

# James Lane

— Real Estate —

Winter 2025

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**REAL ESTATE CONFAB**



# A Norman Jaffe-Designed Retreat

## Bridgehampton Home Lists For \$9 Million

By Ty Wenzel

A rare architectural gem has come to market in the exclusive enclave of Bridgehampton South, just moments from the Atlantic. Designed by the late Norman Jaffe, the contemporary barn-style residence at 95 Jobs Lane is listed for \$9 million. It offers a seamless fusion of modernist sophistication and natural tranquility.

Jaffe, known for his sculptural designs that defined Hamptons' modernism, created a home that integrates light, space, and landscape with striking simplicity. This 5,000-square-foot residence is set on 1.53 acres of maturely landscaped grounds, featuring a curated selection of specimen trees — including a Japanese maple, cop-

per beech, and dogwood — providing a Zen-like retreat.

Inside, soaring vaulted ceilings and expansive sliding panel doors invite an effortless indoor-outdoor flow. The four-bedroom, four-bathroom layout is anchored by three fireplaces, offering warmth and intimacy within the grand proportions. The residence's restrained material palette highlights Jaffe's signature approach: natural textures, clean lines, and an organic connection to the surroundings.

Outdoors, a 20-by-40-foot heated pool is framed by bluestone patios and mahogany decking, while a private golf green — complete with a sand trap and tee

box — adds a touch of resort-style luxury. An outdoor shower, an attached two-car garage, and a full-house generator further enhance the property's functional appeal. For those seeking additional amenities, there is room for a tennis court.

Located on a private lane just off Jobs Lane, the residence is minutes from the ocean and the vibrant village life of Bridgehampton. For buyers drawn to the rare combination of architectural pedigree and Hamptons' serenity, this offering presents an unmissable opportunity to own a piece of Jaffe's legacy.

To learn more, contact Beate V. Moore of Sotheby's International Realty.



Courtesy Sotheby's International Realty



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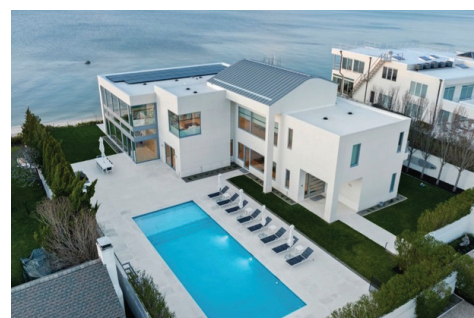
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# Real Estate Confab

## 2025 Predictions & Aspirations

By Ty Wenzel

As we enter 2025, the East End real estate market continues to captivate buyers, sellers, and investors alike. Known for its unparalleled beauty, luxurious properties, and unique blend of tranquility and vibrancy, the Hamptons has always been a barometer for luxury market trends.

We've gathered insights from top East End industry experts to shed light on what the future may hold. In this roundtable discussion, they share their predictions for East End real estate in 2025 and their hopes for how the market can evolve. From emerging trends to challenges and opportunities, this is a glimpse into the year ahead through the eyes of those shaping it.

We asked, "What are your predictions for the Hamptons and/or North Fork real estate for 2025, and what are your hopes for 2025's market?"

### Terry Cohen, Hedgerow Exclusives

The real estate market remains tight overall, contributing to ongoing buyer frustration. However, there is promising news as numerous new projects are currently underway, particularly south of the highway, where demand has been exceptionally strong. These developments are expected to drive increased transaction activity in 2025 and into 2026.

The rental market is already robust, with strong demand for summer 2025 properties. From my perspective, we anticipate a busy season, assisting clients eager to transact in this competitive market.

On the North Fork and Shelter Island, we are observing a clear upward trajectory. Recent trades highlight this trend, signaling strong growth and opportunity in these areas. It's an exciting time, and I am optimistic about a thriving market ahead.

### Bonita DeWolf, Christie's International Real Estate Group

As the new year approaches and into spring 2025, the real estate market should stabilize and begin to show growth. We have numerous buyers who have been waiting on the sidelines for inventory to increase, interest rates to decline (or at least stabilize), and the election to conclude. At some point, their desires to purchase a home outweigh circumstantial factors, and they will step into the market. Once people adjust to "a new normal," they jump in feet first.

It's important that both sellers and landlords price their properties within an attractive range to buyers and tenants. Aspirational pricing leads to frustrated potential buyers and tenants and listings with no offers. Let's leave behind the aspirational pricing of years past and focus on pricing properties closer to what the market bears, allowing transactions to move forward on a faster timeline!

### Randi Ball, The Agency

I am predicting a year of high volume. We should start to see the cycle of the pandemic buyers ready to trade out their properties, which will be the first time in several years that we will have ample inventory to satisfy the buyers who have been on the sidelines waiting for their

perfect home to come available. I hope that with the increase in inventory, we start to see the extreme rise in home prices cool off and allow for some relative affordability for buyers entering the market.

### Greg Schmidt, The Corcoran Group

I am very optimistic about Hamptons real estate in 2025. This past year slowed down for a number of reasons, but I think one of the biggest was concern about the then-pending election. Many people postponed making decisions about buying or selling because they felt they needed to know the outcome. It's the classic "fear of the unknown." Now that we all know the results, this paralysis has ended. I have heard from a number of my clients, and other agents, that there will be more inventory coming to the market this winter. The great news is there are currently buyers waiting in the wings for that inventory right now. Additionally, I believe that a lot of potential buyers who held off their searches entirely this past election year will come into the winter/spring market and further increase demand.

Even though 2024 was slower than some years, the high end of the market saw substantial activity, especially in the last quarter. Many expect that high-end activity to trickle down to the rest of the market. Also, the word from many New York City-based agents is that business there has picked up recently, and this is usually a very positive signal for Hamptons sales. Finally, we're all hoping that interest rates will come down further in 2025. If so, that could really boost the number of real estate transactions in our region — and nationwide.

### Meka Brown, Douglas Elliman

I've never been more excited to enter the new year! 2025 is definitely the year I see myself evolving as an agent, but more importantly, I see the market evolving as well. My biggest prediction is the redefining of North of Highway. I predict not only will a lot more deals be done, but there will also be more desire, particularly on the north side of Montauk Highway, in 2025. Sure, South of Highway will always serve significance, but based on recent transactions, specifically land trades, I see North of Highway really making its mark in the new year.

The way the market has picked up post-election makes me excited for all the new development projects I have coming up. Witnessing a few developers I work closely with simultaneously scale up their business has also become a trend. Developers are making some notable plays this fourth quarter, purchasing bigger lots with plans to build bigger homes. Based on that alone, 2025 has already proven to be a great year, but I guess we'll have to wait and find out!

### Rich Dec, The Corcoran Group

This past year has been steady, with a healthy number of transactions across various categories. However, we've noticed some market hesitation recently, largely influenced by inflation and high interest rates. A number of sellers, including both end-users and developers, have been aggressively pricing their homes, which has contributed to a slower market by some measures in Q4. Additionally, we're seeing more properties

stay on the market longer, which could indicate that home prices may begin to level off — at least for now.

The great news is the financial markets are thriving with record-breaking numbers. This typically bolsters our luxury market, as consumer confidence plays a crucial role in driving transactions. I'm optimistic that we'll see increased activity and, hopefully, more inventory to meet the demand that persists in the marketplace.

My hope for Hamptons real estate in 2025 is that it remains strong overall, with more opportunities emerging for buyers at every price point. The Hamptons is truly a one-of-a-kind market, cherished by so many for its natural beauty, coveted lifestyle, and close proximity to the New York metro area.

### Aleksandrina Penkova, The Corcoran Group

In the latter half of 2024, we observed a notable rise in inventory levels, offering buyers a broader selection of properties to consider. I anticipate this trend will carry into 2025. The Hamptons remain a highly sought-after area, and many buyers who have been waiting on the sidelines due to elevated mortgage rates, constrained inventory, and high prices may re-enter the market. I expect prices to stabilize in the coming year, leading to an increase in sales activity.

My hope for 2025 is that sellers approach the market with realistic expectations, buyers become more decisive, and those who are strategically minded seek the guidance of knowledgeable local agents to navigate the process effectively.



# Michaela & Paulina Keszler

## Join Sotheby's International Realty

By Ty Wenzel

Sotheby's International Realty has added Michaela Keszler and Paulina Keszler, two of the Hamptons' most accomplished real estate agents, to its Southampton brokerage.

Michaela Keszler, a leader in the Hamptons real estate community, brings over two decades of experience and \$2 billion in career sales. She has been a consistent top producer and was recognized as Douglas Elliman's #1 Hamptons agent in 2023, 2021, 2020, 2019, 2016, and 2014. On a national level, she ranked as the #3 agent in 2023 and held the #2 spot in 2017, 2015, and 2013.

Paulina Keszler, a licensed agent since 2019, has quickly emerged as a top performer in the competitive Hamptons market. She was awarded Douglas Elliman's Hamptons Rookie of the Year in

2020 and received the Gold Award for being in the top 9% that same year. By 2023, Paulina had become the #4 agent in rentals in the Hamptons and was ranked among the top 5% of agents nationwide in 2022.

Together, the mother-daughter duo has closed over \$200 million in sales in the past 12 months alone, cementing their reputation as one of the most formidable teams in luxury real estate.

Nanette Hansen, who co-leads Sotheby's International Realty's Hamptons operations alongside Kelly Canavan, expressed enthusiasm for their arrival: "We are thrilled to welcome Michaela and Paulina to Sotheby's International Realty. As experts in the Hamptons market, they sought an international platform to elevate their clients' properties. The power of the Sotheby's International Realty brand



and our robust agent network will undoubtedly propel their continued success."

Michaela and Paulina specialize in providing personalized, detail-oriented service that has earned them a steady stream of repeat and referral clients.

"I am excited to be partnering with a company synonymous with excellence, refine-

ment, and luxury, all of which connect well with my international roots," said Michaela Keszler. "Sotheby's International Realty is a company whose values match mine."

Paulina Keszler echoed her mother's sentiments, adding, "I look forward to growing my business with the unmatched global network and resources of Sotheby's International Realty."

Their decision to join grants them access to Sotheby's International Realty resources, including a global network of over 1,100 offices in 83 countries and territories. Listings represented by the Keszlers will be showcased directly to clients through Sotheby's auction house. Their properties will also be featured on Sotheby's International Realty's website.

# William Raveis

## Strategic Acquisition And Merger With Town & Country Real Estate

By Ty Wenzel

William Raveis Real Estate, the Inman-awarded Top Brokerage in the U.S. in 2023, has announced a strategic partnership with Town & Country Real Estate, a luxury brokerage serving the East End since 2005.

The T&C offices will join forces with William Raveis's growing network of over 140 offices and 4,500 agents from Maine to Florida. Likewise, the award-winning brokerage, William Raveis, gains a foothold within the greater Hamptons, North Fork, and Montauk luxury marketplace.

T&C's founder and CEO, Judi Desiderio, and managing partner Janet Hummel will stay on as partners along with more than 150 T&C sales agents.

"We're delighted to welcome Town & Country to our family company," said William "Bill" Raveis, Jr., adding, "I've gotten to know Judi and Janet over these many months and found our business model, family culture, and entrepreneurial approach to helping the agents aligns beautifully."

This year, William Raveis celebrates 50 years in business, with Bill Raveis at the



helm, sons Chris and Ryan Raveis as co-presidents, and management support. They are on a trajectory for growth, making company acquisitions in top luxury markets along the East Coast.

Chris Raveis commented, "T&C's stellar reputation for luxury service resonates with clients in the Hamptons and will elsewhere in our footprint."

Judi Desiderio agreed. "Our trademark has always been our ability to pivot to the needs of buyers, sellers, and renters. This expansion through the Raveis footprint

gives our associates the single best opportunity to grow their businesses and service their clients in a unique way bolstered by superior technology and support. We're excited to grow our business throughout the luxury triangle — New York City, the Hamptons, Palm Beach, and Westchester County. Stronger together, the possibilities are endless with William Raveis."

Bill Raveis is confident in their mission. "Our luxury marketing expertise and full-service offerings through William Raveis Mortgage and Insurance help navigate the complexities of buying, selling, and rent-

ing properties. In addition, every agent and client benefits from our robust referral network spanning the East Coast."

The company is aggressively pursuing growth opportunities with future acquisitions in the pipeline across the Florida and Southern regions and the Northeast marketplace over the coming months.

Learn more at [raveis.com](http://raveis.com) or visit the team at their new William Raveis Long Island offices in Greenport, East Hampton, Mattituck, Montauk, Southampton, and Westhampton Beach.

# Featured Listing

## 359 Noyac Path, Water Mill

This designer-curated Hamptons retreat offers contemporary luxury and timeless elegance. Architectural ingenuity and inspired design make this Hamptons home truly impressive, immediately ready for elevated entertaining and luxury living. On close to an acre in Water Mill, surrounded by reserves with views, this sophisticated three-level home has 3,400 +/- sq. ft. of

living space, four bedrooms, three full baths, an attached two-car garage, and a heated gunite pool, plus an expansive lower level and room for a pool house.

The natural beauty of Eastern and Western exposure overlooking hundreds of acres of preserved land cannot be overstated, and they will remain forever protected. From the exterior, the home strikes a

perfect balance between contemporary and traditional style, with dark charcoal cedar siding, a zinc roof, and an aluminum-wrapped steel entry door. Interiors are bright and open, highlighted by slate flooring, double-height ceilings, clerestory windows, and glass walls.

Designer details, including premium curated lighting and Palupe wood trim, are seen and felt throughout the home. At the central focal point is a custom spiral staircase made of steel, bamboo, and tempered wooden banister, which appears to float above a dramatic double-height view of the rear courtyard. On one wing, a custom dual-sided fireplace separates the dining area from the living room, overlooking acres of bucolic reserves. A wall of windows and five sturdy, stay-open glass doors invite the outdoors in, with easy access for dining al fresco and sun lounging in the backyard.

To learn more, contact Vincent Horcasitas of [Saunders & Associates](http://Saunders & Associates).







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***Email [info@jameslanepost.com](mailto:info@jameslanepost.com) for the full itinerary and to reserve a spot (limited to 14 guests).***

*\*Excludes flights and transportation to and from the retreat.*