

James Lane

— Real Estate & Design —

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JUDI DESIDERIO

Photo courtesy Town & Country Real Estate

Real Estate Confab

Neighborhoods & Trends To Watch

By Ty Wenzel

In a recent roundtable discussion, leading local real estate brokers shared their insights on areas of growth and shifting buyer preferences on the East End.

Susan Harrison, Compass

There are a couple of popular areas this season. Sag Harbor, especially homes on the waterfront, remains very popular. Additionally, there has been a lot of interest from clients in Southampton Village this year. People love being able to bike or walk into town. Southampton Village is the original and oldest “Summer Colony” in the Hamptons. I’ve been hearing people say that they want to be closer to the city because the traffic has gotten more intense in recent years. The charm and elegance of the town are simply the best, and the beaches are my favorite.

Dominic Couzens, Hedgerow Exclusive

As much as one may think they know

the market and could “maybe” find their purchase on their own, don’t sell (no pun intended) yourself short. Work with an excellent agent and/or team! Hands down, that is always my top advice. When buying, you are building a team, so take a little time to build it. I would suggest working with someone dynamic, collaborative, and knowledgeable of the region. This is essential to securing the best asset while making the best use of one’s time in our ultra-competitive and highly nuanced market.

Stacey Cohen, Saunders & Associates

Well, obviously, Shelter Island, but that’s not just me seeing it. We’re all seeing how much there is to offer on the Island and how integrated it is in the Hamptons community. Restaurants, bars, and Sunset Beach are still the undisputed sunset capital of the East End.

Why? When you get off the ferry, it’s instant. It’s another world within the Hamptons — still, very much what



people are looking for on the East End. I have clients who have moved from Sag Harbor to Shelter Island to get some of that serenity without having to leave the Hamptons.

I recently had the experience of bringing a Shelter Island waterfront property to market for over \$10M, and the property went into contract in less than 30 days. It’s not just me, there have been lots of trades on Shelter Island.

Jennifer Friedberg, Compass

Villages, waterfront properties, and areas south of the highway are consistently seeing strong interest in the Hamptons. These areas are highly sought after

because opportunities are limited, and properties in these locations tend to hold their value exceptionally well. The charm of the villages, combined with the desirability of waterfront access and proximity to beaches, makes them perennial favorites for buyers looking for both investment potential and lifestyle. Regarding growth, there are pockets of transactions occurring in areas where lower-priced options are available, offering opportunities for a broader range of buyers to enter the Hamptons market.

Mary Slattery, Corcoran

There is tremendous growth in areas where prices are relatively low for the Hamptons like Springs, North Sea, and

Hampton Bays. In general, the areas of interest to purchasers are determined primarily by their budget. As our prices have risen across the board over the last few years and inventory is still at a historic low, a correctly priced property finds a buyer quickly, regardless of the area. The Villages of East Hampton, Southampton, and Sag Harbor are always interesting to buyers, but pricing may be high for some buyers. We see those buyers gravitate to other areas near their target location. The Hamptons is still a highly desirable area for purchasers and many buyers are happy to get a foot in the market with the hopes of trading up in a few years. I have had many buyers over the years trade up and it is a very gratifying process for me as a broker.

New York Fashion Week

Two Designers To Follow: Innovating Fashion, One Collection At A Time

By Lisa Frohlich of Hamptons NY Style

I had such an exciting time at NYFW in September and wanted to highlight two designers who truly stood out: Frederick Anderson and Michael Fausto. Both transported us to faraway places, immersing us in different cultures through their collections. What impressed me most was how they each took the time to personally engage with their guests. Their enthusiasm was palpable, making the experience even more memorable.

Frederick Anderson

Frederick Anderson has been immersed in the fashion industry for over 20 years. In 2017, he launched his luxury ready-to-wear line, drawing inspiration from global influences while producing it in America. His brand’s success was recognized in 2023 when he won the Fashion Group International Rising Star Award in Womenswear. Anderson recently opened his flagship boutique in New York City’s NoMad neighborhood, further cementing his place in the fashion world.

Frederick Anderson’s Spring Summer 2025 collection, showcased at the DiMenna Center for Classical Music, paid tribute to the traditional dress of Northern Africa. Drawing inspiration from his travels to Marrakech and Tangier, Anderson wove intricate details like kaftans, beading, and gilded threads into his designs, blending cultural elements with his signature glamour. The collection

balanced comfort with sophistication, reflecting his worldwide inspirations. The energy in the room was undeniable. The dynamic music sounding on the runway and Anderson’s contagious smile and laughter with guests after the show made the experience feel incredibly alive.

Website: frederickandersondesigner.com
Instagram: [frederickanderson_designer](https://www.instagram.com/frederickanderson_designer)

Michael Fausto

Michael Fausto designs for the modern heroine, blending elegance with a touch of drama. His creations celebrate women in all their roles — creator, mother, lover, and more. Trained at Oscar de la Renta, Marchesa, and Badgley Mischka, Fausto crafts each piece to empower and inspire.

The Castellammare Collection marks Michael Fausto’s CFDA Fashion Week debut, taking us to Sicily for Spring Summer 2025. Inspired by a modern Il Gattopardo, the collection follows our muse as she spends a summer at her family’s palazzo in Palermo. Along the way, heirlooms are rediscovered and myths reborn. Baroque details of the island are given a relaxed, sensual twist, reflecting Sicily’s rich culture. Our heroine takes us on a stylish journey through grottos and grand balls, capturing the island’s timeless elegance.

Website: michaelfausto.com
Instagram: [michael_fausto](https://www.instagram.com/michael_fausto)



Michael Fausto Custom
Designed 3D Printed
Armour with Mercurial Silk
Satin Draping



Frederick Anderson
Couture Jewelry Top Over
Embroidered
Tulle Ball Skirt



Michael Fausto Cotton Poplin
Drop Waist Shirt Dress with
Draped Knots Detail



Frederick Anderson
Striped Jumpsuit



Photo courtesy Town & Country Real Estate

The Future Of East End Living

Insights From Judi Desiderio

By Ty Wenzel

The pandemic spurred a seismic shift in real estate demand, catapulting the Hamptons into a frenzy of movement. As the dust settled, the question on everyone's mind was: How sustainable is this trend? Judi Desiderio, the CEO of Town & Country Real Estate, has her finger on the market's pulse. She produces some of the most accurate and insightful market reports and navigates the complexities of economic shifts, climate concerns, and the luxury real estate landscape.

Desiderio notes that the Covid-19 wave

recorded the region's highest number of home sales. "While there was an expected calming down in 2022, the realities of high inflation, geopolitical tensions, and the sharp rise in interest rates have created a complex backdrop for the real estate market," she explained. Despite the turbulence, she remains optimistic about the future, believing that 2025 will usher in a more stable environment for buyers and sellers alike.

With increasing apprehension about climate change, potential buyers of waterfront properties are seeking advice

on long-term investments. Desiderio emphasizes the importance of resilience in property selection, referencing her experience living on Gardiner's Bay. "There's nothing like living on the water; I call it Mother Nature's therapy. While some areas are low-lying, they are far less vulnerable than places like Miami," she asserted.

As someone deeply attuned to the nuances of the Hamptons market, Desiderio highlights a pressing need for workforce and affordable housing. "The municipalities are finally recognizing the immediate necessity for affordable options for local families, seniors, and young adults," she said. This shift could help alleviate some traffic issues plaguing the region, creating a balanced demographic landscape that benefits all.

The ongoing tension between development and preservation remains a pivotal concern in the Hamptons. Desiderio believes local towns have been slow to recalibrate this balance, but she sees a renewed focus on thoughtful planning. "Just like the Fed, they took too long to act, but now there's a concerted effort to get it right," she explained.

Interest rates have been a hot topic among potential buyers, and Desiderio notes that a recent dip in rates could signal positive movement in the market. "Until rates hit

the low fives, we may not see a significant impact, but there's a palpable exhale in the air," she remarked, pointing to the uptick in new listings and transactions.

Addressing the affordable housing crisis, she insists there is no single solution. "For decades, municipalities have been advised to allow accessory dwelling units, mother-daughter homes, and provide for various housing needs. Local business owners are eager to contribute to these solutions despite the recent tax implications for buyers," she said.

As the luxury market often serves as a bellwether for broader economic trends, Desiderio has observed a notable increase in high-end transactions exceeding \$18 million. "When wealthy buyers move in mass like that, it often signals a hidden motivation — taking money off the table from the stock market and putting it into hard assets like real estate," she noted. This approach suggests a belief that real estate remains a robust hedge against inflation.

With rising environmental consciousness, Desiderio advised clients on the long-term viability of coastal investments while observing a subtle shift toward more inland areas. Yet, she affirms that "waterfront living remains the golden ring."

Sustainability is increasingly influencing

construction and renovation practices in the Hamptons. "Solar energy has become more prevalent, and alternative materials are always on the radar for builders," Desiderio said, hinting at a growing commitment to environmentally friendly practices.

As the Hamptons face affordable housing challenges, Desiderio foresees potential impacts on the service industry that supports the luxury market. "Innovative solutions will be crucial to ensure that all community members' needs are met," she said.

Lastly, the Hamptons' cultural heritage — its draw for artists, musicians, and writers — remains a key element of its identity. Desiderio believes this vibrant community will continue to shape future development and community planning, enriching the region's allure.

Judi Desiderio stands as a guiding force in an ever-evolving market, keenly aware of the factors that will shape the Hamptons' future. As she navigates the challenges and opportunities ahead, one thing remains clear: the desire for a slice of this coastal paradise is as strong as ever.

To learn more about Judi Desiderio, visit townandcountryhamptons.com.



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