James Lane

— Real Estate & Design —

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RANDI BALL & RYLAN JACKA

Photo courtesy *The Agency*


Rylan Jacka. Photos by Kelli Hall

Randi Ball. Photo courtesy The Agency

Beyond The Broker

The Mindset Behind Success For Rylan Jacka And Randi Ball

By Ty Wenzel

You can spot an exceptional luxury real estate advisor long before they set foot in a boardroom. It's not something you pick up in a closing — more likely, you find it out on a rugged hiking trail or under stadium lights. Some of the sharpest skills get honed in those quiet, off-the-clock hours, where passion runs the show.

This time on Beyond the Broker (a series James Lane Post has partnered with The Agency on), we step away from the open houses and contracts and look at what really drives top advisors.

Take Randi Ball — she finds her edge on strenuous mountain hikes, pushing through exhaustion until the world gets clearer and her sense of purpose snaps back into focus. Or Rylan Jacka, whose life has been spent chasing victory on fields and courts, which hasn't just made him competitive — it's baked in discipline, teamwork, and a steady nerve, all of which show up every time he represents a client.

Their paths couldn't be more different, but together their stories underline a simple truth: for these advisors, the most valuable lessons come far from the business of real estate. Success, it turns out, starts long before you're handed a set of keys.

Randi Ball

You spend a lot of time hiking. What draws you to the trail, and what does it give you that you can't find anywhere else?

At this stage in my life, I've discovered that the more time I spend climbing mountains, the more centered I become. My mind is constantly moving, filled with thoughts competing for attention, and the only place I've found where I can truly let them all go is on a challenging trail. As each step falls into rhythm, the climb becomes almost meditative.

Hiking requires patience, preparation, and the willingness to take the long route for the best view. Do you see any parallels between that and representing clients in luxury real estate?

Long before I lace up my boots, the preparation begins. I map every route, count how many pairs of socks I'll need, make sure I have enough bandages, and work from a carefully maintained packing list. When I set my sights on a summit, I'm fully committed. That same mindset has shaped my career in real estate. Success comes from preparation, anticipating challenges, exercising patience, and staying focused on the goal — never giving up when the path gets difficult.

Is there a particular hike or destination that changed your perspective or left a lasting impression on you? Where is your favorite place to hike on the East End?

Although I love climbing mountains, I rarely hike on the East Coast. Instead, several times a year I head to California, where I spend a week hiking the trails of Malibu every single day. It's my reset button — a chance to disconnect from the demands of everyday life. My most unforgettable adventure, however, was a week spent hiking in the Dolomites. The terrain was demanding, but the experience was unforgettable. Along the way, we met incredible people from around the world, each with their own story and shared appreciation for the mountains.

When you're on a mountain or deep in nature, what ideas or inspiration tend to come to you about your work or your life?

Somewhere along the trail, after the mental clutter has finally faded, clarity begins to take its place. My thoughts settle. Ideas come and go naturally. By the time I've logged 60 miles, I've usually reconnected with who I am, what truly matters to me, and what I want to accomplish next. If I'm fortunate, I've also set new goals and sketched out a plan for the road ahead.

If you could take one client on your favorite hike to show them a side of you beyond real estate, where would you go, and what would you hope they'd take away from the experience?

If there's one piece of advice I'd offer, it's this: choose your hiking companions carefully. The people beside you can shape the entire experience. It's important to be in the same headspace, especially when the trail becomes challenging. My career demands a high level of energy and focus, so I value companions who appreciate both the quiet reflection and the determination that hiking requires. Over the years, I've even met a few clients who I could easily imagine sharing a California trail with — because sometimes the strongest connections are built during downtime.

Rylan Jacka

You played competitive and semi-professional soccer from a young age. Looking back, what lessons from the field have stayed with you throughout your career in luxury real estate?

My competitive nature, strong work ethic, and ability to bounce back after bad news or a deal gone south. The highs and lows in a soccer season are similar to a summer in the Hamptons as a broker.

High-level sports demand discipline, resilience, and teamwork. Which of those qualities do you rely on most when representing clients in today's competitive market?

Teamwork. I pride myself on the great working relationships I have with brokers and local professionals throughout the Hamptons.

You're still an avid athlete, playing padel and platform tennis throughout the year. What keeps you coming back to competition, and how does staying active help you perform professionally?

I try to do some sports-related activity every day. I started playing padel a couple of years ago and now play that far more than tennis. It's a great community, and sport keeps me recharged, happy, and positive

Every athlete has a defining moment, whether it's a hard-fought victory, a difficult loss, or an unforgettable teammate. Is there a sports experience that continues to influence the way you approach life today?

I still have dreams about the deciding penalty I took at a final in the early '90s. Being able to stay clear-headed and focused in those critical, pressurized moments is everything… Thank God I made it! I've applied that ability to stay calm and keep my eye on the ball with me and applied it in critical moments of the real estate game.

Whether you're on the court, on the field, or negotiating a complex transaction, success often comes down to preparation and reading the moment. How has your athletic background shaped the way you navigate high-stakes situations for your clients?

Knowing your teammates' strengths and weaknesses is super important on the soccer pitch. Knowing your audience, or client equally important in my business. With experience comes market knowledge and the muscle memory of putting complex deals together. I can't believe it, but this is my 28th year in the biz!

1895 Pequash Ave, Cutchogue

$2,800,000

4 BED | 5 BATH | 0.92 ACRES | 3,400 SQFT

This striking contemporary in the heart of Cutchogue combines a strong architectural point of view with an effortless, highly livable design. Four ensuite bedrooms, soaring ceilings, polished concrete floors, and abundant natural light complement seamless indoor-outdoor living. A heated saltwater pool, expansive Ipe decking, and nearby sandy bay beach complete the offering.

4725 Orchard Street, Orient

$6,000,000

3 BED | 3 BATH | 9.1 ACRES | 3,256 SQFT

Set on 9.1 remarkably private acres in one of Orient's most scenic and protected landscapes, this distinctive residence offers a rare blend of architectural character, mature specimen trees, extensive landscaping, and a tranquil pond. Originally part of the historic Hallock farm, the elevated property commands sweeping pastoral views across open meadows to Hallock Bay and Gardiners Bay beyond.

605 Cedar Drive, Southold

$2,695,000

5 BED | 4 BATH | 0.7 ACRES | 3,500 SQFT

Completely renovated and expanded upon, this cedar-shingle home offers five bedrooms and four bathrooms, spanning across 3,500 sq ft of living space. The 0.7 acre property is anchored by an in-ground pool and adjacent detached garage with pool house and outdoor fireplace. Meticulously designed both inside and out.

64 South Jamesport Ave, South Jamesport

$1,500,000

4 BED | 3 BATH | 0.4 ACRES | 2,750 SQFT

Historic four-bedroom, three-bathroom farmhouse in the heart of South Jamesport, just a few blocks from the beach. As authentic as it is well placed, the home captures the character of another era without sacrificing modern convenience. Set on a double lot, the property offers ample room for a pool or accessory structure to suit your needs.

ELKIN TEAM

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COMPASS

The Art Of Living Well

Robert Stilin On Timeless Design

By Ty Wenzel

For more than thirty years, Robert Stilin has left his mark on America's most refined homes. His rooms aren't just showpieces but considered lived-in oases, full of depth, warmth, and a gentle refusal to chase after whatever's trending. Step inside, and you'll find walls dotted with serious art, vintage tables that look better with age, and no shortage of subtle, personal touches. Stilin's spaces don't ask to be admired from afar — they pull you into a lived-in experiential lifestyle.

Now, with a new gallery open in Manhattan's NoMad, Stilin is stretching beyond private homes. The space feels much like one of his own interiors: meticulously assembled, a blend of collectible vintage, new work from up-and-coming designers, and art that lingers in your mind. Stilin talks about the pieces that keep him up at night, what today's clients actually want, when the Hamptons light is so special, and his conviction that the heart of a great room isn't about style — it's about the lives unfolding inside it.

Your work is often described as layered, collected, and deeply personal. What elements must be present before a house begins to feel like home to you?

People. People make a house come alive — and houses are for people. And pets! Life is what makes a space come alive.

You have spent decades as both a designer and a collector. What do you collect?

I collect antique, 20th-, and 21st-century furniture and objects. Particularly chairs, but really everything design. And for art, I collect vintage and contemporary photography, as well as postwar and contemporary paintings and works on paper.

Many designers chase trends. Your interiors feel remarkably timeless. How do you know when a design decision will endure beyond the moment?

Yeah, I don't do trends. For me, it's more about choosing each piece with intention and purpose — making sure they function and are comfortable and usable. Of course they will be stylish and chic, but they have to work and make sense. That's what is really important to me.

This year, you've expanded your vision through the opening of your new gallery space in NoMad. What inspired you to return to retail, and how does the shop differ from your interior design practice?

I think people are tired of online shopping. It has no soul. It's great to get ideas, but I think people want to see, feel, and touch things in person again — especially for their homes. Personally, I never stopped doing that. That's why my interiors are so comfortable and why they work.

What is the most memorable piece you've ever discovered, and what made it impossible to leave behind?

I was turned onto the Zero movement very early on — Fontana, Uecker, Mack, Piene, Manzoni, and so on. They were expensive for me at the time, but I could have stretched and gotten a piece or two. That work is exponentially out of reach for me personally now, although I still buy it for my clients. But I would covet work by any of those artists. It speaks to me deeply.

Art plays a central role in many of your projects. When designing a home, do you begin with the architecture, the furnishings, or the art?

I begin with the client. Who are they? What do they like? What do they dislike? How do they want to live? What are their dreams? What are their passions? How will they use this apartment or house? Do they have children, grandchildren, or pets? Do they entertain? And on and on. I need to get to know my client before I can start the work.

Once we begin, it's always the architecture first, followed by the furnishings and art. But those are parallel paths, not one after the other. To start, the main focus is always getting the architecture right. That's the base you build from.

Your projects balance sophistication with comfort. Why do so many luxury homes miss that balance?

A mentor of mine used to say that taste and style are all a matter of your references, and I think there is a lot of truth in that. For me, my references are authenticity and comfort. Houses are for living and being lived in. They should be used and get better with time. If they are beautiful, even better, but first they need to work and make sense.

What are today's most discerning clients seeking that they weren't asking for five years ago?

Saunas and cold plunges. Separate dining rooms for entertaining. And home media rooms and private theaters are becoming very popular again.

You've designed homes in cities, the countryside, and coastal communities. How does a place influence your design language?

Yes. Place has a huge influence on me and my projects, and I think it influences the clients, too. Life is different in different places. A beach house and a mountain house serve a very different purpose than a primary residence. That all has to be taken into consideration, as well as the local terrain and architectural vernacular. It all matters, and it should all be considered.

Do you believe in the famous "Hamptons light?"

I do, especially in the winter. It's incredible. Hamptons beach walks in the winter are just extraordinary!

In an era dominated by social media and instant inspiration, how do you encourage clients to develop a point of view that feels uniquely their own?

Focus on what speaks to you, what makes sense to you, and what feels right to you. You hire a professional, so listen to them, but also don't do anything that doesn't feel right for you. There are many choices; it doesn't have to be just one.

Is there a design rule you frequently break?

Rules are meant to be broken. I break them all! But only when appropriate. Rules are there for a reason — as a guide — and they do serve their purpose. But sometimes you have to transcend the rules, and that's usually when the magic happens!

When you walk into a room for the first time, what captures your attention before anything else?

The vibe and soul of the space. The energy. And the light.

Looking ahead, what materials, artists, makers, or ideas are exciting you most right now?

I am very interested in using leather, brushed stainless steel, and cane together. On another note, I am very excited about the work of Diego Villarreal Vagujhelyi. He works in bronze, and I actually represent him in my shop and gallery. I think his work is stunning. It's all formed by his hands, his passion, and his ideas — and you really feel that.

What project, space, or accomplishment are you most proud of at this stage in your career?

I am currently working on an exhibition with Galerie Gabriel for 2027. I will be curating a collection of Nancy Gabriel's vintage 20th-century furniture and objects, while simultaneously creative directing five of her artists, who will each make a collection of pieces that we will sprinkle throughout the exhibition — just like I do in my design work.

To learn more about Stilin and his award-winning work, visit robertstilin.com.

Hamptons Commercial Offerings

INQUIRE FOR ADDITIONAL INFORMATION & TO DISCUSS EXCLUSIVE OFF-MARKET OPPORTUNITIES.

74A Montauk Hwy, Amagansett **$240,000/year**
Iconic Amagansett Restaurant
Turnkey 126+ Seat Indoor / Outdoor Dining

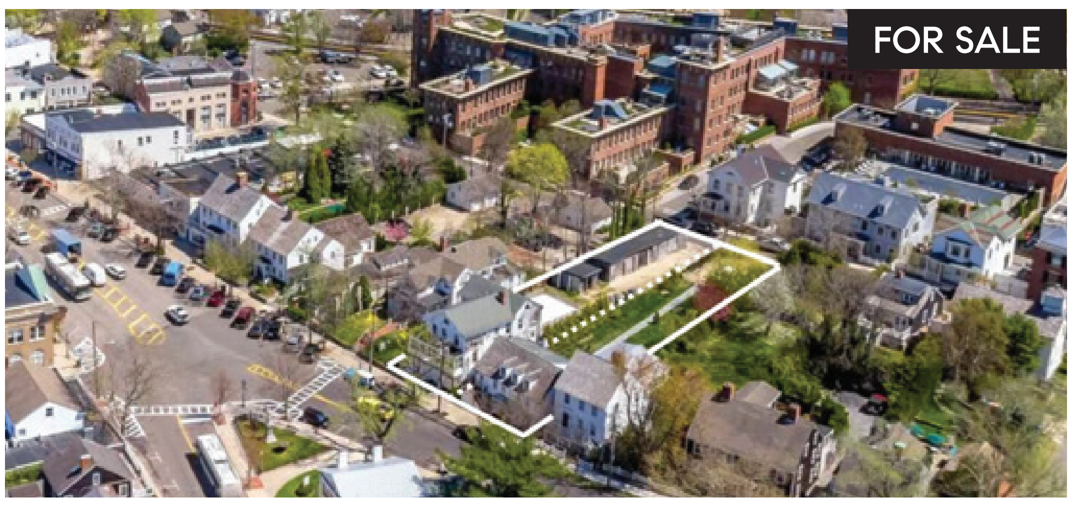
3 & 9 Railroad Ave, East Hampton **$19,950,000**
Largest East Hampton Village
Commercial Assemblage To Hit The Market

290 Montauk Hwy, East Hampton **$6,175,000**
East Hampton Village Mainstay
Restaurant & Ancillary Buildings on 2.246-Acres

23 Bridge St, Sag Harbor **$3,995,000**
Sag Harbor Mixed-Use Compound
Fully Leased Property - Central Village Business District

53 N Sea Rd, Southampton **$4,250,000**
+5,800sf Retail Building
High Visibility | Flexible Floor Plan | OD Zoning

28 Cameron St, Southampton **$2,450,000**
Freestanding Commercial Building
w/ Private Parking, 2,640sf & VB Zoning



3 & 11 Madison St, Sag Harbor **$13,750,000**
Assemblage of Two Historic Mixed-Use
Buildings in a Prime Village Location

136 Main St/11 Indian Wells Hwy, Amagansett **$19,000,000**
Elite Investment Portfolio | +16,900sf | 2.29-Acres
14 Leasable Units | Diverse Tenant Mix

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The Saunders Stewardship Impact

Penelope Moore And Preserving The Stories That Make Shelter Island Home

By Ty Wenzel

James Lane Post has partnered with Saunders & Associates to create the series "The Saunders Stewardship Impact," which shines a light on the organizations that are close to the hearts of its agents. This is the fifth installment, featuring Saunders & Associates' real estate agent, Penelope Moore, who spotlights East Hampton Library's Authors Night, of which Saunders is a sponsor.

Some real estate professionals focus on the sale. Penelope Moore never saw it that way. She's made a career — almost three decades — caring for Shelter Island as if it were her own home, not just a collection of addresses on a map. She's as invested in the island's traditions as she is in finding buyers for its historical farmhouses or shingle cottages.

Moore's dedication goes beyond real estate: she's been at the heart of the island's nonprofits, thrown her energy into local traditions, and worked to protect the quirks that make Shelter Island feel different from anywhere else. In a conversation for the Saunders Stewardship Series, Moore opens up about how a true sense of community holds its value longer than any market trend. Moore admits that even now, after all these years, the island's enduring spirit still surprises her.

You've built an extraordinary career representing Shelter Island and the East End. What first drew you to this unique market, and what continues to inspire you nearly three decades later?

I first visited Shelter Island in May of 1995, and as soon as I got on the ferry, a sense of tranquility came over me. The salt air, the buoyancy of the waves, the ferry purser who came up to chat, painted a picture of a bygone day that was immensely appealing. I had previously summered in Nantucket, but reaching it required considerably more time and planning. Shelter Island offered that same feeling of escape, yet was much closer to Manhattan. As I arrived at the North Ferry landing, my first thought was to go to a real estate office to see what was going on in the market. The real estate agent took me to see six properties, and I asked her, "Because this is my first time on the island, can you tell me what you would pick for me if I were your daughter?" She selected one house, saying it was close to everything I wanted (beach, golf, proximity to the ferry) and within my price range. I made an offer on the spot and am still in that same house. It was the genuine friendliness of the people and the respect everyone seemed to have for the island's natural beauty that drew me here and which continues to inspire me every day.

Shelter Island has a distinct personality from the Hamptons. How do you describe its appeal to buyers who may be discovering it for the first time?

Some buyers immediately feel that special something about living on an island surrounded by salt water, just like I did. Shelter Island has some of the best waters in the country for sailors and boaters looking for a dock that suits their boat. We are also situated between the North and South Forks, each of which offers unique experiences, so we truly have the best of both worlds. Whether you are a nature lover who enjoys a stroll in the meadows at Mashomack in the springtime when birds are at their most active, a music lover who who loves to see young, gifted musicians at the Perlman Music Center, an art lover who looks forward to the summertime open houses at artists homes called "ARTSI," someone who thrives on a bustling social scene and people watching at Sunset Beach, a golf lover (there are two courses here, one public and the other private)… the list is endless, there is truly something for everyone.

Many of the homes you represent have rich histories and architectural significance. What role does storytelling play in helping buyers connect with a property?

I grew up in Washington, D.C., where my family had a townhouse in Georgetown that backed up to the C&O Canal. Every weekend was spent going to the Smithsonian Institution and then to open houses all over town; my parents, you see, were "aspirational" buyers, always looking for the next place. My father was a writer/producer at NASA and a journalist, and my mother an artist, so they were always curious about history, what a house had to say, and the pros and cons of its design. When I'm showing a home, I'm not just pointing out square footage or bedroom counts. I'm trying to help buyers understand why the house was built the way it was, what prior owners have contributed to the home, and how the buyers might become a part of its evolving story. I think that's what transforms a house into a home that people remember long after they have finished a tour. Some houses here on the island I have seen change hands a half dozen times and know the finishing touches each owner brought to it.

Today's luxury buyers are looking for more than just beautiful homes. What lifestyle trends are shaping the market on Shelter Island and across the East End?

On Shelter Island, buyers' preferences vary, but I continue to see strong demand for both restored/turnkey homes and vintage homes waiting for their next steward. Privacy, acreage, and a relationship with the water remain enduring priorities.

Looking ahead, what do you hope remains unchanged about Shelter Island, even as demand continues to grow?

I hope that the natural beauty we have here remains unchanged — however, property owners also have the right to change their properties as they see fit within the zoning code. We are fortunate to have a proactive Community Preservation Fund that earmarks properties meaningful to the island's character and environment. It seems like people who have come to the island over the years want to preserve the life they grew up in for their own kids, regardless of where they actually grew up. There is a timeless feeling about this place that is hard to find within 100+ miles of Manhattan.

You've long been involved in supporting the East Hampton community. What makes East Hampton Library's Authors Night (held August 8) such a meaningful event for you personally?

My father was a writer and journalist (whose claim to fame was turning down an offer from Stanley Kubrick to co-write "2001: A Space Odyssey") who encouraged my sisters and me to talk about what we were reading and what we loved about the book. Televisions were forbidden in the household, and most nights after dinner, we would walk to the library where we knew the librarians, so libraries like East Hampton Library were an important part of my childhood. My maternal grandfather was a Japanese artist, a "National Living Treasure," and although he didn't speak English, he pored over books with a magnifying glass and dictionary and would go to book fairs and to the Library of Congress (he was commissioned by the Federal government to do a woodblock print of the library, in fact). We all had allergies from the book dust!

When I attend Authors Night, that excitement of being around books and the Authors comes back. I already know so many people from Shelter Island whose books are featured there — clients, tenants, friends — so it's a wonderful opportunity to catch up with people I truly adore under one tent. I also meet new people and share stories, like with Neil DeGrasse Tyson about my father's bad decision about "2001," Alec Baldwin who was a client of mine in the city when I worked in entertainment, Chris Whipple who is a long time client, Christian John Wikane who shares a love of disco and fashion, Carl Bernstein who was once a client, Susan Morrison who is a Shelter Island friend... well the list is lengthy!

Authors Night has become one of the Hamptons signature cultural events. Why do you think it continues to resonate with both year-round residents and summer visitors?

Although there are author festivals across the country, the East Hampton Library Authors Night is a very unique event because it brings together people across a wide age range under one tent, and those who would like to spend an evening with their favorite author can enjoy a cozy dinner with them at the home of a host. Attendees can meet authors or celebrities they admire, learn something new, and get that feeling of excitement that I have every year. I always invite friends who have no idea what to expect and who always leave with a couple of large bags of inscribed books; the timing of the event is perfect too for beach reading, and I tend to do most of my Christmas shopping there.

Literature, history, and real estate all revolve around stories. Do you see a connection between introducing someone to a home and introducing them to a great book?

Oh absolutely! All three of these subjects share common threads, such as surprise endings, twists and turns along the way, insight into a person's motivations, and their quest for happiness. Often, while showing houses, something arises that leads to a conversation about a book. Very often I have that book at home from Authors Night and end up giving it to my customer to enjoy. I love the idea that a conversation about a house can lead someone to discover a wonderful story as well.

Community involvement seems to be an important part of your professional life. How has giving back enriched your career and your connection to the East End?

One of the nicest things about living in a small community is that your professional life and your personal life naturally overlap. You aren't just selling someone's house — you run into them at the grocery store, at the ferry, at a charity event, or years later when they're introducing you to their grandchildren. Supporting organizations like Authors Night, the Perlman Music Program, Bay Street Theater, Turtle Rescue Center of the Hamptons, Gimme Shelter Animal Rescue, and many local nonprofits has allowed me to become part of the fabric of the community rather than simply someone who works in it. It has also introduced me to remarkable people I never would have met otherwise. Those relationships have enriched my life far beyond real estate, and I think people appreciate doing business with someone who genuinely cares about where they live.

When you think about the future of the Hamptons and Shelter Island, what gives you the greatest sense of optimism, both professionally and personally?

I feel optimistic for the future of the Hamptons and Shelter Island seeing people discover the area for the the first time and watching them experience the same simple pleasures that have always existed here — fishing from a dock, learning to sail, picking strawberries or pumpkins in a farmfield, riding bikes to the beach, going to a concert, and exploring the East Hampton Library and the Shelter Island Library, which is in the midst of expansion. Professionally, I also see an appreciation for quality over quantity. Buyers are looking for homes that allow them to slow down, spend meaningful time together, and enjoy nature. Those values have always been part of Shelter Island's identity, and I think they'll continue to attract people for generations.

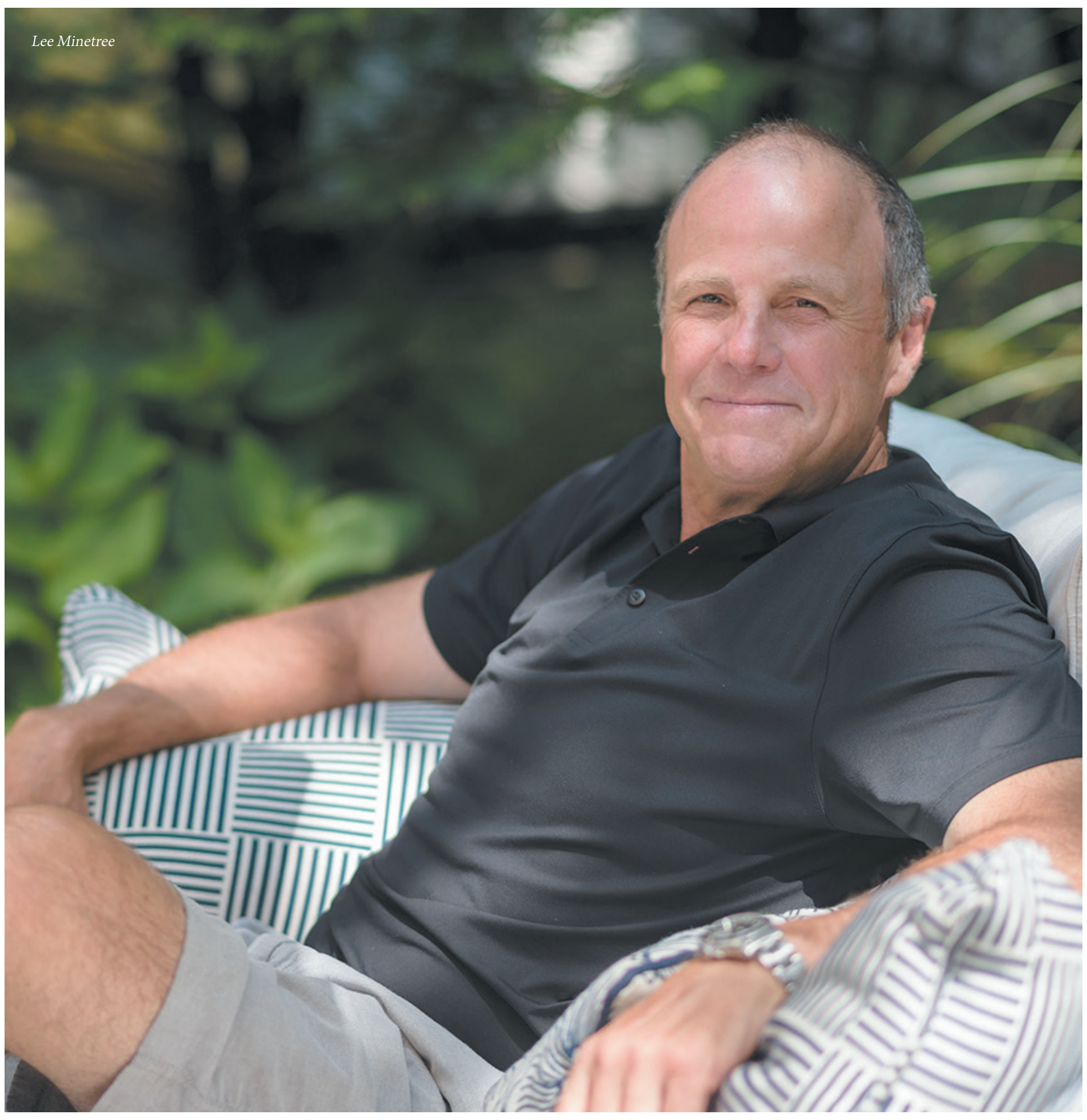
If you could introduce someone who's never visited the East End to just one place, one home, one book, and one local tradition, what would you choose, and why?

One home, "Kemah," which was built around 1750, encompasses 17.35 acres and has had only three owners since it was built. Obadiah Havens, a Patriot whose family was the first owners, signed the 1775 Shelter Island Declaration of Independence. The Indigenous people who came before them treasured Fresh Pond, the hidden body of water behind this house, for its fresh water source. Its center hall colonial home and gracious barns have been immortalized in paintings and sketches by residents and visitors alike. Even today, if you stand at Kemah and look toward the South Fork, it isn't difficult to imagine Indigenous people keeping watch across the water centuries ago, or later, Obadiah Havens contemplating the uncertain future of a new nation.

One book would be "The Manor: Three Centuries at a Slave Plantation on Long Island" by Mac Griswold, who was a featured author at Authors Night a few years ago. It is a riveting book that chronicles the intertwined histories of Indigenous people, enslaved Africans, European settlers, and emancipation through the remarkable story of Sylvester Manor, the families who shaped Shelter Island and the East End, and gives readers an appreciation for the history of the East End that extends far beyond its beautiful beaches and homes.

Choosing just one tradition is difficult, but I always look forward to the Snapper Derby over Labor Day Weekend. Children spend weeks preparing for this event: finding a good fishing spot, creating colorful hand-painted murals, and eagerly awaiting the official weigh-in. After the trophies are awarded and the best mural recognized, the day ends with a community barbecue at the American Legion Hall. It's a tradition that has introduced a new generation to the joys of fishing and reminds everyone what small-town life is all about.

To learn more about Moore, visit hamptonsrealestate.com.


Lee Minetree


Jeffrey Sztorc

Capital On The Coast

The Future Of Commercial Real Estate In The Hamptons

By Ty Wenzel

Luxury real estate steals most of the attention out East, but there's a different story playing out just off the front page. Walk down Main Street, and you'll spot it — instead of just big beach houses, the landscape is changing with new marinas, medical spaces, boutique hotels, hospitality projects, and mixed-use buildings popping up almost overnight. Investors aren't here just for the summer anymore; they're betting the Hamptons have staying power, that this place can keep humming all year long.

Brands keep moving in, private equity is circling, and local business owners are fighting hard for the few available spaces left. Commercial real estate has started to look like the region's truest barometer of the region's growth and success. It hints at where things are headed better than any estate listing ever could. Still, the market isn't just smooth sailing. There's barely any inventory left, zoning is tight, and not nearly enough housing exists for the workers who keep everything running. Infrastructure's stretched thin, as well.

So what's actually next for the East End? To find out, we spoke to two agents who specialize in the commercial sector of the Hamptons: Jeffrey Sztorc at Compass, and Lee Minetree of Saunders & Associates. Their take? Investors are doubling down, competition is fierce, but a few opportunities remain for those moving fast. And if you want a sense of what the next chapter might look like in the Hamptons, these are the pros watching it unfold, deal by deal.

Jeffrey Sztorc, Compass

The Hamptons have traditionally been known for luxury residential real estate. How has commercial real estate evolved into an investment opportunity, and what types of assets are attracting the most attention today?

Commercial real estate opportunities have been attractive out here for decades. Similar to residential, a lot of the long-time owners are very happy they bought "back in the day" given the substantial appreciation of quality assets through the years in the Hamptons. Covid also shook things up in a positive way. Retail leasing in the core downtowns has been stronger than ever for the past five years. On the sales side, some of the more attractive deals we are working on are retail, mixed-use, restaurants, marinas, hotels, multi-family, industrial, and others. Investors out here are looking for value-add deals and repositioning properties.

Are investors coming from New York City, Florida, or are you seeing more local buyers?

A mix of buyers. Mostly local and New York City/Long Island. In addition: Florida and New England. Really from all over the U.S. Some great groups from California as well. And international groups.

Jeff, your background in construction and development gives you a perspective different from that of many brokers. When you look at a commercial property, what opportunities do you see that others might overlook?

There are a few key variables with each project. Some projects are obviously unique and exciting, whereas others require more work to realize the full value. Given the breadth of our team's experience, our instincts can give immediate reads on the desirability and value of a commercial property out here. We also know exactly how to build a "dream team" for a project. The right attorney, architect, and builder can make a world of difference. Our knowledge base and market data that we've transacted is second to none for this commercial market.

Some of the biggest commercial transactions on the East End have involved repositioning older properties into modern retail, wellness, hospitality, or mixed-use destinations. Do you see that trend continuing?

Yes, but very selectively. Given zoning restrictions and general inventory, this can't happen anywhere out here.

Which sectors do you think have the most room for growth over the next five years?

We are in a supply-constrained market. So the most desirable properties out here are few and far between, which get into bidding wars. To answer your question, there are office properties that need to be repositioned in the coming years. This sector has the most room to grow, whereas a lot of the other commercial asset types are in very strong demand. There will also be some exciting new retail, restaurant, and hospitality properties that will see renovations and repositioning in the next two years. Influential properties that are being reimagined as we speak.

Commercial real estate is often viewed as a barometer of the local economy. What are today's buyers and tenants telling you about where the Hamptons economy is headed?

The long-term steady growth curve of the Hamptons market will continue. It's a magical place, and people keep coming to the towns. Unique new brands are coming out and activating projects, which is great to see. I see the Hamptons economy as robust due to the demand profile.

If you could give one piece of advice to someone considering investing in commercial real estate on the East End today, what would it be?

Call us. We have the best information.

If you could redesign one aspect of the Hamptons commercial landscape over the next decade, whether it's retail, office, hospitality, mixed-use, or industrial, what would you change, and why?

Some of the zoning codes in the towns are quite antiquated. And sometimes the general laws shouldn't apply to a specific property. There are commercial properties that have issues, and owners struggle for years. And with these properties, a minor repositioning and consideration with the town would activate a site that is otherwise an eyesore in a key downtown location. The local codes can feel unnecessary and not applicable sometimes to these struggling assets.

Lee Minetree, Saunders & Associates

How would you describe the state of the Hamptons commercial real estate market today compared to five or ten years ago? What's changed the most that the average person may not notice?

The Hamptons commercial market remains very active, but there is less inventory, particularly in the village retail rental markets. Covid was a major catalyst for Hamptons real estate, both residential and commercial. Retail benefited, as did the medical office sector, with New York City hospital systems expanding their presence on the East End. What the average person may not realize is just how much corporate acquisition activity is taking place behind the scenes.

What types of commercial properties are seeing the strongest demand right now, and which sectors are facing the biggest challenges?

Village retail, medical office properties, marinas, cannabis, and hospitality assets are all seeing strong demand. Private equity is also actively acquiring local service businesses. The large-office market has faced the greatest pullback, largely because remote work has changed how much traditional office space companies need.

Main Streets across the Hamptons continue to evolve. What kinds of businesses are succeeding today, and what qualities do successful tenants have in common?

Luxury retail has always had a presence in the Hamptons, but those brands are now making longer-term commitments. They are signing extended leases and, in some cases, purchasing properties. Major hospitality brands and developers are equally active. The businesses succeeding today recognize the long-term value of a Hamptons presence and are prepared to invest accordingly.

You've worked on many of the East End's major commercial transactions. What do buyers and investors look for today that they weren't prioritizing ten years ago?

Ten years ago, few people were looking for pickleball or padel courts. Cannabis is now an allowed use in Southampton Town. Today, demand for properties that can accommodate those uses is significant. Marinas are also highly sought after, and we are seeing more corporations and investment partnerships enter the market. Meanwhile, the strength of the retail rental market has reduced the number of available pop-up spaces, even though demand for them remains extremely high.

What are the greatest challenges facing the Hamptons commercial market in the years ahead?

The biggest issue will be housing for the people who work in and support local businesses. Labor is already a major challenge because living costs are so high here. The "trade parade" gets worse every year and has become a year-round problem; even the back roads are now congested. If nothing changes, it will eventually become a deterrent to both the commercial and residential markets.

If someone asked you to describe the health of the Hamptons economy using only the commercial real estate market, what story would you tell?

The commercial market tells a story of strong demand and limited supply. There is enormous value in having a visible presence in the Hamptons, particularly during the summer, and major brands and investors continue to pursue that exposure. At the same time, serious issues involving housing, labor, and traffic could constrain future growth if left unaddressed.

Saunders & Associates & James Lane Post Host Summer Celebration

Jenn Robertson, Ed Gaetjens, Jennifer Wilson, Yesenia Quichimbo, John Brady, Paty Brady, Isabel Brady.

Saunders & Associates and James Lane Post hosted an event on Thursday, July 23, to celebrate the July James Lane Post Real Estate section featuring Jennifer Wilson and Ed Gaetjens.

The event took place at Ed Gaetjens's newly built Southampton farmhouse-style listing at 272 Montauk Highway. The pristine home offers 4,895 +/- SF, including the fully finished lower level, with 6 bedrooms, 6 full baths, 1 half bath, and two gas fireplaces — one in the great room and one in the second-floor primary bedroom, which boasts a spacious deck overlooking the expansive backyard, an attached two-car garage, and a heated 20×45 ft gunite pool with spa.

Guests enjoyed light bites and RGNY x James Lane Post rosé served from the East End Taste champagne cart. Attendees also left with gifts courtesy of Saunders and Clarity Mind Studio.

Photos by Photo by Ron Asadorian for Rob Rich/SocietyAllure.com

David Rattiner, Ed Gaetjens, Steve Glick.

Brendan Gaetjens, David Rattiner, Jenn Robertson, Carolina Saunders.

Pam Kalaczynski, Amy Kalaczynski, Christine Prydatko.

David Andrews, Steve Glick, Jenn Robertson, David Rattiner.

Julie Marcley, Dave Marcley.

Cathy Tweedy, Ed Gaetjens, Angela Boyer-Stump.

Jordan Gonzalez, Vanessa Gordon.

Lisa Frohlich, Steven Frohlich.

Eugenia Valliades, Jessica Mackin-Cipro.

Holly Corey, Jeffery Roseman, Shirley Roseman.

Hilary Auerbach, Jeff Auerbach, Ed Gaetjens, Brendan Gaetjens, Barbara Frerichs.

Norm Stump, Paty Brady, Jennifer Wilson.

The Lowcountry Calling

Why Hamptons Buyers Are Looking South With Alison Melton

By Ty Wenzel

If you know the Hamptons — salt air mornings, shingled houses, lingering sunsets — there's another shoreline turning heads. From Charleston down to Savannah, the Lowcountry isn't just creeping onto the radar — it's moving in. There's a pace here that feels untouched by hurry. Waterfront porches face lazy tidal creeks, culinary stars flip heirloom recipes into something reinvigorated, and live oaks throw shadows over centuries-old streets.

We met with Alison Melton, who runs The Agency's offices in Savannah, Hilton Head, and Beaufort. She described a new wave of buyers: people who used to search out second homes on the East Coast but now want something with a little more soul — a quieter kind of glamour, where elegance feels lived-in.

What similarities do you see between Savannah, Charleston, and the Hamptons that people may not immediately recognize?

At their core, they're both lifestyle markets. People aren't just buying a beautiful home — they're buying how they want to spend their days.

The Hamptons has its farm stands — fresh peaches, heirloom tomatoes, just-picked flowers on the way home from the beach. The Lowcountry has that same connection to local food and land, just with a Southern twist: incredible farms throughout South Carolina and Georgia, locally harvested oysters, fresh shrimp, blue crab, and fish that came off the boat that morning. Farm-to-table isn't a trend here — it's simply how we've always lived.

The outdoor lifestyle is what truly sets this region apart. Your weekend might start with a morning on the water, followed by a sunset cruise, an oyster roast, a hibachi dinner on a sandbar, or a picnic on the beach. You can boat, paddleboard, fish, golf, cycle beneath centuries-old live oaks, or simply enjoy dinner overlooking the marsh at sunset.

As an equestrian, I also appreciate how connected this region is to the country's premier horse destinations — Aiken and Camden are a few hours away, Tryon and Ocala about four, Wellington about six. That's a real advantage for riders who want a coastal lifestyle without giving up the sport.

Location matters too. You're perfectly positioned between Charleston and Savannah, while enjoying the beaches, boating, golf, and private-club lifestyle that define Hilton Head and Bluffton. You can spend the morning on horseback, the afternoon on the water, and the evening at an award-winning restaurant. To me, that's the real luxury today: extraordinary experiences every single day without feeling like you're on vacation.

How would you describe the Savannah lifestyle, and why does it resonate with Hamptons buyers?

People don't come here simply to buy a home — they come because they fall in love with the lifestyle, just like the Hamptons.

Charleston and Savannah (and everything in between) offer a layered lifestyle — sophisticated but not overly polished, historic but still evolving, social without feeling performative. That resonates with Hamptons buyers because they're looking for more than square footage. They want a strong sense of place, natural beauty, privacy, culture, and a community with its own identity. The difference is that the Lowcountry feels more intimate and approachable — less seasonal, more spontaneous, and still wonderfully authentic.

Every town has its own personality. Charleston has incredible energy with world-class dining and history. Savannah has an unmatched arts scene. Bluffton still feels like the quintessential Lowcountry town, while Hilton Head offers one of the best coastal lifestyles anywhere. Then there's Palmetto Bluff, which I believe is one of the most extraordinary luxury communities in the country.

Remote work has expanded who can move anywhere. Has that changed who's coming to Savannah?

Absolutely. Remote and flexible work permanently expanded our buyer pool, especially post-Covid. Five or ten years ago, many people admired the Lowcountry but assumed they'd wait until retirement. Today they're asking, "Why wait?"

We're seeing entrepreneurs, finance and tech professionals, executives, creatives, and families relocating from New York, New Jersey, Connecticut, California, South Florida, and Atlanta — some full-time, others establishing one of several home bases.

The region's own economy is also creating executive demand. The Port of Savannah, manufacturing, logistics, and major corporate investment throughout coastal Georgia continue to attract new residents, and major employers like the Hyundai Metaplant, Gulfstream, and Amazon are adding further momentum to housing demand. Today's luxury buyer isn't simply a retiree — it may be a 42-year-old founder, a family leaving a high-tax market, or someone building a portfolio of homes that enhance their quality of life.

What types of properties are seeing the strongest demand?

Properties that deliver a complete lifestyle and are difficult to replicate.

In downtown Charleston and Savannah, beautifully renovated historic homes remain compelling, particularly when they preserve original architecture while offering modern kitchens, updated systems, and outdoor living. Buyers love the romance of a historic home, but they don't want a historic plumbing experience.

Waterfront properties on the islands and in gated communities like Palmetto Bluff, Ford Field & River Club, Daniel Island, and Kiawah are also highly desirable, especially with deepwater access and docks. There's tremendous interest in homes where boating becomes part of everyday life rather than something reserved for vacation. We're also seeing strong demand for turnkey homes in amenity-driven communities — buyers want privacy, security, golf, wellness, and an established social network. Today's buyers will pay for quality, but they're far less willing to inherit deferred projects.

Do you see Charleston or Savannah becoming a natural complement for Hamptons buyers, like Palm Beach has?

Absolutely. Palm Beach has become an incredible extension of the Northeast, but it's also more crowded, more expensive, and more expected. Charleston and Savannah offer a different kind of luxury — world-class restaurants, boutique hotels, vibrant arts scenes, and some of the most architecturally significant historic neighborhoods in the country. And you're not choosing between city and coastal living — Charleston and Savannah are less than two hours apart, with Bluffton, Hilton Head, Beaufort, and Palmetto Bluff in between.

From an investment standpoint, luxury real estate here remains remarkably attainable — for roughly a third of the price of a comparable Hamptons or Palm Beach home, you can own an extraordinary property, whether a historic home downtown, an ocean-oriented home on Hilton Head, or a waterfront estate in Palmetto Bluff. That's why we're seeing more buyers from New York, Connecticut, and New Jersey spend a long weekend here before making a purchase — and end up discovering the broader Lowcountry lifestyle.

What do affluent buyers prioritize today that mattered less five years ago?

Quality of life, with much greater intention. Buyers want flexible spaces that can function as offices, gyms, or guest suites. They're paying more attention to wellness, natural light, and hosting family for extended periods, and thinking about whether a property can serve their family for the next ten or twenty years.

Resilience matters more too — buyers are asking sophisticated questions about construction quality, generators, storm protection, drainage, elevation, insurance, and mechanical systems, since those issues directly affect long-term ownership costs in coastal markets. Privacy, convenience, and turnkey condition all matter more. The luxury buyer isn't necessarily looking for the largest home — they're looking for the property that makes their life easier, safer, and more enjoyable.

How much does a property's story influence buyers at the luxury level?

Buyers aren't just purchasing a home — they're becoming part of a story. Emotion drives many decisions. What often makes buyers fall in love with a property is its character: a historic Charleston single house, a Savannah townhouse overlooking one of the city's iconic squares, an estate with live oaks draped in Spanish moss, or a waterfront home that's been part of a family's legacy for generations. Those are things you simply can't recreate.

Buyers want homes with soul and history, but they also expect modern comforts. The sweet spot is a property that honors its past while living beautifully for today's lifestyle. At the end of the day, luxury real estate is never just about square footage — it's about how a home makes you feel.

Where do you see the Lowcountry's luxury market going over the next five years?

I remain incredibly bullish on the Lowcountry and Coastal Georgia — one of the best-positioned coastal luxury markets in the country. One of the biggest shifts since Covid is that this has become a true year-round market, rather than a second-home destination, and I don't see that changing.

We continue to see long-term appreciation, driven by limited inventory, limited new development in our most desirable communities, and increasing demand for coastal lifestyle markets. Much like the Hamptons, there's only so much waterfront and golf frontage left. Buyers in the $2 million to $3 million range can still purchase truly extraordinary properties here — in many other luxury markets, that same investment simply doesn't go as far.

I also expect another migration wave: as South Florida grows more crowded and expensive, buyers will look farther up the coast for something more authentic and less hectic. Another advantage is our private-club lifestyle — while many prestigious clubs elsewhere have years-long waiting lists, buyers here often get immediate access to exceptional golf, boating, tennis, and wellness amenities, including courses designed by legends like Pete Dye, Jack Nicklaus, Tom Fazio, and Arnold Palmer.

My advice: don't wait until everyone else discovers what you've already discovered. The best opportunities are almost always found before a market reaches its next chapter — not after.

If you had one long weekend to convince a Hamptons lover to fall for the Lowcountry, what would the itinerary be?

I'd start with the nonstop Breeze Airways flight from Islip to Charleston — before you know it, you've traded traffic for palm trees. Check into The Cooper, Charleston's spectacular new waterfront hotel, then spend the afternoon strolling King Street, every bit as enjoyable as wandering through East Hampton. As the sun sets, head to a rooftop bar for cocktails overlooking the harbor, then dinner at FIG, Sorelle, or Marbled & Fin, followed by a horse-drawn carriage ride through the gaslit historic district.

The next morning, visit Middleton Place, one of America's oldest landscaped gardens, then head to Kiawah Island for lunch at The Sanctuary, overlooking the legendary Ocean Course. From there, drive south to Bluffton and check into Palmetto Bluff — explore by golf cart or bike, cruise the May River, or just enjoy a cocktail overlooking the water. The next morning, wander Old Town Bluffton's boutiques and galleries before brunch at The Cottage Café.

Then it's a 30-minute drive to Savannah. Check into Hotel Bardo, spend the afternoon at the SCAD Museum of Art, then wander Savannah's historic squares and galleries before a cocktail at Peregrin, the rooftop at Perry Lane Hotel. Dinner at The Grey, Common Thread, or Husk, then end the night on a ghost tour — Savannah is widely considered America's most haunted city, and there's nothing like walking beneath moss-covered oaks after dark.

In one long weekend, you've experienced three completely different destinations — Charleston, Bluffton, and Palmetto Bluff, and Savannah — all connected by the same Lowcountry lifestyle. I have a lot of friends from New York who plan exactly this kind of weekend, fall in love with Palmetto Bluff or Hilton Head, and suddenly start asking to see homes. My job is simple: convince them to stay one more day, then help them buy a house before they fly home.

You've built more than $300M in career sales and now oversee The Agency's Savannah, Hilton Head, and Beaufort offices. What's one lesson every agent should understand?

Luxury real estate has very little to do with the house itself. It's about relationships, trust, and creating an exceptional experience from beginning to end. Clients aren't hiring us to unlock a door or send a listing — they're hiring us to be advisors, problem-solvers, connectors, and advocates for one of the biggest financial and emotional decisions they'll ever make.

That means sometimes finding the perfect home, and other times introducing a client to the right architect or builder, securing a coveted tee time, or simply making sure their family feels connected to the community from day one. Those details transform a transaction into a concierge-level experience.

I love being part of The Agency because of our global network — whether my client is buying in the Lowcountry, the Hamptons, Palm Beach, Aspen, or Europe, I can connect them with someone who shares the same values and commitment to service. Luxury clients don't expect perfection — they expect preparation, discretion, responsiveness, and someone who can open doors that might otherwise stay closed. People may remember the beautiful home they bought, but they'll always remember how you made them feel throughout the process. That's what builds a reputation and grows a business.

Chris and Jane LaGuardia. Courtesy of LaGuardia Design

BIRDHAUS With A Purpose

Hamptons Designers Turn Creativity Into Conservation

By Ty Wenzel

In a region where architecture usually means sprawling estates and grand glass walls, the focus this evening was on something much smaller. Nineteen birdhouses sat on display, each a miniature reflection of the designers and builders who had created them.

The event, an annual fundraiser called BIRDHAUS, hosted by LaGuardia Design Group, brought together a mix of architects, artisans, and local designers. They were there to support the Madoo Conservancy, a non-profit based in Sagaponack that looks after a set of historic gardens and runs educational programs.

"We have a great office space and garden perfect for events, so we decided to host a garden party with a twist. We sent invites to 30 architects, artists, artisans, and designers to see if they would participate in a birdhouse contest. Twenty-five responded yes. So the party was on," explained Chris LaGuardia. "The idea of gathering talented and creative people into a common undertaking was compelling. What happened next really surprised me. The level of creativity and craftsmanship was just outstanding. The display in our garden created a festive atmosphere, drawing about 200 party-goers. Everyone could bid on the birdhouses using their phones, and it was exciting to see the bidding get really heated."

What started as a simple creative prompt had turned into a varied collection of work. Some participants approached the task with a modernist eye, creating sharp, sculptural forms, while others built more whimsical, handcrafted pieces. Firms like Kligerman Architecture & Design, Robert Young Architects, and Workshop/APD joined local artists like Scott Bluedorn and companies like Tebbens Steel to contribute. Despite the difference in styles, each piece felt like a small-scale version of the architectural language these designers use in their daily work.

"It's always nice to see our great community of designers and collaborators come together for a good cause," continued LaGuardia. "A little competition goes a long way as well to put some pressure on and get the creative juices flowing. It was such a fun time, people are asking if we are going to do it again next year."

Workshop / APD

The silent auction raised over $17,000. For Madoo, these funds help the continued maintenance of their gardens and their public programming centered on horticulture and environmental stewardship.

Participants included Kligerman Architecture & Design, Douglas C. Wright Architects, Robert Young Architects, Workshop / APD, Scott Bluedorn, Tebbens Steel, Stelle Lomont Rouhani Architects, Oza Studio, Mojo Stumer Associates, LaGuardia Design Group, Katharine McCoy Architect, BMA Architects, Merrell Soule Architects, Mabley Handler Interior Design, Precision Stone, Austin Patterson Disston Architects, Siamak Samii Architect PC, Barnes Coy Architects, and ABC Stone.

While the Hamptons are often defined by their ambitious residential projects, the gathering served as a quieter reminder of how the local design community can support the area's cultural institutions. It was an evening when the most discussed designs weren't built for people but for birds.

Real Estate Confab

Five Years Forward — Hamptons Real Estate Leaders Predict What's Next

By Ty Wenzel

The Hamptons isn't content to sit still. It used to be known as the ultimate summer playground, but these days, the East End hums with year-round energy. The beach crowds linger into fall, shops stay open deep into winter, and everywhere you look, luxury, lifestyle, and a strong sense of community are rewriting the story of this stretch of Long Island.

How people buy and sell homes is changing, too, thanks to ever-evolving tech. And with each new generation — families arriving with their own priorities, tastes, and expectations — the definition of "Hamptons living" keeps shifting.

We turned to some of the East End's top brokers and agents and gave them a simple question: Forget the headlines for a moment and picture us all sitting together at this table five years from now. What looks different? How does buying, selling, or just being part of the community evolve?

Bess Freedman, CEO, Brown Harris Stevens

Artificial intelligence is completely changing how people buy and sell homes, from search to signing and beyond. People have more information at their fingertips than ever before — the challenge is determining if that information is good or useful. People are already relying on AI for housing comps, but they are surprised to find out that the results are often unreliable because they don't take into account renovations, combinations, and other important factors. This is where a good agent with local knowledge is invaluable! The Hamptons will continue to be one of the most desirable markets in the world, and I believe it will attract more year-round residents because the way we live and work has shifted so much in the last five years. Oceanfront living will never go out of style.

Greg Schmidt, The Corcoran Group

Five years from now, I expect Hamptons homes to be even more technology-driven, with smart home features becoming less of a luxury and more of a standard. Integrated systems that seamlessly control lighting, sound, climate, window treatments, security, and energy usage will continue to evolve, making homes more efficient, convenient, and personalized than ever before. At the same time, wellness will remain a major focus for homeowners. Dedicated spaces for fitness, yoga, meditation, and amenities such as cold plunge pools, saunas, and spa-inspired retreats will increasingly be viewed as essential rather than optional.

Sustainability will also play a much larger role in home design and construction. We'll likely see greater demand for energy-efficient homes that incorporate solar power, battery storage, sustainable building materials, water conservation systems, and other environmentally conscious features. Buyers are becoming more mindful of both their environmental footprint and long-term operating costs, and those priorities will continue to shape the market.

The connection between indoor and outdoor living will only become more important. Bright, open interiors that flow onto patios, pool areas, gardens, and outdoor entertaining spaces will remain highly sought after, reflecting the lifestyle that draws so many people to the East End in the first place. The beaches, bays, farms, trails, and natural beauty of the Hamptons will continue to be among its greatest assets.

I also believe we'll see the Hamptons increasingly evolve from a seasonal destination into a true year-round community. With more people working flexibly and choosing quality of life over proximity to an office, many homeowners will make the East End their primary residence, traveling into New York City only when needed. As demand continues to grow, particularly among affluent buyers seeking both luxury and a great lifestyle, values should remain well supported in a market where land and inventory are already limited commodities.

Michaela Keszler, Sotheby's International Realty

Expect higher prices, low inventory, and a shift in buyers. A growing number of affluent, national and international buyers seeking second homes in the ultra-high-end luxury market. Younger buyers looking for sustainability and technology.

The Hamptons unique blend of natural beauty, recreational activities, and the social scene continues to attract new high-end buyers, reinforcing its status as a prime real estate destination.

Sheri Winter Parker, The Corcoran Group

My take, looking five years out: I think the biggest shift will be that the North Fork finally stops being the Hamptons quieter option and continues to come into its own as a destination market — buyers who used to comparison-shop against the Hudson Valley or Connecticut are already landing here instead of just passing through, and that pull will only intensify. We're also seeing billionaire buyers of the South Fork and elsewhere choose the authenticity of the North Fork, and I expect that trend to continue rather than fade.

Re: selling, inventory's been tight for years — still running well below the decade average even with prices climbing — and honestly, I don't think that changes much without some real movement on zoning or subdivision policy. But here's the good bit: buyer behavior has already gotten so much smarter. The panic is gone, and what's replaced it is a savvier, more grounded buyer — people reading comps, asking about the roof and furnace age, not just thinking about resale before they even make an offer; they are actually realizing that this is where they will create memories as well. Five years from now, I think that's just going to be the standard, which honestly makes for a healthier market overall — anything overpriced sits a little longer, but they always find a buyer!

I think the biggest surprise will be how a place that markets itself on scarcity and authenticity ends up needing the very density and infrastructure it's resisted — hotels, staff housing. Median home prices can keep sliding even while the North Fork feels more expensive than ever, because so much of the volume has shifted into that $1-2M middle tier rather than true luxury. It's easy to underestimate how much a market can "feel" hot while the actual data shows fewer transactions and more selective, patient buyers than the frenzy we had during Covid or before the banking collapse.

All in all, keep your eye on the North Fork, people!

Kieran Brew, SERHANT

"I wish I had bought five years ago!" Will be on the lips of every buyer in five years. Of course, that's not a change, as that has always been the truth about Hamptons real estate, but it will be even more profound in 2031 (I can't believe I just typed that number!). The Hamptons is not growing. In fact, it is actually shrinking. Preservation, stricter zoning, coastal erosion, and last but not least, growing demand, will all contribute to more and more scarcity of available property to purchase. As for sellers, it is always a good time to sell in the Hamptons, provided it suits your personal needs and preferences.

So, I guess like so many things, when it comes to life in the Hamptons, the more things change, the more they stay the same.

Randi Ball, The Agency

As a full-time Amagansett resident for the past 17 years, I've had a front-row seat to the remarkable evolution of this community.

Five years from now, I believe we'll continue to see an influx of wealth and growing demand for life in the Hamptons. What I'm witnessing today is a shift already underway: more families are making the East End their primary home, leaving places like Westchester and Connecticut behind in favor of a year-round lifestyle here.

As the permanent population grows, our towns will naturally evolve to meet those needs. I expect to see more shops, services, and amenities catering to full-time residents, transforming the Hamptons from a seasonal destination into an even more vibrant, year-round community while continuing to balance the unique character that makes this place so special.

Jack Pearson, Compass

The Hamptons is a textbook K-shaped market now, and five years out I'd expect that shape to sharpen, not soften. The trophy tier ($10M+) stays the engine — record year-over-year growth up there already, driven by cash-rich buyers who are insulated from rates and treat these purchases more like collectibles than housing. That segment isn't demand-elastic in any normal sense; it moves on wealth concentration, not affordability, and wealth concentration isn't reversing on this timeline.

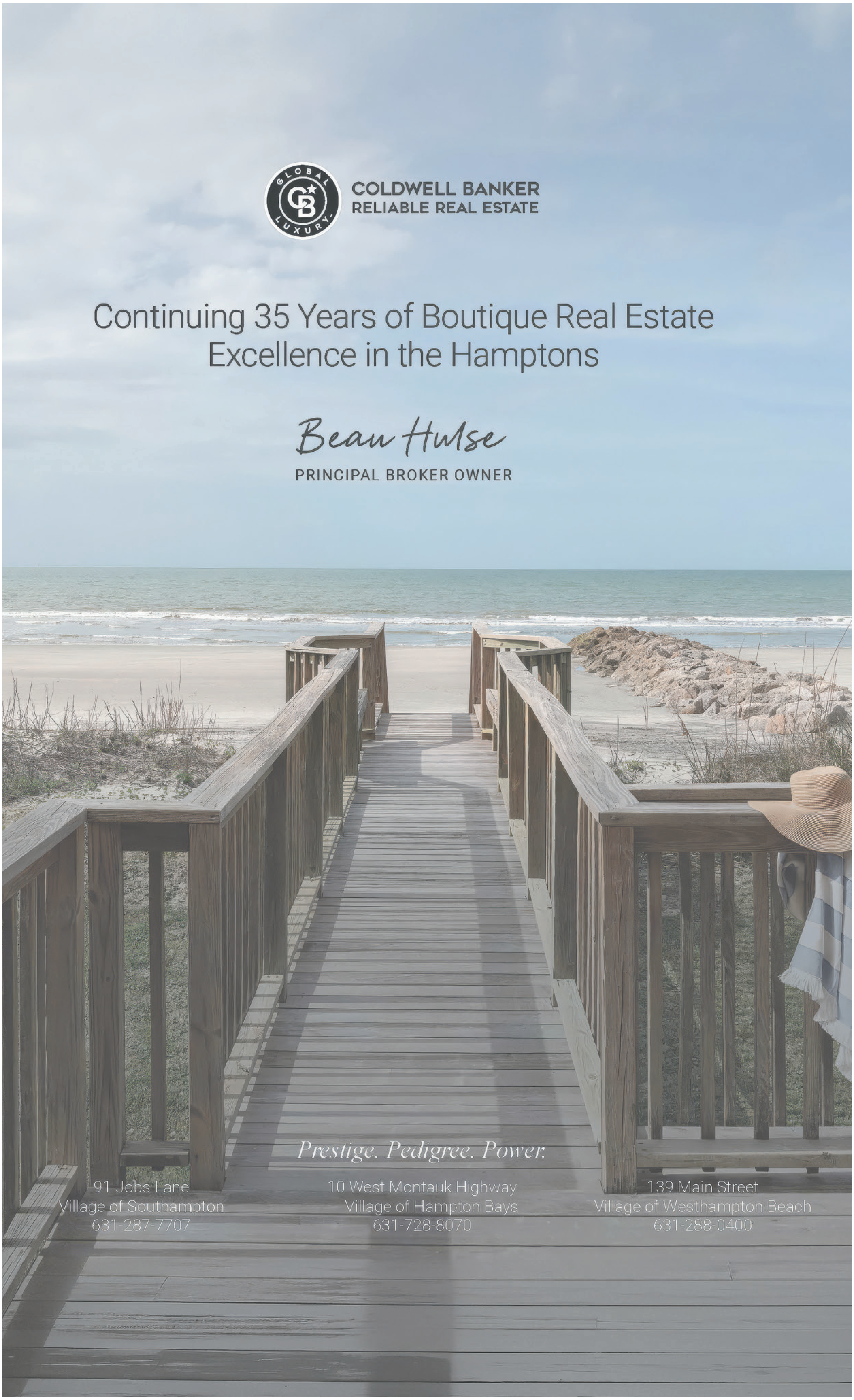
The sub-$3M tier stays vibrant for — scarcity, not affordability, is what's driving it, since inventory under $4M is already vanishing. I'd bet that ceiling does creep toward $4M by 2031 as "entry level" gets redefined upward, but the segment stays active because it's the only price band where the deal supply and the buyer pool are both still real.

The middle — roughly $4M to $10M — is the one to watch, because it's got the worst of both worlds: no trophy scarcity to protect it, no entry-level urgency to fuel it. It's the band most exposed if there's any broader equity pullback, and I'd expect both the glut and the shrinking buyer pool to compound each other — sellers stuck between two more resilient tiers, buyers who can afford it increasingly choosing to stretch up rather than settle in the middle.

Elizabeth Capozzoli, Douglas Elliman

Five years from now, I think the biggest change will be that buyers will expect even more than a beautiful home; they'll be looking for a lifestyle that fits how they truly live. Flexible spaces for working remotely, energy-efficient features, smart home technology, and seamless indoor-outdoor living will become the norm rather than the exception. At the same time, the Hamptons will continue to evolve into more than just a seasonal destination. More people are choosing to make it their primary home because they value the sense of community, natural beauty, and quality of life that exist here year-round, while still affording easy access to New York City.

What I think will surprise people most is that, despite changes in technology and how homes are marketed, real estate will remain a relationship business. AI, virtual tours, and digital tools will make transactions more efficient, but they won't replace local expertise, trusted guidance, and genuine connections. In a market as unique and nuanced as the Hamptons, understanding neighborhoods, pricing, and the people behind every transaction will always matter. That's something I don't see changing.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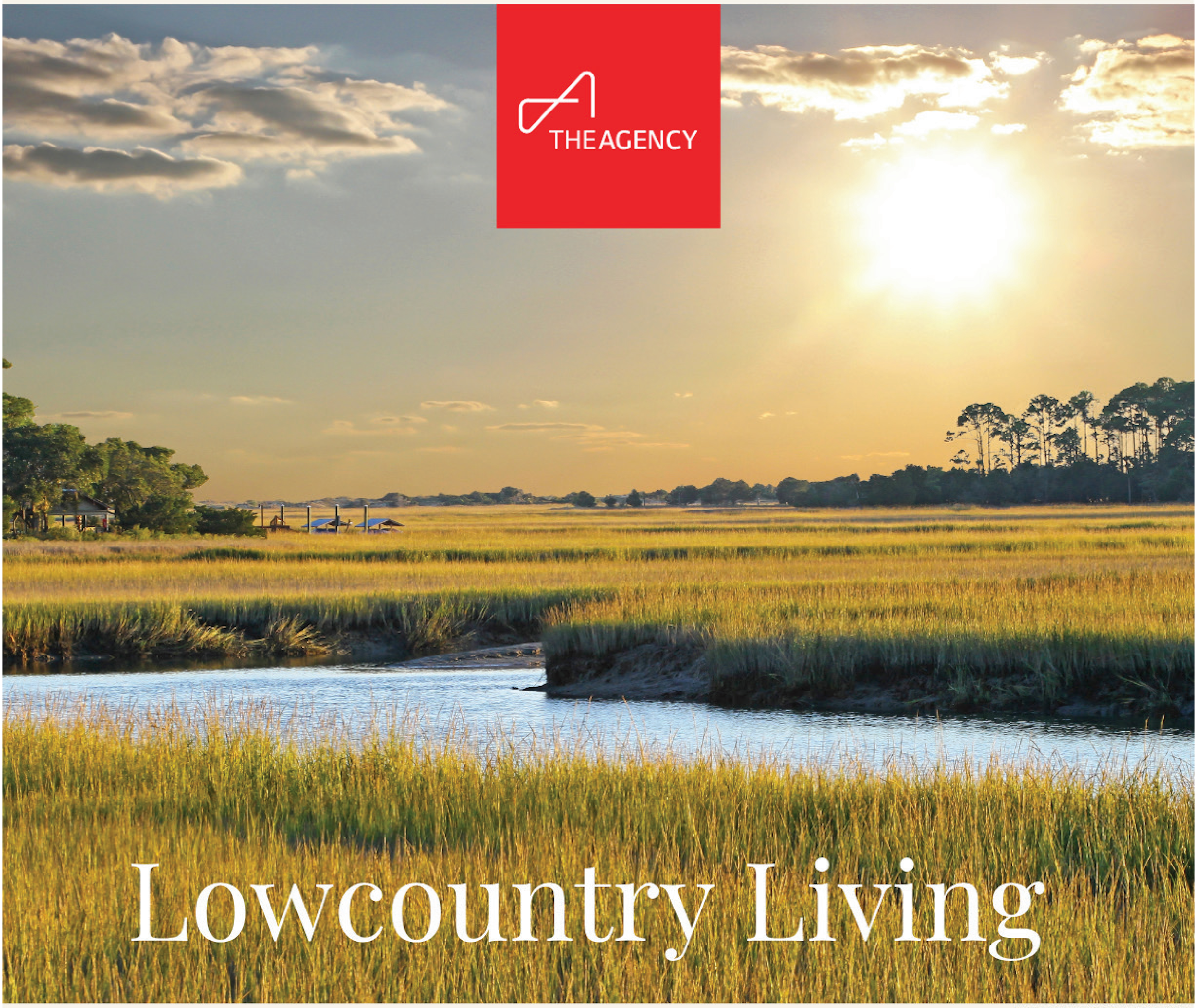
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