

# James Lane

— Real Estate —

Fall 2023

[www.jameslanepost.com](http://www.jameslanepost.com)



PAMELA LIEBMAN



*corcoran*

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2021 President's Council  
 2022 Platinum Council

# Ninevah Beach 3 Wilson Place

WEB# 414983 | \$3,200,000 | 5 BEDROOMS | 3.5 BATHS | 2,800 SF

Renovated in 2017, this house has it all. Located in the Ninevah Beach enclave of Sag Harbor with private beach access and boasting all the bells and whistles. Light-filled interiors highlight the appeal of this stylish and comfortable beach house giving it year round appeal. Features include 5 bedrooms, 3.5 marble baths, dining area, and an open modern kitchen. The second-floor primary suite has its own large balcony overlooking the backyard. Outdoors enjoy the heated Gunite pool and spa, large deck with dining and sitting areas, fire pit and ping pong table. Conveniently located a short distance from Sag Harbor Village and Barcelona Nature Preserve. \$3,500,000 | Web# 414983



^^ SCAN  
 to learn more



# The Premier Commercial Opportunities on the East End



53 W Tiana Road, Hampton Bay

FOR SALE

Bayfront & Amenitized Motel in Hampton Bays with 27 Keys



35 Shrubland Road, Southampton

FOR SALE

Rare Southampton Waterfront Compound with 22 Keys



203 Bridgehampton Sag Harbor Turnpike, Bridgehampton

FOR SALE

Beautifully Redone and Unique Bridgehampton Restaurant



5 Inlet Road, Southampton

FOR LEASE

Large, turnkey waterfront restaurant.



245 Love Lane, Mattituck

FOR SALE

Approved Redevelopment Site on Love Lane, Mattituck



105-107 Newtown Lane, East Hampton

FOR SALE

Showcase Mixed Use Compound - The Village Gateway



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REAL ESTATE TEAM**

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# Pamela Liebman

## The Rise Of A Real Estate Luminary

By Ty Wenzel



Photo courtesy The Corcoran Group

**P**amela Liebman has ascended to the top spot at The Corcoran Group real estate company. As president and chief executive officer of Corcoran, Liebman helms one of the marquee brands under the umbrella of real estate giant NRT.

Liebman took an unconventional route to the apex of New York real estate. She joined Corcoran as an agent in 1985 armed with an undergraduate degree from the University of Massachusetts Amherst, as well as the European Business School in London. Liebman's prodigious business instincts swiftly propelled her ascent up the ranks.

By 1990, the rising star had already secured a role as partner at the firm. Her vision and talent for empowering other agents portended greater things to come. In 2000, leadership placed a historic bet by naming Liebman as Corcoran's president and CEO.

It paid off handsomely. Under Liebman's leadership, Corcoran expanded its dominance throughout New York's diverse boroughs and cemented its reputation as one of Manhattan's elite brokerages.

Industry observers credit Liebman's uncommon balance of commercial prowess and interpersonal skills. She is lauded for cultivating top agents while retaining her humble roots. Although known for avoiding the spotlight, Liebman has garnered recognition from outlets like Crain's. She has been dubbed one of New York's 50 Most Powerful Women for seven straight years.

With signs emerging of a shifting market, all eyes turn to Liebman and her proven ability to gracefully navigate uncertainty. Her trademark strategic foresight and vision positioned Corcoran well for any headwinds ahead. Those familiar with her

lengthy record of triumphs know better than to underestimate Liebman.

**Congratulations on leading Corcoran through its 50th anniversary! You must be so proud of everything that has been accomplished. How does it feel?**

It's incredible to look back on the past half-century and see how much both Corcoran and the real estate industry have evolved. Everything we've accomplished over these 50 years — every first that Corcoran has brought to the industry through our tremendous agents and world-class staff — it makes me incredibly proud. I work alongside the best of the best, and I'm reminded of that every day. They say that time flies when you're having fun, and that's certainly been true for me.

**You were on the Netflix series, "Buy My House" which was kind of like "Shark Tank" but with contestants pitching homes. What was that like? Did you enjoy it? Would you do it again if it has another season?**

The show really gave viewers an interesting and entertaining glimpse into the unique stories and unrealistic expectations that people have when looking to sell their homes. Whether their passion project or, in their eyes, the greatest investment since Manhattan sold for \$24, I was certainly entertained. There won't be another season of the show, but I was thrilled when this opportunity presented itself. I welcome any strategic opportunity to increase awareness of the Corcoran brand on a national stage. I had a great time filming with the other tycoons and we're all still in touch — they're a smart, fun group and we tackled tough negotiations with a lot of heart.

**You've had a Herculean rise at Corcoran. Can you tell us about it — how it began, why you joined Corcoran? Do you have a fun story with Barbara Corcoran?**

I've had the great fortune of being a part of Corcoran since 1985 when I joined as an agent right after college. I always knew

that I wanted to do something where I was able to negotiate on a regular basis. Like I said on Netflix, at the end of the day, I'm really just a deal junkie. In college, I had a couple of internships working on Wall Street, but it just wasn't for me. So, I looked to real estate. A funny story is that when Barbara hired me the firm was very small, only 30 people, she said I really want to hire you, but you don't seem like the type that's going to stick around long, but here I am. I've actually spent more time at Corcoran than Barbara did, which is sort of crazy.

**There have been so many firsts that began with Corcoran. Is it true that you installed its first new development marketing department and that market reports started at Corcoran?**

All true. In 1981, The Corcoran Report — the first real estate market report — began covering New York City real estate trends. And when I was a Corcoran agent in 1990, I created Corcoran Marketing Group, a division dedicated to the planning, design, marketing, and sales of residential new development projects. In 2005, that division joined forces with the Sunshine Marketing Group to become the Corcoran Sunshine Marketing Group, still the premier industry leader in new luxury residential development.

**You also implemented Agent Studio. Can you explain what that is? It must be amazing for onboarding new agents and those moving to Corcoran. It also must have been pivotal during the pandemic.**

We launched Agent Studio in 2017, a center dedicated solely to the development of Corcoran agents. This first-of-its-kind, state-of-the-art concept allowed our team to provide agents with the tools they need to grow their businesses. It includes classes, expert panels, workshops, and one-on-one meetings with our in-house Mindset and Marketing Coach. Everything we do has a layer of business development on top of it, we don't just give our agents the tools and resources and say "good luck," we help them understand how to strategically implement these tactics into their businesses. In March 2020, in response to Covid-19,

Agent Studio immediately shifted to a fully virtual platform to ensure agents were equipped with the tools and the knowledge needed to rule the recovery. Immediately after the Covid lockdown, Agent Studio pivoted to virtual classes due to overwhelming demand from our agents.

**In 2020 you oversaw the implementation of Corcoran's Affiliate Network. How many markets are involved now?**

The Corcoran Affiliate Network was born from a strategic vision that swiftly grew to ten markets worldwide within the first year. Recognized by our parent company, Anywhere Real Estate's fastest-growing brand, Corcoran marked its one-year anniversary with the launch of our first global franchise in the British Virgin Islands.

In just over three years, the Corcoran brand stretches across more than 170 offices — coast-to-coast in the United States, across six Caribbean islands, and in Italy as of March 2023, marking our first European affiliate.

**It's so exciting that Corcoran has branched into the European market with Italy. Are there any plans to expand further?**

Oh, we have a lot of plans and we'll be announcing some exciting launches coming in the next couple of months.

**Your encouragement and first-hand involvement with agents in the Hamptons has been widely talked about. Do you spend time here often?**

Absolutely. I own a home in Bridgehampton and I try to get out here as much as possible. That said, my progression in this business has truly shaped who I am, which is a broker at heart. Starting my career as an agent, I've never taken that hat off. This is also what drives my passion for developing our agents and encouraging their growth — they are the backbone of our company and the more we invest in their success and expertise — the stronger we are. I truly believe that this is the key to building a successful brokerage.

**It was such a massive growth period for East End real estate during a horrifying time. Are you comparing today's numbers to the pandemic numbers when you work on market reports or are you going back to 2019 to gauge where we are?**

After 2+ years of frenetic buying and selling due to the pandemic, sales trends are stabilizing. Given that 2020 to 2022 was such an unprecedented moment in time, when looking at the market we reference both year-over-year stats and we also look back to 2019. It just gives us a more comprehensive picture of where we are.

**As we see inventory finally come back on the market, are you feeling positive with the Hamptons market or are higher interest rates continuing the lukewarm vibe we've been experiencing recently?**

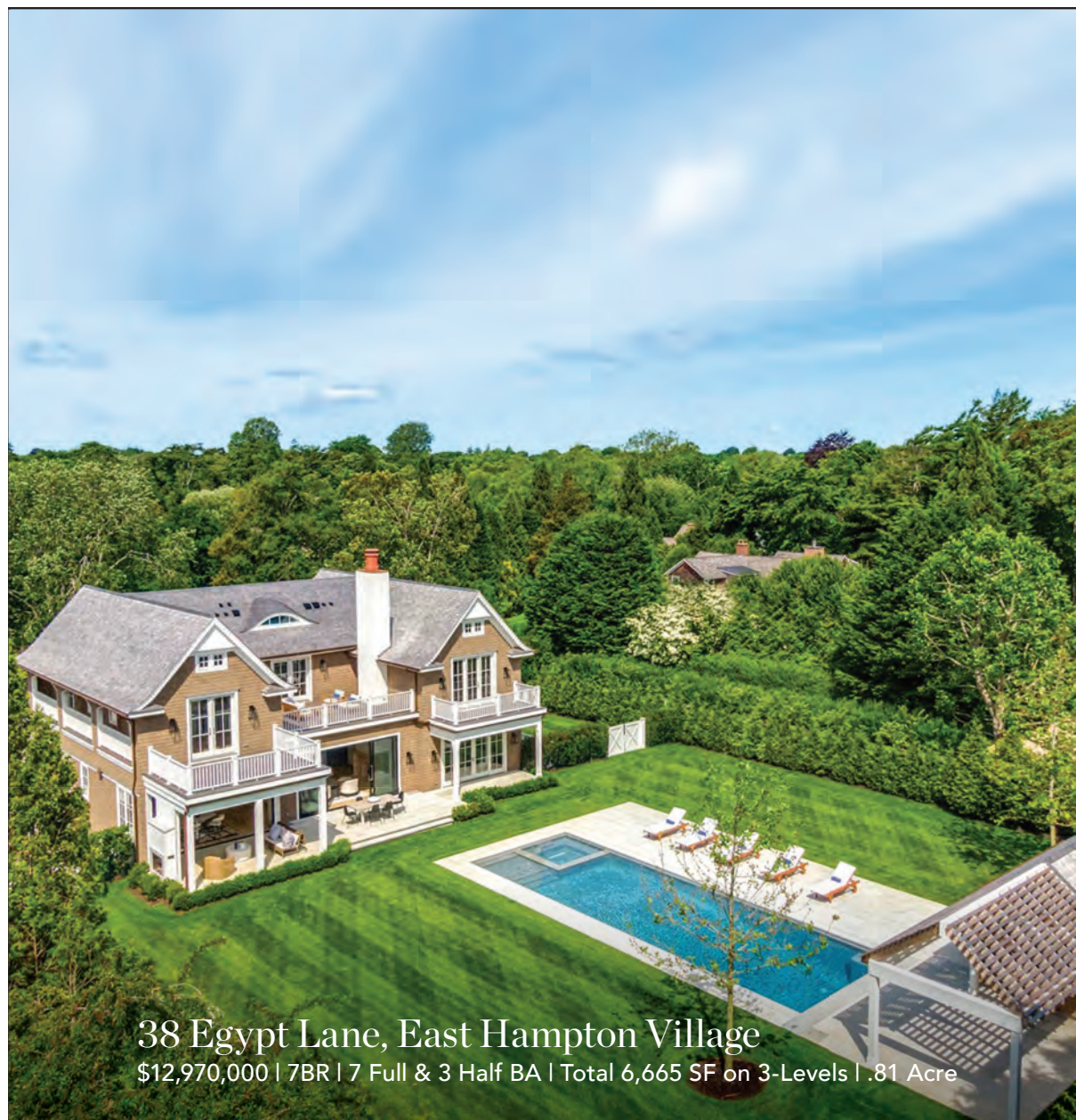
Right now, the Hamptons market is going through a transitional phase, with factors like limited inventory and mortgage rates influencing the current landscape. Despite a 6 percent quarterly increase in available homes across the East End, the second quarter of 2023 marked the seventh consecutive quarter with fewer than 2,000 listings. The Hamptons has so much to offer year-round, so while the current market is facing some challenges, there will always be potential for investors and homebuyers with an eye on the East End.

**What advice would you give sellers and buyers these days?**

It's vital to find a broker you like to guide you through the process. Everyone is hoping more inventory will come to the market so, remember to be patient. For buyers, be prepared to move quickly and have all of your financials in order. For sellers, I strongly suggest bringing a property to market that's priced to sell.

**What do you do on the East End when you have downtime? Is there ever downtime?**

I always make time for a round of golf at Atlantic.



**38 Egypt Lane, East Hampton Village**  
 \$12,970,000 | 7BR | 7 Full & 3 Half BA | Total 6,665 SF on 3-Levels | .81 Acre



**302 Abraham's Path, East Hampton**  
 \$4,250,000 | 4BR | 4BA | 3,257 SF | 1 Acre | Heated Gunite Pool | Pool House



**33 Hands Creek Road, East Hampton**  
 \$7,595,000 | 7BR | 7 Full & 2 Half BA | 6,700 SF | 1 Acre | Covered Pavilion



**67 Buell Lane Extension, East Hampton**  
 \$5,995,000 | 5BR | 5.5BA | 4,610 SF | .49 Acre | Heated Gunite Pool



**77 Toilsome Lane, East Hampton Village**  
 \$5,900,000 | 5BR | 4.5BA | 4,500 SF | 1.52 Acres | Detached Guest House

*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.



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*The Hampton Team*  
 at the Corcoran Group

DEBBIE BRENNEMAN    DEBBIE LOEFFLER  
 CHARLIE ESPOSITO    MICHAEL ESPOSITO

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 INFORMATION

# Real Estate Confab



## How Will The Rest Of 2023 Play Out?

By Ty Wenzel

**T**he number of newly signed real estate contracts on the East End rose 20 percent between July and August, representing the second straight month of growth. At the same time, new listings declined 2 percent from July to August, falling for the third month in a row. Inventory is still historically low — is this still about the mortgage rates? And how do you think the rest of 2023 will play out?

**Aleksandrina Penkova,**  
The Corcoran Group

Even though the current market is notably slower compared to the heightened activity seen at the peak of the Covid market, the demand for Hamptons homes remains consistently strong. Many potential buyers have specific criteria in mind regarding location, home type, and price, and they're patiently awaiting more available properties to enter the market. Hence, we saw heightened activity in the summer season as more potential buyers were spending the summer here, and had a chance to explore the market and take advantage of price negotiability. The average dis-

count off listing price in August on the East End was 10 percent, and the month concluded with the highest number of contracts signed in a two-week period this year. September has shown significant activity thus far. Inventory at all price points moves efficiently when appropriately priced.

Low mortgage rates, which were secured by homeowners over the past few years, are undeniably the main reason contributing to the limited availability of properties. Homes tend to get listed primarily due to significant life events or opportunities for a location upgrade or a newer residence. Interestingly, once people start spending more time out East, they either keep their property or relocate to a different Hamptons hamlet that better suits their preferences. Overall, investing in properties out East continues to be highly attractive.

**Dana Trotter, The Agency**

Although the inventory in the Hamptons is historically tight, the market remains very active with compelling properties that are priced well and receiving the most interest. Naturally, the lack of inventory is due to the record-setting volume of homes that sold over the last few years. While some buyers may simply be sitting on their pandemic purchase because of the favorable interest rates, home purchases in this market are generally cash. Buyers may finance their properties privately after closing but I still don't see the interest rate increases as a large factor out here.

**Ashley Farrell,**  
The Corcoran Group

While plenty of homeowners may be willing to sell, they're "stuck" in their current home. If an owner wishes to purchase another property, he or she could be trading in their current 2 to 3 percent interest rate for 7 percent. When you run the numbers, most find they'd be paying more for the "same" (quality, size, amenities, etc.) house. You can't sell high and buy low in the same market, so homeowners can either sit tight and wait it out or consider selling for top dollar, renting in the interim, while the market cools, and purchasing once rates fall. While I believe we are due for one more rate hike, buyers should rest assured that the market is cyclic, and it is only a matter of time before rates and inventory begin to correct.

**Lori Lambert,**  
Town & Country Real Estate

Honestly, I think this will adjust. The inventory should loosen up regardless of the interest rates because some pandemic buyers are re-evaluating how they will use their homes. They are going back to the office. Some people who bought thinking they wouldn't be returning to the office or that they would absolutely be able to rent if they had to, are taking a second look after last year's slower rental market.

**Justin Agnello,**  
Douglas Elliman

A lot of it has to do with owners locked

into a low rate currently. It's hard for them to let go of what they currently have to try and upgrade and have to pay a higher rate. That being said we are seeing more inventory hit the market since late August into September. It's a combination of renters who couldn't rent for the summer of 2023 and owners who need to be back in the office and can't do the commute back and forth as much. We are also preparing for the market to normalize in 2024 so we are encouraging sellers to list now instead of in spring 2024.

**Ann Gegelys,**  
Sotheby's International Realty

Seasonally, we do experience a spike in market activity during the summer months. The increased volume of residents and visitors puts more eyes on properties, which translates to more sales contracts. While mortgage rates have pushed upward this year, the increase in rates is not likely to have a dramatic effect on our market, as the Hamptons are primarily a secondary home market, where most buyers tend to be cash buyers. For well-heeled Hamptons buyers who prefer to hold cash reserves and finance their purchase, the Fed's decision to pause rates this past week was welcome news and a boost of confidence about inflation moderating — we will wait and watch as will our clients.

As we head into the final months of 2023, sales activity remains strong, especially for homes that are well-priced and updated.

Today's buyers, more than ever, want turnkey properties, allowing them to enjoy their investment immediately, or to bring their property to the rental market sooner rather than later.

**Adam Hofer,**  
Douglas Elliman

Mortgage rates are definitely playing a huge role in the lack of inventory. A majority of homeowners have a rate around 3 percent, so roughly half of what they would get now, making it very hard for them to want to walk away from what they have at this time, ultimately keeping the inventory tight. On top of that, I do believe that people have really fallen in love with the Hamptons all over again and have committed to spending substantially more time here than they used to, which is also making the inventory cycle less fluid than it had been.

**Garett Pike,**  
The Corcoran Group

I've found continued growth from August into September as well! The mortgage rates are certainly playing a substantial role in the lack of new inventory, however, I believe the Hamptons is and will continue to adjust to having less annual inventory than in years past. It's going to take many months, and even years to incrementally build back up the inventory levels. The market should remain transactional throughout the rest of 2023, look for it to slow around the holidays, which is par for the course!



# Northwest Woods Hidden Enclave



Situated in the tranquil Landfall community of Northwest Woods, and bordering the Cedar Point Park and reserve, this gated property exudes tranquility. Access to Gardiner's Bay beach is just across the street and you can enjoy winter water views of the bay. Equidistant between the village of East Hampton and Sag Harbor, this peaceful retreat is close to all. Updated extensively by the current owners, this gracious traditional home is set on approximately one acre with an exquisite back garden, Gunite pool and spa, outdoor living area with fireplace, outdoor kitchen with Wolf grill, refrigerator, and dining area with retractable awning. Interiors include 4 bedrooms, 3 full and 3 half baths, a bright living room with wood-burning fireplace, a gourmet eat-in kitchen and a sun-filled den. The lower level is partially finished with laundry, a recreational room, and an ample storage area. There is a 2-car garage attached to the home and a half-court basketball blacktop. \$4,500,000 | Web# 904914



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### Hear the Ocean in Southampton Village

\$10,750,000 - Location, location, location has always been the benchmark of savvy real estate investors and one would be challenged to find a much better location than 264 South Main Street. Sited on 1.3 park-like acres just a short distance to our ocean beaches and Main Street. A beautiful example of how modern enhancements can be added to immaculate heritage foundations, this classically presented home has been painstakingly restored and cleverly upgraded to keep pace with a modern lifestyle. Features 8,000 SF of living space over 4-levels including 8 bedrooms, 8.5 baths, and a fully finished lower level. There is a selection of formal and casual living spaces including a sunroom, a grand entrance foyer, and a rotunda room with 270° views over the property. The chef's kitchen is highlighted by a granite center island and custom cabinetry and comes complete with a full high-end appliance package. This resort-style oasis comes complete with a heated 30 x 50 Gunite pool, spa, bluestone poolside patio, covered porch and a 2-car garage with storage above. This is your opportunity to own a prime location in Southampton that has not been on the market in 30 years. Web# 894029



### Style & History in Southampton Village

\$4,395,000 - This stunning half-acre property in the heart of the Village is on the market for the first time in over 50 years. With its artistic provenance of noted artists, it is no surprise that the original 1900's structure was expanded to include an artists studio with a breezeway attached to an charming cottage. The 24x40 foot cathedral ceiling art studio can be converted to living space or one can expand the structure elsewhere on the over 300' deep lot with 10' high privacy hedges. There is ample room to create your own retreat with room to add a very private pool. This amazing property awaits your vision. Web# 904591



Pat Garrity

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175 Dune Road, Westhampton Beach

\$21,500,000 | 225' ocean frontage | 1.94 acres | 7 BR | 6.5 BA | 5,979 SF | Gunite pool with waterfall spa | unobstructed views located 'Between the Bridges' | 175DuneRoad.com  
**ASHLEY J. FARRELL : 631.680.8001**  
**NANCY CLARKE HEANEY : 631.276.9519**



Sag Harbor Waterfront

\$5,995,000 | Bay Point community | panoramic views of Sag Harbor Cove | 4 BR | 4 BA | 3,000 SF | gourmet kitchen | wood burning fireplace | heated Gunite pool | deep water dock | rooftop deck and lounge with gas fire pit | .28 Acre | Web# 482734  
**JENNIFER MAHONEY : 631.495.0543**



The Latch in Southampton Village

\$4,995,000 | luxury condo living | ground level villa | 4 BR | 3.5 BA | 2,434 SF | finished lower level | 1-car garage | community clubhouse with heated pool, spa and gym | near pristine beaches | Web# 905219  
**MARY SLATTERY : 631.375.9943**



Westhampton Beach Village

\$4,775,000 | custom built | 5 BR | 7 BA | 6,300+/- SF | walk-out finished lower level with home theater, gym, bonus room, full bath guest wing with kitchenette | heated, 2-car garage | heated gunite pool | close to village beaches & Main Street | Web# 895398  
**DAWN LITEL-MURPHY : 917.623.7696; KRISTEN SMYTH : 917.502.1247**



East Hampton Village Fringe

\$4,750,000 | secluded 1.4 acres | 5 BR | 6.5 BA | 5,500 SF | chef's kitchen | large great room | full walk out lower level waiting to be finished | Gunite pool | 2-car garage | 2 community Har-Tru tennis courts | lushly landscaped | Web# 902526  
**BONITA DEWOLF : 516.982.0946**



Quogue Village Home on 2 Acres

\$4,700,000 | at the end of a cul-de-sac | 5 BR | 5.5 BA | 3,731 SF | great room with soaring ceilings and fireplace | heated Gunite pool with stone paver surround | Har-Tru tennis court | Koi pond with waterfall | 2-car detached garage | Web# 904151  
**BRUCE DAVIDSON : 516.659.8685**



Premier New Construction

\$3,299,000 | 42A Apaucuck Point Road, Westhampton | 6 BR | 6.5 BA | 4,092 SF | 0.74 acre | 2-car garage | heated saltwater pool | estimated completion Spring 2024 | 42AWesthampton.com  
**ASHLEY J. FARRELL : 631.680.8001**  
**ALEXANDRA 'LEXIE' SCHRAGE : 631.466.5845**



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\$2,499,000 | East Hampton | 1.9 acres in Northwest Woods | 3 BR | 2 BA | 1,852 SF | open floorplan | gourmet kitchen | 2 fireplaces | large mahogany deck | free-form heated Gunite pool | Bluestone patio | room for pickle ball / possible tennis | Web# 902749  
**RICH DEC : 917.913.1004**



Modern Design in Montauk

\$2,250,000 | light-filled open floorplan | 4 BR | 2 BA | 2,200 SF | .56 acre | 2 wood burning fireplaces | wrap-around mahogany deck | mahogany roof deck with panoramic views and Fort Pond sunsets | covered porch | new heated pool with flagstone patio | Web# 902009  
**HELEN STUBBMANN : 631.375.3778**



East Moriches Post Modern

\$849,000 | on 1.11 acres | 3 BR | 2.5 BA | 2,300 SF | formal dining room | den | attached 2-car garage with loft | Trex deck | beautiful mature trees with room for pool | full basement with 9' ceilings | Web# 904938  
**KAREN ANDREWS : 917.355.5566**



Hampton Bays with Pool

\$1,649,000 | near East Landing Peconic Bay Beach | 4 BR | 4.5 BA | 2,024 SF | open living space | 3 fireplaces | large entertaining deck and backyard pavilion | pool | walkout lower level with 3 separate entrances | 2-car garage | Web# 904979  
**MARY BINDER : 631.972.8772**  
**HAMPTONS EDGE TEAM : 631.879.2069; 631.241.8168**



Year-Round Rental  
 Southampton Shores with Dock

\$175K Annually | beautiful beach house with amazing views | deep water dock and deeded beach rights | 4 BR | 4.5 BA | fireplace | opens to waterside deck | community tennis, basketball, ballfield & beach cabana | RR# RP2309231 | Web# 904763  
**JENNIFER MAHONEY : 631.495.0543**

Find your place in the Hamptons.



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