James Lane

Real Estate & Design — Holiday 2025 www.jameslanepost.com ED BRUEHL



GLOBAL REACH. LOCAL EXPERTISE

As the holiday season arrives, I am filled with gratitude for my clients, friends, and neighbors across the Hamptons. Your trust and support make my work truly meaningful, and I feel fortunate to be part of such a vibrant community. I am equally grateful to Christie's International Real Estate Group for the platform that allows me to grow my business and better serve my clients in this remarkable region.

This year brings a joyful new chapter — I'm thrilled to welcome Ben Forst to my team and Sebastian Mobo to my office, marking an expansion that will allow me to continue providing thoughtful, personalized service. Wishing you warmth, joy, and memorable moments this holiday season and throughout the year ahead!

Please stop by our East Hampton office at 26 Park Place for some holiday cheer during Santa Fest on December 6th!

- The Bonita DeWolf Team



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The Ed Bruehl Method

Trust, Timing, & Transparency

By Ty Wenzel



n a world where real estate deals often depend on speed and volume, Ed Bruehl of Christie's International Real Estate stands out for his long-term vision and selective focus. Ranked #9 in the Hamptons in 2025, Bruehl credits his success to a disciplined method that prioritizes building relationships over closing deals. He emphasizes that quality over quantity has shaped his career. A former finance professional at Morgan Stanley, he offers an analytical, datadriven view on pricing strategy. He guides his clients to successful results through thoughtful judgment, timing, and a solid grasp of market cycles. As Bruehl moves to Christie's, he carries a wealth of experience and a philosophy, providing a new perspective on the luxury real estate market. In this interview, he shares insights into what truly adds value in the Hamptons, his approach to mentoring emerging agents, and how he leverages Christie's global reach to deliver for clients.

You were ranked #9 in the Hamptons in 2025. What choices or habits helped you achieve that?

Consistency and selectivity. I don't chase volume — I focus on clients where fit and trust align. That means fewer deals, higher quality, and relationships that compound. I stay ahead of the market — what's moving, what's stalled, what needs an offer, and why. Discipline, paired with long-term vision, has worked for decades.

I met a seller whose listing wasn't moving. He asked me to help him rent it. I suggested we put both hooks in the water — list for sale and for rent. We ended up selling it to the year-round renter. One buyer, two hooks, one clean outcome. Patience isn't passive. It's strategic — and it always stands the test of time.

Amazing! With a finance background from Morgan Stanley, how does your underwriting perspective shape pricing strategy and risk for clients today?

I underwrite properties the way I analyzed portfolios — long-term positioning first, then cash flow, replacement cost, comparable performance, and exit scenarios. Most agents price on emotion or comps alone. I price on value: what the property can support, what the market will bear, and what the downside looks like if conditions shift. That's how clients avoid overpaying or underselling.

Where are you finding value that others overlook specific hamlets, product types, or mispriced conditions right now?

Every hamlet has its own opportunity in

every price point, every quarter. Finding the right property is a team sport, and opportunities appear through hustle and focus. Uncovering value in Hamptons real estate means separating signal from noise. Less hype, better bones, and real upside for buyers willing to renovate intelligently. We're also seeing new demand for yearround rentals across all price points — demand now outpacing inventory — and motivated estate sales. The best deals aren't advertised; they're uncovered through relationships and timing.

What three factors most reliably affect price in today's Hamptons market, and which factor is overrated?

Location (south of the highway, water proximity, walkability, privacy), condition (turnkey vs. project), and timing (motivation, seasonal, and market pressure). Overrated: square footage. Buyers pay for design, light, and land — or for the ability to create something special within the existing envelope. It's never just size.

For buyers, what terms or tactics are winning competitive deals in 2025, beyond just price?

Speed and certainty. All-cash with minimal contingencies. Flexible closing timelines that meet the seller's needs. And respect —

professionalism, not pressure.

How do you assess the health of a condo, co-op, or HOA, or a property's "carry" to protect clients from future surprises?

I work with the smartest local attorneys to review financials, reserves, assessments, and governance. I also speak directly with residents and board members. A building's health isn't just numbers — it's culture. Are people engaged or checked out? Are decisions proactive or reactive? Carry analysis includes taxes, insurance, maintenance, and capital needs over five to ten years. No surprises.

How do you pass on your judgment something that's hard to teach to the next generation of agents you mentor?

Through full transparency. I let them observe the process — not just the close. They join client conversations, walk properties with me, and learn when and how to engage. Judgment comes from pattern recognition, built through reps and reflection. I push them to study widely — finance, psychology, luxury, history — because real estate is always downstream of human behavior.

What does the Christie's brand allow you to achieve?

Christie's clients value reputation and legacy over speed. The brand opens doors and gives me global access to decision-makers and instant credibility in rooms where trust isn't assumed — it's earned. That matters when representing generational wealth and irreplaceable assets.

When do you advise a client against trading, even if it costs you a commission?

Always — when the math doesn't work or the timing isn't right. I've pulled buyers back during peak froth and told sellers to wait when their property wasn't ready. My priority is to protect their interests consistently. That's why they return — and refer people who think the same way.

You have over 20,000 followers across platforms. What types of content lead to real conversations?

Candid honesty. Transparency. Market insight with no spin. People want clarity — what's happening on the ground and in town meetings. I share data, trends, and contrarian takes when warranted, including the belief that families shouldn't sell Hamptons real estate — they should structure it properly and make it productive.

And the reach happens organically. Start as early as possible. I'm glad I began years ago by posting on six platforms every time I posted. That discipline broadened my brand profoundly — one clear voice across every channel

I highlight a property's real upside and downside, and design only matters if the home works for the family and the portfolio. Real conversations begin when I challenge assumptions

Tell us about your new weekly podcast from the East Hampton studio.

The podcast explores anything that matters in buying, selling, renting, or building on the East End. I'm bringing in architects, collectors, developers, and investors — people shaping how we live and what we value. Real estate is connected to culture, economics, and legacy. I want honest conversations, not sales narratives. Launch is in January.

You've raised a family here and are deeply involved in the community. How does that local perspective shape your advice?

I know the neighborhoods — not just the addresses. I know the schools, traffic patterns, social fabric, and the political dynamics that influence the market. That helps me protect clients from missteps and continue building generational value over time.

If you had \$5M to invest in the Hamptons today, how would you allocate it over the next 12 to 24 months?

I'd put \$3M into an undervalued deal near a village — good bones, prime location, clear renovation upside. Invest \$1M into upgrades: kitchen, baths, landscaping, systems. Hold for 18 to 24 months with a year-round tenant. Keep \$1M liquid for opportunistic plays — distressed estate sales or off-market opportunities. Build equity through improvement and carry it with steady tenancy.

What is one professional standard you refuse to compromise on, and why does it matter for client outcomes?

Full disclosure and total transparency. I tell clients what they need to hear, not what they want to hear. If a property has structural, financial, or market issues, they know upfront. Trust is built over cycles. Clients stay because they know I'm focused on their long-term interests — and on capturing and compounding value in Hamptons real estate.

Patrick Sutton

'Tailored Interiors' Arrives, Extending A Narrative Approach To Home

By Ty Wenzel



atrick Sutton, a Baltimore-based interior designer known for incorporating clients' stories into their spaces, has published his second book, "Tailored Interiors," released this fall. This volume follows his 2018 book, "Storied Interiors," and focuses on seven homes that

serve as case studies in the design process. He starts with the client's life, translates that story into plans and colors, then refines it until the house feels both personal and understated.

The projects cover Delaware, Maryland, Washington, D.C., and Wyoming. Among them are a carefully designed country retreat, a home that blends classic and modern styles by the sea, a historic house infused with rich colors and sculptural furniture, and a Jackson Hole property that avoids typical Western styles in favor of a simpler design language. The homes are photographed to highlight their flow rather than capturing isolated moments.

If "Storied Interiors" introduced the idea of narrative design, the new book places that concept more clearly within the realm of practical design. Chapters illustrate how biography, daily routines, and local geography

inform the approach. Morning light influences the breakfast nook, a preference for a quiet staircase over a grand one shapes circulation, and a coastal climate leads to materials that prioritize durability over delicacy. Sutton's method, as presented here, focuses less on a specific look and more on a repeatable process — listening, editing, and adjusting — that can result in various styles while maintaining coherence.

The text is written by Vicky Lowry, who follows each project from early discussions to installation, documenting key moments where preferences, limitations, and site conditions become concrete choices. A client's desire for calm may result in a limited color palette and a preference for texture over patterns. A need for socializing might lead to a dining room with ample space and forgiving finishes. The book makes a quiet but strong point: rooms are tools for living, and elegance comes from fitting the purpose.

Sutton's background is present. The son of a travel writer, he moved frequently during his childhood, which sharpened his awareness of space and order. This early experience appears here not as a travel narrative but as discipline — attentiveness to how people arrive, settle, and navigate their day. The outcome is a form of narrative minimalism: fewer actions, greater meaning. The seven case studies also showcase a range of styles. One project embraces crisp minimalism with simple furniture, controlled lighting, and a focus on proportion, while another combines classic shapes with color and form to breathe new life into a historic structure. A coastal home uses familiar materials like stone, linen, and weathered wood but organizes them with modern clarity. Meanwhile, the Jackson Hole property simplifies



expected log and lodge styles to achieve a quieter aesthetic.

Production choices reinforce this focus.

Photography emphasizes clarity — sightlines, volumes, and how materials interact — over decoration. The narratives highlight the client brief and site, detailing how the design addresses both. "Tailored Interiors" functions as a disguised workbook, clarifying the steps a designer might take: sequence, adjacency, light, acoustics, maintenance, and daily routines that test a

design after the camera departs.

The book serves as a gentle critique of the idea of the singular artist in design. For those interested in residential design, the appeal is twofold. The finished homes are visually striking, photographed with enough clarity to attract those who gather ideas through images. But the underlying rationale — the reasoning behind each choice — may offer a more lasting contribution, especially for homeowners and emerging designers who care about practical design.

A Sag Harbor Classic

Reimagined & Restored Without Erasing Its Past

By Ty Wenzel



n a village where architectural history is part of the community, a 19th-century classical revival house with a touch of literary history has been restored and expanded with care. The 1841 home, once visited by Truman Capote, has been redesigned by a team of three firms: Riostello

Studio (architecture), Halcyon Design (interiors), and Further Development (construction). The team describes the project as a merger of past and present, rather than just a renovation.

"Sag Harbor deserves more than a remodel;



it deserves a reinterpretation that honors its soul," said Javier Riostello, founder and creative director of Riostello Studio. "Projects like this are rare, where history, architecture, and design come together so intentionally."

Originally built by Col. Henry Wentworth Hunt and later home to the Hunt-Johnson family, the house features elements that restorers value, such as hand-hewn beams, stone chimneys, and a layout that could support an addition. The team had a dual goal: to preserve the original features and introduce modern functionality where needed. The wide-plank white oak floors, custom millwork, and carefully repaired masonry create a sense of continuity instead of a mixed style.

The most noticeable new addition is a stair-case that serves as both a pathway and a statement. Designed as a sculptural centerpiece, the staircase connects the historic core to a modern extension, creating a subtle dialogue between the two eras. Instead of overshadowing the old structure, it clarifies it: the original rooms keep their proportions, while the new ones feature a cleaner, lighter style.

Modern comforts are present but understated. In the kitchen, a La Cornue range anchors a composition of Sub-Zero refrigeration, leathered quartzite, and custom cabinetry. Beyond that, a glass conservatory, radiantheated floors, a saltwater pool and spa, and

integrated smart-home systems elevate the house to modern standards without becoming flashy. The overall feel is more about thoughtful living than a showcase.

This balance also applies to the interior choices. Halcyon Design's interiors avoid sticking to one particular style, favoring finishes that highlight the house's structure and light. Materials come together intentionally; the detailing is sharp but not harsh. The goal, the team notes, is durability — rooms that can handle use and change without losing their essence.

While the project shows a commitment to preservation, it also highlights the value of teamwork. Riostello Studio led the architectural vision; Halcyon adapted colors and furnishings to match the building's flow; and Further Development crafted the details that showcase this careful balance. The firms describe a feedback loop where site conditions and historical references influenced every aspect, from the staircase design to the cabinet shapes.

The property is listed for \$16.5 million, but the team prefers to focus on the process rather than just the listing. They emphasize the research, the negotiations between old and new, and the choice to let some aspects remain unchanged. The restored chimneys are left as they are, while the new conservatory stands out as modern. The staircase is

both expressive and functional.

The project also reflects Riostello's background. Born in Madrid and raised on the Mediterranean coast, he lived in a traditional masia with stone walls and driftwood beams, where indoor and outdoor spaces blended seamlessly. His grandparents were fashion designers and collectors. His father, a structural engineer, focused on precision. His mother, a psychologist and painter, encouraged empathy and imagination. These influences appear here as a preference for clear structure and thoughtful expression.

Fascinated by Italian design, Riostello studied architecture and fine arts at the Politecnico di Milano before a thesis project brought him to New York City, which has been his home since 2006. Before starting his studio, he spent a decade managing store design and development for luxury brands like Calvin Klein, Jimmy Choo, Proenza Schouler, and Aquazzura. He received an award for Excellence in Store Design from The Retail Institute. The lessons from the retail world — clear pathways, attention to material connections, and durability — are evident in the Sag Harbor house, adapted for everyday living.

What sets this project apart is not novelty but discernment: knowing when to add and when to hold back. The result feels more like a cohesive story — arrival, gathering, retreat — woven together across nearly two centuries.

House & Garden Tour

East Hampton's Annual House & Garden Tour Returns

By Ty Wenzel

ne of the East End's cherished
Thanksgiving weekend traditions will return this fall as the
East Hampton Historical Society hosts its 2025 Annual House & Garden
Tour. This event offers visitors an exclusive glimpse into some of the area's most notable homes and gardens.

The weekend kicks off with the Kickoff Cocktail Party on Friday, November 28, from 6 to 8 PM. This event will take place at a private residence in the historic Devon Colony, a favored location known for its stunning views and rich history. Guests who buy tickets will receive the exact address.

The House & Garden Tour is set for Saturday, November 29, from 1 to 4:30 PM. It will highlight five unique properties that together tell the architectural story of East Hampton, ranging from classic 19th-century designs to

modern takes on Hamptons style.

Started over 30 years ago by former Historical Society Vice President, Allen Schneider, and Executive Director, Karen Hensel, the House & Garden Tour has grown from a simple neighborhood event into a key part of the Hamptons' social scene. Throughout the years, it has opened the doors to some of the East End's most beloved homes, including Grey Gardens, The White House, Woodhouse Playhouse, and Windy Dunes, one of the original estates in Devon Colony.

Each property chosen for the tour provides a unique view of East Hampton's architectural heritage. They blend traditional craftsmanship, coastal styles, and a strong respect for landscape and history. Visitors can look forward to a vibrant mix of homes that embody both preservation and innovation. Expect to see restored shingle exteriors, transformed



barn structures, and modern glass pavilions that connect seamlessly with gardens and

"The House & Garden Tour is a wonderful way to relax after the Thanksgiving celebrations," said Dale Ellen Leff, Historical Society Trustee and Chair of the Special Events Committee. "Guests gain a rare look into some of East Hampton's most iconic homes while making lasting memories. Supporting the tour enriches your appreciation of our community's architectural heritage and also helps fund important programs and museums of the East Hampton Historical Society."

A Sneak Peek: A Village Treasure On Dayton Lane

While the names of all five featured homes will be announced on the day of the event, one standout property provides a preview of what's

to come. The historic home at 15 Dayton Lane, situated in the heart of East Hampton Village, exemplifies the thoughtful care and architectural conservation celebrated by the tour. This residence combines period details with stylish updates, demonstrating how modern living can blend with historical charm.

With its classic shingled facade, well-kept gardens, and close access to the village's tree-lined streets, the property embodies East Hampton's lasting appeal, where history, craftsmanship, and a sense of place remain connected.

"The House & Garden Tour benefit connects the past and present, and aligns perfectly with the mission and programming of the East Hampton Historical Society," said Steve Long, the Historical Society's Executive Director. "Just as visitors to the Historical Society can see the historic homes of the Dominy, Moran, and Mulford families to learn about East Hampton's past, patrons of the House & Garden tour can view some of the most unique and interesting homes in East Hampton today."

The House & Garden Tour has become a living record of East Hampton's architectural changes. It showcases not just beautiful homes, but also the historical layers that shape them. From 19th-century saltboxes and early Colonial Revival houses to mid-century modern retreats and new designs influenced by the East End's coastal style, the event offers a rare chance to peek behind the hedges of one of America's famous resort towns.

Tickets to the Kickoff Cocktail Party start at \$325 and include entry to Saturday's House & Garden Tour. Advance tickets for the tour alone cost \$120. Both can be bought through the Historical Society's website at easthamptonhistory.org.



Real Estate Confab

The Rise Of The Co-Primary Lifestyle

By Ty Wenzel

nce defined by a clear divide between city life and weekend escapes, the Hamptons buyer is changing that story. The post-pandemic era has brought about the coprimary lifestyle, where New York City and the East End are not seen as opposites but as parts of the same experience. Many of today's buyers aren't just heading to the Hamptons for weekends — they are living between these worlds. They move easily from Manhattan boardrooms to East End beaches and expect both homes to offer the same level of comfort, design, and connectivity.

To understand how this new dual-address trend is developing and which features are driving sales, we spoke with top Hamptons brokers and agents. From flexible layouts and fully equipped offices to spa-like wellness amenities and hotel-style guest areas, these experts are observing a change in how people view home, luxury, and balance.

Here's what they shared about the evolution of

co-primary living and what is fueling the next wave of demand on the East End.

The Oakley-Leicht Team, Saunders & Associates

Co-primary living between New York City and the Hamptons is becoming a reality for more and more people. What was once known primarily as a Hamptons summer escape has evolved into a full-time lifestyle for many. With the flexibility of remote work, long weekends, extended summers, and holiday stays are no longer something to plan — they simply happen.

Today's buyers are focused on finding homes that are both functional and aligned with their needs and lifestyle. At the top of the wish list are newly constructed or move-in-ready properties that require little to no work. Homes must also be work-friendly, offering dedicated office space and reliable connectivity. Wellness features like private gyms, saunas, spas, and generous outdoor areas with kitchens add ma-

jor appeal. And above all, buyers expect citylevel design and finish, paired with the relaxed sophistication that defines Hamptons living.

Bonita DeWolf, Christie's International Real Estate Group

One of the greatest shifts I've observed is purchasers transitioning to living in the Hamptons for more of the balance of their time.

They are seeking a true home, rather than just a summer house or an investment property.

Potential purchasers are searching for a home that resonates with their lifestyle.

Every buyer has a different set of criteria. For some, it means having plenty of space for a dedicated work-from-home office. For others, it may be an in-house gym so they can fit in workouts without the travel time. A subset of buyers is seeking a formal dining room. They view it as essential because they envision hosting more elaborate gatherings, not just casual summer get-togethers. Many times, once optional features — like a garage — can become priorities for those living in the Hamptons year-round. Outdoor spaces that showcase changing seasonal views also carry extra value.

Ultimately, the details that align with an individual's lifestyle and priorities drive a home seeker's decision. Purchasers are choosing homes that support how they want to live, all year long.

Angela Boyer Stump, Sotheby's International Realty

Co-primary living between NYC and the Hamptons has evolved into a vibrant, intentional lifestyle. Today's buyers are drawn to homes that support a seamless blend of city energy and coastal serenity. What converts them fastest are properties with remote-work

readiness, elevated outdoor spaces like heated pools and fire pits, and access to our thriving cultural scene — from Bay Street Theater and the Hamptons International Film Festival to galleries, wellness studios, and year-round dining. The Hamptons' breathtaking beaches remain a timeless draw. These buyers aren't just purchasing real estate — they're investing in a richer, more inspired way of life.

Kieran Brew, SERHANT

Put simply? They want out here what they don't have in the city. Sure, that includes space, but also certain amenities that you might not expect, like a luxurious mudroom. Laundry rooms are the new wine rooms: they have more features, more space, and there's one on every floor... The home gym is coming out of the cellar and is getting windows, views, and proximity to the rest of the house. And of course, closets are always important. A seller recently asked me if a fireplace was necessary in the upstairs primary bedroom. I told him I'd rather he spend the money on the closets!

Meegan Darby, The Corcoran Group

Co-primary buyers aren't just "weekenders" anymore — they split their time between New York City and the Hamptons, so they shop like year-round residents. What attracts them most right now are homes that function like both a city apartment and a country house: true workspaces, reliable infrastructure, and smooth daily living.

The top features driving offers include dedicated, quiet work suites (ideally two) that are separate from the main living areas and allow for discreet movement. At 15 Water Mill Heights, the room off the back staircase is a great example — it's tucked away, ready to be

a home office, and doesn't interfere with the household flow.

Redundancy and convenience: a whole-house generator, strong Wi-Fi (hardwired where possible), EV charging, organized storage, and a heated attached garage. Wellness and year-round usability: a gym or flexible studio, a sauna or steam room, a mudroom or beach room, and outdoor living spaces for all seasons (with covered dining, heaters, and wind screens). Turnkey finish and low-maintenance grounds: buyers want to move in and start working on Monday — no big projects.

In short, co-primary living is about everyday function without compromise. If a home allows you to take a Zoom call at 10, hit the beach at 1, host at 6, and never worry about power, Wi-Fi, or parking — it will sell.

Dana Trotter, The Agency

As more companies embrace remote and hybrid work, families are choosing a lifestyledriven approach over cramped city living and redefining what "home" truly means. Increasingly, they are splitting their time between New York City and the Hamptons, finding a rhythm that offers the best of both worlds: professional opportunity in the city and the space, privacy, and calm of Hamptons country life. East End homes are being reimagined to support this balance, with dedicated offices, guest suites, and dependable high-speed technology now among the most sought-after features. The off-season commute remains easy by train or Jitney, allowing families to stay connected to the city while spending more time together and embracing the relaxed pace of coastal living. Co-primary living isn't a luxury escape anymore; it's the new model of modern life where career and quality of living comfortably coexist.

Saunders & Associates

To Match Donations In 12th Annual Hamptons Thanksgiving Drive

By Ty Wenzel

Saunders & Associates has started its 12th annual Thanksgiving Donation Drive. This tradition raises funds for food pantries from Westhampton to Montauk. The brokerage has set a target of \$50,000 for monetary gifts this year. Every dollar contributed through its GoFundMe will be matched by Andrew and Colleen Saunders. All proceeds will go to local food banks.

The firm reported that last year's effort exceeded its goal, thanks to over 100 contributions from agents and community members. Since the pandemic, Saunders has focused on cash donations instead of food donations. This change helps pantries buy essentials in bulk and meet changing needs.

"Year twelve is a major milestone and shows

the Hamptons community at its best," said Steve Glick, Senior Vice President of Marketing at Saunders & Associates. "It reflects how generous our community is year-round. When you give to this drive, you help your neighbors directly and immediately. Every contribution counts, and every dollar goes where it's needed most."

The company's agents and staff, who live and work on the East End throughout the year, will again engage clients, friends, and local businesses during the Thanksgiving period. "We're proud to match donations dollarfor-dollar because we've seen how far these funds can go with our local partners," said Colleen Saunders, Owner of Saunders & Associates. "Food insecurity can be hard to see unless you look for it. Our family and our

firm are dedicated to making sure families from Westhampton to Montauk have what they need during the holidays and beyond."

With food prices up and demand steady across the East End, organizers believe direct funding is still the best way to support pantries, whether they need fresh produce or staples. The company encourages corporate and community groups to organize team gifts.

"Every year, I am reminded of the generosity and community spirit of our agents, staff, and everyone who donates. After 12 years of the Thanksgiving Food Drive, we know how important the funds raised are for those in need during the holidays. We want to thank everyone who has given this year and in the past," Colleen Saunders concluded.



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