

James Lane

— Real Estate & Design —

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Laura White

A Legacy Of Luxury & Enduring Influence On The Hamptons Market

By Ty Wenzel

For over four decades, Laura White of Saunders & Associates has been a well-known name in Hamptons real estate. She has built a reputation on her extensive knowledge, dedication, and strong connection to the area she calls home. From her early days as a student at Southampton College, where she studied environmental science, to her current role as a top broker, Laura’s journey has been driven by her love for the Hamptons and its mix of natural beauty and luxury living. In this interview, White looks back on her career that began in 1976. She shares how she moved from environmental science to real estate and how her background influences her approach to land use, waterfront properties, and building lasting relationships with clients. With insights into the changing luxury market and market shifts, Laura gives a unique look into the life of one of the Hamptons’ most successful real estate professionals.

You’ve had an impressive 40+ year career in Hamptons real estate. What first attracted you to this career, and what has kept you passionate about it over the years?

I fell in love with the Hamptons when I moved here in 1976 to attend Southampton College and study environmental science, then Stony Brook University for Regional Planning. I took my learned skills and knowledge into the sales sector after a short stint at the Nature Conservancy. Counting wildlife alone on the deep estuaries of Shelter Island — not great for an extrovert. I was offered a two-year opportunity to sell a new condominium complex on Mecox Bay. I jumped at the chance to spend time looking at an estuary instead of wading through it. Sales is either in your blood or not. The desire to transact will always excite and motivate me — I’m a doer and probably always will be.

How has your background in environmental sciences and regional planning influenced your approach to real estate, especially when assessing land use and waterfront properties?

In every aspect. When I view a property, especially waterfront, I’m wearing many hats. I’m not just looking at decorations. First is the locals cap: what’s the neighborhood like, and what are my clients looking for. Second is the builder’s hard hat: assessing the buildability or conditions and improvements to an existing structure, then the real estate hat: knowledge to evaluate comparable properties to create a current market price, including all of the above. I don’t take anything at face value. Regarding waterfront specifically, the new FEMA regulations are a complex web. The closer you get to water, the more regulations, ordinances, laws, and agencies come into play.

You’ve worked at both boutique firms and larger brokerages. What led you to become a founding agent at Saunders & Associates, and how has that choice influenced your career?

I understood and believed — and still believe — in the vision that Andrew and Colleen Saunders had in founding the firm — a local, concierge service that treats agents like clients. Andrew, Colleen, and I have worked together for years — having their input and attention is invaluable, and that direct access means I can move faster. The opportunity to work with an in-house marketing and admin team. Attention, dependable, highly focused — I’m lucky to have such a phenomenal team.

Having experienced both booming markets and downturns, what lessons have been the most valuable during market changes? How do you advise clients during uncertain times?

Patience and perseverance — you can’t create your marketplace; you need to work within a given market. Hamptons markets are always changing, and I advise my clients to consider what the market is telling them. For example, we’re seeing it post-COVID with rental prices that need to be brought back to the market rate.

You’re ranked in the top 1% of agents nationwide according to RealTrends congratulations! In your view, what sets a top-producing Hamptons agent apart from others?

Thanks (it’s the top .05%, but who’s counting?). Knowledge of the marketplace, not just in the past but today, tomorrow, and in five years, is essential. Keeping current with what is happening in that marketplace is also critical. Beyond the market, real estate really is about relationships, and maintaining connections with clients and customers is essential — I’ve had buyers start small and build up as their life and lifestyle needs grow.

Amazing! What trends are you observing in the Hamptons luxury market regarding buyer demographics, sought-after property features, or popular locations?

Buyers and sellers are more informed than ever, and they will move on quickly from a broker who isn’t up-to-date. What’s new to the market, what’s not selling, what’s off-market, town regulations — all of it. You’ve got to have answers. Design-wise, I’ve seen an uptick in interest in traditional homes that tracks with the Hamptons becoming more and more of a year-round destination. Traditional homes add more warmth and livability, so you can escape to the Hamptons for a weekend or holiday in the off-season.

How have waterfront regulations and zoning changes developed in recent years? What should buyers and sellers know before investing in a waterfront property?

I’ll mention something a lawyer once said to me: “Have you heard of global warming?” Work with an agent who has real waterfront experience — remember, anyone can say “waterfront expert.” On a practical level, many brokers are not in tune with the current FEMA regulations — it’s an essential component to buying, selling, or building on the water. Just today, I had a broker’s only waterfront open house with six brokers attending — not a single one asked me what FEMA zone the property was in. That’s my first question.

What do you believe is the key to balancing development with environmental consideration in the Hamptons?

The Peconic Land Trust has been a huge boon to preserving green space, nature reserves, and scenic locations all around Suffolk County. The Towns of East Hampton and Southampton have been really incredible about preserving view corridors in environmentally sensitive locations in the last few decades. So much of what makes



Photos courtesy Saunders & Associates

the Hamptons the Hamptons is the natural environment. Buyers are happy to know that their taxes fund protecting the natural setting and, in turn, the long-term value of their real estate investment.

You’re recognized for working with both high-net-worth clients and first-time buyers. How do you adjust your approach based on the client?

That’s easy: I don’t make any changes. The approach is the same. I make it my mission, and have throughout my career, to work with all referrals from any client, friend, or guy on the street. I must provide the best advice and guidance I can, no matter the size or price point. And, if you’re looking for a starter home in Springs or an estate in Sagaponack, you need an agent who makes you a priority. And remember, many of my clients have started small and traded up over the years — had I not given them my full attention and best advice, would they have been calling when it’s time to sell?

You’ve built a reputation for repeat clients and referrals. What do you think fosters that long-term trust, and how do you keep those relationships going after closing?

Luckily, the human side of real estate is much less opaque than waterfront zoning. It’s pretty simple: honesty and availability. I am honest in every aspect of the relationship and available to my clients at any time. Buying and selling a home is a big step — trust is everything. Trust that my advice is always in their best interest and that I will always make time for them.

Your skill in organizing and uniting people even when

it comes to protecting local farmland demonstrates a unique talent. How do you bring people together around a common goal in a high-stakes environment?

That was an exceptionally rare moment, but one I will always be proud of. I brought together nearly a dozen adjacent homeowners to buy reserve bordering their property and convert it to an organic farm. Their purchase was to their mutual enjoyment and to protect the value of their real estate — a rare win-win-win. That said, as a real estate agent, my singular mandate (and fiduciary obligation) is to advise my clients in their best interests; ultimately, “bringing people together” is nice, but secondary.

You’ve designed and built more than a dozen speculative homes. How has that hands-on experience shaped how you help clients evaluate construction potential?

My late husband, Bill White, was a local architect, and we worked amazingly well together, with me selecting premier properties to visualize his compelling design. I’ve collaborated with professionals in every aspect of building — I’ve been in the shoes of a developer, a buyer, and a seller. I’ve experienced every step: land acquisition, design, marketing, even self-representation. Unless you’ve walked the walk, you really can’t talk the talk.

So sorry for your loss, Laura. As an avid sailor, you often show properties from the water. How does that different perspective help clients view the Hamptons in a new light and possibly fall in love with a property they might have overlooked?

Well, after a bottle of rosé, everything looks rosier! Don’t worry; I know a captain. And will your readers think this is an invitation to the boat? It’s not big enough! But, to answer your question, looking back at land from the water brings an entirely new perspective and appreciation for the architecture, location, and environment, and how they interact. For many boat lovers exploring waterfront opportunities in the Hamptons, the relationship to water is a way of life and often a focal point of day-to-day experiences.

What keeps you inspired and motivated after four decades in the business?

My phone keeps ringing! I’m blessed because I still love the process and working with people. Many of my clients and customers are friends — I’ve seen their children grow up in the homes I helped find or even build. Now, after 40 years in Hamptons real estate, I have the honor to represent and advise those children, now adults, through their real estate journey.

Where do you see the Hamptons market and your role going in the next five years?

Every year, the Hamptons becomes more of a year-round community and market as the values of homes continue to rise in our location. I’ve been a year-round resident since 1976 and have seen so many changes in that time. I’m grateful to have been part of those eras and times and to see how the year-round culture keeps growing.

Learn more about Laura by visiting hamptonsrealestate.com.

Timeless Design With Quinn Hannum

The Intersection Of Function And Luxury

By Ty Wenzel

Quinn Hannum has gained recognition for creating refined, elegant spaces that reflect the personal essence of each home, from the sunlit shores of the Hamptons to locations around the world. Her design philosophy, based on first principles of architecture, enables her to give each project a smooth flow and a strong sense of purpose. By blending functionality with luxurious details, she turns spaces into timeless pieces of art. In this conversation, we explore Hannum’s approach to designing lasting homes, the art of working with top artisans, and how her background in theater and dance influences her storytelling through space. With a portfolio that spans the globe and a keen eye for curating meaningful environments, Quinn Hannum’s designs showcase craftsmanship and vision.

Have you worked on homes in the Hamptons or North Fork?

I’ve had the pleasure of working on several projects in the Hamptons, and I’m continually inspired by the region’s natural elegance and attention to detail. Most recently, I designed a refined guest wing for a historic home in Southampton, complete with a sculptural ensuite bath, bespoke millwork, and a discreet private entrance. It was crafted to offer both privacy and flexibility for the homeowners — ideal for hosting extended family or select guests during the season. I’ve also consulted on architectural finishes and landscape planning for properties across the East End. Whether for full-time living or summer retreats, I approach every Hamptons project with a deep sensitivity to flow and the balance between ease and elegance.

Your tagline is “From Blueprint to Blooms.” Can you walk us through how your process flows from architectural planning to the final curated garden?

The phrase captures both the scope and spirit of what I do. My process begins with deep architectural space planning — how a home breathes, flows, and holds emotional weight. From there, every design decision, down to the last peony or gravel stone, serves the original architectural intent. Nothing is ornamental without purpose. The goal is to create a seamless arc — from the home’s blueprint to the garden’s final bloom — where each element is in conversation.

You’ve emphasized an architecture-first philosophy. How does starting with architecture influence every other design decision you make?

Starting with architecture allows every material, sightline, and texture to feel inevitable. If you begin with furniture or finishes, you’re retrofitting. But when you begin with spatial intention — how a client lives, where light falls at 4 PM — it’s like setting a musical key. Every design note afterward either harmonizes or disrupts. I choose harmony.

You’re known for transforming spaces through full-scale renovations. Does your approach also include reimagining spaces with existing bones?

Absolutely. While I love the depth and precision of a full renovation — reshaping a home from the ground up — I also find great satisfaction in working within an existing framework. In those cases, the challenge becomes about refinement rather than reinvention. I look closely at the spatial rhythm, natural light, and what the architecture is trying to say. With thoughtful interventions — like custom millwork, architectural finishes, lighting design, and furniture placement — we can shift the entire emotional register of a space without erasing its original structure. It’s less about starting over and more about listening closely and responding with intention.

You’ve built a global network of artisans — some of whom work with Cartier and royalty. How do these collaborations influence your work and elevate your client experience?

These collaborations allow me to offer clients access to truly singular pieces — objects made by hand, of heirloom quality, for their space alone. I’ve commissioned custom-blown glass chandeliers from Murano that preserve a sweeping view of the sea, or a city skyline — while adding sculptural drama and light-play that changes throughout the day. No one else will ever have that exact fixture; it was created in conversation with the home and its atmosphere. Collaborating with artisans who operate at this level — whose



Photos by Matt Simpkins Photography

work is trusted by heritage houses and luxury ateliers — is one of the great privileges of my practice. These makers don’t just create beautiful objects — they produce work with story and soul. Whether it’s custom bronze foundry, sculpted glass, intricate marquetry, or fine lacquerwork, each piece is made with a level of care and mastery that’s increasingly rare.

What’s one artisan-crafted piece you’ve commissioned that holds a particularly special story or significance?

One of my favorite parts of the process is sourcing antique pieces with soul — especially from the Marché aux Puces in Paris — and then weaving them into the architectural language of a new renovation. One example that stands out is a chinoiserie cabinet we discovered, which I transformed into a floor-to-ceiling corner bar. It became the anchor of the room. We designed custom millwork around it, forged complementary metalwork, and brought in a restoration artist from the Met to extend the original ornate pattern onto the new panels. The integration was so seamless, you couldn’t tell where the antique ended and the new work began. That kind of alchemy — merging history with invention — is where the magic happens.

Your designs seem to reflect the personal essence of your clients. How do you uncover their authentic style and translate that into physical form?

I listen more than I speak in the early stages.

I pay attention to what lights people up — what they collect, what they dream of, the things they loved in childhood, or places they feel most inspired or peaceful. I’m not interested in imposing a style. I’m interested in revealing a narrative. The result is a space that doesn’t look “like me” — it feels unmistakably like them.

How do you balance functionality with luxury in spaces designed for everyday living?

Luxury without functionality is theater. I aim for quiet luxury — the kind that disappears into daily life until you realize the drawer glides effortlessly, the lighting shifts with the sun, and the rug was woven to handle dogs and children but still feels like cashmere. True luxury is invisible service.

Your outdoor spaces are described as multi-dimensional sanctuaries. What are the key elements you always consider when designing gardens or terraces?

Light, movement, and pause. I treat outdoor spaces like a choreography — where you’re led gently through different moods: an alfresco dining nook, a hidden bench, a path that crunches beneath your feet. I blend structure and softness: architectural hedges with wild blooms, stone with soil, shade with shimmer. I select exterior plantings to complement the interior color palettes for seamless harmony and embrace the concept of creating outdoor rooms in the planning phase.

You design custom furniture, architectural finishes, and lighting. What drives the decision to create a piece from scratch versus sourcing?

It’s a matter of alignment. If the vision calls for something that doesn’t yet exist — or if the proportion or patina has to be just so — I design it. I’ve always had a strong passion for creating one-of-a-kind pieces, so it was natural that I built relationships with a fleet of master artisans over the years, many of whom are based locally in New York, Pennsylvania, and New Jersey, as well as abroad in Portugal, Italy, Spain, France, and England. Whether it’s furniture, architectural finishes, or lighting, each piece is crafted to respond precisely to the space and its atmosphere. It’s about creating something that not only fits but belongs.

You started in theater and dance. How does that background inform your sense of spatial flow, drama, or storytelling in a space?

Immensely. Theater teaches you about light, shadow, and the power of reveal. Dance teaches you how space moves around a body — and how we move within space. I’m always asking: What’s the story this room wants to tell? Where’s the crescendo? Where’s the breath? It’s composition in three dimensions.

You’ve worked on incredible global projects like the Four Seasons in New York City and Mount Nicholson in Hong Kong. What did those experiences teach you about luxury and scale?

This was early in my career while I was working for a top 100 firm. The experience taught me that in large-scale projects, restraint is everything. Scale demands clarity of vision — every detail must hold its weight, or it disappears. You also don’t want to overwhelm a space with too much visual information, or it becomes cluttered. As Anouska Hempel famously said, “Design. Refine. Repeat.” Those are words I live and design by.

What’s a project that challenged you creatively but ultimately changed the way you design?

I’m currently working on a project that’s been uniquely challenging because the clients have an intense desire for minimalism. Typically, I incorporate more geometric patterns and colors to add warmth and rhythm, but this project is very neutral and zen in its palette and mood. It’s a beautiful departure for me, and I’m loving how it’s expanding my design language and sensitivity to restraint.

What’s next for Quinn Hannum? Are there any design movements, destinations, or artisan techniques you’re currently exploring or excited to integrate into your work?

I’m currently working on my first bespoke furniture and lighting line in collaboration with a bronze artisan in Portugal. The collection will feature botanical forms, nudes, and artwork from my great-grandfather, etched directly into the metal and sculpted into dimensional forms. It’s an incredibly personal project — one that blends legacy, fine art, and functional design — and I’m thrilled to be bringing it to life. I’m also continuing to explore heritage techniques that are at risk of disappearing, and how design can support the nervous system by creating spaces that regulate and restore. The work ahead is about timelessness and a revival of old-world artisan craftsmanship.



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COMPASS
COMMERCIAL

Hal Zwick
Licensed RE Salesperson
hal.zwick@compass.com
631.678.2460

Jeffrey Sztorc
Licensed RE Salesperson
jeffrey.sztorc@compass.com
631.903.5022

@hamptonscommercialre | hamptonscommercialre.com



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We Might Just Make It After All

Elyce Arons Reflects On Decades Of Friendship With Kate Spade In New Memoir

By Jessica Mackin-Cipro

Elyce Arons is the co-founder of Kate Spade and Frances Valentine and a longtime resident of Bridgehampton. Her recent memoir, “We Might Just Make It After All,” provides a heartfelt portrait of her decades-long friendship with the late legendary designer Kate Spade (Katy). The pair had enjoyed many lively summers together on the East End.

Elyce began her career in publicity and marketing before starting the multi-billion-dollar bag company Kate Spade alongside Katy, Katy’s husband Andy Space, and Pamela Bell out of a downtown New York City apartment.

Elyce will appear at the East Hampton Library’s Authors Night on August 9, and she is hosting a talk at The Church in Sag Harbor on August 10, with additional events planned at

Sag Harbor’s Frances Valentine store. Signed copies are available at Sag Harbor Books, BookHampton, and Barnes & Noble in Bridgehampton.

We had a conversation with Elyce to learn more about the book.

What motivated you to write “We Might Just Make It After All” now, and what was the emotional journey like in revisiting such personal memories?

It took me over five years to find the strength to write this book. Not because I didn’t know what to say, but because I knew that once I started, everything would come rushing back — the joy, the laughter, the hard moments, the grief. I wanted to write while the memories still felt vivid, before time softened the details too much. Revisiting our story was both painful and healing. The process reminded me that Katy’s legacy isn’t defined by how her life ended, but by the decades of creativity, connection, and friendship that came before.

Your friendship with Kate Spade spans decades — what made that bond so enduring and unique?

Katy and I met on our first day of college, and from that moment on, we were nearly inseparable. We built our lives from our scrappy



college years to moving to New York City and finally launching a business with our two other partners. What made our bond so special was our shared sense of humor, respect, and loyalty. We laughed endlessly, we disagreed sometimes, but above all, we showed up for each other for nearly four decades.

Brooke Shields described the memoir as a story about profound love and loss. How did you navigate sharing your grief publicly?

Grief is so personal, and for a long time, I kept mine private. But eventually, I realized that part of honoring Katy’s legacy meant being honest about the depth of our friendship and the pain of losing her. I wanted to share the full picture — not just the successful moments, but the messy, human ones too. It was important to me that this book didn’t focus on her final chapter, but on the life she lived before then. In sharing my grief, I’ve also found connection — so many people carry similar stories of loss and love. That has been unexpectedly comforting.

Can you share a bit about your time spent together on

the East End? Do you have a favorite memory?

The East End was one of Katy’s favorite places, but gave her terrible allergies in the spring and summer, so she loved the winter months the most. One of my favorite memories is a simple one: sitting on the porch late into the evening, sipping wine, watching the light change, and laughing about something that probably only the two of us would find funny. There are several more in the book, but I won’t spoil it for you by retelling those here.

With upcoming events at The Church, Authors Night, and Frances Valentine stores, what are you most looking forward to about being face-to-face with readers?

What I’m most excited about is hearing people’s stories. Over the years, so many women have told me what their first Kate Spade bag meant to them — how it marked a milestone, a turning point, or a personal triumph. I wrote this book in part for those women, and being able to connect with them directly, to listen and share in their experiences, feels like the most meaningful part of this journey.

Blue Carreon

A Journey Through Nature’s Masterpieces

By Ty Wenzel

In the sunny summer getaway of the Hamptons, where luxury meets leisure, the gardens play a vital role in the lifestyle. In “The Gardens of the Hamptons,” writer and photographer Blue Carreon provides a close look at over 50 of the East End’s most impressive private gardens. He shares the inspirations, designs, and personal stories behind these living masterpieces.

From the historic grounds of Grey Gardens, freshened up by fashion designer Liz Lange, to the art-filled spaces owned by Barnes & Noble founder Leonard Riggio and his wife Louise, Carreon takes readers on a visual and narrative journey that highlights the diversity and beauty of Hamptons gardens. Each garden, whether a peaceful retreat or a lively gathering spot, reflects the owner’s vision and values.

In a region famous for its grand estates and well-known gardens, “The Gardens of the Hamptons” showcases a delightful mix of styles. It features contemporary landscapes

sprinkled with white wildflowers, like those designed by Sasha Bikoff, alongside meticulously maintained historical gardens curated by landscape architects such as Ed Hollander and Mario Nievera. Each profile provides a behind-the-scenes look at the design process, offering insights into color choices, plant selections, and the integration of art into the landscape. Carreon shows how each gardener works with the same care and pride found in high-end interiors, making sure the outdoor spaces fit seamlessly with the architecture and surroundings.

The book covers a wide range, including gardens from Westhampton to Montauk and beyond. It features private retreats and large public gardens like the LongHouse Reserve and Madoo Conservancy. However, it’s not just the stunning photography and rich imagery that make this book a must-have for garden enthusiasts; it’s the stories behind the spaces. Carreon shares the meticulous planting of each flower and the thought that goes into creating spaces for relaxation or



community. He gives readers a personal tour through the Hamptons’ most sought-after outdoor havens.

Whether seeking inspiration for their gardens or simply looking for a visual escape, readers will find that “The Gardens of the Hamptons” is not just a collection of beautiful plants and flowers. It celebrates the Hamptons as a place where art, nature, and design come together in perfect harmony. With its engaging narrative and beautiful photography, this book showcases the lasting charm of the Hamptons and the timeless beauty of its gardens.

For those who appreciate garden design, fine craftsmanship, or the unique allure of the Hamptons, Blue Carreon’s latest work is a must-have for any collection.



August In The Hamptons

A Jewelry Lover’s Guide To What Shines

By Lisa Frohlich | @hamptonsnystyle



August in the Hamptons has become an unexpected epicenter for jewelry, and not just in the traditional boutiques. This season, fine and fashion jewelry is popping up in the most surprising and stylish places. Fitness studios like Shadowbox Pilates are doubling as luxe showrooms, where Alexandra Beth recently invited a post-reformer crew to try on diamonds. Backyard trunk shows, early morning coffee meetups, and cocktail hours inside favorite stores are all part of the mix. In Bridgehampton, The HUB is spotlighting a rotating roster of standout jewelry designers, including La Enovesé Designs. And at Goop, Jane Win, who I once hosted for a Modatrova event in my backyard, is making her Hamptons return. No matter where you are out east, there’s likely a little sparkle around the corner.

SHAWN WARREN

August Event: Shawn Warren Jewelry in Collaboration with Betsy Boutique Pop-Up. Wednesday, August 6, and Thursday, August 7, from 10 AM to 6 PM. At a private residence in Sagaponack. Contact shawn@shawn-warrenjewelry.com for details.

Vibe: Shawn Warren explains, “My jewelry style is equal parts bold and easy going, modern and timeless. I love pieces that feel like personal treasures, mixing unexpected forms with beautiful gemstones. I also love to layer, so I create pieces that can be worn alone or paired together in a variety of ways. Jewelry, to me, is more than just adornment; it’s a form of self-expression that reflects individuality, and a sense of being empowered in your own style journey.”

Unique: “Shawn Warren is about the curation. Some days, you want something delicate and understated, like our Signature Collection; others, you want something colorful and whimsical, like the Antonia Collection, and some days call for unabashed glamour, like our Gabriella Collection. Our curation is aimed at giving a client variety. Jewels to go with every mood.”

About Betsy Boutique: Betsy Boutique carries curated selects from her frequent trips to Paris and Milan during fashion weeks. From the likes of Giambattista Valli, Missoni, Libertine, Erdem, Elie Saab, Pucci, Etro, Altuzarra, and more. After years of having a store-

front on Madison Avenue, Betsy Ross decided to cater to a smaller, discerning group of clients and opened a by-appointment-only salon on the Upper East Side in a charming townhouse.

Website: shawnwarrenjewelry.com
IG: @shawnwarrenjewelry, @betsyboutiquenyc

JADE TRAU

August Events: Jade Trau will be Out East in August, hosting private events and consultations by invitation. For more information email info@jadetrau.com.

Vibe: Founder Jade Trau explains, “The original motivation to start the line was to change the conversation about what defines ‘classic diamond jewelry’ and I think 13 years later, we are still living by that mission. It’s made in New York City by the best craftsman and using the best of the luxe materials; gold chains custom-made in Italy, ethically sourced natural diamonds, and 18k gold and platinum. It’s classic but done for what we want to feel like today when we put on core jewelry pieces; for some of us it’s to look more ‘together,’ for me it’s about using my jewelry to show just a little irreverence and let my personality peak through.”

Unique: “Our signature Alchemy setting, the gold boarder around the diamond, is designed to ensure that the personality of each stone is fully realized, allowing the wearer to feel intimately connected to it, and to honor the artistry behind each of the four classic stone shapes: emerald, round, pear, and marquise. Our brand is quickly defining what the new diamond classic is. Designed to be layered together, every collection creates an authentic, easy-to-wear aesthetic that looks as good as it feels. The foundation of each design hinges on my deep diamond roots that go back generations. I use decades of experience to create wearable pieces. This cool girl, left of center, NYC-based DNA is what I feel gives the brand an edge.”

Website: jadetrau.com
IG: @jadetrau

ALEXANDRA BETH

August Event: Alexandra Beth will host



her second event at Shadowbox Pilates at 70 Montauk Hwy, Water Mill, on Friday, August 15, from 8 AM to 3 PM. Clients can also book private appointments Out East as well as in the New York City showroom.

Vibe: “At Alexandra Beth Fine Jewelry, we blend modern style with timeless elegance. Our pieces are luxe and thoughtfully crafted, from custom engagement rings to everyday staples and heirloom revivals. With a top-tier design team and unmatched access to the most exquisite stones, we love bringing our clients into the process of creating jewelry that feels personal and lasting.”

Unique: “Alexandra Beth Fine Jewelry is a luxury experience rooted in personal connection. We invite our clients to collaborate with us on a refined journey, crafting pieces that reflect their story. We’re thoughtful listeners and trusted partners, guiding each step of the process with care and creativity to ensure every design is meaningful, intentional, and beautifully made.”

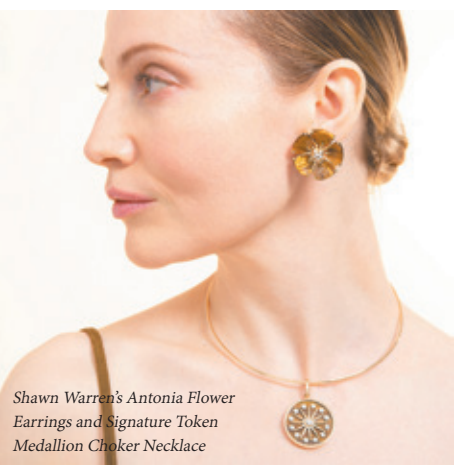
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IG: @alexandrabeth

BEATRIZ WEREBE

Event Dates: Beatriz Werebe will be popping up at Kirna Zabête, 66 Newtown Lane, East Hampton. Thursday, July 31 to Saturday, August 2, from 10 AM to 6 PM. An espresso bar will be open during the event on Saturday, August 2, from 11 AM to 3 PM.

Vibe: “Embracing your personal style and the use of jewelry in your everyday life, is the core philosophy at Beatriz Werebe. Originally from Brazil, the brand has a strong focus on women and the art of styling, offering a more intimate experience and guiding clients through a carefully selected edit. We believe the true distinction comes from knowing what you wear and expressing it with confidence and individuality. Whether it’s colorful natural stone necklaces or bold diamond ear cuffs, the brand has spent almost 15 years cultivating a loyal female clientele.”

Unique: “What sets our collection apart is the combination of versatile pieces, textures, and gems, with fine jewelry expertise to create a dialogue between diverse aesthetics. From bold statement pieces to everyday essentials,



everything is thoughtfully selected to enhance individuality. This blend of exclusivity, craftsmanship, and personal styling makes our collection a distinctive destination for discerning jewelry lovers. We are excited to bring that same curated energy to East Hampton.”

Website: beatrizwerebe.com
Instagram: @beatrizwerebe

SURYA & THE MOON

Event Dates: Surya & The Moon will be popping up at Kirna Zabête on Thursday, August 7, to Saturday, August 9, from 10 AM to 6 PM. 66 Newtown Lane, East Hampton.

Vibe: Keri Clavin explains, “Surya & The Moon creates fine jewelry designed to be worn, not saved. Our aesthetic blends old-world craftsmanship with quiet modern elegance. Every piece is handcrafted with intention, resulting in timeless designs that feel personal, lived-in, and enduring. The style is refined yet approachable, the kind of jewelry you reach for every day, and the kind your children will remember you in. The brand was born from memory, specifically, co-founder Sneha Calarese’s experience sorting through her late mother’s jewelry collection in India.”

Unique: “We don’t design for special occasions; we design for the everyday moments that become the most meaningful. What sets Surya & The Moon apart is our belief that true heirlooms aren’t tucked away; they’re lived in. Our pieces are handcrafted using heritage techniques and made to last through decades of wear, to be worn now, remembered later, and passed from one generation to the next. In a world of fleeting trends, we offer lasting beauty with soul and story.”

Website: suryaandthemoonjewels.com
Instagram: @suryaandthemoon

LA ENOVESÉ DESIGNS

August Events: La Enovesé Designs is popping up at The HUB at 2183 Montauk Highway in Bridgehampton, until August 31, Soul Cycle at The Barn until September 1, Dune Deck Pop Up, Stoney Clover East Hampton Pop Up, and The Hampton Classic.

Vibe: “Founder, Kaela Genovese, is a passionate jewelry designer and curator. She puts careful thought and consideration into each piece she creates and hopes that the woman who wears it will feel the passion and love that went into it. With a profound appreciation for the artistry and craftsmanship, Kaela has dedicated her career to designing and curating pieces that embody elegance, style, and timeless beauty.”

Unique: “At La Enovesé Designs, we strive to blend tradition with contemporary design, resulting in jewelry that tells a story of sophistication and allure. Whether you are looking for jewelry for a special occasion or casual everyday wear, La Enovesé Designs has it all.”

Website: laenovesedesigns.com
Instagram: @la.enovese.designs

JANE WIN

August Event: A curated assortment of Jane Win Jewelry will be available at Goop Sag Harbor from Friday, August 1, through Wednesday, August 6. The Sag Harbor location is open from 10 AM to 5 PM at 4 Bay Street.

Vibe: Jane Winchester Paradis explains, “We design chic, modern coin jewelry with meaning, blending style and purpose. Jane Win is all about layering your coins and charms to enhance your style and elevate your look.”

Unique: “Every piece in the Jane Win collection is infused with intention, designed with a feeling, a direction, an emotion. It is the perfect way to help the wearer celebrate her milestone moments. Moments of joy. Of love. Of taking risks. Of loss and the search for peace. Of growth. Of strength and empowerment. Every day, she can put on a symbol of what she wants to evoke most. Jane Win jewelry is more than just an accessory; it is a talisman, a treasured charm designed to be gifted, layered, and loved. Each coin is double-sided, featuring a word on one side and custom design on the other.”

Website: janewin.com
Instagram: @janewin_jewelry

Soleil Leon

Jewelry Inspired By Culture And Travel

By Jessica Mackin-Cipro



Soleil Leon, a fine jewelry line created by Genevieve Espantman, is crafted for a wide range of jewelry enthusiasts — perfect for daily wear and statement pieces, inspired by culture and travel. We spoke with Genevieve to learn more.

Tell us about your background. What first drew you to jewelry?

My background is actually in fashion design. I graduated from the Fashion Institute of Technology, began working as a stylist and fashion editor, and opened my fashion consulting business in 2016 called Agent G. I have always had a love and hand in the jew-

elry industry, working with different jewelry designers and brands throughout the years. During the pandemic, I finally had the time and opportunity to launch my own line, and Soleil Leon was born!

How do you begin curating a collection, from concept to final product?

It's different for each collection. I really think about the customer and where she will be going and how she will be wearing the jewelry. I try to find the balance between having pieces that are wearable for everyday and those that are more statement-focused. I host a lot of pop-up and trunk show events where people can find unique pieces that are not available

online. This creates a more personal experience, and it's always a special memory when they find the perfect addition to their collection.

Is there a particular era or culture in jewelry history that has the most influence on your work?

Travel is a huge part of my inspiration. Being able to experience different people, traditions, and architecture plays a part in the brand's foundation. Also, being in New York and having so many cultures blending together creates an identifiable pulse that I take inspiration from daily. Staying present, with a modern eye and having nods to classic jewelry design, makes Soleil Leon exciting for a broad range of jewelry lovers. I really enjoy interacting with clients in person and seeing what pieces they are drawn to and connect with.

How do you balance

timelessness and trend in your materials and design choices?

Soleil Leon's collection constantly evolves. I pay close attention to culture, trends, and always emphasize quality. Most of Soleil Leon's jewelry is made of 18k solid gold, diamonds, and precious gemstones. I love when people layer Soleil Leon pieces with their daily stacks or use it for a special occasion. Jewelry is so personal, and it is so fun to see how different people wear each piece and put their own personal style on it.

Do you have a dream client or project you'd love to create for?

Nothing specific at the moment. Soleil Leon is for the women who inspire me daily — effortless style with an emphasis on timeless quality. Growing up on Long Island with summers spent on the East End has greatly influenced my collection. I also have partnerships with unexpected brands, charities,



and fundraisers to create an exciting element outside of the traditional fine jewelry setting. Currently, I am partnering with JFC Fine Foods on a Diamonds and Caviar collab for the rest of the summer. Any Soleil Leon purchase receives a gift of Caviar through Labor Day.



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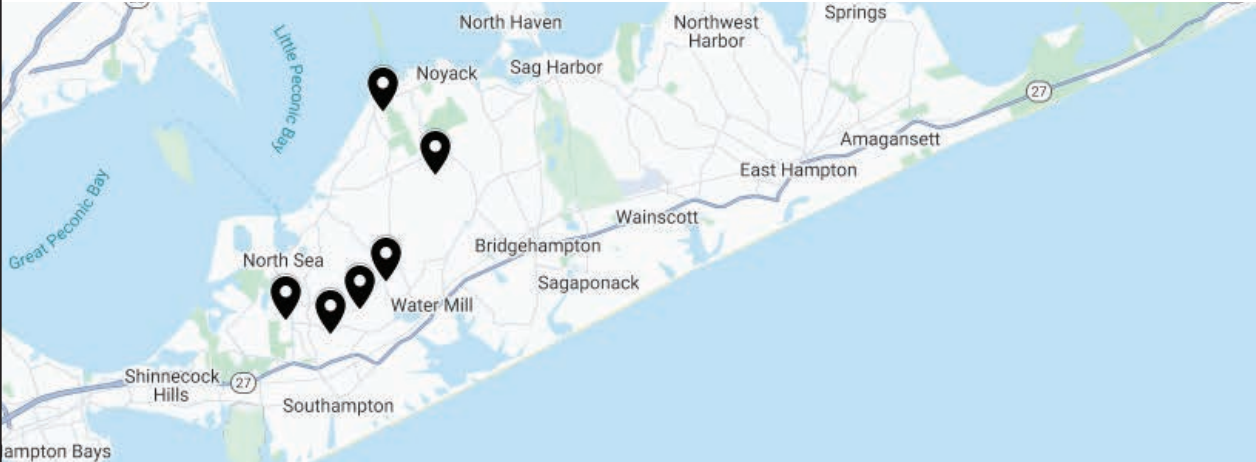
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Brand new sleek build by KB Building LLC on 4.59-acres on a cul-de-sac with bayviews, pool/spa and tennis | 9 BR | 10.2 BA | 10,750 SF across 3-levels | Heated gunite saltwater pool with sundeck and spa | All weather tennis | Finished lower level with theater, gym, infrared sauna and lighted wine storage | Separate guest wing with own staircase | Roof-top deck | 3-car garage with frameless glass doors | Solar panels | Minutes to Southampton Village and the ocean | \$13,995,000 | Web# 910914



Upcoming projects by KB Building LLC

- Southampton | .97-Acre | Start Date 2026
- Southampton | 1.05-Acres | Start Date 2026
- Water Mill | 2.3-Acres | \$9.995M | Status: Framed
- Sag Harbor | 2.4-Acres | \$9.995M | Status: Foundation is in
- Southampton | .57-Acre | \$6.995M | Status: Lot being cleared



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Real Estate Confab

Mid-Year Market Predictions And Summer 2025 Highlights

By Ty Wenzel

As summer reaches its peak, we brought together some of the top real estate brokers in the Hamptons for a mid-year discussion about the market. With inventory changes, buyers adjusting their strategies, and sellers paying close attention, we asked industry insiders what to expect in the second half of 2025. They shared insights on pricing strategies, buyer behavior, and the ongoing appeal of turnkey properties. The outlook is as complex as the area itself. However, it's not just business — our panel also talked about how they enjoy the East End summer, including beach days, family time, sailing, and personal moments within their communities.

Enzo Morabito, Douglas Elliman

One of the most rewarding parts of this summer — both personally and professionally — has been having my son, Alessandro Morabito, join me in the business through a work-study program ahead of his final year in college. Watching him learn, grow, and engage with my team has been an incredible experience. It's brought us closer together and added a meaningful new dimension to both our summer and our bond. It's truly been a highlight I'll never forget.

In regards to the market, the year started with a slower pace in the Hamptons real estate market, largely due to the uncertainty surrounding the current administration and cautious buyer sentiment. That said, momentum has been picking up, and we're feeling a renewed energy as the season hits its stride. I'm optimistic about the months ahead — history has shown us time and again that the Hamptons market remains resilient, holding its value and activity even in the face of broader challenges.

Angela Boyer-Stump, Sotheby's International Realty

Summer 2025 finally arrived! After some serious rainstorms, I am thrilled to see sunshine and beach days. Professionally, I have embraced meeting new clients both on the purchase and through extra added time freedom with our new marketing team at Sotheby's International Realty. They are knocking it out of the ballpark and have allowed me to enjoy meeting new people, which in turn, generates more business. On a personal note, summer is truly such an enjoyable time of the year for gatherings. From barbecues, to cocktail parties, to fundraisers, to boat rides, to beach walks, the Hamptons are my favorite place to

be. The best part of summer 2025, living in the Hamptons!

In terms of the Hamptons real estate market, all indicators show a stellar second half to the year. I already had three competitive bidding situations on the Buy side, and I do not see that slowing down. We are seeing new listings come onto the market, and listings that have been on the market for a while are selling. Summer energizes our buyers, and if the fall is anything like years past, we will see the same volume, maybe more. Pricing seems to be consistent with last year's numbers, and new listings that come on are coming to market with competitive listing prices. If Sellers continue to list at market value, buyers will take advantage of mortgage rate drops, and the second half of the year will be epic! It's a great time to be an agent here.

Aleksandrina Penkova, The Corcoran Group

The best part of summer 2025 has been a mix of both professional wins and personal joy. Professionally, I'm especially excited about the great listings I have in the pipeline — specifically not just because some are in highly desirable locations such as Southampton Village, but also because they represent the new construction segment of the market, which continues to attract strong interest. I've also been happy to effectively help both buyers and sellers this season, guiding successful deals and seeing happy outcomes on both sides.

I've been making the most of the season by taking full advantage of the variety of workout classes available this summer, and whenever I have a free moment, whether it's early in the morning or late in the afternoon, you'll find me at the beach.

About the market, we've had a solid year so far, and the momentum is continuing. The buyers who are out here now are serious, and I expect many of them to make a move by the end of the year. While there was some volatility in the stock market earlier this spring, it doesn't seem to be a major factor right now. Buyers appear confident, and many are ready to make long-term investments in real estate. Historically, sellers also become more motivated as summer winds down — it's a great time for them to lock in a deal before carrying a property through the winter.

For buyers, there's currently more inventory to choose from, which gives them options they might not have come spring, when the



market gets more competitive. I've been busy with buyers almost every day of the week. It's an active, healthy market.

And while there was some volatility in the stock market earlier this spring, it doesn't seem to be a major factor right now. Buyers appear confident, and many are ready to make long-term investments in real estate.

Matthew Breitenbach, Compass

I have been making time once a week to go to the beach with my family. I have four kids and run a real estate business, so it's not an easy endeavor, but the reward has been incredible for our family this summer. We have the best beaches in the world here. I grew up in the Hamptons, spending summers living at the beach. Doing so helps the ocean become ingrained in your soul. It never leaves you. And I want that for my kids; it has been amazing watching them love the ocean just as I do. A highlight from these trips is trying to see how close we can build a sandcastle to the water and how long it can last before the ocean takes it out!

Professionally, I underwent a restructuring of my team back in 2023 and brought back my longtime partner, Kevin Geddie, to work alongside me. I also hired Taylor Jayne, a full-time, in-house marketing director, to help curate and grow the BAT brand. The best part of this summer has been seeing our internal team fully gel and all of our hard work from the past two years start to bear fruit. Reaching \$100,000,000 in sales already, and it's just July, is exciting, but I've also noticed that this feeling is rather fleeting and not that profound. And to me, that has been the actual best part of summer 2025 professionally.

That I have had this mindset shift, I feel that what is different about reaching \$100,000,000 now, compared to when I would hit sales numbers in the past, is that I don't care that we have reached that number. It feels good, and I have put in a lot of work, along with my team, to get us to this point. Still, I think it doesn't hit as hard because, at this point in my life and career, I truly understand that real estate is something I love. I am blessed to love what I do as much as I do, but nothing will ever be as important as my faith and my family. I feel this business has not become about growth for me, but about doing it better. The more I align my priorities — God, family, and then real estate — the more my business seems to succeed. And that has been the absolute best part of the summer: having this

her longtime top-producing team, which indicates a change in her business model. Terry is making a move she sees as an opportunity to reach more people.

"Throughout this search, I had the chance to intimately connect with several companies, each and every one of them was impressive," Cohen continued. "I'd like to say thank you for your time, and look forward to working together on many deals to come. Ultimately, Compass stood out to me and my needs. Its collaborative culture and expansive network made it the ideal choice for the next chapter of my journey — and I'm excited to lean into it."

According to a statement, Cohen was drawn to the brokerage because of its collaborative culture and the opportunity to connect with agents across all of its markets. She aims to leverage the power of Compass' nationwide network and culture of innovation to enhance client service, grow her business, and stay closely connected to a community of like-minded professionals — all while maintaining her signature personal touch.

clarity, and it feels good.

When it comes to the Hamptons real estate market, here are a few high-level points. What I do not understand is that nobody is discussing the fact that the Hamptons had the highest sales volume in Q1 in the history of the Hamptons and the highest volume since 2022. In Q1 2025, the Hamptons achieved \$1.2 billion in sales volume. For scope, in Q1 2024, the Hamptons generated \$811M, compared to \$911M in Q1 2023.

I think the fact that this has not received much press and has been under the radar has helped the market because the stock market's crazy swings a few months ago seemed to scare a lot of sellers straight, which in turn fed the already growing Hamptons market. So, in Q2, you will see some numbers drop because there was a pause of a month or two in the market, but I have buyers who trusted me and bought during that swing and are very happy now. In Q3, you will see huge Hamptons numbers. Not only have I seen my business grow rapidly recently, but top agents and managers I have spoken to have also noticed the same. I expect the surge to continue into Q4, barring any catastrophic economic events globally. The increasing inventory will continue to fuel the market, much like adding logs to a fire, so it is closely tied to inventory as well. If the rates drop and/or Trump gets the no capital gains move on real estate through, look out, because the market could hit some significant milestones. What's exciting about the Hamptons? It's like a Ferrari in second gear. In the past, it was more like a BMW or Mercedes (no offense from a guy who drives a Mercedes). However, the Hamptons market now has more potential for unprecedented heights than ever in its history.

The Hamptons market bottomed in Q3 last summer. A summer that everyone thought would be a bounce back actually fell flat, but the post-election market surged, and it continued to surge early in 2025 as well. Then we had the tariff pause, and now we are back flying with the momentum of the summer here. And since then, we are on a rising trajectory. What has helped is that inventory numbers have grown at about 11 percent per quarter over the last year and a half.

The Hamptons is now a mix of country town and resort town. A country town for New Yorkers as a weekend escape or for full-time residents who commute only a few times a week or month to New York City for business. And a resort town for all of the new Florida residents, especially (I call the Hamptons

the reverse snowbird effect), and the typical resort money from the NY tri-state, globally, and also all of the big U.S money in areas in Texas, Colorado, and California, on top of the Florida surge.

Joan Hegner, The Corcoran Group

As a long-time broker out in Montauk, I get asked a lot about "How is the market?" and "What's your read?" So here we go! I can honestly say it has been the most unpredictable trend I've experienced in the market in quite a few years; however, being a glass-half-full gal, I believe what has so many prospective buyers watching and waiting may loosen up come this fall. Several factors suggest that inventory levels will continue to rise, sellers will make price adjustments, and a slight drop in rates should lead to a more robust response in activity.

On a personal level, I had a front row seat to assisting my longtime friend and Montauk's beloved pharmacist, Frank Calvo, create the most beautiful space at Montauk Chemists Pharmacy. This vitally needed service took almost a year from inception to fruition, following Montauk's loss of its pharmacy last October when White's Drug Store closed. It's been gratifying to know that our community will now have all it needs for continued health and wellness.

Montauk has been extraordinarily busy, creating great buzz for the upcoming fall season as prime time for amplified real estate action!

Jake Sinacori, The Corcoran Group

The best part of summer 2025 personally has been staying locally in the Hamptons all summer. Typically, events have me traveling all over in the summertime, but thankfully, 99 percent of my summer was in the Hamptons. Professionally, it has been connecting with those clients who are in town for the summer and being able to build those relationships further and make up for lost time during the off-season when they are away.

I see the Hamptons real estate market in the second half of the year continuing to be fruitful. With the economic/financial circumstances that arose at the start of the new, there was trepidation for consumers, but over the last few months, and as we progress forward, I see the constant force that is the finite nature of Hamptons real estate continuing to drive transactions.

Terry Cohen Joins Compass



Terry Cohen, a prominent broker in the Hamptons real estate market, has recently left Hedgerow to join Compass. Cohen has achieved \$2.5 billion in career sales and closed \$150 million last year alone. She is a sought-after advisor in the East End market, working with properties ranging from \$1 million residences to \$100 million estates. "We're thrilled to join forces with Terry," said Joe Fuer, Managing Director for Compass in

the Hamptons. "Her deep knowledge of the East End market and extensive experience, combined with the power of the Compass network, make this an ideal partnership. It's a perfect alignment of talent, resources, and shared values. We're going to have a lot of fun together." The move comes after successful stints at some of the Hamptons' most recognizable brokerages, including serving as a partner at Hedgerow.

"I'm exactly where I want to be in my career, and I view change as an opportunity for growth," said Cohen. "We, as brokers, to stay relevant, are constantly evolving through ever-changing markets, so change isn't scary for me. I actually welcome it. Leaving Hedgerow wasn't an easy decision, but it was met with understanding and goodwill — something I deeply appreciate."

Cohen's departure from Hedgerow signals a new phase in her career. She leaves without

William Raveis Mid-Year Home Sales Report

The mid-year Home Sales Report has been completed. Here are the numbers from William Ravies (formerly Town & Country) veteran broker, and queen of East End market reports, Judi Desiderio.

Hamptons Mid-Year 2025 Home Sales Report

As usual, the real estate markets of the Hamptons move differently from the rest of the country. You have all read reports on home sales being at a decades-low volume. Google showed national trends for the first half of 2025 to be 13.7% fewer new home sales and a slim .8% increase in existing home sales. Here in the Hamptons, the first six months of 2025 saw an increase of 21% in the Number of Home Sales and a 24%

jump in Total Home Sales Volume. The majority of home sales were in the \$1-1.99M price category, with 278 homes changing hands — followed closely by \$2-3.49M with 202 home sales.

North Fork Mid Year 2025 Home Sales Report

The first six months of 2025 have shown a strong upward trend in our North Fork markets. Analyzing all combined North Fork markets, it is clear that my prediction for home sales is accurate—similar to the South Fork, North Fork home sales are approaching a point where entry-level prices will soon exceed one million dollars. The median home sales price for this year's mid-year is \$987,500, which reflects a 10% increase compared to the same period in 2024.



Amagansett New Construction with Resort Amenities

8 BEDROOMS | 8 BATHS, 3 HALF | 10,143+ SQ.FT. | 2.05 ACRES | \$11,495,000

Abutting 200 acres of reserve, this exquisitely designed Larry Kane home spans 10,000+ sq. ft. of meticulously crafted living space across multiple levels. The impressively terraced rear grounds boasts a heated gunite pool, lap pool, spa, and outdoor grill kitchen, enhancing a seamless connection between indoor and outdoor spaces. The first floor features an open-concept chef's kitchen, a fully-equipped prep kitchen and butler's pantry. The kitchen wing flows into a living room area with fireplace and dual sliding doors that open to one of the home's Turkish marble patios. The vaulted-ceiling formal dining room accommodates 12+ guests, and the family room with fireplace offers stunning views of both the front and rear grounds. The expansive primary suite features a spa-like bath with dual marble vanities, freestanding soaking tub, 2 glass showers, as well as a powder room. The upstairs has four generously proportioned ensuite bedrooms, 2 of which boast expansive private balconies. The lower level with large rec/media room, spa room with steam shower, sauna, gym, wine cellar, and spacious laundry room complete this newly constructed residence.

Dana Trotter

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The HUB

The Hamptons’ New Dynamic Destination For Wellness, Shopping, Beauty, & Experience



Toni DeMauro and Michael Catalano, the duo behind some of the Hamptons’ most exciting retail and experiential projects, have had an exciting season so far with the opening of The HUB in Bridgehampton, which stands for Health, Unity, and Beauty.

“The HUB is the true intersection of luxury retail and entertainment — ‘Retail-tainment comes to The Hamptons’. With over 40 curated classes, events, and brand partners, The HUB will be The Hamptons’ ‘Lifestyle Lounge,’” shared co-founder Michael Catalano.

The HUB is the Hamptons’ only luxury retail

brand co-op. The vibrant mixed-use event space, luxury retail, and experience “hub” hosts over 40+ elevated brands and curated activations throughout the season across its two-story, 6,000 sq ft contemporary modern building. Some event experiences include everything from premier fitness classes and spa services to disco parties, runway shows, cabaret performances, and much more. The HUB also houses a collection of fabulous brands, some not yet available Out East, all focused on healthy living and luxury lifestyle.

It’s “an escape that lifts your spirits from the moment you walk in,” said Co-Founder Toni DeMauro.



In terms of fitness programming, The HUB has brought Isaac Boots back to the Hamptons for his first residency since 2021. He appears exclusively at The HUB for the entire summer season, leading his iconic TORCHD class every Friday, Saturday, and Sunday through Labor Day.

“The Hamptons has always felt like home to me, and I’m so excited to bring TORCHD back to where it all began, livestreaming from The Hamptons in 2020!” said Isaac Boots. “Being centrally located and easily accessible to all my clients from different areas, while partnering with incredible brands I love, is exactly why I’m so passionate about leading my classes at The HUB this season.”

The HUB is the brainchild of Michael Catalano and Toni DeMauro, who previously launched Project Hamptons at the location. “Everyone is welcome at The HUB, and our curated offerings will have something for everyone,” said Catalano.

This season at The HUB, a variety of exciting offerings await visitors. Skinny Medspa has made its debut in the Hamptons, providing an array of premium skincare services, including facials, contouring treatments, fillers, Botox, and laser hair removal, all featuring products from Biologique Recherche. Crescala Collective Europe will introduce over a dozen high-end brands from around the globe.

Adventure enthusiasts can explore the Hamptons in style by renting hot pink vehicles from Moke America or electric bikes from Bluejay Bikes. The HUB also showcases rare mid-century modern pieces through Modern Drama, while Hampton Sun offers essential sun protection products, including sunscreens and bronzers.

Alex Vinash and Ariane Gold, founder of



Goldno.8, are displaying their latest collections; Vinash took on the role of Creative Director for The HUB. International event planner Billy Folchetti curates exclusive programming, while sculptures by renowned artist Enrique Cabrera are on display.

Fashion brands available in-store this season include Teddy Cashmere, Buddha to Buddha Jewelry, Maison Palo Santo, Luxury in Reach, La Enovese Designs, Montsera Collective, McKenzie Liautaud, Gladwell Clothing, and Anna Mason London.

Art Advisory Meets Real Estate

A New Vision For Collecting

By Ty Wenzel

At just 28, art advisor Arushi Kapoor has created an innovative partnership with luxury real estate brokerage The Agency. Her latest venture, The Agency Art House, represents a fusion of fine art and real estate expertise, designed to make blue-chip artwork more accessible to a new generation of collectors.

The collaboration leverages The Agency’s impressive \$72 billion in real estate sales alongside Kapoor’s deep understanding of the art market. Her approach caters to a diverse clientele, from high-net-worth individuals and celebrities to emerging collectors with more modest budgets, offering

personalized guidance and exclusive access to investment-grade artwork.

Kapoor’s journey began at the age of 10 with her first art purchase, followed by the publication of “Talking Art” at 16, and later owning a Los Angeles gallery in her early twenties. This experience informs her mission to transform how people view art, not just as decoration, but as a strategic investment comparable to real estate.

“The Agency Art House was born from a desire to reimagine how people engage with art in their everyday lives, not just as something beautiful, but as something valuable,” said Kapoor. “I wanted to break down the opacity

of the traditional art world and offer a more accessible, intuitive, and intelligent approach to collecting. Our model is lifestyle-driven and investment-minded. We believe art should be emotionally resonant, financially considered, and culturally relevant. For many of our clients, art is not an afterthought; it’s a form of equity that appreciates visually and economically. We guide them through that process, offering access to exceptional works and helping them discover what truly resonates.

“The future of collecting is inclusive and deeply personal. Our goal is to help shape that future by making meaningful, lasting connections between people and art.”

While managing her expanding business ventures, Kapoor has recently embraced motherhood, welcoming a daughter.

“Navigating early motherhood with a four-month-old while scaling a business has been nothing short of transformative,” said Kapoor. “Motherhood has brought clarity, intuition, and an entirely new perspective on time, value, and purpose. I’ve learned to lean into presence, to trust my instincts more deeply, and to integrate my evolution into how I lead and advise. Building a business and raising a child at the same time has been the greatest expression of resilience and intention.”

The Agency Art House’s vision extends beyond sales. Plans include partnerships with prestigious galleries and institutions, as well as educational initiatives such as seminars and mentorship programs. These efforts aim to demystify art investment for collectors at all levels.



“Art transforms a house into a story. It expresses taste, lifestyle, and emotional depth, qualities that luxury buyers instinctively respond to,” Kapoor said. “A thoughtfully curated collection signals intentionality and permanence. It adds soul to a space, grounding it in culture and identity. From a market perspective, collectible art can differentiate

a property in powerful ways. It creates emotional engagement and positions a home as more than just real estate; it becomes a living experience. In today’s image-saturated world, authentic expression holds undeniable value.”

Visit theagencyarthouse.com to learn more.



Malibu Meets the Hamptons



Magnificent Southampton waterfront home, perched on a bluff, offers breathtaking views of Shinnecock Bay and Meadow Lane | 5 BR | 5 full & 2 half BA | 3,345 SF | High-end finishes and custom cabinetry throughout | Great room flows into a covered outdoor dining space with beautiful views of the pool waterfall and beyond | .27-acre | Heated gunite infinity pool/spa | Rooftop deck with stainless steel kitchen, dipping tub/spa, fire pit, and seating area with glass railing | \$9,329,000 | Web# 906613



A Legacy Reimagined



Nestled on over two acres of lush, park-like grounds in Southampton, this expansive estate offers over 7,000 SF of living space plus a separate 3-level artist's studio | Main barn structure house has 5 BR, 4.5 BA | Separate studio spans 3-levels and includes an elevator for easy access to the second-floor viewing balcony and catwalk with a full bath | Heated pool with 2 seating areas and a freestanding hot tub driveway entrances | 2-car garage | A rare opportunity to own a piece of Southampton's rich history while enjoying the finest in modern luxury | \$7,995,000 | Web# 922084



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Pat Garrity
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Join James Lane Post

A Food & Wine Tour: Provence & The Italian Riviera

September 11 - 17, 2025

Join us for six nights in the beautiful Provence region of France and Sanremo on the stunning Italian Riviera as we explore the rich gastronomic heritage and exceptional wines of these renowned regions. Enjoy three nights at Château Saint-Roux, a historic 15th-century farmhouse and vineyard, followed by three nights at the Royal Hotel Sanremo, a luxurious five-star resort.

The trip includes hotel accommodations, breakfast each morning, (4) multi-course dinners, local wine tastings, a baking class, a Sanremo food tour that includes the medieval village of La Pigna, shopping at The Mall Sanremo, and a day in Saint-Tropez, among other activities.

\$2700/person (double occupancy)*
\$3500/person (single occupancy)*

Email jessica@jameslanepost.com for the full itinerary and to reserve a spot (limited to 14 guests).

*Excludes flights and transportation to and from the retreat.



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JESSICA BELL
LIC. REAL ESTATE SALESPERSON
917.969.1643



DENISE BORNSCHEIN
LIC. REAL ESTATE SALESPERSON
631.871.6201



RACHAEL HULSE
LIC. REAL ESTATE BROKER
631.902.0488



RICHARD RAWDIN
LIC. REAL ESTATE SALESPERSON
631.680.7205



MARIA KEMP
LIC. REAL ESTATE SALESPERSON
917-860-2965

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In the Heart of Sag Harbor Village

4 BEDROOMS | 3 BATHS, 2 HALF | 2,569 SQ. FT. | \$4,950,000

This exciting new development project by Green Barn Properties, designed by Ricardo Romo-Leroux, principal of RRL Architecture and Design, offers an exceedingly stylish four bedroom shingled transitional with modern flourishes, heated gunite pool, and a finished lower level with walkout terrace. Built into the natural grade of the property, the bright lower level opens to magnificent outdoor spaces with a covered porch, built-in grill kitchen with sink and refrigerator, and pool cabana with outdoor shower. Stellar interior finishes include wide plank white Oak floors throughout, Waterworks fixtures, Buster and Punch hardware, lighting by Flos, stunning kitchen by Boffi of Italy, and applications of Venetian plaster and lime wall paint. Exceptional design and a premium level of finish amount to a compelling opportunity to garner a Sag Harbor Village address, with a new home conceived by a local boutique builder and designer.

Dana Trotter

(631) 379-3236 | DANA.TROTTER@THEAGENCYRE.COM | MANAGING PARTNER – LICENSE # 30TR0845852

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