

James Lane

— Real Estate & Design —

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HARALD GRANT



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Harald Grant

On Trust, Perseverance, And The Evolution Of Hamptons Luxury Real Estate

By Ty Wenzel

With more than \$4.5 billion in career sales, Harald Grant has long been recognized as one of the most accomplished brokers in the Hamptons. A top producer at Sotheby's International Realty for over three decades, he has helped shape the region's luxury market. From guiding first-time buyers to connecting with multiple generations of high-net-worth families, Grant's approach has always centered on long-term relationships.

In this conversation, he reflects on the principles that have sustained his success, the evolution of the Hamptons market, and the values passed down from his early mentor, his late mother-in-law, Pat Patterson. He also shares candid insights on navigating competitive negotiations, adapting to shifting buyer expectations, and the joy of seeing his son, Bruce, follow in his footsteps.

You've sold over \$4.5 billion in real estate during your career. When you look back, what do you think has been the most important factor in maintaining that level of success for over three decades?

Consistency and trust. In this business, it's not about a single great year; it's about showing up, year after year, with the same dedication, attention to detail, and commitment to doing right by your clients. Real estate is a relationship business, not a transaction

business. I've made it a point to be present for my clients long after a sale is completed. That follow-through builds a reputation you can't buy, only earn over time.

As one of the first salespeople at Sotheby's International Realty's first Hamptons office, how have you seen the local luxury market change since those early days?

When I started, the Hamptons were known for their charm, open landscapes, and the quiet allure of old estates. Today, it's an international brand unto itself — buyers come from all over the globe, not just New York. Properties have evolved from traditional summer homes to year-round estates with every modern convenience. The pace has changed, too; deals move faster now, thanks to technology and the sheer demand. But the heart of it, the unique mix of ocean, farmland, and community, remains the same.

Your mother-in-law, Pat Patterson, played a key role in your start. What lessons from her still guide you today?

Pat taught me two things that I still live by: always tell the truth and always be present. She had a rare combination of elegance and directness. She could walk into a room and command respect without raising her voice. I learned from her that clients remember how you made them feel just as much as what you achieved for them.

Many brokers want to build a referral-based business like yours. What do you think keeps clients coming back to you year after year?

Discretion, reliability, and results. High-net-worth clients want someone who understands their lifestyle without having to spell it out, who can anticipate needs before they arise, and who keeps their confidence. Over the years, I've worked with multiple generations of the same families. That doesn't happen unless you've built trust that lasts beyond one deal.

What sets the Hamptons luxury real estate market apart from other high-end markets around the world?

It's the combination of proximity and exclusivity. The Hamptons are close enough to New York City for a quick escape, yet feel like an entirely different world with open skies, endless beaches, and historic villages. Add to that a limited supply of truly prime locations, and you have a market where top-tier properties will always be coveted.

In recent years, how have buyer expectations for luxury properties in the Hamptons changed in terms of design and lifestyle amenities?

Buyers today want turnkey perfection. In the past, it was common for someone to purchase an older home and spend years renovating. Now, they expect a property that's ready on day one, with state-of-the-art technology, wellness amenities, and spaces designed for both entertaining and privacy. Home gyms, spa facilities, infinity-edge pools, and seamless indoor-outdoor living are high on the list.

With your decades of experience, what trends do you see shaping the Hamptons market over the next 3 to 5 years?

I think we'll see continued strength in the ultra-luxury segment, driven by both domestic and international buyers. Sustainability and energy efficiency will become more important, especially in new builds. We'll also see more demand for properties that offer privacy while being close to village life — people want both seclusion and access.

Inventory has been a challenge in many markets. How do you handle situations where there's high demand but limited supply at the top tier?

It comes down to relationships. In a tight market, some of the best opportunities never officially hit the market — they're handled quietly. My job is to know about those properties before anyone else, and to connect the right buyer to the right seller at the right time.

You're known for being discreet and approachable in an industry that can be stressful. How do you balance confidentiality with closing deals?

You have to respect your clients' privacy as if it were your own. That means never discussing their business outside the room and handling negotiations without unnecessary noise. At the same time, I'm a strong advocate for my clients when it's time to close a deal. Discretion doesn't mean being passive — it means being strategic.

Can you share an example of a particularly challenging negotiation and how you successfully brought it to a close?

Early in my career, I had a deal where the buyer and seller were tens of millions apart in expectations. It could have fallen apart at any moment. I focused on finding common ground — not just in price, but in terms of closing timelines, contingencies, and even personal touches like allowing the seller to host one last event at the home. In the end, both parties walked away feeling they'd won something important. That's when you know it's a true win-win.

For buyers entering the Hamptons market for the first time, what's your most important advice?

Decide what matters most to you — location, acreage, ocean access, architectural style — and be prepared to act when the right property comes along. In the Hamptons, hesitation often means losing the property to someone else.

Your son Bruce recently joined the real estate industry. What has it been like to see him follow your path?

It's incredibly rewarding. Real estate is not an easy business, and it's not for everyone. But Bruce has the work ethic, the patience, and the natural ability to connect with people that make him a great broker. Watching him build his reputation while benefiting from the foundation we've laid has been a proud moment for me.

How do your interests like boating and military/naval history help you recharge and stay focused in such a competitive business?

Boating, in particular, clears my head. Out on the water, there's a peace you can't find anywhere else; it's just you, the boat, and the horizon. For those hours, I can truly step away from the pace of the business and let go of all the responsibilities waiting on shore.

The Hamptons is about community. How do you stay connected to the community beyond your work as a broker?

I've always believed you can't sell a community unless you're part of it. I'm involved in local organizations, support events, and spend time in the same places my clients do. Whether it's at a charity benefit, the local marina, or simply walking through the village, I stay engaged with the people who make the Hamptons special.

After more than 35 years in the business, what still excites you about selling real estate in the Hamptons?

Every property here has a story, and no two deals are ever the same. I still get excited when I walk into a home with breathtaking views or see a client's face light up when they've found the one. The Hamptons is a rare blend of beauty, history, and possibility — and after all these years, it still feels like a privilege to be part of it.

Learn more about Grant by visiting haraldgrantrealestate.com.

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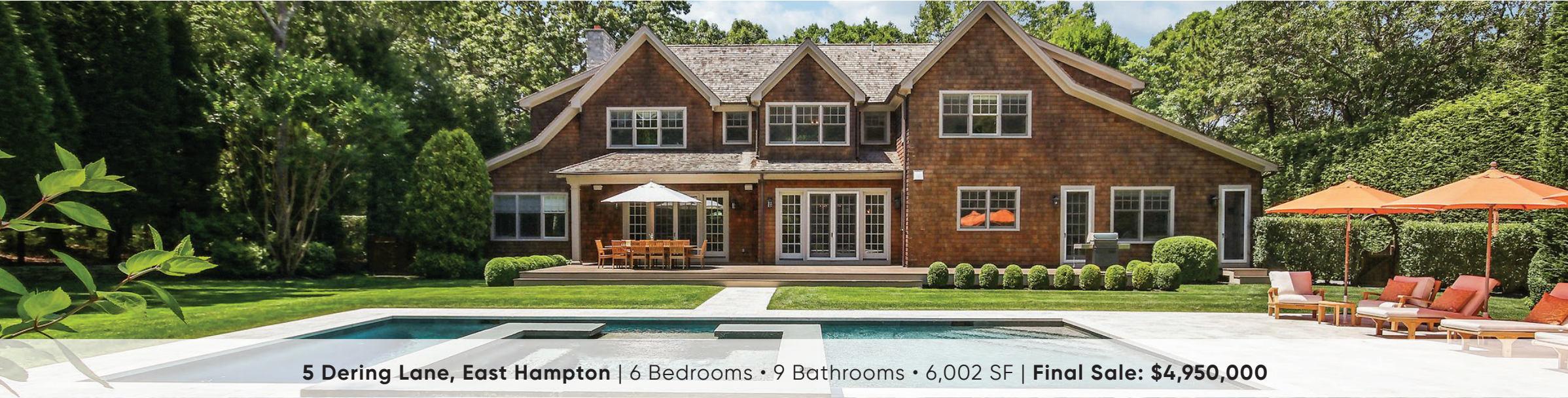
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Bonita DeWolf is a renowned broker and a trusted advisor to countless real estate clients. With 30+ years of experience, Bonita is recognized throughout the Hamptons real estate community for her collaborative style and ethical approach to business. Her loyal group of satisfied clients appreciate her expertise, discretion, and dedication to fulfilling their long-term real estate goals. Her expansive knowledge of the Hamptons spans from Southampton to Montauk, with a particular focus in her home territory of East Hampton, and Amagansett, where she has sold numerous oceanfront properties.

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Real Estate Confab

Expert Predictions: East End Neighborhood Real Estate Trends For The Next Five Years

By Ty Wenzel

The East End has long been influenced by changing trends in desirability. For our panel of luxury real estate experts, predicting the “next big thing” is not guesswork. They focus on reading the signs before they become evident to the wider market. From subtle lifestyle changes to infrastructure improvements, new restaurants, or a steady flow of buyers, these early signals often highlight the areas that will show growth over the next five years.

While desirability remains high across the

region, we asked our experts to predict any East End hamlet or neighborhood that may stand out as an “it” location over the next five years for buyers and sellers.

Susan Lahrman, Saunders & Associates

From my experience, I am seeing “it” Hamptons trickling over to Shelter Island. While Shelter Island has already been in the mix as a popular second home destination for the savvy buyer, it is definitely on the radar of the market-wise younger demographic

buyer now. I’ve noticed an uptick in listings on the Island, especially with new construction. With the Hamptons tight with inventory, you now have Shelter Island as an option with access to both the North Fork and the South Fork, while also offering buyers a remote destination with divine restaurants, beaches, and inns, while still maintaining the privacy they crave, which is a win-win!

Susan Breitenbach, The Corcoran Group

This is a hard question to answer, as I think each part of the Hamptons is the “it” place to be for some — it all depends on your specific taste and lifestyle. With that in mind, I think it’s best to give a synopsis of all the areas, and your readers can pick what appeals to them. All boast their distinct vibe, and there is no wrong choice!

Southampton, especially this year, has great energy with fresh stores, restaurants, spas, salons, plus the new movie theatre, including an IMAX cinema, which is an excellent new addition! The estate section and beautiful ocean beaches, including Cooper’s — which the kids love — are a staple of our region as well. Sagaponack, Bridgehampton, and Wainscott, with their farm stands and country feel, are pretty special too, with apple and pumpkin picking for the kids. Many people appreciate the more rural feel. Meanwhile, East Hampton, with the Maidstone Club and Lily Pond Lane, is a world of its own with some spectacular high-end shopping. Water Mill is very under-the-

radar and has some beautiful estates without a large village center, which some really like, and it’s in the middle of it all.

Amagansett is also lovely and reminds me of what the Hamptons were like 20 years ago! Then there is Montauk, very happening, especially for those who like parties and nightlife, although a little far out for some. All that said, Sag Harbor is one of my favorites and is busier than ever, with the quaint yet bustling village leading to a spectacular waterfront full of yachts. It’s full of delicious restaurants, unique shops, and a fun movie theatre. It simply has everything and will continue to thrive!

Hal Zwick, Compass

Water Mill is the community to watch over the next five years. It is special due to its unique blend of historic charm, natural beauty, and cultural richness. It is a prestigious hamlet in the Hamptons, known for being the only East End community with a working watermill and windmill, surrounded by farm fields, woodlands, and waterfront areas.

The area boasts a vibrant arts scene anchored by the Watermill Center and the Parrish Art Museum, which celebrate the region’s artistic heritage. Wealthy and celebrity residents are drawn to its quiet, upscale lifestyle with sprawling estates, modern waterfront homes, and access to beautiful, less crowded beaches like Flying Point Beach. The community’s emphasis on sustainable

agriculture and preserving historic and natural resources adds to its appeal.

From a residential growth perspective, Water Mill is characterized by a strong demand for luxury and multi-generational homes. Multi-family townhouse communities have started to be developed, and additional ones will probably be added.

Commercial focus will be on sustainable, smart growth to avoid sprawl, with the evolution of the existing pedestrian-friendly shopping developments. I predict the downtown area will become a more integrated community, with new retail, food, and entertainment venues being added, making this a true destination.

In summary, for the next five years, Water Mill is expected to see continued demand for upscale residential properties, single-family, and townhouse communities. Commercial growth is likely to focus on enhancing lifestyle and retail experiences aligned with smart growth principles, maintaining the hamlet’s balance between exclusivity and community vitality.

Jack Richardson, SERHANT

Westhampton Beach is my pick for the next “it” Hamptons village. The downtown revitalization has transformed Main Street into a vibrant, walkable hub while preserving its small-town charm. It’s the closest true Hamptons village to the city, giving it an edge for weekenders, and prices remain more approachable than Southampton or East Hampton. Layer in pristine beaches, a growing dining and cultural scene, and a surge of year-round residents, and you have the recipe for a breakout market. In five years, I see Westhampton Village standing shoulder to shoulder in popularity with the East End heavyweights, only with easier access and a fresh energy that today’s buyers are craving.

Daintrie Zega, SERHANT

If I had to predict the next “it” destination in the Hamptons over the next five years, my money would be on Noyac and Springs — two historically overlooked neighborhoods showing early signs of transformation. These quiet bayside communities offer pristine beaches and stunning sunsets yet remain significantly more affordable than oceanfront counterparts. With inventory persistently low across the Hamptons, buyers are increasingly looking beyond East Hampton and Southampton’s traditional enclaves. Noyac’s proximity to Sag Harbor’s cultural scene and Springs’ Accabonac Harbor access provide an authentic maritime character while still offering development potential. Both areas attract the creative professionals and young families who previously transformed Montauk and Amagansett, positioning them perfectly for those wishing to have the true Hamptons experience.

Sea Green Designs

Celebrates 25 Years With A Summer Of Style, Wellness & Coastal Living

By Ty Wenzel

This summer season, Sea Green Designs is celebrating 25 years of mindful coastal living. The studio has planned a series of events that invite the community to connect, unwind, and find inspiration.

Founded in 2000 by Shannon Willey, the Southampton design studio and boutique has become a popular destination for those who appreciate timeless style and sustainable living. To mark this milestone, Willey created a lineup that combines the beauty of the Hamptons with her core belief: design that benefits both the soul and the planet.

The celebration kicked off on July 31 with

an anniversary cocktail party at the Main Street showroom. Guests enjoyed coastal-inspired cocktails and light bites from local favorite Feniks. Maureen Calamia, author of Enchanted Earth, gave a wellness talk, and guests received curated gifts that reflected Sea Green Designs’ path toward intentional living.

On August 2, sustainable fashion took the spotlight with a pop-up from designer Cat Donohue. A few days later, on August 7, attention shifted to The Naturalist’s Salon, Sea Green Designs’ showcase at the 2025 Hampton Designer Showhouse. Inspired by the French salons of the 18th century, the space featured botanical patterns, organic



textures, and artistic pieces designed to spark conversation. They also hosted “Design Your Destiny,” which included personal tarot readings.

The season continued on August 8 with Meet the Artist: Casey Chalem Anderson. The renowned coastal painter will unveil exclusive, ocean-inspired prints created just for Sea Green Designs.

Throughout the summer, the store will offer special-edition home goods, private Golden Hour design consultations, and opportunities to support Hearts to Homes, a charity that helps young adults transition from foster care to independence.

“This milestone is not just about looking back at where we started,” Willey said. “It’s about honoring the values that shaped us — sustainability, connection, and beauty with purpose — and creating moments that bring those values to life.”



Photos courtesy Sea Green Designs

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A Curated Life By The Sea

Galerie Provenance Opens Its Doors In Bridgehampton

By Ty Wenzel



Photos courtesy Galerie Provenance House

Located in a sun-drenched cottage in Bridgehampton, the newly opened Galerie Provenance House feels more like stepping into a friend’s beautifully arranged home than a design showroom. But make no mistake, everything you see, from the 1960s Charlotte Perriand bench sourced from Les Arcs to a weathered Swedish root bowl from centuries ago, is for sale.

What inspired you to open the Galerie Provenance House in Bridgehampton, and why did you choose this location?

We have a loyal client base Out East, so it felt like a natural evolution. After two seasons of pop-ups in borrowed spaces, I was craving permanence, a true home for Galerie Provenance. I fell in love with this little street in Bridgehampton last summer while renting just a few doors down. It has this rare combination of charm and accessibility — close to both the town and beach, nestled between beautiful farmlands.

How did your television career influence your approach to curating art and design?

I have always been fascinated by stories. Originally, it was people learning about different subcultures. That same fascination now drives my eye. I’m drawn to objects with history and depth. I can imagine the stories an 18th-century Swedish bowl that has been well-loved for years would share if it could talk. My art degree gave me a foundation, but it was years of listening to people’s stories that taught me how to see.

Can you walk us through the process of curating the space and selecting the pieces displayed at Galerie Provenance House?

The space itself is a charming 1960s cottage — modest in size but bathed in natural light, with high ceilings and timeless features.

We didn’t want to overwhelm it. I tried to select pieces that are both comfortable and chic and would work well in the Hamptons; like our French René Gabriel chairs with Belgian linen cushions, Axel Einar Hjorth pine pieces with the perfect patina, and folk art like hand-carved 19th-century Swedish horses, textural ceramics in beiges and oceanic tones.

Your collection includes both mid-century rarities and European antiques. What draws you to these particular styles, and how do they blend in your vision?

For me, the beauty is in the mix. I’m endlessly inspired by contrast. Combining primitive pieces with midcentury design. I am drawn to wood with beautiful aged surfaces and pieces with old repairs. You can replicate the design, but nothing can recreate the patina that age and wear create. Combining pieces of all ages and origins creates a beautiful tapestry in a home, and the result is a more interesting, soulful interior, in my opinion.

What role does the “intimate and lived-in” feel of the space play in your design philosophy?

When clients walk into the Galerie Provenance House, I want them to feel like they’re stepping into a real, soulful space. The Bridgehampton cottage is a great canvas and allows people to envision how the artifacts will work in their personal spaces. You can sit, touch, and move things around. It becomes easier to envision how these pieces might live in your own space when you’re engaging with them organically.

How do you envision your clients interacting with the pieces in Galerie Provenance House?

I love when clients come in and start rearranging things — pulling a chair from the



corner to try at the dining table, mixing ceramics on the coffee table, curling up on our shearling sofa mid-conversation. It’s all encouraged. We’ve created a space where you can feel the personality of the pieces. And everything from the artwork on the walls to the antique side tables is available for purchase. We also represent the estate of American Artist Benjamin Abramowitz, whose fabulous pieces adorn most of the walls.

How has the Hamptons influenced your creative vision since you discovered the area?

I am very inspired by the natural color palette of the Hamptons — the verdant green of the mature trees and fields, sandy beiges, the silvery blues of the ocean and ponds. I feel at peace here, which helps invigorate creativity.

What has been the most rewarding part of opening your first East Coast location in Bridgehampton?

I love meeting new people and helping them shape their spaces. I am not a designer, but I enjoy personally bringing some of our pieces into a home to see how they can work. As my kids get older, I am planning to be bi-coastal and divide my time between Los Angeles and Bridgehampton, with buying trips to Europe in between! I am originally from Boston, so being back on the East Coast feels like home to me — I couldn’t be happier.

Galerie Provenance has an impressive clientele, including AD100 designers and celebrities like Jennifer Garner, Amanda Peet, and Sandra Bullock. What do you think attracts these tastemakers to your collection?

I am fortunate to work with wonderful designers and private collectors. I think a similar sensibility and aesthetic is what draws people to our curation. We are a small business, and we work very closely with our clients over time to try to deliver exactly what they want. Working by appointment, it enables us to be thoughtful about our buyers and become familiar with their tastes. We can suggest pieces that haven’t even arrived yet and even source

things from time to time.

The concept of “less but better” is central to your brand. How do you ensure each piece tells a lasting story and transforms a space?

I feel the last layer of the home is extremely important, and the accessories, the art, the unexpected sculpture or bowl, make all the difference. Having a perfectly aged vase with olive branches spewing out can transform a corner.

You’ve expanded to both the East Coast and Los Angeles. What has this growth journey been like, and what’s next for the Galerie Provenance brand?

The growth has been organic and rooted in partnership. When Nicole DeRuvo joined as my business partner in 2023, her operational brilliance balanced my creative instincts. That synergy gave us the structure to scale. This is just the beginning of our expansion.

How does collaborating with other female-founded companies align with your vision for Galerie Provenance?

Galerie Provenance was born out of a personal passion that I was fortunate enough to monetize. This business is a second act for me after two and a half decades in television. I am also a parent, and my two teenage children are the greatest joy in my life. Finding

a way to be a mother and also professionally fulfilled has been extremely satisfying. I love partnering with other female founders who are building something from the ground up — Jenni Kayne has become a longtime collaborator, and the women behind Parachute and Armadillo have created smart and iconic brands, as well.

What makes the residential, fully shoppable experience at Galerie Provenance House different from traditional retail spaces?

I have great respect for interior designers and their ability to envision how pieces will ultimately look once placed. For me personally, it helps to see items in situ, and I have seen it resonate with our clientele. It becomes easier to understand how it might live in your own home.

What can visitors expect when they book an appointment to visit Galerie Provenance House this summer?

Expect a deeply personal experience. Because we are by appointment only, clients get that custom, one-on-one moment. It enables me to spend more time with people and share stories about the various pieces of furniture and artifacts. It’s like visiting a friend’s home who just happens to have an incredible collection, and it’s all for sale.

Galerie Provenance House in Bridgehampton is open by appointment only throughout summer 2025.



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