparalleled tenacity and responsive-

ness had to be a core tenet to our practice. We had built networks in our own respective communities and prior industries, and we believed that with objective advisory, taste, specific geographic expertise, and with some luck we could find our space in the industry. The client, not the commission, always came first.

You've referred to the team as "tech-based." What kind of tech are we talking about?

SF: In addition to the Compass tech tools afforded to us, we have our own proprietary systems in house. The core of the business is our brokers and a phone, but the backend is an incredibly well-oiled machine, a real business behind every transaction and every client interaction. Our entire business is built on a digital hosting platform, which is used to support our brokers and provide tools custom to Hudson Advisory. We also use WhatsApp to streamline all communication, which is key when we collectively do 400+ transactions per year.

You have a 20+ agent roster on the team now. Really excited to see you growing and we really appreciate your partnering Cindy Scholz. Her work with women in real estate inspires us. What was it about Cindy that you found a great fit for the Hudson Advisory?

CO: While our initial goal was to capture Hamptons market-share with Cindy as our geographic expert, it became apparent that she was more than just a broker on the Hudson Advisory team. Her high-level perspective on branding and client service, and her expertise in building communities both inside and outside of Compass has helped soften the edges of our team. Stephen and I move fast and are both hyper-deal focused given the amount of deal flow we see and participate in, and Cindy often pulls us back to center to focus on bigger picture initiatives. No one is better at bringing people together, and we rely on her to help grow Hudson Advisory's national reputation.

Cindy, how does it feel to be a partner in such a successful team?

CS: When NYC real estate shut down, many brokers took the opportunity to hibernate however we did the opposite; we decided to launch a Hamptons arm of Hudson Advisory. Hudson Advisory Hamptons quickly became a top team in the Hamptons. The guys are more than business partners; they are peers that I respect and lean on for personal and professional advice. The confidence we give to one another trickles down to our clients. I believe everyone should create a personal "advisory board" of a handful of individuals that will help you growth personally

and professionally. Having Clayton and Stephen as part of this board helps me to make decisions faster, and with certainty. Speed and focus are essential to working in New York real estate, which in any market cycle, remains an efficient market. A client recently said the key to life is learning how to dance in the rain, not waiting on the storm. This saying is ringing true as we think about 2023. There is tremendous opportunity for those who take advantage of it. Being a part of such a successful team gives us the confidence to seek these opportunities and outperform in each market.

How is Women Of Compass going? What are some current initiatives that you're working on?

CS: I am proud to say Women of Compass is thriving and continuing to grow on a national level. Elevating women in business is a passion of mine. I have started to organize events where I introduced strong female entrepreneurs from my personal circle to the WoC population. These ladies share their best practices in business and life hacks. The focus of 2023 will be curating in person events. A personal goal for next year is to connect some of my clients with female founders to collaborate through funding and advisory opportunities. I will be partnering with one of our top agents in Palm Beach to organize a group of women who want to invest in other women.

Clayton, are you still involved in the VC space and what do you look for if so?

CO: I've made over 25 venture investments over the past decade since I started Hudson Advisory, along with helping start a men's athletic wear brand called TenThousand. A large percentage of the clients I work with are either venture capitalists or tech founders, so interesting opportunities often pass my desk that I have been fortunate enough to participate in.

How did you approach the global pandemic and how has your work flow changed because of it post-pandemic?

SF: From a work flow perspective, the pandemic gave us an opportunity to re-look at our internal processes and improve the way we run the business. We brought photography in house, set up an amazing office in the West Village, started weekly team meetings to continuously stay connected, and more. It allowed us to really appreciate the time we spend together as a team and showed how important team culture and communication is to Hudson Advisory.

CS: For business, the pandemic highlighted the importance of having an escape from NYC. Many of our clients have two

homes. Simply put, having the leisure of dual living between the beach and the city is the ideal combination.

With all the doom and gloom in the media, how do you think the talk of the market will affect the luxury sector that we're in?

CS: 2023 is the year for general wealth and family offices to make legacy buys. This clientele doesn't like to transact in chaos and being cash heavy will allow them to take advantage of opportunities.

Why did you choose Compass for your brokerage — was it the tech, the culture, etc.?

SF: In addition to offering modern technology to support our business, Compass is the most entrepreneurial and progressive brokerage in the industry, and it was important to partner with a company that has like-minded qualities.

As you expand in the Hamptons, are you seeing any shifts in the way the market is moving away from or towards the region?

CS: The Hamptons allows New Yorkers to live comfortably. With class A office spaces seeing occupancy rates of 60 to 70 percent post Labor Day, it's apparent NY-ers are back home.

Are there any hamlets that you're particularly focused on?

CS: We love Sag Harbor and Amagansett. Sag Harbor is the perfect year round town and there isn't a better spot than the Dunes in the summer. Both of these Hamlets share an approachable luxury vibe, and in our opinion, still have great potential for appreciation.

Hudson Advisory has developed a great brand; what was the reason behind hiring a Head of Brand?

CS: Given our team's growth, we knew we needed to advance our operations internally, however, the role "Head of Brand" was developed in reaction to meeting with Marissa Nelson. Marissa is an experienced marketing professional with a wonderful sense of strategy, operations and business development. Her attention to detail and high-level marketing expertise makes Marissa a dynamic addition to the team. She allows us to deliver a level of service and sophistication that most clients did not know was needed for luxury transactions.

To learn more about the Hudson Advisory, visit www.hudsonadvisoryteam.com.



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COMPASS COMMERCIAL

Erin Sykes

Nest Seekers Chief Economist And Power Broker Dives Deep Into The Luxury Real Estate Market

By Ty Wenzel

Erin Sykes might look familiar if you follow real estate. She is often on business news platforms like CNBC, TODAY, CNN, Bloomberg, Forbes and many others to discuss the translating of real estate trend data into insights for both industry and the consumer. Why, you ask? She's the Chief Economist for Nest Seekers International and covers Palm Beach, the Hamptons, and New York City as a broker.

Erin, you must be in a whirlwind of interviews with all the upheaval going on because of the rising interest rates. How are you interpreting the news for luxury markets exactly?

The average 30-year mortgage rate actually dropped 60 basis points from 7.22% to 6.62% on news that inflation rose less than expected in October (with CPI increasing 0.4% instead of the 0.6% estimate). Though the stickiness of inflation is still ever-present, this glimmer of hope is what the markets had been waiting for as we saw the DOW close +3.70%, NASDAQ +7.35%, and S&P +5.54% on Thursday [November 11]. The policy-sensitive two-year Treasury note tumbled 30 basis points, to 4.33%. Inflation is still running at a 7.77% annual rate, well beyond the 2% goal, but the rally served as a bright spot nonetheless, reassuring weary investors that the worst may indeed be behind us.

Thank you for such a deep-dive into the numbers! Is it still devastating when so many luxury properties are purchased with cash or when they can do lower adjustable mortgages and/or refinance in a year or two?

When people "buy in cash" they don't actually withdraw the money from their account. Most of the time these transactions involve a liquidity credit line, which is a loan against your own assets, or similar. Thus, many of the luxury buyers who are highly invested in the stock market saw a reaction of purchasing power this year as their portfolios took 20%+ hits. At the same time, we saw mortgage rates rise very quickly. ARMS requests thus did pick up, but nowhere near the rate at which we saw buyers

use the tool in 2008.

Inputs into individual mortgage rates go well beyond the Fed Fund Rate, and include metrics on inflation, unemployment and jobless claims, credit scores, down payments, and demand for mortgages. With demand for new mortgages down over 40% from last year, reaching the lowest level since 1997, and refinance demand down 87% from last year, lenders are looking to buy downs and sweeteners to spark interest in the slower market. This is the opportunity many side-lined buyers had been hoping for.

What is the smartest way to use money today in terms of investments and real estate?

Always look for opportunities when others are sitting on their hands. We are not seeing fire-sales, but there is definitely negotiability.

Do you believe there is an impending recession coming and what does the timeline look like from an economist's viewpoint?

Moving forward, we expect to see a more cautious and less aggressive Fed focused on easing extreme volatility. After four consecutive 75 basis point hikes, it is likely we will see a moderated 50 basis point increase in December, giving Americans time to catch their breath and monetary policy makers time to see the ongoing, rolling effects of previous decisions. It is clear that we should not interpret a slower pace of rate hikes and moderating inflation as an easing, but more of a plateau and holding patterns to curtail the stickier, long-term effects of inflation.

It is very possible that we have been in the actual depths of recession for months, with a stock market bottom already fixed, and Q4 2022/Q1 2023 challenges already priced in. With this comes the nearing light at the end of the tunnel, though we can expect it to take time to unwind and rebalance excess money supply.

We just got out of an unprecedented time of frenzied buying up of real estate on the East End. Inventory is incredibly low and prices are still steady without much movement in coming down. Do you



Photo courtesy Nest Seekers

think this will change? Are we back where we were in 2019, pre-pandemic?

Because of persistent inflation, costs to build are still at all time highs. This is helping to hold resale prices more stable. Until inflation slows, we will continue to see higher prices in the luxury market.

In terms of a recession, what are the pros and cons to selling a home in a region like the Hamptons?

Typically, we see more price stability in affluent areas like the

Hamptons. That said, higher price points don't trade as often so you need to allow a longer sales timeframe — the past two years excluded.

Where do you get your numbers for your insights? Are there margins of error or a formula to interpret them?

I pull directly from each local MLS (or a similar outlet like OutEast). Data is only as good as its inputs, because there have been a number of off-market deals in the past couple years, many of these transactions are not captured by MLS. This is where being

boots-on-the-ground and working the Hamptons and Palm Beach markets as an agent allows me to see potential trends before they are reported in monthly recaps.

What are some amenities that your clients look for in purchasing a home now that wasn't the case before?

Large home offices with dedicated Zoom-friendly areas are top of the priority list. Fitness amenities; including pools, gyms, saunas, basketball courts, etc. are not far behind.

It must have been so chaotic when the

pandemic happened. How did you deal with all of that and did it change the way you work now post-pandemic?

I thrive in chaos, so I was able to "pull out in front" and build my business exponentially during the pandemic. I expanded my territory to include Palm Beach, Miami, The Hamptons, New York City, and the Jersey Shore. This will allow me to work with the same clients in multiple locations and enjoy living in all my favorite spots as well!

To learn more about Erin Sykes, visit [nestseekers.com](https://www.nestseekers.com).



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Clockwise from top left: Ann Gegelys, Cee Scott Brown, Judi DeSiderio, Susan Breitenbach, Mary Anne Fusco, Mary Slattery, David Zazula, Randy Ball, Adam Hofer, Sheri Winter Parker, and Eugenia Valliades. Courtesy photos

Real Estate Confab

What Do You Love About Autumn And The Holidays In The Hamptons?

By Ty Wenzel

The holidays are coming and we are curious how local real estate rockstars spend Autumn and the holidays. The gratitude they exude in getting to live the Hamptons life is apparent while giving us a peek into their private journeys.

Susan Breitenbach, Corcoran

Fall is probably my most favorite time of year in the Hamptons! The weather is fantastic, the foliage is stunning. I was just driving down Scuttlehole Road today in Bridgehampton — with hardly any traffic — and there is a massive field with thousands of pumpkins dotting the landscape. I love to go to the local farm stands. The local corn, especially at Halsey farm is one of our favorites and we go to Serene Green for local produce — there are many others as well! I love to take my grandchildren pumpkin and apple picking and to the corn maze at Fairview Farm on Mecox and, of course, hayrides. We also feed the goats at Corwith Farm where they even have “goat yoga” outside, beautiful local books, and more. Walking at any of the ocean beaches and Morton Wildlife is also relaxing this time of year — and can't forget to mention the dramatic sunsets this time of year! All the restaurants are open, a perfect way to go out for dinner effortlessly. This time of year, we can still play tennis outdoors, but will be switching over to paddle tennis and pickleball soon!

Thanksgiving is one of my favorite holidays! I am so grateful and thankful for my wonderful family, friends and all my clients and customers who have had the confidence and trust in me for keeping me one of the top brokers year after year! I am also so lucky to be able to work the my son-in-law, Cutter Koster, who is a fabulous guy and an excellent agent. My best friend, Sharon Kerr, has joined my team and is absolutely amazing as well — I really couldn't do it without them!

One of the reasons that I keep my large home, which my husband, who has a high end construction company, is to have large family dinners on the holidays! He is also a great chef! Thank goodness we have a huge dining room; we usually have around 20 or more at gatherings. Everything is home-made with large local turkey from Kings Farm which is prepared with all the trimmings, local produce and, of course, great wine and desserts! But most important, so lovely to get the family all together! This time of year, it always makes me think of the less fortunate, so one of the charities I am involved in and think it is such an important cause is Meals on Wheels. Can't imagine what it's like to be alone for the holidays and not have a decent meal.

Judi DeSiderio, Town & Country Real Estate

Halloween is just the start of the celebrations. Then Thanksgiv-

ing with family — so much to be thankful for. And that rolls right into Christmas which has always been special in our families but this year with my granddaughter and a second on the way, it will be magical — it's true what they say about being a grandparent!

When my sons were young, apple and pumpkin picking was #1. Then coming home and baking apple pie and carving jack-o-lanterns! Now it's enjoying beautiful fall afternoons with friends and family. We enjoy entertaining. Now we do a “girls on the vine” vineyard run on the North Fork — so much fun tasting wines from our regions and dancing and being with my gals! Thankful for? Sooooo much! After what we've all been through over the past two plus years, to come out the other side is a gift. So many didn't and others are still suffering side effects of the virus or the vaccines.

Mary Anne Fusco, Douglas Elliman

I love to see how folks creatively decorate for Halloween, Thanksgiving, and Christmas. Just driving from neighborhood to neighborhood is amazing. Visiting villages and towns as they light up for Christmas in the North and South Forks just emulates happiness from the breweries to the vineyards that offer events from costume parties to music bashes. Of course, the fall finds us beginning preparations for our annual coat drive now in its 24th year! It

enables us to collect close to 1,000 coats for those in need. The drive begins at the end of December and closes March 31.

Cee Scott Brown, Compass

I find the autumn somewhat depressing as it means winter's coming and I hate the cold. Since we bought our ranch out in Sonoma County seven years ago, the fall is now the jumping off point for us to head West, where I hail from, and spend the cold months there, working remotely. And that has worked out wonderfully. We still do business and I am at our place in California.

For Thanksgiving John and I and our two small dogs — Ernie and Bette — will be at John's Mom's place in New Jersey, with his brothers and brother-in-law. Charming historic village near Princeton. We leave on our cross-country road trip for the second year, since Ernie will not fly. So planning these road trips is a lot of fun and this year we are taking two plus weeks to do it. Learning more about America.

Sheri Winter Parker, The Corcoran Group

There are so many things that I love about the East End during autumn — I can't just choose one. Boating is so much fun in the fall! Visiting the local farm stands to get seasonal vegetables and dining out at our amazing restaurants and trying their new fall menus! And lastly, starting a fire at home! I am thankful for Stony Brook Eastern Long Island Hospital and my family, friends and to every single one of my clients! For Christmas, my favorite thing to do is go foraging at all of our North Fork purveyors and frequenting the local shops for gifts — for example, at LUMBER+Salt and the shop at The Shoals. And look out for a special shopping event I'm working on!

Eugenia Valliades, Douglas Elliman

My favorite thing to do during the autumn in Long Island is visit the North Fork. It's filled with the vibrant beauty of fall foliage. The

farmstands, vineyards, and farm-to-table-restaurants offer a beautiful fall atmosphere. Most vineyards have live music on the weekends; my favorite ones to visit are Pindar Vineyard and Jason's Vineyard. I also enjoy the simple pleasure of strolling down Love Lane with an apple cider donut on a Fall crisp day.

This year, I am thankful for my health, and for the health of my family and friends. Health can be easily taken for granted by many. Until you have to overcome some health challenges like I did myself, you don't truly appreciate it. I realize how lucky I am.

David Zazula, Saunders & Associates

My favorite thing to do on the East End in autumn is everything and anything. I love the summer out here, but the off season presents an opportunity to do all the things I love, without the crowds. The weather is outstanding. Cool, crisp, warming up to the 60s. The light is even more outstanding. The air is invigorating. You can park, get from point A to B without traffic, no waiting at the restaurants. The beach is incredibly beautiful, and uncrowded. Shopping is a breeze. People are more relaxed. The off-season is hassle free. That's what I like most about. Plus, it's football season.

What is there not to be thankful for? We live in a beautiful place, surrounded by water. We are a stones throw from the greatest city in the world. We are able to move about freely and express ourselves. I'm grateful for all of it and that my family and friends get to enjoy with me.

I love the holiday season out here, as well. Travel this time of year can be difficult, so I prefer to stay put, and plan my getaways for later. I especially love Thanksgiving. This area was settled in the 17th century, so the tradition of Thanksgiving goes back a long way. I feel I'm involved in a ritual dating back several hundred years, so there's a real sense of history. Cooking a big turkey, keeping the fireplace going all day and night, football catches with my son, the changing of the leaves and the weather. Cool

nights with the windows slightly open. It's glorious. That's the best word I can use to describe it.

Dawn Watson, Douglas Elliman

My favorite things to do in autumn... I'm a sucker for hayrides, apple picking, and harvest parties. I also love to walk the beach every chance I get, especially on nice fall and winter days. There's something about that special quietude during the off season. It's my favorite place to clear my head, reflect on my goals and strategize for the future.

For Thanksgiving, I'm thankful for so many things this year. Number one, I got married to the love of my life, which is major. I've also had an incredible first year out on my own in real estate and am super glad to have been able to help so many people get what they need to live better lives. There is nothing sweeter than being even a small part of someone else getting to achieve their dreams. It's extremely rewarding. I've been fortunate enough to have found professional success a few times already in my life but it turns out that this is my calling. Life is good.

For the holidays, I'm hoping to get out more this year than I have in the past couple. Holiday parties and gatherings are always fun, and have been sorely missed, but I'm also looking forward to spending more time being of use to others. The summer is always such a whirlwind, and then the fall is filled with all those social visits with equally busy friends that you couldn't fit in before Labor Day. The holidays are a good time to catch up and check in, especially with those who are alone, older, or in need of some additional TLC. I'm making it a priority to stop in and say hello to as many people as I can, even if it's for a super quick chat or to drop off a small treat. Small things can sometimes make the biggest moments.

Mary Slattery, The Corcoran Group

I absolutely love the fall in the Hamptons. I love the change of seasons especially summer to fall. Once the temperature is a little

cooler and the traffic lessens, I like to take long walks to get back in touch with the beauty that I tend to take for granted in the busy seasons. I feel truly energized in the fall. I still shop at the local farm stands for local produce and flowers.

I am always grateful that I moved to the Hamptons full time 20 plus years ago. I am grateful for my dear friends and family members and their constant love and support. I am especially grateful to work in such a vibrant, lively real estate market.

There are so many cool things to do in the Holiday Season on the East End. My favorite thing is the Southampton Village Tree Lighting and Parade of Lights with fireworks. Nothing gets me into the holiday spirit better than that. The Annual Lighting of the Vines at Wölffer Vineyards in Sagaponack is really something to see. I also love the various Christmas concerts around the Hamptons. I love walking through the Villages and looking at the store windows all decorated for the holidays. Mostly I love the feeling that anything is possible at holiday time. It is such a hopeful, joyous time.

Adam Hofer, Douglas Elliman

I love to get out there and do everything without the summer crowd to slow me down! The autumn is a fantastic time to explore areas and do things you might not have the patience to do in the summer amongst the crowds. Not to mention, in the summer we maximize our beach time. So when the autumn hits I take time to take long rides of discovery and take in all the beauty on our East End but I also dine out more and

visit things like our local museums, stroll our main streets, etc. It's a great time to get out there and sort of reconnect with the local community.

Each and every day I am thankful to be able to call the East End home. Again, particularly this time of year as we reflect on the wonderful summer but also the fact that we don't have to go home because summer is over, this is our home! I will make my almost daily morning drives to the beach all year long, and that results in a daily dose of thankfulness for sure. This may sound like an obligatory comment but it's true. I am beyond thankful for my customers and clients, especially over the last two years, as many of them faced a challenging environment to purchase a home in, with a lot of ups and downs, but ultimately each and every one of them stuck with me and this has resulted in us forming beautiful relationships beyond the sale. And of course, my family! If you follow me on social media that's pretty obvious. One of my favorite things is the way Southampton village is decorated for the holiday season, they do an amazing job. A visit to Santa at Fowlers! There are a lot of restaurants to love around here this time of year, like 1770 House at Thanksgiving! I also love getting the Christmas tree, the local tree farms are so fun and festive, I couldn't imagine doing it any other way.

Ann Gegelys, Sotheby's International Realty

Fall out east is truly exceptional... from the changing colors, to the diminishing crowds, what's not to like?! As the cool, crisp air begins to linger and days get a little

“This time of year, it always makes me think of the less fortunate, so one of the charities I am involved in and think it is such an important cause is Meals on Wheels.”

— Susan Breitenbach

shorter, I try to enjoy as much time outdoors. One of my favorite fall destinations is the Milk Pail U-Pick Farm in Water Mill for apple picking. As a seasoned apple-picker who counts down the days until I can visit this gorgeous orchard, I look forward to the many varieties Milk Pail has to offer. From a semi-tart Macoun, to a tart Jonamac apple, it's never a struggle to find an apple that tempts my taste buds, nor inspires

me to bake my favorite apple recipe!

Another of my favorite fall destinations that requires very little energy is to take my fun-loving dog Carter to our favorite ocean beach, Beach Lane. With fewer beach restrictions for dogs in the off-season, Carter gets to run, and run, and run (as any good Vizsla does!). We enjoy the cooler breezes and spectacular views,

while Carter gets a world-class workout!

Thanksgiving is a great time to reflect on gratitude and the goodness we've experienced in the past year. When I count my many blessings this year, I think of family first and how each member has enhanced my life more than one could imagine. From my husband and two grown daughters, to my loving parents and my eight siblings, their spouses and 20+ nieces and nephews, I'm abundantly blessed for the scale of my family and the strong bond we hold, whether near or far.

On a lighter note, I'm also especially grateful for this year for my beloved Buffalo Bills who are in the midst of a tremendous season. Born and raised in Buffalo, I've seen the highs and lows with this team. This year's team is bursting with passion and grit (and wins!), making me feel grateful for this team and the good vibes they're bringing to my hometown and beyond!

A sentimental holiday tradition for my family is the Light Up the Harbor in Sag Harbor. This annual event has the streets of Sag Harbor feeling like a page out of a Charles Dickens storybook. Starting at dusk, carolers parade down Main Street, singing songs of the season, while neighbors light the way with candles and luminaries. The procession ends at Long Wharf for the annual Christmas tree and windmill lighting. To witness the singing crowds and the cheers as the festive lights are lit is pure holiday magic!

With the holidays, I also love putting the spotlight on great organizations working to help our local

community. Heart of the Hamptons Holiday Star Program is an annual event I support, where donors can pick a "Star," either in person or virtually, and donate a gift to a local child. It couldn't be easier to give of yourself while bringing a smile to a little one.

Randy Ball, The Corcoran Group

My absolute favorite thing to do is walk my dogs Calvin and Henri with my friends. We walk and talk for miles catching up from the hustle and bustle of the summer. Fall is our time to really enjoy the East End. Beach walks, walks to town, and I just discovered all of the amazing trail hikes in Montauk. The walking dunes in Amagansett is the most spectacular treat with miles of sand dunes leading to the bay.

I will be spending Thanksgiving in Paris with my family. I couldn't be more thankful that we are all happy and healthy and are lucky enough to travel to my favorite city. Having the opportunity to create long lasting memories with my children is the most important gift.

Christmas is all about being with the family. My son will be arriving from college abroad for a few weeks and hopefully my daughter and soon to be son-in-law will visit from Nashville. We have a tradition of going to The Palm for dinner Christmas Eve and Christmas morning is caviar and eggs. Even though we are Jewish we wake up and open presents. We don't believe in missing any opportunity to celebrate life. I look forward to going to the movies in Sag Harbor, taking walks on the beach, and meeting friends for cocktails.

Ed Bruehl And Jennifer Wilson

Deals On 17 Of 34 Watermill Crossing Townhomes

By Ty Wenzel

Hamptons-based Saunders & Associates' agents Ed Bruehl and Jennifer Wilson have secured over \$40M in deals selling luxury townhomes ranging from \$2.1M to \$2.9M at Watermill Crossing. The luxury townhome development is slated for completion in fall 2023 and is located in the heart of the Hamptons.

A year from completion, the project is off to a great start, with 17 of the 34 townhomes under contract. "The success of this project is directly attributable to the devel-

oper's focus on building quality new homes in a safe community and pricing it perfectly for the new post-Covid buyer who wants a year-round easy-living lifestyle," said Bruehl.

Developed by JS Squared, Watermill Crossing features 34 luxurious townhomes designed by McDonough & Conroy Architects, with townhomes ranging from 2,500 to 2,800 sq. ft., offering three to four bedrooms and four baths. Watermill Crossing is being built by Racanelli Construction, with landscape design by Araiys Design of

Southampton. Interior spaces were created by Mabley Handler Interior Design.

Each townhome features European custom Italian designed kitchens with Sub Zero/Bosch appliances, Wolf 6 Burner 36" Gas Ranges, white high gloss cabinets, white oak wide-wood floors, and natural gas fireplaces. Charming neighborhood character created with thoughtful landscaping and park-like grounds, sidewalks, red cedar shingled roofs, cedar shingle/white batten siding, and private fenced backyards. Additional amenities on

the property include a centrally located clubhouse featuring a fitness room, locker rooms with showers, a great room and lounge with card tables, a food prep area, and a wet bar. A patio surrounds an oversized pool and spa. There are charging stations for electric vehicles.

Spanning 6.4 acres, Watermill Crossing is a new development at 66 Nowedonah Avenue, just off Montauk Highway, near the Parrish Art Museum. Located between Southampton and Bridgehampton, Water Mill was listed as the fourteenth most

expensive ZIP code in the United States by Forbes in 2022, with a \$3.745M median sale price. Water Mill is the only hamlet on Long Island with both a watermill and a windmill. The 17th-century Grist Mill from which Water Mill takes its name is a short distance from the townhomes and is still maintained as a museum. The mill is emblematic of this hamlet's quaint character.

"There are not many new area developments, and this is one of the most exciting real estate opportunities in the Hamptons," said Andrew Saunders,

President of Saunders & Associates. "We are delighted to see how well received these townhomes have been by local and international buyers."

"This new Hamptons development is creating quite a buzz around the country and the world, as reaching buyers beyond the Hamptons has been frequent and reoccurring," Wilson noted and added, "We formed partnerships with brokers in Miami and Internationally, and the interest has been awesome as the global buyer wants luxury community living."



Photos courtesy Saunders & Associates



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