

# James Lane

— Real Estate —

June 2023

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HOWARD LORBER



**25 Acre Compound in East Quogue**

\$6,995,000 | 25 Acre Compound with 4BR, 4BA Farmhouse, Guest House, 4-Car Garage, Pool, Tennis Court, Small Lake and Two Separate 5-Acre Parcels with ability to Build 2 Dream Homes Property is Semi-protected on 3 Sides | Web# 899415  
**BRUCE DAVIDSON : 516.659.8685**



**Building Opportunity Awaits**

\$6,250,000 | Prime 1.5 Acre Residential Building Lot in Sought After Water Mill Locations | Create a World Class Estate Significant Home, Pool, Pool House & Tennis | R-60 Zoning and Reserve Views A Rare Opportunity with Unlimited Potential | Web# 901164  
**BETH E. MARANO : 631.897.5046**



**Rare New Construction**

3,498,000 | Remsenburg | Minutes to WHB Village | 7BR | 6.5BA 6,250 SF | Open Concept Design | Gourmet Kitchen | .87 Acre Finished Lower Level with Bedroom, Rec Area, Theater Room & Gym | Gunite Pool with Spa | Room for Pool House | Web# 900741  
**ANGELINA ORLANDO : 631.578.4540**



**New Modern in Ditch Plains**

\$3,495,000 | Soon to be 2,200 SF New Construction | Four Blocks from Ocean Beach | 4BR | 3.5 BA | Great Room with Gas Fireplace | Gunite Pool | Pre-construction Buyers can choose from a Multitude of Finishes | Web# 889339  
**HELEN STUBBMANN : 631.375.3778**



**Sag Harbor Modern Retreat**

\$2,995,000 | Sag Harbor | Sleak & Modern with High-End Finishes | 3BR | 4 Luxurious BA | 2,541 SF | Gourmet Kitchen .11 Acre | Easy Access to Foster Beach and all your Favorite Local Eateries and Attractions | Web# 901420  
**JASON B. SCHOMMER : 917.553.7383**



**Stylish Southampton Village**

\$2,850,000 | 4BR | 4BA | 2,200 SF | .15 Acre | Kitchen with Viking Appliances | Deck | Heated Pool | Lush Landscaping | Close to Restaurants, Shopping and LIRR | Web#901583  
**PAT GARRITY : 631.903.5900**  
**KATHLEEN MCCMAHON : 631.335.9793**



**Architectural Gem**

\$2,650,000 | Just Listed in Sag Harbor Village | 3BR | 3BA | 2,800 SF .34 Acre | Atrium with White Oak Staircase | 2-Story Great Room with Fireplace | Covered Roof-top Deck with Distant Water Views | Room for Pool | Multi-level Deck with Built-in Spa | Web# 901222  
**CHRIS TICE : 516.996.4174**



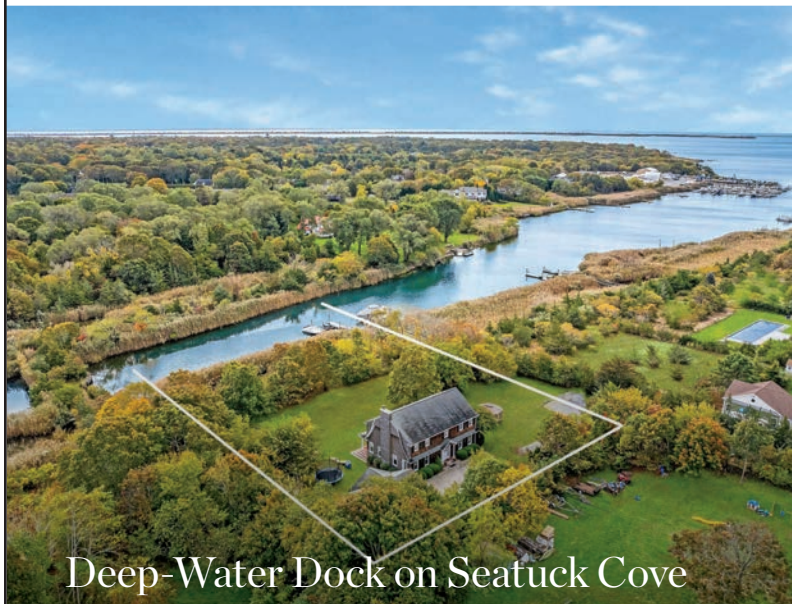
**Perfect Pool & Tennis in Westhampton**

\$2,250,000 | 5BR | 4BA | 2,530 SF | Finished Lower Level | Park-like .91 Acres | Heated Saltwater Pool | Pool House | Har-tru Tennis Furnishings Included | Proven Rental History | Web# 901615  
**DAWN LITEL-MURPHY : 917.623.7696**  
**KRISTEN SMYTH : 917.502.1247**



*Under Contract*  
**Clearwater Beach**

\$1,895,000 | Gut-Renovated Inside & Out | Modern Home | 4BR 3BA | 2,200 SF Open Floorplan | .55 Acre | Expansive Decking Heated Gunite Pool | Outdoor Shower | Private Community Beach and Marina | Web# 897775  
**HOWARD CHESIN : 516.816.2446**



**Deep-Water Dock on Seatuck Cove**

\$1,895,000 | Eastport | Private 1.5 Acres | Move-In Ready | 4BR 2.5BA | 3,264 SF | Deep Water Dock with Room for 2 Boats | Deck 2-Car Garage | Room for Pool | Web# 895460  
**KAREN ANDREWS : 917.355.5566**  
**INGE DEBYSER-DELLEART : 646.355.5566**



**Montauk Oceanview Co-Op**

\$900,000 | Spectacular Views | Corner Unit | 2 Decks | Direct Access to Ocean Beach | Sundrenched Vaulted Great Room Living Room with Gas Fireplace | 1 BR | 1 BA | Laundry Room Lovely grounds, Pool and Patio Areas | Web# 901870  
**JOAN E. HEGNER : 631.697.5730**



*Rental*  
**Quogue Waterfront Cottage**

Wide-open Views of Ogden Pond and Quogue Canal | 3 BR 2 Renovated BA | 1,785 SF | Screened Porch | Deck | 100' of Bulkheaded Waterfront | Close to Shops and Village Beach \$75K MD-LD; \$15K June; \$35K July; \$35K Aug-LD | Web# 900068  
**MURRAY TEAM : 631.871.3350**

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**50 corcoran**



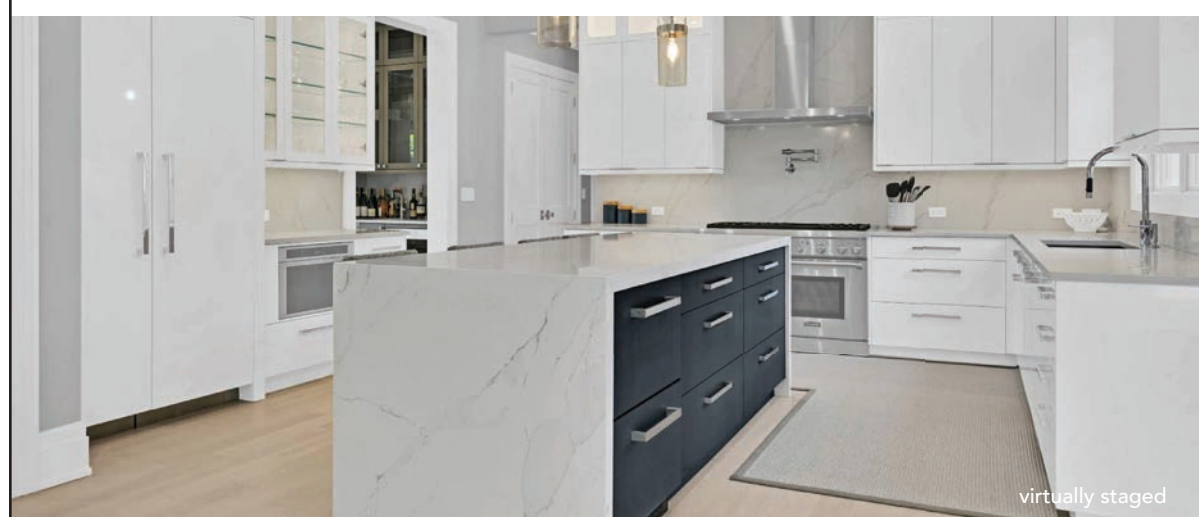
**Luxury Modern in Water Mill**



\$8,995,000 | Brand New Sleek Build by KB Building LLC | Two Clearable Acres Overlooking Reserve | 9 Bedrooms | 10.5 Baths | 9,000 SF on 3-Levels | Double-Height Living Room | 2 Chic Fireplaces | Walls of Glass and Aluminum European Tilt-and-Turn Windows | Lower Level with Theater, Gym and Wine Display | 20x50 Heated Gunite Saltwater Pool with Sun Deck and Infinity-Edge Spa | Separate Staircase to Upstairs Office/Studio | Minutes to Southampton Village and Ocean | Room for Tennis | Web# 884582



**Rosewood Developers New Construction**



\$4,495,000 | Ready for Summer | Anthony Porco of Rosewood Developers is known for his Superior Quality and Perfect Balance Between Visual Aesthetics of a Home and the Sturdy Bones Behind its Walls | 7,035 SF | 7 Bedrooms | 7.5 Baths | Spacious Open Floor Plan that Merges Seamlessly for Casual or Formal Entertaining | 2.2 Acres | 20x45 Gunite Pool, Spa and Sun Deck | Room for Future Pool House and Permit for Tennis | Easy Commute from Manhattan and Still Only 2 Miles from Southampton Village | Web# 888679



*corcoran*

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 to learn more



Lorber, center, with friends. Courtesy Douglas Elliman

# Howard Lorber

## The Motivational Vanguard Of Douglas Elliman

By Ty Wenzel

Howard Lorber is an industry titan — that may even be an understatement. He is not only the CEO and Chairman of Douglas Elliman (NYSE: DOUG), but the President and CEO of the publicly traded Vector Group, under which Elliman is a subsidiary. After speaking with Lorber, he is an unlikely hero of those who look to leaders for motivation. Lorber's is the story of where possibilities can take one through hard work, humility, and determination. Through his self-deprecating banter, his secret sauce is apparent: value your beginnings and work with people you trust. And he has a smile that exudes transparency and friendship.

### The Pandemic Years

Douglas Elliman has had record-breaking years recently because of the global pandemic. "No one will ever understand that. Especially me," Lorber said. "It was the worst crisis ever — the deaths, it was horrible. The market went crazy. The only thing that bothers me is when I'm on CNBC or Bloomberg, they always want to compare everything to 2021. You can't do that. No one really understands. We may have had bad results sometimes, but I guarantee you that the comps are generally better than they were pre-Covid."

Lorber explained that the last time that Douglas Elliman had a bad market. "The last bad time we had was during the banking crisis of '07, '08, and '09. Other than that it has been pretty stable. Three-quarters of the way through 2020 things really changed," he continued. "I think that we hadn't seen anything like that both in sales and in rentals. People that were renting for \$100K for a season were getting that for the month. It was just insane."

There are war stories and tales of triumph throughout the pandemic years and Lorber had "a good time" when brokers of other companies would call him to sell his own home in the Hamptons. "I thought my house was worth maybe \$16M - \$19M, and they would call and ask what I wanted for it," he mentioned of his own experience amid the madness. "I'd say something like \$22M and they would say yes, and I would come back with \$25M. Whatever I said, they would tell me OK. One even said they could get me \$30M. It was pretty funny. Maybe realistically I couldn't have gotten \$30M but I could have probably gotten \$5M more than it was worth. But then what do you do? There was nothing else to buy. Same problem."

### Returning Agents & Brokers

The tremendous return of power brokers to Elliman has been awe-inspiring to watch with players like the Hottinger Team, Tom Cooper, the Assouline Team, the Stanton Hoch Team, the Nassimi Group, the John Stanaland Team, the Shevins, and many others coming back to the brokerage, not to mention all of the mega-teams that have renewed their contracts with them. Scott Durkin, CEO of Elliman, has a deeply nurturing social media presence where one can literally feel his devotion to the brokers and agents. It is a vibe difficult to emulate without authenticity. "I think the reason is because most of the companies think that the buyers and the sellers are their customers," Lorber explained. "I've always believed that the brokers are our customers. The buyers and sellers are the customers of our brokers. So we treat our customers the best way we can and help them every step of the way. If they make some money

with their customers, then we make some money." He further explained that the mindset of this methodology makes it easier to understand why the brokers return and that possibly they were missing this ideology throughout their non-Elliman journeys.

### Predictions

"I think rates may hover around here for a while," Lorber explained, when speaking of the rate hikes of late. "My guess is by the end of the year going into 2024, rates will be coming down. I don't think we're going to see rates that we were spoiled with and got used to again. I think that's something in the past because of inflation. But the interesting thing about inventory is that when there is something bad, there is always something good that comes of it."

Therein lies Lorber's genius via experience and an intuition that he just has — it is how he can see into the future and how to integrate it into the present market. "In South Florida, the real new inventory in most markets is new development. Since January 2023 until yesterday, we put on the market \$4.5 billion worth of new development projects just in South Florida. And we are selling almost all of them. It's the answer to two problems. Number one, it's obviously inventory. That's good. And two, on new dev you're probably not going to close for three years. So chances are in three years you'll have lower mortgage rates, and you're also going to have appreciation of what you bought. Therefore, you're in a much better position to purchase. It's like owning something for an option that is three years out. I think that is why we're doing so well and why there is so much new development going on in markets people want to be in. Like South Florida, for example."

### Inventory

When discussing the lack of inventory on the East End, or wherever, he said, "When people bought, let's say they bought in 2021 or even just before that, they were in a position to definitely sell for a profit. Then the question is what do you do when you sell? The only thing you can do is to go back to new development. You're not going to sell today if new development takes three years."

The supply chain has been terrible, Lorber explained, with the permit situation compounding the situation. He said it takes more than a conversation with the inspectors "over coffee and donuts where permits were issued that moment" but now takes a

year or more depending on how many times you have to go back because they're still virtual and on Zoom. "It just doesn't work as well," he explained. "Once you get past that, then you have to worry about when you're going to get your plywood, roofing materials, cement. It's really, really difficult."

### A Jersey Boy

Lorber and his family moved to Paramus from the Bronx when it was still farm fields in 1955 — long before becoming the mall Mecca of Jersey. "My first job, I was about 13 and worked in a pizza place which was on Ridgewood Avenue in Paramus. Then I worked at a pizza place on Route 17, then at an IHOP, also on Route 17. The Suburban Diner was our family's go-to place."

The smarts runs through his genes even if his own experience wasn't academic. His mother had graduated high school by the time she was 15 and Hunter College by the time she was 18. "She was smart," he reminisced. "Me, on the other hand, I was a terrible student. She made fun of me saying I was the only kid from New Jersey that got rejected from Fairleigh Dickenson. The only college I got into was on Long Island, CW Post."

Times have certainly changed and he now

resides in New York City, South Florida, and the Hamptons. From mid-July to mid-September one can find him on the East End playing golf or fishing on his boat that is docked here. Lorber, of course, finds time to visit with the Hamptons brokers during this time and occasionally helicopters to New York City for meetings.

In addition to his work, he is on countless boards of philanthropies as giving back is meaningful to him. Lorber received a Presidential appointment to serve as Chairman of the United States Holocaust Memorial Museum in 2017. He is also the Chairman of the Southampton Hospital Foundation; Co-Chairman of the Silver Shield Foundation, which is a non-profit organization that provides financial assistance towards the educational costs of children of police officers and firefighters killed in the line of duty, and serves on the board of Garden of Dreams. Lorber is also a trustee of Mount Sinai Medical Center in Miami among many other posts.

Lorber's story is a motivational one. It is his bootstrap mentality of grinding within industries by means of his resolution to succeed — it is how we can learn about the Paramus kid who now leads public companies with dependability and gratitude.



Lorber (right) with friends and family. Courtesy Douglas Elliman

# Southampton Luxury Listings



**Modern Waterfront Living | 23 Koral Drive, Southampton | \$10,500,000**

7 BR, 8.5 BA | This stunning modern barn is complete with pool house and legal two-bedroom apartment, gorgeous water views, bulkhead and private dock. The approx. 6,600sf floor plan (including the finished lower level) features a waterside living room open to a huge covered porch and pool. Enjoy a day of boating, kayaking and paddle boarding from your private dock that can easily handle a 28' boat. Indoors, there's a linear see-through gas fireplace between the living room and custom kitchen, surround sound, wet bar that includes glass shelving, sink, wine fridge and beverage refrigerator. State-of-the-art elevator with access to all four levels. Cool porcelain decks surround the heated gunite pool and eight-person built-in spa. **Web# H372804**



**Charming Opportunity | 51 Linden Lane, Southampton Village | Price Upon Request**

4 BR, 3.5 BA | Don't miss this once-in-a-lifetime village opportunity. This is the first time this home has been listed in almost 50 years. 51 Linden Lane was built in 1927 and was part of the "Bungalows of Linden Lane." These are made up of 6 homes built on Lake Agawam as summer escapes for the elite of the Hamptons. The original owner lived on South Main Street, and this was one of the first "subdivisions" in Southampton Village. Features uncharacteristically high ceilings for a house built in the 20s. The living room features a wood burning fireplace. The main house has three bedrooms, each with lake views. The detached two-car garage has a full second-floor, one-bedroom apartment, including a full kitchen, living room, and one and a half bathrooms, also with amazing lake views. **Web# H372720**

*#1 Agent in the Hamptons by GCI for 2021, 2020 and 2019\**



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*2021 Rookie of the Year Award\**



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# Agents To Know

## Alba Jancou Of Saunders & Associates

By Ty Wenzel

**A**lba Jancou has been coming the Hamptons since she was a child — jetsetting between England, Gstaad, and New York — as her mother had a home in Amagansett which ultimately led her to choose the East End as her permanent base. It sealed the deal after meeting and becoming engaged to her architect fiancé, Peter Cook. Let's dive in to Jancou's journey from her international youth, to studying psychology in New York City to becoming one of Saunders & Associates' esteemed up-and-coming agents.

### Alba, where were you born and where did you grow up?

I was born in New York City where I lived and schooled full time for the first 14 years of my life. The majority of my family lives in Europe and as a result I spent a lot of time traveling abroad. Surrey, England is where my grandparents are based so after middle school, I made the decision to attend Millfield boarding school in the UK. I stayed there throughout high school and visited home on holidays. My summers were spent principally in the Hamptons where my mother kept a summer house. The more I traveled the more the Hamptons became special to me.

### Your background is quite international. How did you end up as a real estate agent on the East End?

After I finished at Millfield, I returned

to the States to attend college. I lived in the city while studying psychology at The New School. Although I loved growing up in the city as a child, Manhattan no longer felt like the right fit for me. I started spending more and more time in the Hamptons. It was here that I met my fiancé, Peter Cook, a prominent Hamptons architect and within a matter of months, I had moved to Sag Harbor full-time. I did the reverse commute, going to the city when I needed for classes, and doing as much as I could online.

Getting into real estate was a very natural transition for me. As a child, I used to spend hours on my mother's laptop, scrolling through different platforms and looking at different real estate listings wherever I was in the world.

Being with Peter, I came to learn more about Hamptons architecture which gave me a whole other perspective to appreciate properties and the beauty each different town and village has to offer.

### You studied psychology in college. Do you think that helps with your work as a luxury real estate agent?

Definitely. Real estate is closely intertwined with personality and psychology has certainly helped me to define what my clients are looking for in a home or property. There is also a lot of emotion that goes into both buying and selling a home and as a real estate agent it's my goal to be make the

process as effortless as possible!

### Did you see your business grow during the pandemic?

I got licensed a year ago, so I never had direct experience as a realtor before the pandemic. That being said, having come to the Hamptons my whole life, I saw first-hand the dramatic surge in demand, increase in valuations, and competition within the industry.

### With interest rates having doubled in recent months, do you think it will or has it affected the East End?

Unfortunately, the increased interest rates have had the most impact on homebuyers who require a greater percentage of financing, which has tempered the one-to-four-million-dollar housing market. That being said, many of the Hamptons home buyers are privileged enough to be able to buy without the need for financing, so the interest rates are of little consequence to them.

### Are there any East End neighborhoods we should look out for?

Each town and village in the Hamptons holds its own special charm and appeal. Most people are strict about their preferred areas. You can't get an Amagansett client to come to Southampton Village and if you're a boater, the bays win over the oceans hands down.

I am a die-hard Sag Harbor fan. It is, in my opinion, among the best of the East End villages. Over the past four to five years demand in Sag Harbor has dramatically increased and so have prices. There are still areas that are beautiful with good value, North Haven being a prime example. I've also seen a significant increase in demand for property in the Northwest Woods and Springs. Dune Road in Hampton Bays is also spectacular with the ocean on one side of the street and the bay on the other. I also love Westhampton Beach and Remsenburg!

### What is some advice you would give sellers right now?

Sellers are in a great place right now because inventory is at record lows. However, pricing is key. When a property is priced correctly, it trades quickly. I also encourage sellers to be more accepting of financing



Photo courtesy Saunders & Associates

contingencies, and have all their paperwork, certificates of occupancy, deeds, etc. up-to-date and in order!

### How about first-time buyers?

My advice to first-time buyers is to take the plunge. The Hamptons is a niche market, that overall remains unaffected by national housing trends. Prices continue to increase, and properties are becoming scarcer. The majority of my trades have been with first-time buyers looking for investments. I'm pleased to report they've all done very well and what started out as a working relationship has turned into several friendships.

### What do you love most about living and working in the Hamptons?

I love the quality of light out here, and I love being surrounded by water as I go about my workday. I love the diversity in restaurants and retail offerings and the excitement of the summer crowd. Some of my favorite places to go are Bilboquet on Saturday nights, Sunset Beach on Sundays, and Navy Beach or Duryea's any afternoon. My fiancé and I have a boat and we love to go out with friends to explore different beaches and restaurants along the South and North Fork shores.

I also love the contrast and quiet of the winters and enjoying the variety of nature trails as they change from season to season, from Cedar Point County Park to Mashomack Preserve on Shelter Island, and Elizabeth A. Morton National Wildlife Refuge in Noyack!



Photo courtesy The Corcoran Group

# Agents To Know

## Eileen O'Neill Of The Corcoran Group

By Ty Wenzel

**E**ileen O'Neill of the Corcoran Group shifted a decorated career as a senior marketing executive working on a myriad of television classics such as "Modern Family," "The Simpsons," "Family Guy," "Glee," and other hit programs to a serious real estate career in the Hamptons. Her mother was also in real estate locally so it was a natural progression to finding herself walking in familial shoes and she ultimately made the Hamptons her full-time home in 2015. She is one of Corcoran's agents on the rise.

### Eileen, you have such an interesting former career in marketing. Can you tell us a bit about that?

I spent over 20 years in the television entertainment division of Fox in both New York and Los Angeles, working on shows

such as "The Simpsons," "Family Guy," "How I Met Your Mother," and the blockbuster launches of various shows including "Glee" and "Modern Family." Our focus was on consumer marketing, events, and working directly with the television stations across the country that aired the shows to best promote in their individual markets. It was an amazing experience. I travelled extensively and met wonderful people across the country.

### How do you think that has helped you as a luxury real estate broker?

My career in marketing gave me experience in working with all types of personalities which I think has been very helpful. In addition, a huge part of my job in marketing required problem solving and strong decision-making skills. I believe I have a

very calm demeanor and work well under pressure, and I believe that is key in real estate.

### You have been known as a South of the Highway agent. Is there a different methodology of acquiring as a seller's broker of homes of that caliber?

I don't believe there is a different methodology for South of the Highway. I treat every buyer and seller with the same caliber of service, no matter the price point. So much of what we do as real estate brokers is about relationships. Treating a person with respect and really listening to their needs is key. Buying and selling a home can be stressful, so my job to make the process as easy and stress-free and pleasant as possible.

### With interest rates having doubled in recent months, do you think it will or has it affected the East End?

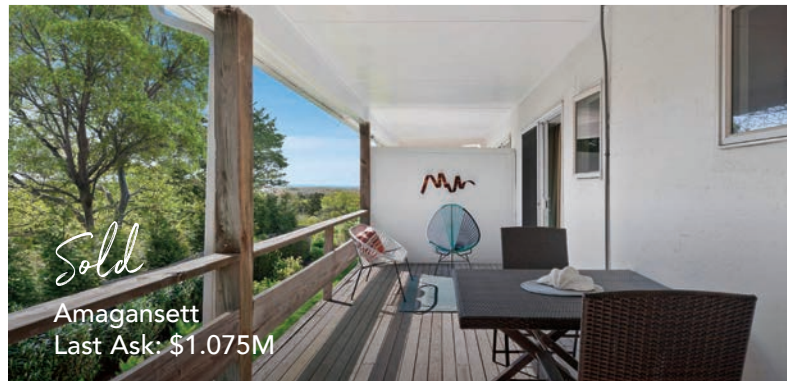
The East End is such an interesting market. Most times when other markets are affected, the East End stays somewhat insulated and tends not to be impacted as greatly as other markets. The market certainly shifts over time, from a buyer's market to a seller's market and back again, but the shifts don't feel as extreme as other areas of the country. I feel that the lack of inventory and other global events have caused some buyers to pause more than the current rates.

### What is your advice for sellers right now?

My advice to sellers right now is to price your home realistically. Homes that are priced correctly sell quickly.

# Be where you want to be.

Consult with a seasoned, community-oriented broker, who knows your neighborhood.



For over two decades, I have been fortunate to call the Hamptons my full-time home. Working in real estate has allowed me to share this vibrant, year-round East End community with each of my clients, and has introduced me to meaningful local organizations that I am proud to support.

Successful, because I know the Hamptons. Let a consistently ranked Top Producer guide your next real estate investment.



*corcoran*

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^^SCAN for additional information

# Agents To Know

## Kristen Suarez & Flora Veitch Of Town & Country

By Ty Wenzel

This is the tale of best friends who found a common passion — and shot it into the stratosphere. Flora Veitch and Kristen Suarez are a power squad on the East End under the mentorship of Judi Desiderio, CEO of Town & Country Real Estate. It is not the team's first rodeo, as they launched at a hyper-luxury firm before they pivoted to the local giant. Desiderio historically puts a lot of time and money into the agents and brokers that yield her the trust of their careers. There is a lot of money at stake in the Hamptons and her investment in this team has been about more than just ROI, but elevating the agency for the next generation. We sat down with Suarez and Veitch to learn about their astonishing early success and much more.

**Tell us about your journey to becoming East End real estate agents? How long have you been in luxury real estate? Did you have former careers before embarking on this path?**

**Flora Veitch:** Over the course of five years, I served as a marketing, events, and sponsorship manager for a prominent global bank. Despite my accomplishments in this role, I sensed a professional void and recognized an entrepreneurial feeling that only running my own business could satisfy. Given my background in banking and innate entrepreneurial mindset, I gravitated towards the real estate industry. Drawing from my extensive experience at the bank, I was able to leverage many concepts that provided me with a strong foundation to represent my clients in the Hamptons.

Joining forces with Kristen, my friend of a decade, was a natural progression towards my career aspirations. Our unique and diverse perspectives allow us to work collaboratively and effectively in navigating complex real estate transactions. Looking back, it is hard to believe that it has only been 2.5 years since we first embarked on our business venture! Today, we proudly stand as partners. In our first year, we did \$31,000,000 in real estate transactions, and this accomplishment serves as an unwavering source of motivation as we strive towards even greater success. Kristen Suarez: I worked for a global translation company in Manhattan, but quickly realized that my talents were better suited for direct client interactions rather than desk work. Fueled by a desire to explore, I traveled the world while pursuing an acting career. Halted by the pandemic, I fell back on my love of real estate.

My education in the field of real estate stems from my mother, who has been an accomplished agent on the North Fork for over three decades. Her remarkable ability to offer candid and forthright advice, while skillfully steering clients towards making well-informed decisions, aligns with the core values required for a successful real estate career. With a shared passion for real estate and a long-standing friendship, Flora and I make an excellent team, with our unique and complementary styles perfectly suited to serving the clients

of the Hamptons real estate market.

**FV:** The knowledge and professionalism I gained during my tenure at the bank has been instrumental in my transition to real estate. My experience in analyzing global marketing has equipped me with a unique ability to guide my clients through the complex process of buying and selling properties. My understanding of CAP rates and ROI has proven invaluable in navigating intricate investment opportunities on behalf of my clients.

My deep appreciation for the Hamptons market and the sophistication of its clients has allowed me to establish myself as a trusted advisor in the area. Drawing from my global experience at the bank and Kristen's worldly travels, we are able to resonate with a broad spectrum of clients and tailor our marketing efforts accordingly.

In addition to my real estate career, I have had the privilege of working closely with Kristen Farrell & Co., a leading design and development firm in the Hamptons. This invaluable experience has provided me with a comprehensive understanding of real estate from the ground up, from mastering every detail of a property to developing strong relationships with the various township building departments. Our team prides itself on anticipating the questions and concerns of our clients and providing prompt, informed solutions. My work with Kristen Farrell & Co. has enriched my education in the intricacies of property renovation, construction costs, and the logistics of land development, including flood zones, zoning regulations, and overall buildability.

**KS:** My diverse experience in public relations, communications, and theater, equipped me with the necessary tools and communication skills to excel in the real estate industry. In addition, my passion for acting and producing has honed my ability to coordinate, communicate, and multitask effectively — essential skills that translate well to the fast-paced world of real estate.

In addition to my professional experience, my ability to connect with people on a personal level has proven to be a valuable asset in cultivating enduring client relationships built on trust and mutual respect. My approachable demeanor and commitment to service excellence have earned me a reputation for being personable and friendly, while my intuitive understanding of my clients' unique preferences and objectives enables me to provide strategic guidance that is tailored to their specific needs. With a strong focus on building lasting relationships, I strive to ensure that my clients feel supported and empowered throughout the buying and selling process, ultimately leading to successful outcomes that exceed their expectations.

**Are you local to the region?**

**FV:** No, I am actually from Woodstock, New York! I grew up in the Hudson Valley, and found myself in New York City for many years. Now I live full



time in Southampton.

**KS:** Yes! I was raised in Wading River and spent many summers working in the Hamptons growing up. I spent five years in Brooklyn before moving out to Southampton to start real estate.

**FV:** Living out here has given us an intimate knowledge and firsthand experience of life on the East End, and this has provided us with a unique advantage in the real estate industry. It is paramount that as an agent, you possess a deep understanding of the properties we represent, and living in this beautiful area has afforded us the opportunity to gain invaluable insight into the local market.

**What brought you two together to become a team this early in your careers?**

**KS:** Our paths have intertwined throughout our early adulthood, leading us to pursue similar journeys in various aspects of our careers. It was only natural for us to join forces and become business partners, capitalizing on each other's unique strengths. Kristen's infectious charisma radiates during every showing and client interaction, while Flora's astute comprehension of investment property value is invaluable when handling deals.

We sought to establish and elevate our business model rapidly upon partnering up. We found that many of the larger, national firms were inundated with agents, making it challenging for us to stand out. Joining Town and Country, however, provided us with the perfect platform to thrive in a supportive environment driven by teamwork.

Above all else, trust is the cornerstone of our partnership, especially when it comes to working in real estate, particularly in the Hamptons. Our unwavering trust in each other has propelled us to early success in our careers. We understand each other's strengths and weaknesses, enabling us to offer our clients unparalleled service. Where one of us may falter, the other excels, creating a harmonious "yin and yang" dynamic.

**Your inventory is quite impressive! What methodologies do you have in place to bring sellers in to list with you? What differentiates you from the others?**

**KS:** Trust is a fundamental pillar of our business approach. We take pride in being transparent and always putting our clients' best interests first, whether it's selling a beloved family home or scouting for the next investment opportunity. Our deep understanding of the Hamp-

tons' unique market, combined with our individual strengths, allows us to deliver a personalized and effective real estate service. We are committed to supporting, educating, and delivering for our clients with a comprehensive, fast-acting, and strategic approach. Partnering with Town & Country has given us an exceptional platform to showcase our strengths and goals. With decades of experience in the East End's real estate market, T&C agents are known for their trustworthiness, and we feel fortunate to have such a dedicated team behind us, no other brokerage delivers that!

**With interest rates having doubled in recent months, do you think it will or has it affected the East End?**

**FV:** There has been a shift in the market, but in no way, shape, or form do we see a burst in our Hamptons housing market. The unique nature of the Hamptons, where many clients are buying second homes, makes it resilient and less susceptible to the effects of rising interest rates. In fact, it remains a lucrative investment opportunity, especially during times of economic volatility.

As the market evolves, we have noticed a shift in buyer behavior, where there is less lateral movement and more renovation of existing homes. However, we continue to see long-time members of the Hamptons community looking for homes to accommodate their extended family members. Our CEO's belief that "the best thing you can do is buy East End land" is a sentiment that we fully endorse. We remain steadfast in our commitment to helping them make smart investments in this dynamic and exciting market.

**Is there anything that changed in the way you work from the chaos and rapid growth of that period?**

**KS:** We feel grateful to have launched our careers during the height of the pandemic, which presented a unique opportunity to gain valuable experience in a rapidly-changing market. The rental market was especially robust during our initial summer, allowing us to hone our skills and learn how to close deals efficiently. Today, while the market may have shifted somewhat, it remains dynamic and active. We believe that the most successful agents are those who persevere through the ups and downs and prioritize the needs of their clients above all else!

**Are there neighborhoods we should keep an eye on?**

**FV:** There are many desirable streets and hamlets in the Hamptons — this is specifi-

cally a client driven question based on lifestyle and price point. Look for more renovations in long standing neighborhoods as raw land is scarce. Development north of the highway provides value to those looking for larger lot sizes. Overall the greatest number of real estate transactions remains under 3 million.

**What is your advice for sellers right now?**

**KS:** Navigating the complex process of selling a family home or a pandemic-era investment property can be overwhelming, and that's why trust is essential. Our first piece of advice would be to trust your agent, as their expertise and guidance can make all the difference.

It's also important to approach market rumors with a discerning eye. While the market has indeed shifted, there are still plenty of buyers who understand the lasting value of Hamptons real estate. This newfound appreciation has established a new threshold, and we don't anticipate it fading anytime soon. Although there may be more negotiation involved in deals today than in the past, this doesn't discourage buyers and sellers from working together to achieve their goals.

**What about buyers?**

**FV:** Investing in Hamptons real estate can be a smart and profitable decision, as historical data has shown. However, it's crucial to work with a trusted agent who can guide you through the process. It's important to find someone who not only values their job, but also believes in the value of your investment. When considering an investment property, your agent should be able to provide you with important financial metrics, such as your potential CAP rate and ROI, to help you make an informed decision. Expertise and knowledge are the key when making such an important investment, and finding the right agent can make all the difference.

**What do you do in your downtime for fun? Is there downtime?**

**KS:** We're always having fun, even when we are working! That's the benefit of partnering with your best friend. If we aren't running around showing houses, we are usually walking and talking through the estate section of Southampton, dining at Argento, or listening to live music at Talkhouse.

In all honesty, we believe that a positive and collaborative relationship with our clients stems from a happy and fulfilling personal life. We feel privileged to share this dynamic and to be able to genuinely say that we love what we do!

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Photo courtesy The Corcoran Group

# Agents To Know

## Garrett Pike Of The Corcoran Group

By Ty Wenzel

**G**arrett Pike is hyperlocal to the East End. He was born, raised, and stayed in the region that just happens to be one of the most desirable areas in the nation. There are many ways to grow on the East End when you're the son of a Hamptons builder, and selling luxury real estate is one of them. Pike chose this path and he's definitely one to watch in Corcoran's influx of compelling new agents.

**Garrett, are you local to the East End? Where did you grow up?**

Yes, I am proud to say that I am a true local of the East End. I was born and raised in Southampton, attended Southampton High School, and now live in Southampton Village full-time. Having grown up out here I have witnessed the transformation of the Hamptons from a small population of year-round residents, to a more vibrant year-round market, and I am thrilled to be

a part of this evolving and dynamic real estate landscape.

**Your background is enmeshed in the building of homes. Can you tell us about that? Is it a family business? A personal history?**

Absolutely, my background in construction has been a significant influence on my work as a real estate agent. Growing up in a family business that was involved in building homes, I have been exposed to every aspect of the building process. This experience has provided me with invaluable insights that I draw upon in my everyday real estate practice. It has also allowed me to build relationships with various contractors and tradesmen outside of the family, which has proven to be a tremendous resource throughout different points of the buying or selling process. Having this deep understanding of construction has given me a unique perspective and has been a

valuable asset in my real estate career, for which I am thankful.

**Do you believe that your background in construction naturally led to your work as a real estate agent?**

As a little kid, I used to go work with my dad on construction sites, helping pour concrete foundations on massive homes on Meadow Lane, eating lunch off the lunch truck, and often falling asleep from exhaustion by 6 PM. There's no doubt that these experiences played a significant role in leading me towards the real estate industry. One of the most fulfilling moments in my career was selling a home that I had actually helped my dad build, as it brought a unique gratitude and appreciation for the entire process — mainly because I could actually say that I had put my blood, sweat, and tears into selling the home.

**Did you see your business grow during the pandemic? Do you see any trends that are now part of your methodology that wasn't before?**

The pandemic did bring about many changes in the real estate industry, and I adapted my methodology accordingly, much like many of the great agents on the East End. Virtual tours, online marketing, and remote transactions became more prominent, and I leveraged technology to provide seamless and efficient service to my clients. Virtual showings and FaceTime tours have become a staple in my business, and I don't see that changing anytime soon. This certainly led to an increase in business, and I am happy to say that I am still seeing ripple effects from the hard work that was put in during that time!

# Agents To Know

## Nikola Cejic Of Douglas Elliman

By Ty Wenzel

**B**ootstrapping a career is no easy feat particularly as an immigrant to the United States in one of the most sought-after, price-point prohibiting landscapes in the nation. Building upon the angst-filled teenage years, Niko Cejic turned to a roadtrip and some construction under his belt and found the way to turn his post-college football career into becoming a sought-after agent on the East End.

**You have such an interesting journey to becoming a successful real estate agent. Born in Serbia, at what age were you when you moved to the United States?**

My parents brought my sister and I to the United States when I was 14 years old. After that, I was spending summers in Serbia and most of the year in Binghamton, NY. It was a huge culture shock. Then at 22 years old, I packed up my car and moved to the Hamptons, without even knowing where I was heading to!

**Wow, that's daring. You bought your first property while in high school, an amazing feat in itself. What prompted a**

**high school kid to buy real estate?**

I watched my mom pay the mortgage every month and it was more than half of her monthly income. The thing that truly opened my eyes was that she was going to have to do that for 30 years! We were immigrants and had never had to pay for housing in the old country because we lived in the same home as my great-grandparents once did. I saw that you can buy a house at auction for very little money and renovations would also be affordable. I realized this would be a workaround to making monthly payments for the rest of your life. It sounds simple and it really is that simple!

**You also helped build your family home while in college? How deep does construction play a part in your life and business?**

My family and I were just farmers in Serbia, but I always aspired to build and do construction. So I decided, why not learn on my own? After renovating my family home, I started understanding what it took. Now, I know it inside out, not just on the surface. I always envision for my clients where they can add value and how



Photo courtesy Douglas Elliman

certain updates can be done structurally. Also, I know which homes would be good value based on what can be done to them to maximize the potential and produce the best return on investment.

**Do you think that buying real estate as a kid and working in construction has helped you as a luxury real estate agent?**

It has allowed me to stand out amongst my peers at a younger age because my clients who are buying luxury homes do not always have time to focus on where they can add value. They trust my opinion and experience. When you are just starting out and have more qualified agents competing with you, a young creative mind goes a long way! The one advantage that I got from working in construction was understanding the importance of detail and having character.

**What did you study in college?**

I graduated from SUNY Morrisville with a Bachelor's in Business. Since I technically graduated as a junior, I spent the last semester finishing my football season and taking the construction classes that they offered.

**With all the brokerages available to you, why did you choose Douglas Elliman as yours? What do they offer that resonated with you?**

With so many brokerages in the real estate industry, it was important to pick the right one that fits my brand. Elliman offers great technology along with a reputable brand that has been through all types of markets. The well-structured and high-end brokerage is what helped me excel and stand out amongst other competitors when going

after listings. Another reason I was pulled to Elliman was having a larger network across the luxury U.S. market.

**With interest rates having doubled in recent months, do you think it will or has it affected the East End?**

The problem has become where we have too many listings above \$3M-\$5M and not enough affordable listings under \$1M or even \$2M anymore. We have too many buyers under \$3M, but not enough above the \$5M+ price point. When people say that we have an inventory shortage, I disagree. We have an affordable inventory problem.

**Are there any neighborhoods to look out for?**

In my opinion, you want to pick a neighborhood closer to the city and not too far from the ocean, where you can have the best of both worlds. With work schedules now requiring people to work on-site for a few days out of the week, buyers are starting to look at houses that are closer to the city. East of the canal, yet not too far east, has become an attraction; and the prices show that. No one likes traffic, especially the Hamptons traffic.

**What is your advice for sellers right now?**

As a seller's agent I would say "underprice the house and see what happens." In a small niche market like the Hamptons, it is almost impossible to underprice a home if it is marketed the right way!

**What about buyers?**

If you see a home in a good location, take it right away. You can change the structure, but not the location. The land value is not ever going down anytime soon, and when you think your only competitor is another buyer, you may be mistaken. The Town of Southampton and Town of East Hampton are acquiring properties as well.

**What do you do in your downtime for fun? Is there downtime?**

In real estate you never really have downtime. There is always something to do, but it is important to enjoy the beautiful natural landscape we have on the East End. I personally love surfing, swimming, and any outdoor activities. Also making people laugh with my silly real estate videos.

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# Agents To Know

## Alison Graham Of Sotheby's International Realty

By Ty Wenzel

**A**gents who understand the tech realm are invaluable to the industry and Alison Graham of Sotheby's International Realty is formidable within the medium. Having worked for some of the biggest tech firms in the world, including Amazon, IBM and Salesforce, she has special insight on how to move her properties. To add a twist to her status as a Hamptons real estate wiz, she hails from Oz. As we dug deeper, we wanted to learn more about her.

### Alison, how does an Australian find themselves in luxury real estate in the Hamptons?

Great question! I moved to America in 1997 and didn't know a ton of people when I arrived. I became friends with an amazing Aussie girl and her husband – they lived in Bridgehampton. I was a frequent visitor and always loved the beaches and towns of the Hamptons. I have lived in some great cities including Manhattan, but always knew I would end up here in the Hamptons. The move to real estate has been in the works for over a decade. I can't think of a better place to make the dream a reality!

### You have such an interesting background and it's in tech.

### What did you do for the tech giants that you worked for?

I was a sales VP and a consultant for over 27 years. I worked with some of the largest banks in the world helping them defend against fraud, manage risk, and improve customer relationships with technology. It was an amazing time. I know how lucky I am to have worked with so many inspiring and talented individuals. Tech took me to many countries, allowing me to experience so many cultures. I will always be grateful to the industry.

### How did that lead you to real estate sales? Do you think your background lends a unique set of qualifications that are unique to you and your services?

I went to visit a friend at Google recently. We talked about the skills you acquire in tech and how they really equip you to manage so many aspects related to real estate. Contracts, expectation management, customer service, attention to detail and navigating the back end of agency systems are all second nature to me. My great success in real estate investing led to the ultimate decision to make real estate my next career.

### You're also a real estate invest-



Photo courtesy Sotheby's International Realty

### tor as well all over the east coast. Can you tell us about where you've invested and how do you manage all of that?

Yes! My husband and I have built a great business investing in real estate. We current own properties in Miami, Philadelphia, Savannah, Michigan, and New York. Last year we embarked on our first multi-family build and couldn't be more excited. I must credit my husband with a lot of the work. He has an engineering background and is instrumental in our success related to working remotely with contractors, architects, builders, and permits.

### You are very involved in the philanthropic community. Where do you put your time and energy and why?

I started giving back many years ago when working at IBM. My motivation comes from knowing how impactful community can be when it gets behind families and caregivers. Over the years I have mentored everyone from high school students to women returning to the workforce after incarceration. I have helped trans-

form parks, raised money for and cooked thousands of meals for families in need. It is something all of us should aspire to do more of. Right now, I am doing what I can with Heart of the Hamptons; it is an incredible organization.

### We're sure the pandemic was a chaotic time for you. How did it affect your real estate career as well as your investing career? Did you see any trends that are part of your methodology that weren't before?

It was an insanely busy time for us, as it was for many families. The pandemic allowed us to capitalize on opportunities that we maybe didn't see before. People wanted to spend more time at home and wanted the infrastructure to be able to work from home. Remote work really drove us to diversify outside of New York and the Hamptons.

### What is your opinion of the market with doubled interest rates and talks of a recession. Do these national issues affect the East End?

I tend not to buy into news cycles, but rather support my decisions with data. Houses that are desirable and priced well are selling, here in the Hamptons and in the rest of the country. Interest rates have definitely cooled the frenzy we saw in 2021 and part of 2022. In my opinion, the best value deals are available now for smart buyers. Waiting on rates to be what they were in 2020 is not the way to go about it.

### What is it about the Hamptons that you love so much?

Knowing I live not too far from where Jackson Pollock created some of his incredible work gives me such joy. Art, food, the beach, and the people of the Hamptons are what I love so much. Every day I discover something about the Hamptons I didn't know before.

### What do you do in your downtime? Is there downtime?

Whenever there is free time, I love Pilates and walking. I'm a big Audible fan, so I devour many (many) books on my walks. We also love to travel. Coming home to the Hamptons makes all the work worth it!



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Exclusive Asking Price: \$14,250,000



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**204 Pantigo Road, East Hampton**  
 \$5,995,000 | 4 BR | 5.5 BA | 3,597 SF | 1.45 Acre | Web# 894819

*The Hampton Team* at the Corcoran Group... This quartet of experienced brokers is fully dedicated to serving their clients with a range of skills, from a broad network of contacts and extensive knowledge of the business landscape to targeted marketing and the ability to close a deal. Additionally, it's what they share at the core of their backgrounds that makes this team so successful: warmth, insight, understanding and a deep passion for the Hamptons. Complementary skills, strengths and business backgrounds, combined with their dedication to white glove service, have earned this talented team a loyal following of repeat and referral clients.



*corcoran*

*The Hampton Team*  
 at the Corcoran Group

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