

James Lane

— Real Estate & Design —

Winter 2024

www.jameslanepost.com



CHRISTIE'S INTERNATIONAL REAL ESTATE

DEWOLF & BABCOOK



Bonita DeWolf & Jane Babcock.
Photo by Ty Wenzel, courtesy photo



Brokers Of Distinction

DeWolf & Babcock Forge Alliance With Christie's International Real Estate For Hamptons Luxury Market

By Ty Wenzel

The prestigious Christie's International Real Estate network staked its claim in the coveted East End territory last year and unveiled plans for a new office in East Hampton's heart. Under their corporate umbrella, the exclusive affiliate made waves when they announced their foray into the iconic beachside enclave.

Hailing from its Manhattan HQ, the brokerage, boasting a formidable presence with over 30 offices and a legion of 1,000 real estate agents spanning New York, New Jersey, Connecticut, and now the Hamptons, set its sights on 26 Park Place in East Hampton as its newest home.

Christie's has a vast network of 150 affiliates and 31,000 agents across 48 countries, making it a highly sought-after option for luxury real estate. This network is particularly appealing to high-end buyers and sellers. With reported annual real estate sales eclipsing the \$100 billion mark globally last year alone, Christie's reputation for excellence precedes itself.

Christie's ambitious international expansion trajectory over the past year has established new affiliates in prominent locales, including Beverly Hills and Naples, Florida, alongside international

hubs in Switzerland, France, and the Caribbean, cementing its position as a global powerhouse within the luxury real estate domain.

Joining the ranks of this prestigious endeavor are top-tier local Hamptons brokers Bonita DeWolf and Jane Babcock, who bring with them an intimate understanding of the local market dynamics and an enviable roster of clientele.

What was the impetus for expanding to the Hamptons market?

Bonita DeWolf: Christie's International Real Estate Group's presence in the Hamptons is a natural progression. With a dominant residency across the tri-state area, the Hamptons were a missing puzzle piece. Both Jane and I have been living and working in the Hamptons full-time for well over 20 years. We bring the local knowledge that Christie's global network needs. The Hamptons high-end niche market is equally matched with both Christie's clients and the Hamptons community. The opportunities for success are endless, and we are excited to welcome and represent the infamous brand.

Jane Babcock: Given the global promi-

nence of the brand, its association with the prestigious Christie's Auction House, and the luxurious homes on the East End, the decision to extend the brand to the Hamptons was the next logical step in servicing sophisticated global clientele.

What opportunities do you see here for Christie's?

JB: Our global presence ensures our clients receive maximum exposure to potential purchasers worldwide. Estate properties, in particular, attract overseas clientele, and our global network plays a crucial role in catering to their strong preference.

How will you tailor your services and marketing for clients and customers?

JB: Our properties are showcased throughout all 10 worldwide Christie's Auction House locations including the possibility of being shown through the New York City Auction House windows for millions of passersby to view. Additionally, a customized bespoke video montage will be showcased on christies-realestate.com and at every auction house location worldwide, spanning Amsterdam, Dubai, Geneva, Hong Kong, London, Milan, Paris, and Shanghai. Our presence extends to the Luxury Living booklet, prominently displayed at all auctions and events.

BD: Our experience, combined with Christie's sterling reputation for excellence and service, is truly unmatched. Our goal is to elevate the customer experience for all our clients, no matter the price point. In terms of marketing, there is an incredible opportunity for exposure through our worldwide network, which spans over 50 countries and territories. We look forward to presenting new avenues of exposure to existing and new clients.

How many brokers/agents are stationed in the new East Hampton office?

BD: Right now, we are a small but mighty team. We are open to welcoming other dedicated, seasoned local agents to our East Hampton office. Our owner and broker are looking for quality over quantity, and focusing on a high level of ethics is paramount.

JB: Currently, we are quite a few seasoned agents who have each been in the real estate business for decades. We are actively seeking individual agents or teams who align with our value propositions

to our clients and have a strong working knowledge and track record of transacting Hamptons real estate. Local expertise, ethical conduct, and excellence in client services are just some of the key areas we focus on when considering onboarding a local expert agent.

How will Christie's market their exclusives? What's included if someone asks you to bid or become their exclusive broker on a home?

BD: Christie's will market exclusives through their worldwide network of affiliates. Christie's International Real Estate's global network spans over 50 countries and territories with over 32,000 real estate professionals. The opportunities to network with our fellow Christie's colleagues are endless, and we look forward to introducing them to our world. We believe that our connection to the tri-state area offices is critical.

JB: In addition to our exclusive access to Christie's Auction House clientele, we also have strong personal relationships with our Christie's International Real Estate global affiliates in Europe, Asia, the Caribbean, as well as stateside. Through the global network, we can showcase our exclusive listings to potential purchasers who visit New York from around the world before they even step foot off an airplane. We use award-winning proprietary marketing software called "PI@tform," which won Inman's 2022 Innovation Award, which allows us to strategically position ourselves on various social media platforms, including Facebook, Instagram, and LinkedIn, using both our local and international corporate accounts.

Why should high-end sellers/buyers choose you?

JB: Leveraging the strength of the brand through both domestic and international syndication, we have access to a comprehensive array of marketing tools at our disposal.

How do you think the 2024 market will play out?

JB: Exciting opportunities are on the horizon as we anticipate the arrival of exceptional property listings, making the upcoming 2024 season poised to be highly dynamic. We are proud to be one of the only real estate brokerages in a growth stage in both the Hamptons and New York City markets.

The Hamptons have a seasonal ebb and flow. How will you adjust the brokerage throughout the year?

JB: In a subdued market, success boils down to pricing, strategic positioning, and maintaining a consistent presence. Our team works cohesively, engaging in collaborative discussions to adjust and adapt to prevailing market conditions.

BD: It's not an adjustment for us since we have been transacting real estate in the Hamptons for years. We respect the natural flow out east. We are focused on planting seeds now that will grow with the warmer weather... but the activity has already picked up in February. People are looking for and securing rentals, and the sales market is picking up.

What trends are you seeing in Hamptons real estate lately?

JB: We are experiencing shifts in buyer demographics, amenities, prices, etc. Current trends highlight a surge in new construction, with many first-time homebuyers opting for properties north of the highway due to pricing challenges south of the highway. Proximity to villages for shopping and dining is a key factor. Since 2020, prices have experienced an upward trajectory, influenced by the high costs and shortages of construction supplies, leading to additional expenses on the back end of new construction.

How has the pandemic impacted the Hamptons luxury real estate market in the long term?

JB: The aftermath of the pandemic has subsided, yet its impact on our inventory lingers. We eagerly anticipate an influx of properties entering the market this spring, aligning with the approaching summer season.

BD: I think what has changed most of all is that people have invested so much in their Hamptons homes, and after spending significant amounts of time out east, they now feel that their secondary home is much more equivalent to their primary residence. The owners may be spending less time out here now, but the draw is very strong. As much as they can, they want to be in their Hamptons homes whenever they can manage it.

To learn more, visit christiesrealestate.com.

Justin Marinoff

Mercer Built's Luxury Building On The East End & Beyond

By Ty Wenzel

Nestled in the idyllic landscapes of Long Island's prestigious Hamptons and North Shore regions, Mercer Built has established itself as a premier builder of luxury homes known for exquisite craftsmanship and relentless pursuit of perfection. The future of building on the East End is full of excellent young builders who understand what it takes to make the building process more sustainable, interesting, and with amenities that the modern homeowner demands.

Led by master builder Justin Marinoff, Mercer Built creates bespoke dream homes tailored to the discerning tastes of high-end clientele seeking the ultimate in luxury living. In this exclusive interview, Marinoff provides an inside look at Mercer Built's design philosophy, clientele, inspirations, and approach to building one-of-a-kind estates. Marinoff offers insight into the specialized world of luxury home construction through the lens of Mercer Built's passion and expertise.

Tell us about your clientele.

Our clientele on the East End tends to be aged 35 to 60, generally from the city, and using the homes as their weekend or summer escape for their families, multi-generational family, or growing their family. Our clientele in northern Nassau County tend to be ages 30 to 45, with the goal of a special full-time home.

What inspires you right now?

Social media is a gift and a curse. The gift is that it has become really easy to find inspirational ideas to add to a space. Although we would never replicate some-

one else's space, we will try to use what the client is attracted to, improve on it, and make it their own. The curse is, well, there are so many different, incredible things out there, and combining them can dilute the product, which is never good. With that said, less is more. Lately, we have been incorporating recessed, or flush millwork, hidden hinged doors with little to no detail, trimless recessed lighting. But truly, the most special "less is more" component we do is a custom process in some of our bathrooms or spaces where tile is typically used.

You've become one of the only Semco experts on the Island. What is it exactly?

A couple of years ago, we became factory-trained and certified to install a product called Semco. Have you ever seen a photo of a bathroom in Greece where it appears the bathtub and walls are all one? Same color, same finish, almost as if it was built out of plaster with no tile? With Semco, we can create that. We can create spaces that usually have tile and grout lines to appear as one continuous surface. Think of your garage floor, but highly refined, with hundreds of different colors and finishes. It can be used on walls, floors, sinks, countertops, and fireplaces — indoors and outdoors. The possibilities are almost endless. It truly takes the notion of less is more to another level. Over the last couple of years, wellness and fitness have become so important. We have expanded on that notion. The home gym is important, but we have been maxing out its potential. The lower-level bathrooms don't just check the box of a sink, toilet, and shower — we have been putting saunas and cold



Photos by Ty Wenzel

plunges in them. Truly attempting to maximize the feeling of a vacation. I practice what I preach and cold plunge every day.

What makes building in luxury markets unique compared to other markets?

We build on the East End and northern Nassau County — two luxury markets. The gap in the differences between the homes used to be larger, but I feel like the gap has come closer together. Pickleball and sports courts, pool house cabanas, and multiple outdoor spaces with places to hang out (or hide, ha!) are incorporated into both.

How competitive is the high-end home construction space in the Hamptons?

I believe it is highly competitive. Although cost is always a major factor, the compatibility of everyone involved is important. When an architect or client sends us plans, we realistically price the project. When building a home, it's a team effort. Not just the "building trade" team but the architect, designer, and most importantly, the client. The most successful projects, from the beginning, have transparency with budget, design, and roles from everyone. The build process does not happen overnight, and when there is good energy within the "team," the end product shows.

How has rising inflation recently impacted the cost of materials and labor for luxury home projects? How are you

managing costs?

Please make it stop.

What sustainability features are you integrating into luxury homes today, like solar panels, energy efficiency, etc.?

Solar power. The benefits are great, but up until now, they aren't incredibly pleasing to the eye. Although we always attempt to hide the panels. We are now installing a roof system where the actual roof is the solar power system. The standing seam metal roof doubles as the solar panels. This goes back to the previous "less is more."

How much input do luxury buyers typically want when customizing their dream Mercer Built home? How do you meet their expectations?

Have you ever gone to a hotel, restaurant, spa, gym, or anywhere and thought to yourself, imagine this was your house? Residential homes have size, scale, and financial constraints/boundaries, but we want our clients to get that feeling. Whether it's a home gym, bathroom, kitchen, or outdoor living, the space has the opportunity to create that feeling. It can be the smallest detail or something significant.

To learn more about Marinoff and Mercer Built, visit mercerbuilt.com.





Courtesy photos

Real Estate Confab

Predicting East End Real Estate Trends For 2024

By Ty Wenzel

The East End real estate market constantly evolves with new developments, shifting buyer demographics, and emerging trends. As we begin 2024, the Hamptons and North Fork luxury home segment is poised for some exciting changes. From sustainability to smart home technology to wellness amenities, buyers are looking for more than just a pretty home in a nice neighborhood. They're also watching interest rates, no matter the price point. We asked some of our most esteemed brokers and agents to explore some of the top emerging real estate directions anticipated for the East End market.

Martha Gundersen, Douglas Elliman

I see a re-emergence of a bit of traditional decor. I.e., antiques are no longer not welcome. The attraction here will continue to be good architecture mixed with clean line modern furniture mixed with a touch of warmth, meaning a special antique to add warmth and comfort. I see a trend away from white shingle-painted homes and continued use of more sustainable products in and outside. Another trend will be fewer yard-scapes and more environmentally sustainable use of indigenous plants that use fewer chemicals and noise (mowers and blowers).

Lower interest rates will surely bring people back to buying and selling. More inventory will hit the market and prices will adjust a bit. However, the exclusivity of the Hamptons combined with the beauty of the environment will never be a bargain. I just think lower rates will help move the fear needle.

Judi Desiderio, Town & Country Real Estate

2024 will be a very interesting year for East End real estate. As I've always said, our Hamptons markets are umbilically connected to Wall Street. To that end, early January had been punishing to markets and we all know what Wall Street says about January and the rest of the year. This may affect the \$18-28M markets most. On a positive note, the rocket pushing interest rates up at lightning speed

seems to be in the rearview mirror thanks to a taming of the inflation beast.

We are all hopeful that the unrest in the world and the widespread uncertainty will calm down this year, hopefully. Inventory should pick up as many have sat on the sidelines for the past few years wanting to sell at the top while lifestyle changes prevail. Time marches on.

All told, I believe this year will be better than last, not a banner or a bust year unless something unforeseen occurs that disrupts all aspects of life. Here's to 2024!

Susan Breitenbach, The Corcoran Group

Most experts are predicting that we won't see rates come down much before the second quarter. We are advising our customers to act now and refinance later. In the interim, the owner gains equity and isn't subject to potential increases in prices!

A lot of things change, but one thing that hasn't is people want to be in the Hamptons! In all the 33 years I have been a top broker, it has always been a very good investment and I have no doubt it will continue to be!

Most of our customers; no matter whether they have a million or hundreds of millions of dollars, they are on the same page; they are not willing to overpay, but if they find something that works and makes sense, they are buying.

Oakley-Leicht Team, Saunders & Associates

As we leave 2023 behind, having experienced a slight shift in the market due to higher interest rates, worldwide uncertainty, and a shift from a seller's market to more of a buyer's market at pre-pandemic levels, we look forward to new opportunities that 2024 will bring.

Putting life on hold will be in the past as 2024 is going to be a year of investing in the Hamptons. With the Fed having cut rates by almost 1.50 percent from its high in 2023 and predictions to make more cuts this year, we will see those buyers that

took a pause, re-engage. As the market "finds itself" in Q1 we are still faced with an inventory deficit in some specific price points. Consequently, those prices will remain somewhat stable. Let's remember that for many, cash is still sitting on the sidelines and when a correctly priced home comes to market, savvy buyers will seize the opportunity. Historically, an election year tends to make some people pause waiting for the outcome, but honestly, it has never hurt the Hamptons market. A trip to Europe, which was on hold for many over the last couple of years, is now in the past, and having a home in the Hamptons is a strong option. We are already involved with contracts being signed and rentals being secured.

What does this all mean for homeowners? If you are planning to list your home for sale, it is imperative to price your home correctly. Hire a team or agent that has experience working through the ups and downs of various markets and has the knowledge to guide you correctly. Sellers and landlords do need to be accepting of what the market will bring them and what their agents tell them and not turn away a fair deal. It is those who are given the false promise of unrealistic pricing that lose. The customer will just go find another option or be patient for something else to hit the market that works for their needs. Homeowners need to use what 2024 is bringing to them and capitalize on it. There are always opportunities in any market, and we are very optimistic that 2024 will continue to show great promise.

Adam Hofer, Douglas Elliman

It continues to surprise! A truly turn-key home at the right price will still sell quickly, and even homes that have been on the market for a little while I have seen selling respectfully close to ask and with a lot of last-minute interest. Both of these scenarios prove that there is still a shortage of inventory but no shortage of buyers. With the last few weeks of positive economic and interest rate news, I have seen buyers perk up as they gain confidence to make a move.

The recent positive economic and interest rate news has instilled the confidence a lot of buyers needed to feel comfortable making a move and there is a lot of activity out there. So I would say that this year's trend will be for all of those who have been on the sidelines the last 12 to 18 months and will most likely make their move this year before rates get too low because then it will get competitive.

Homeowners who have given any thought to selling probably should while inventory remains low. The bottom line is you will always get more than you would have four years ago, that's not going away, but it does make life a little easier to sell with less competition.

Rich Dec, The Corcoran Group

The Hamptons real estate market will most likely see more active buyers come

back to the market in 2024 as interest rates continue to drop — albeit slightly. Local inventory continues to be at historic lows and until more homeowners decide to either trade up or relocate, we should see prices holding strong for quite some time. With that said, typically, in an election year, we tend to see buyers be a bit more gun-shy in committing to a purchase. The plus side is that we're largely a second home market — and again with limited inventory — so we may be surprised by year-end. However, it's important to note that sellers will need to be realistic about pricing. Otherwise, we may see more homes staying on the market longer with little to no activity which could stall our market. Despite the current complexities, keep in mind that our history has proven year after year, decade after decade, that buying Hamptons real estate is a solid tangible investment with notable gains in equity.

Hal Zwick, Compass

I am a commercial specialist — working throughout all communities on both Forks.

While witnessing some obstacles over the last year, the commercial marketplace is vibrant with an abundance of on and off-market listings. Higher interest rates have put "on hold" some property sales as owners would not lower prices to meet the rising cost of borrowing money. This impacted investment sites as 2023 progressed. However, we have seen buyers entertain returning to the market more aggressively — seeking to go to contract with closings later in the year when rates are lower.

We have continued to see strong demand for owner-occupied/managed entities such as restaurants, resorts, and food businesses. Deals have been negotiated, with announcements to follow soon. There are new national investment companies seeking hospitality properties. They are sophisticated groups with the resources to enter into quick transactions. They seek and buy value-added entities to upgrade and increase their value significantly.

The industrial trade market will continue to be strong. However, the office market is the one sub-category that has seen an absolute decline in demand post-Covid as professionals returned to their offices in New York City. Retail leasing continues to be robust. East Hampton, Sag Harbor, and Main Street in Southampton are committed to long-term tenants. There is now an urgency for those seeking sites to secure a location. Consequently, there will be few pop-up seasonal tenants in 2024.

To summarize, with high demand — buyers and sellers are coming to terms, and we expect this to continue throughout the year.

Robert Canberg, Nest Seekers

Excitedly looking ahead to the 2024 East End real estate market, early signs are already indicating an uptick in both buyer

and rental demand. My team and I have been proactive, already securing deals and finalizing summer leases for our clients, a trend we expect to continue.

The current situation, with global economic uncertainties and reduced international travel, seems to be redirecting attention to the local real estate scene. The anticipated further drop in mortgage rates and potential inflation cooling bode well for East End buyers and sellers.

Looking back at a buyer pause in the previous year, it seems that the pent-up demand, combined with stabilizing interest rates potentially ranging from 5 to 7 percent, is leading to more deals in the market. Despite the limited current inventory, discerning buyers are eager to act swiftly before any potential price increases.

Adding another layer to the dynamics, are those buyers potentially impacted by the international markets now looking to exit, diversify, and expand their East End real estate portfolio. The increase of buyers, with a potentially continued and lesser inventory may lead to multiple bidding scenarios and increased competition among buyers. The advice for all parties involved is to navigate these market shifts with strategic decision-making.

My overall outlook for the 2024 East End real estate market is quite positive. Driven by factors such as increased demand, lower mortgage rates, and the potential for stabilized interest rates. It's now a market where proactive decisions and strategic moves will likely play a crucial role in securing favorable outcomes for all of our clients, especially early on. Buyers and sellers alike need to stay attuned, but I believe the days of sitting on the sidelines are behind us.

Heather Buchanan, Sotheby's International Realty

The good news for the slow real estate market is the Fed's signaling of potential rate cuts in 2024. Even cash buyers in the Hamptons are financing against their portfolios so the numbers matter, especially as a home is a major purchase. It's well worth talking to a mortgage broker as 2024 also ushers in higher conforming loan limits which can be favorable. Without the Covid madness, local builders may be more available for projects. One builder said for the first time in years he had subcontractors calling looking for work. The market is also not monolithic — rarity can also play a factor in demand such as a listing I have on coveted Main Street in Sag Harbor Village. Knowing a real estate agent is always valuable, especially in advising on new rules which range from Certificate of Occupancy requirements for sales to the numerous rental registries. As I listen to my buyers and sellers, importantly, it is not just about the numbers but about life: birth, death, marriage, and divorce. Home is an emotional concept of a safe space, especially in an increasingly unsafe world. It's about writing the next chapter in a story and it's my pleasure to help.

Zöe Hoare

A Chat On The Enduring Appeal Of Vintage

By Ty Wenzel

In the hamlets of the Hamptons, connoisseurs of design converge, drawn by a trove of vintage treasures curated by dealers catering to a discerning clientele. Among them stands Zöe Hoare, the maven behind Hoare & Hoare Antiques in Sagaponack — a stalwart in the field. Nurtured amidst antiquities by her mother from a tender age, Zöe possesses an instinctual knack for assembling collections that evoke the essence and heritage of bygone eras. In an exclusive interview, she unveils her fervor for uncovering hidden gems, shares insights into contemporary antique décor, and reflects on the evolving landscape of the Hamptons antique trade.

How did you first become interested in antiques, and what inspired you to start up Hoare & Hoare Antiques?

My passion for all things old and historical is truly part of my DNA, and it was my mother, Appley Hoare, who helped me develop my eye for beautiful pieces that have already lived another life. When I am looking for stock for my business or clients, part of the thrill is wondering what or where a piece came from, what was its purpose, and what evidence is left that makes it beautiful.

How do you select the antiques and collectibles to feature in your shop? What's your curation process?

It is quite hard to explain how I select my stock, but mostly it's just a feeling, an instant attraction to a color, a shape, a style, that perfect piece of distressed paint, or the simple form of a country cupboard, but also, if it couldn't live in my home, I don't buy it, because if it doesn't sell, it's coming home! The curation process stays pretty much the same... all my pieces show their age — proudly! I want to see the wear and tear, the crumbling, distressed paint... the witness marks from its former existence.

What are some of the most unique or rare items you've had for sale in your shop?

Right now I have an old wooden shipping case for a double bass, with all the original labels from its trip to New York from South America in the 1950s. I can picture it in a hotel, bar, or someone's music room. I also have a wonderful large iron horse sign from an old French tack shop, 19th century, with its original Paint.

What is your specialty in terms of the types of antiques you sell? Do you focus on any particular era or style?

17th, 18th & 19th century French, Italian, Swedish, and Early American Country furniture.

How has the antique business in the Hamptons changed

over the years?

Sadly, it has dwindled. However, some wonderful dealers are making it work. Many have moved into a more modern era. Many of my clients are decorating with an eclectic mix of styles, both old and new. I am seeing an uptick in clients wanting less "fast furniture" like "fast fashion," I think we all want to restore, reuse, upcycle, repair, and re-imagine our homes a little bit more. With technology taking over our daily lives, including some pieces in a home that have a connection to the old ways of living can make a home warm, inviting, and a reflection of your personality.

How do you go about acquiring pieces for your shop? Do you travel to auctions, estate sales, etc.?

I have been buying from dealers in France, Italy, Belgium, and the UK, and I have traveled to the antique shows with my mother since I was a child. For Early American furniture, I buy from dealers and private collections, here and across the USA.

Do you notice any trends in what customers are looking for these days when it comes to antiques or vintage items?

Beautiful Patina is always a good seller, and darker painted pieces have been selling — black furniture is very strong right now, instead of the classic Swedish style light furniture. Garden antiques are selling well; stone animals, iron benches, and architectural pieces that can add a dramatic element to a garden are also more popular.

What are some of your tips for identifying valuable antiques or spotting a hidden gem?

Value shouldn't matter. Buy what you love and want to live with... its value is what beauty and interest it brings to your home.

What advice would you give to someone just starting to collect antiques?



Photo by Ty Wenzel

Again, go with your gut — if you are looking to buy and sell, you do need to do some price research. Don't go into this business expecting to get rich — Van Goghs in attics are few and far between.

Have you helped any high-profile celebrities or public figures find antiques for their homes?

A certain female pop singer has been a client of mine and also my mother's. She has very good taste. My mother had Tina Turner buying a 16-foot 18th-century French monk's table from her store in London. London was always busy with famous and infamous customers! Celebrities are usually quick and easy to deal with. It's their entourage that is usually the most difficult to manage!

If you could pick any era or style of antique as your absolute favorite, which would you choose and why?

Early simple painted or not, country furniture. French or Swedish are my favorites,

and I adore blue and white stripes, old ticking, heavy French 19th-century linen or hemp fabrics. My home is a 300-year-old salt box cottage, made partly using the ribs from an old whaling ship — so it's an antique itself! My collection changes constantly. I'm a wheeler and dealer. Pretty much everything is for sale at home — apart from the dogs, Athena and Mabel!

What do you enjoy most about running an antique shop in this area? What are some of the challenges?

Seasonal changes! However, online websites like 1st Dibs and Chairish, In Collect have opened up a new market for us all. Instagram has also changed the game big time — I get a lot of inquiries through @hoareandhoareantiques. I was raised in the retail business. I enjoy curating a store, chasing down stock, talking with like-minded people sharing our love for old furniture and its history, and enjoying the innate beauty of each item.

To learn more, visit hoareandhoareantiques.com.

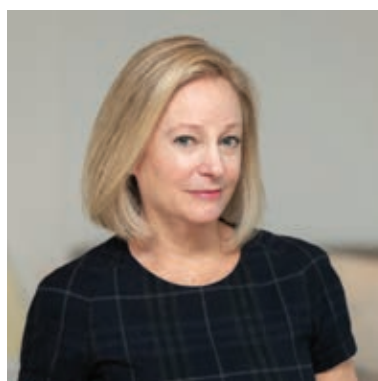


CHRISTIE'S
INTERNATIONAL REAL ESTATE
GROUP

78 Surf Drive, Amagansett, New York

\$3,250,000 | 4 Bed, 3.1 Bath

Embrace coastal living in this newly listed Amagansett Dunes sanctuary. The upper level boasts a bright open-concept living space and a spacious deck for sun-soaked entertainment and enjoyment. Four bed-rooms, two ensuite, and updated bathrooms on the lower level, coupled with a convenient laundry room, make this home the epitome of coastal luxury. A renovated kitchen, central AC complete the package, promising a lifestyle of comfort and relaxation.



Bonita DeWolf

Licensed Associate Real Estate Broker

516-982-0946

BDeWolf@christiesrealestategroup.com

26 Park Place
East Hampton, NY 11937



COLDWELL BANKER
RELIABLE REAL ESTATE

Prestige • Pedigree • Power
THE GLOBAL LUXURY DIFFERENCE



RACHAEL HULSE
LICENSED ASSOCIATE REAL ESTATE BROKER
RHULSE@CBHAMPTONS.COM • 631.902.0488



NEW CONSTRUCTION MASTERPIECE BY TOPAZ BUILDERS

34 TURTLE POND ROAD, SOUTHAMPTON, NY | \$4,495,000

7 BEDROOMS • 7 BATHS • 5300 S.F. • 3 FLOORS • 1.01 ACRES

A BOUTIQUE OFFICE WITH A GLOBAL REACH

91 JOBS LANE, SOUTHAMPTON, NY 11968



LOUIS BOUGATSOS
LIC. REAL ESTATE SALESPERSON
631.506.1008



JESSICA BELL
LIC. REAL ESTATE SALESPERSON
917.969.1643



DENISE BORNSCHEIN
LIC. REAL ESTATE SALESPERSON
631.871.6201



PAUL HENNEFORTH
LIC. REAL ESTATE SALESPERSON
631.793.5249



RACHAEL HULSE
LIC. REAL ESTATE BROKER
631.902.0488



RICHARD RAWDIN
LIC. REAL ESTATE SALESPERSON
631.680.7205

COLDWELL BANKER RELIABLE REAL ESTATE

• COLDWELLBANKERHAMPTONS.COM •

WESTHAMPTON BEACH
631.288.0400

HAMPTON BAYS
631.728.8070

SOUTHAMPTON VILLAGE
631.287.7707

BRIDGEHAMPTON
631.613.1660

NEW YORK CITY
718.921.3100

BAY RIDGE BROOKLYN
718.921.3100

BENSONHURST BROOKLYN
718.921.3100

BEDFORD STUYVESANT
718.921.3100