

# James Lane

— Real Estate & Home —

July 2025

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**MICHAEL S. LIEBOWITZ**  
**CEO OF DOUGLAS ELLIMAN**



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# Leading With Vision

## Michael S. Liebowitz Ushers In A Bold New Chapter At Douglas Elliman

By Ty Wenzel

**W**hen Michael S. Liebowitz became CEO of Douglas Elliman in October 2024, he brought a unique combination of financial discipline, entrepreneurial spirit, and a strong understanding of luxury. With experience building and growing companies in finance, insurance, and hospitality, including owning the famous Mondrian South Beach, Liebowitz is now applying that knowledge to one of the country's most renowned real estate brands.

This is a crucial time for the industry. Technology is changing how buyers behave, and increasing global wealth is driving demand for lifestyle-oriented properties. Liebowitz aims to position Douglas Elliman not just to compete, but to lead. His method focuses on strategy and the human aspect: investing in innovation, enhancing the agent experience, and creating a platform that combines personal service with modern infrastructure. Recent initiatives, such as the launch of Elliman International and a stronger emphasis on brand consistency, show how Liebowitz is steering the brokerage into a new era. It is grounded in its rich legacy but redesigned for the future.

**You've spent much of your career acquiring and growing companies across multiple industries. How are you applying that experience to Douglas Elliman's next phase of growth?**

I've always been drawn to businesses that have strong brand recognition but even greater potential. What's exciting about Douglas Elliman is that it's already an iconic brand with an incredible foundation. What we're focused on now is how to scale that in a substantive and sustainable way. My experience in growing companies across finance, insurance, and hospitality has taught me how to identify value, optimize operations, and invest in talent and innovation. At Elliman, that means expanding our reach, empowering our agents, and identifying smart opportunities for growth, whether they're geographic, technological, or service-driven.

**What does Douglas Elliman's brand and culture mean to you, and how do you see that evolving under your leadership?**

The heart and soul of both the brand and culture of Douglas Elliman is entrepreneurship. It's one of our greatest strengths. This is a company where drive, creativity, and personal relationships matter — and we intend to keep it that way. My role is to amplify that culture by removing roadblocks and offering our people the tools, support, and platforms they need to build their businesses. We're evolving by being more nimble, more digitally savvy, and more aligned as a national force, without losing the local flavor and agent-first ethos that define us.

**Given your history in mergers and acquisitions, do you see Douglas Elliman pursuing any to strengthen its market position, particularly with rumors about an offer from Anywhere Real Estate?**

It's not unusual for public companies, especially ones with a strong brand and

market presence like Douglas Elliman, to be the subject of speculation. As a matter of longstanding policy, we don't comment on market rumors. What I can say is that we are laser-focused on executing our strategic plan, strengthening the business, and creating value for our agents, clients, and shareholders. We have a premium brand and an incredibly talented team, and we're making meaningful progress in key areas like global expansion, development marketing, and technology. Our attention is on delivering excellence and driving smart, sustainable growth.

**What are your top priorities for Douglas Elliman in the near term?**

My first priority since becoming CEO in October has been to listen and really understand what our agents and leadership need to be successful. From there, it's about driving operational excellence, strengthening our technology backbone, and ensuring we're delivering best-in-class service across all markets. We're also looking closely at branding and agent support to make sure everything we do reflects the sophistication of the Elliman culture and the evolving needs of today's agents, buyers, and sellers.

**How do you plan to balance the traditional real estate brokerage model with the innovative technologies and new businesses you're looking to explore?**

I see it as complementary, not competitive. The brokerage model works when it's agent-centered and client-focused, but that doesn't mean it should be static. We're investing in technology that enhances efficiency, insights, and reach, but does not replace the human element. Innovation for us means being smarter, faster, and more connected so our agents can focus on what they do best: building relationships and closing deals.

**You're known for working with large financial services companies on complex insurance and M&A deals. How might that financial perspective influence your leadership of Douglas Elliman?**

That perspective brings discipline. I tend to look at the macroeconomic environment, cash flow, risk, and long-term value creation — even in a people-first business like real estate. It helps in identifying strategic growth areas, ensuring we're allocating resources effectively, and building a company that's as resilient as it is ambitious. At the end of the day, the numbers have to work, but so does the culture. That balance is where success lives.

**Given Douglas Elliman's significant volume and the competitive landscape, how do you see the company differentiating itself in luxury markets like the Hamptons, Manhattan, and Miami?**

What sets us apart is not just volume; it's the level of service, the caliber of our agents, and the trust we've built over decades. In markets like the Hamptons, Manhattan, and Miami, buyers and sellers expect more than just a transaction — they want expertise, discretion, and access to our singular brand of high-



Photos courtesy Douglas Elliman

touch service around the world. Our agents deliver that, backed by unmatched marketing, local knowledge, and global reach. We're doubling down on that value proposition with deeper investment in training, marketing, agent tools, and our newly launched global division, Elliman International.

**Owning the Mondrian South Beach Hotel suggests you're deeply engaged with luxury hospitality. How do you see the worlds of luxury real estate and hospitality continuing to intersect?**

The lines are already blurred, and I think that's a good thing. High-end buyers are looking for lifestyle as much as location. Whether it's marketing and selling branded residences, five-star service, or experiential amenities, the expectations are changing. My background in hospitality informs how I think about agent and client experience. If you are in the real estate business and you have yet to adopt a hospitality mindset — anticipating needs, delivering white-glove service, and creating emotional connections — you have missed the boat.

**What role do you think innovation and technology will play in shaping Douglas Elliman's future, especially given the rise of AI and proptech in real estate?**

Technology is already transforming how people search for homes, how agents market properties, and how deals get done. At Douglas Elliman, we're leaning into that transformation by prioritizing tools that help agents move faster, uncover new opportunities, and better serve their clients.

But it's never tech for tech's sake. Innovation has to simplify the process and strengthen results. AI, for example, enhances personalization, automates backend tasks, and frees agents to focus on building relationships and delivering exceptional service. Technology cannot replace agents, but it can empower them.

That philosophy drove the launch of Elliman.com and Elliman Inspirations, our new AI-powered platform that reimagines the luxury home search. We've created a more personalized, collaborative, and intuitive experience, where agents can guide clients through an intelligent, branded environment that learns their preferences and delivers hyper-relevant listings. Clients can search by image, pin inspirational photos, create mood boards, and organize properties into custom collections, all while collaborating in real time with their agent.

At the same time, World of Elliman, our digital lifestyle hub, brings the full essence of our brand to life — connecting clients not just to properties but to the passions and pursuits that reflect how they want to live.

That's the power of proptech when it's aligned with a luxury brand: it elevates service, deepens relationships, and turns a transactional process into a truly personalized journey.

**You recently announced the launch of Elliman International. What inspired this new global initiative, and what does it mean for the future of Douglas Elliman?**

Elliman International is a major step forward in our evolution as a global luxury real estate brand. The world has gotten smaller — our

clients are international, their portfolios are international, and their expectations for service know no borders. This initiative connects Douglas Elliman agents directly with ultra-high-net-worth individuals, family offices, and real estate professionals around the globe. By building our international platform, we're giving our agents and clients access to a powerful global network with a strategic focus on key markets across Latin America, Europe, the Middle East, Asia Pacific, and other emerging wealth centers.

We're not chasing volume. We're focused on substance, relationships, and opportunity. From activating services for existing Elliman clients to recruiting world-class agents and aligning more strategically with global partners, Elliman International sets the stage for our next era. It's not just an expansion — it's a transformation that positions us as the world leader in luxury real estate advisory.

**On a personal note, what leadership principles or values do you bring to this new role, and how do they align with Douglas Elliman's future vision?**

I lead with transparency, accountability, and partnership. I believe in empowering smart people and giving them room to lead. It's a collection of ambitious individuals who thrive in an entrepreneurial environment. My job is to guide the vision and foster collaboration and execution to ensure we're building something that lasts. I want our agents and clients to feel that they're part of something meaningful and that we're all moving forward together.

To learn more about Liebowitz, visit [dougelliman.com](https://dougelliman.com).



# The Rhythms Of Nature

## Geoffrey Nimmer Landscapes Ecologically Inspired Designs

By Ty Wenzel

**F**ew in the field of garden design bring the same depth of artistic insight as Geoffrey Nimmer, founder of Geoffrey Nimmer Landscaping, based in the Hamptons. Coming from modern dance, Geoffrey sees every project as an evolving choreography, creating gardens that combine dramatic style with environmental awareness. He also cut his teeth as an intern and then as estate gardener at the Watermill Center under Robert Wilson's tutelage.

From the deliberate positioning of indigenous trees to the rhythmic interplay of plantings and structures, every environment he designs is a living work of art — one that develops in tandem with its environment and the people who live there. In this illuminating interview, Geoffrey discusses how a dancer's awareness of space, rhythm, and flow became the base for a practice as mindful as it is artistic, thereby creating deeply resonant spaces with both the land and the lives they shape.

**You began your career as a modern dancer. How did that background shape your understanding of space, rhythm, and flow in garden design?**

As a dancer, you are trained to be aware of how you move through space. And how juxtapositions of movement and stillness affect that space. I worked with a choreographer who, when asked once why there wasn't partnering or touching in her dances, replied, "I touch the space." That stuck with me, and I'm always looking for how my designs touch the space. I find it so satisfying to set up rhythms in my designs that I often refer to as choreography.

**What inspired you to transition from performing arts to horticulture and eventually launch your landscape design firm?**

It is hard to leave something as inspiring

as being a dancer. I felt really lucky to have something else, landscape design, that I was equally passionate about. When I was still dancing, but transitioning to landscape design, people would always question how I could go from dancing to landscaping. My response was that they are more alike than they are different; they are both physical, they are both creative, and most importantly, they are both about time and space. I loved the look of understanding that I always received.

**Your work is known for blending ecological sensitivity with lasting style. What does that balance look like in real-world projects?**

For me, lasting style is a direct result of ecological sensitivity. When landscapes are designed with ecology in mind, by choosing the right plant material for the site conditions, they can thrive without a lot of intervention, particularly chemical. The landscape grows, changes, and becomes sustainable, which is its lasting style. While I mentioned earlier that landscape design is about touching the space, at the same time, being ecological or sustainable means touching the space with sensitivity and meticulousness, creating landscapes that naturally succeed over time. In the years that I have been in business, I find more and more clients understand and want that type of design.

**You've said a landscape should be a work of art. What makes a garden feel artful to you?**

Landscape design is the same as choreography in that it uses patterns, relationships, rhythm, and light to move you. I try to apply that idea to my work. I can set up a rhythm in a planting and then alter that rhythm in a way that can be whimsical, or sad, or challenging in some way. I can put a static object, a sculpture, or a boulder in a dynamic meadow, and the contrast can evoke an emotion. Just like any other art form, a landscape



can be incredibly moving in a completely non-verbal way.

**When starting a new project, how do you approach understanding both the site and the client's personality?**

I always try to apply the concept of *genus loci* to each of my projects. I look to understand the distinctive qualities of a place and try to design in harmony with its existing character. This relates directly to being ecologically sensitive, paying attention to the specific site conditions, and knowing what plants will thrive in those conditions. As well as taking into consideration architecture and how my landscape design can enhance it. Another way landscape design relates to choreography is that they are both processes. I enjoy getting to know my clients and their needs through the process, and I love the process over time. Both the time it takes to develop a master plan, as well as the time it takes to watch the landscape evolve.

**What are some native plants or sustainable practices you find especially effective on the East End?**

We have so many beautiful native trees here. I use *Nyssa sylvatica*, *Juniperus virginiana*, *Magnolia virginiana* whenever possible, and *Liriodendron tulipifera* is breathtaking. In a certain way, lawns are the enemy in organic landscapes, but people want and need some lawn. I have had great success promoting organic lawns through correct cultural practices. It is fairly easy and economical. There may be a need to let go of certain expectations about what a lawn should look like; there may be some clover, some dandelions, some moss, but in general, I find clients have been open to it. Particularly when they realize their lawn is safe for babies and pets to roll around in.

**Have client expectations changed in the Hamptons over the years, especially since more people are living here full-time?**

There has been a big change in how people view their landscape as a result of living out

here full-time. It became very apparent during the pandemic. People had no idea what their property looked like in the winter, or how it changed from winter to spring to summer. They became more aware of the process, the growing, changing, evolving elements of their properties. This is what having a garden is all about.

**What's one project that deeply resonated with you and why?**

I have a few, but one that comes to mind is a meadow I created for the front of a really beautiful, modern, minimalist home. It was a bold move on the clients' part to understand the concept of something other than a manicured lawn setting off the beautiful architecture. The meadow has its rhythm and softness, which play against the bold building, illustrating the juxtaposition I mentioned earlier, which becomes incredibly moving.

**You often phase installations to be both economic and strategic. How do you ensure that beauty is still achieved at each stage?**

With a thoughtful, considered master plan in place, the landscape can be developed over time based on budget. We can plant just one element of the design, a tree, for instance, creating some enhancement, knowing that as the property is developed over time, that element still makes sense.

**Your time at the Watermill Center sounds formative. What did you learn there that continues to influence your work?**

My time at the Watermill Center, as well as a trip to Japan, really illustrated that landscape design is an art form. I consider Robert Wilson such a great artist, and he was and still is so into his landscape. I loved being a part of that. From my time working with him, I learned to be very meticulous and pay attention to every detail. I know anyone who knows him knows what I mean. The Watermill Center also clearly illustrates the idea of time and change. I go there now and

see things that I did (a long time ago), that are continuing to grow, change, and evolve.

**How do you incorporate your yoga practice or sense of mindfulness into the way you design or interact with the land?**

Yoga teaches us that we are not separate from the world around us; we are all connected and part of a bigger whole — the natural world. That is why I have always worked to promote being organic and sustainable, we need to respect this world we are a part of.

**Collaboration is central to your approach. What makes for a successful creative partnership with a client or artisan?**

I work with fantastic contractors, masons, and carpenters, who are artists themselves, and can interpret my concepts, solve challenges my designs potentially create, and are good at rolling with changes. My favorite client has ideas of their own, and at the same time, is open to my ideas and aesthetics. It is part of my creative process to be open to their ideas as well.

**What are some of the unique challenges of working in the coastal environments of the Hamptons?**

Deer.

**Looking ahead, what excites you most about the future of landscape design here on the East End?**

I am excited about the growing acceptance of the need to be sustainable and organic in the landscape. Clients are so much more interested in working towards that than they were when I first started my business. It is great to witness the ideals of a beautiful landscape, growing, changing, and evolving, in the same way that a beautiful landscape does.

To learn more, visit [geoffrenimmerlandscapes.com](http://geoffrenimmerlandscapes.com).



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# Giovanna Fiorello

## Designing With Purpose, Building With Passion

By Ty Wenzel

**G**iovanna Fiorello of Fiorello Designs brings creativity, construction know-how, and a love of collaboration to her projects. From an interest in high school to a job in the Hamptons construction scene, Giovanna's path took her from architecture and interior design to working with a builder before launching her studio. At Fiorello Designs, Giovanna believes in the marriage of design and function, creating spaces that are beautiful and functional. Her passion for bridging the gap between the two is only matched by her passion for supporting women in construction. Today, Giovanna leads a studio that specializes in thoughtful, detailed design — spaces that not only look good but also feel as good as they look.

### Can you tell us a little about your journey how did you get started in design, and what led you to launch Fiorello Designs?

My interest in design really began in high school when I took an intro to architecture class — it completely changed the way I saw the built environment and sparked a curiosity that stuck with me. That experience led me to pursue my Bachelor's in Interior Design at New York Tech, where the program was closely tied to architecture. It gave me a strong foundation in both the creative and technical sides of design, and helped shape the way I approach projects today.

After graduating, I jumped straight into working with a builder in the Hamptons. That role was incredibly formative — it pushed

me to truly understand construction and how design decisions translate into real-world execution. I gained hands-on experience and developed a deeper appreciation for the collaborative process between designers, builders, and clients.

Launching Fiorello Designs was a natural next step. I wanted to create a studio where thoughtful design and function come together, and where I could bring a more well-rounded, detail-oriented perspective to every project.

### What inspired you to focus on bridging the gap between construction and design?

When I started working with a builder in the Hamptons right after college, I was thrown right into the construction side of things — and honestly, it was one of the best things that could've happened. Being on-site and involved in the day-to-day gave me a much clearer understanding of how designs come to life. I started to see how important it is for designers and builders to work together from the beginning.

That experience inspired me to focus on bridging that gap between construction and design. I realized that great design isn't just about how something looks — it's also about how well it functions and how seamlessly it can be built. At Fiorello Designs, I try to bring both sides of that equation together, so every project feels intentional, cohesive, and actually doable.

### Fiorello Designs champions



Photos courtesy Fiorello Designs

### the advancement of women in the construction industry. Why is that mission so important to you personally?

This mission is personal to me because I've experienced what it's like to be one of the few women on a job site. Early in my career, I had to work a little harder to be taken seriously, and that stuck with me.

Through Fiorello Designs, I want to help change that narrative. Representation matters — when women see other women succeeding in construction and design, it opens doors. Supporting and championing that visibility is a big part of why I do what I do.

### What are some of the biggest challenges women still face in the construction space, and how is Fiorello Designs helping to change that?

One of the biggest challenges women still face in the construction space is being underestimated or not taken seriously, especially in roles that involve leadership or technical knowledge. There's still a gap in representation, which can make it harder for women to feel seen, heard, or supported on job sites and in decision-making roles.

At Fiorello Designs, I'm committed to chang-

ing that by showing up confidently in those spaces, advocating for collaboration and respect across all teams, and mentoring other women who want to enter the field. It's about creating visibility, building trust through expertise, and helping pave the way for a more inclusive and balanced industry.

### How would you describe your design philosophy in one sentence?

I believe great design should feel effortless and inviting, striking a balance between beauty and function while reflecting the personality of those who live there and resonating with everyone who walks through the door.

### Are there any exciting projects you're working on right now that you can share with us?

Yes! I'm currently working on a few really exciting projects that I'm genuinely thrilled about. One of them is a new construction from the ground up that's fully customized with an insane level of detail, and honestly, it's the kind of project I couldn't have imagined being a part of when I first started out. It's been such an inspiring and rewarding experience to help shape every inch of it.

We're also working on a couple of other builds



where I've been involved from the very beginning, which I love because it allows for a truly integrated design approach from framing to finishes. Each project has its personality, and that's what keeps the work so exciting.

And beyond client work, there's something special brewing behind the scenes — something I've been dreaming up for a while now. I can't share much yet, but it's a new way to bring the Fiorello Designs vibe into more people's homes in a really fun, unexpected way.

We're always posting behind-the-scenes moments and real-time updates on Instagram, so definitely follow along if you want to see more of what's coming!

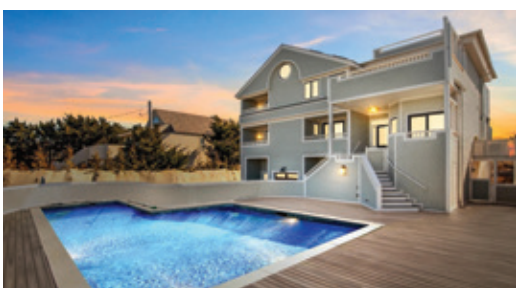


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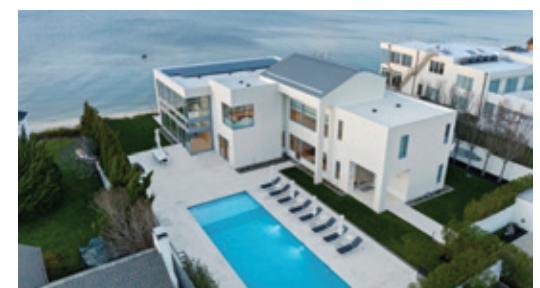


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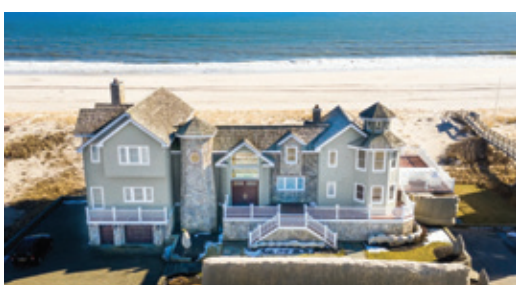


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# Real Estate Confab

## Navigating The Evolving Hamptons Market

By Ty Wenzel

In this roundtable discussion, Hamptons brokers discuss how the buyer profile has changed since 2020, and what they wish more buyers and sellers understood about the current East End market. They cover changing priorities and lifestyle desires to the more complex needs of today's luxury buyers, and give us a behind-the-scenes view of what's really influencing the Hamptons real estate landscape in 2025.

### John Healey, Saunders & Associates

I would like to see buyers have more faith in agents' knowledge and recommendations. Granted, the agent has much to do with that, which is why a veteran agent is so valuable to the process. There is a great deal of information out there with straightforward accessibility; however, that information is less filtered than the buyer knows, and that is where the agent is so important for quality guidance through a very fluid process of purchasing an "investment" in the Hamptons. The sellers, too, should use the agent as a confidant with good experience and trustworthy suggestions. When listing a property, often there is a formula that includes proper presentation of the product, and that goes for sales of any product. Proper presentation and use of high-quality marketing will speed up the process to a successful closing, but it is still imperative to "listen" and not just "hear" the agent. Again, the veteran agent has seen many different scenarios and knows how to navigate successfully.

The buyer profile has adjusted with the

market news as always; however, new construction seems to be what 80-90% of the buyers are most interested in. Luxury Buyers seem more satisfied with a fully functioning, ready-to-use new product over a renovation or project. Budgets become flexible based on the quality of the location and construction. New construction has become very expensive, and having an agent with good construction knowledge is imperative when heading in that direction. The demand for new construction in the past 5-7 years has brought about many new building companies out here, and the assistance from a veteran agent who also knows construction will ensure more satisfaction in the end. Today's buyers seem to have more patience with new listings than in the past. Living in and becoming part of the Hamptons' landscape has become more expensive than ever, so the investment needs more scrutiny, and with that, I see buyers taking more time viewing properties to make a final decision. It's smart, just like investing in any luxury property.

### Margot Reutter, The Corcoran Group

Luxury buyers are ultimately looking for homes that align with what matters most to them, whether that's lifestyle, location, or long-term value. In many cases, they're thinking generationally. Out here in the Hamptons, properties often go beyond function and are viewed as assets of passion, much like art.

There's an emotional layer to the investment. These aren't just houses, they're the back-

drop for life's most meaningful moments. Families are gathering, spending real time together, creating core memories. They're celebrating milestones, hosting close friends, and enjoying a level of privacy and peace that's increasingly rare.

When a buyer finds a home that resonates with their values and vision, where they can picture their kids growing up, summer traditions forming, or even passing it down, it becomes something more enduring. In that sense, value isn't just about appreciation on paper. It's about the richness of experience, the lifestyle it enables, and the legacy it can represent.

The buyer profile out here in the Hamptons has remained remarkably consistent over time. At the core, it's people who truly enjoy life and beauty, people who value nature, architecture, art, and time well spent with family and friends. I'm truly grateful for the opportunity to share this with my clients and new friends.

### Judi Desiderio, William Raveis

The Hamptons market is very unique. Each hamlet is different, and within each hamlet the different price ranges vary. The reports that William Raveis puts out, and I have been writing for over 30 years, tell you where the bulk of the business is and where the exceptions are. For buyers and sellers, the key would be hiring the right broker with the experience and knowledge necessary to help guide them through the process. Just like a great attorney or a great investment banker, they're worth their weight in gold.

The profile of today's buyer in the Hamptons varies within each marketplace. Certain markets are seeing the demographic age-wise changing, but for the most part, the cost of getting into the Hamptons market is cost-prohibitive to most. Buying a second or a third home with a median home sale price of over \$2 million truly separates populations. I think our sliver of heaven out here caters to the one percent.

### Dana Trotter, The Agency

I wish more buyers and sellers understood just how important relationships and reputation are in the Hamptons market. For

buyers, working exclusively with one experienced, well-connected broker is key — good brokers have access to everything, even before it hits the market. Loyalty goes a long way here; when a buyer commits to a trusted broker, that broker can truly advocate for them and leverage strong relationships to open doors that might otherwise stay closed. For sellers, choosing the right listing agent is equally critical. The agent you work with should not only know the market but also have strong ties to the community and other brokers. Those relationships can make all the difference when it comes to exposure, negotiations, and ultimately closing the deal. At the end of the day, working with someone who's experienced, dedicated, and ego-free — someone who's solely focused on your best interests — can mean the difference between just listing a property and getting a deal done.

Since 2020, the Hamptons buyer has become more discerning and lifestyle-focused. Today's luxury buyers aren't necessarily chasing the traditional "south of the highway" status — they're much more open to properties in quieter, less conventional locations that offer privacy, character, and a more personalized experience.

Instead of cookie-cutter homes, buyers are gravitating toward properties that feel special and unique — homes with custom finishes, thoughtful design, and a sense of individuality. Amenities matter more than ever: buyers are looking for elevated features like home gyms, wellness spaces, luxurious outdoor living areas, outdoor kitchens, spa-like bathrooms, and fire pits that extend the living space well beyond the walls of the home.

It's no longer just about square footage or location — it's about lifestyle, quality, and a connection to the space.

### Chris Ritchey, Compass

The Hamptons market is hyperlocal and, of course, seasonal. Every village and hamlet has its rhythm, pricing nuances, and buyer pool. What's happening in East Hampton can be very different from what's happening in Sag Harbor or Amagansett, even though they are just a few miles apart. Timing also plays a big role. The market behaves differently in spring versus late summer or mid-winter. For sellers, pricing correctly from the

start is crucial in this discerning market. No one has to buy a second (or third, fourth...) home, so buyers are willing to wait for a house that fits their needs and pricing. And for buyers, coming prepared with financing in place and a clear understanding of what you're looking for can make all the difference when the right property comes up. It's a beautiful place to own property, but in a competitive market, local knowledge truly matters.

Since 2020, the Hamptons buyer profile has shifted toward younger design professionals, especially from tech and the creative industries. They are using their homes year-round rather than just seasonally. Because of this, today's luxury buyers want turnkey properties with indoor-outdoor living and wellness amenities like gyms, saunas, and, for the off season, fireplaces and tricked-out garages. Privacy, home tech, and features like EV chargers and solar are high on the list. There's a strong preference for fully furnished, move-in-ready homes in the current market, especially as pricing for renovations and furnishing a home has increased with the current tariffs.

### Peter McCracken, The Corcoran Group

Stop relying on Zillow! Yes, it gives a good "base" for a price, but Zillow can be off by as much as 50%. To my knowledge, I have never heard of Zillow entering a house or looking at the property. Zillow is great for the up-island neighborhoods where there are many of the same houses located in the same neighborhoods. What Zillow is good for is after the property has sold, it does give an accurate sale date and price. As well, the Hamptons market is a secondary market, and sellers have to remember that most likely, this will be a buyer's second, vacation home.

Absolutely, the buyer profile has changed since 2020. During the pandemic, buyers just wanted to get out of the city and get to the country, and were willing to do a renovation at a later date. The buyers now are primarily looking for a move-in-ready home. After the pandemic and with all of the supply problems, buyers are not ready, as of yet, to do major reconstruction. They just want a "spec" house or a home that has been renovated to just move in and not deal with the hassles of renovating.



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**East Hampton Village South**

18 Egypt Close, in the heart of the village | Meticulously renovated on lush builders acre | 6 BR | 7 full & 2 half BA | Gunite saltwater pool | Guest cottage \$9,500,000 | Web# 919972  
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**Southampton Village**

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**JASON B. SCHOMMER : 917.553.7383**



**23 Bittersweet Lane, Amagansett North**

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**Secluded East Hampton Home**

One-of-a-kind, stylish home | 4 BR | 4 BA | 4,000 SF | Open concept floorplan | 2.9-acres | French Bistro style chef's kitchen | Screened porch 2-car garage | Pool | Deck | Moments from both Sag Harbor and East Hampton Villages | \$2,950,000 | Web# 917427  
**GREG SCHMIDT : 917.848.4918; JACQUELINE DUNPHY : 631.324.1820**



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**Privacy in Southampton**

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**JENNIFER MAHONEY : 631.495.0543**



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