

James Lane

— Real Estate & Design —

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24 THE CROSSWAYS

EAST HAMPTON VILLAGE



THE BENJAMIN HOUSE

South of the highway, deep in the East Hampton Village estate section feet from Lily Pond Lane and Main Beach, this beautifully renovated 9 bedroom “summer cottage” circa 1902 is tucked away on a gated and majestically landscaped 1.5+/- acres with detached 2 car garage, heated, gunite pool and spa, and sunken, all weather, hard court tennis. The parklike grounds have broad lawns ringed with mature specimen plantings for world away privacy and lovely outdoor spaces like the shade garden and the al fresco dining pergola. The exceptionally well proportioned three-story cedar-shingled home, lifted and fully renovated by notable architect Kathrine McCoy, profits from large windows with diamond panes for a quintessential Hamptons aesthetic. Past the covered front porch, the home opens to a paneled foyer with charming window seat that leads to a bright living room with fireplace and a spacious sitting room. The expansive gourmet eat-in kitchen has top of the line appliances and sitting and dining areas with a built-in banquette and opens to the slate patio overlooking the pool and dining pergola. The adjacent formal dining room opens to a dreamy screened porch. An exceptional level of finish continues throughout the upstairs en suite bedrooms arranged around the generous landing. The luxurious primary bedroom has an attached office and a gorgeous bath with dual vanity and tub. The finished lower level has a bedroom suite, recreation area, media area, gym, wet bar and a ceramic studio with kiln. A special opportunity to own a turnkey gated estate with tennis a close proximity to world class ocean beaches and the charms of East Hampton Village Main Street.



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Jennifer Wilson

On Real Estate & Community

By Ty Wenzel

Jennifer Wilson of Saunders & Associates doesn't look at a home in East Hampton as just a piece of property to be traded. Having lived there her entire life, she sees the town through the lens of the people she grew up with and the neighborhoods she has watched change over the decades. Her career in real estate was built slowly on those local connections and a deep familiarity with the area. Even as the market shifts toward social media listings and a constant demand for year-round luxury living, Jennifer likes a simpler approach. She believes that no matter how much the technology changes, the job still relies on discretion and being a reliable part of the community.

You're a true East Hampton local — you grew up here, built your career here, and raised your family here. How does that lifelong connection shape the way you approach real estate differently from someone who came to the Hamptons later in life?

The relationships that I have are key to my success. From the inspector to the lawyer to New York Title... Everything gets done quickly. I think my relationships get me to the front of the line, and that benefits my clients.

After more than two decades in Hamptons real estate, what changes in the market have been the most profound to witness firsthand?

I think that the most profound difference is social media. An agent has to be making video content consistently, showcasing their properties and themselves.

The Hamptons have evolved from a primarily seasonal destination into a much more year-round lifestyle market. How has that shift changed buyer priorities and expectations?

There is a high demand for luxury amenities both at home and in the community. Clients are looking for wellness at home. I've also noticed a demand for memberships into private clubs, such as padel.

You've built one of the top-producing teams in the Hamptons. What makes a truly successful real estate team in today's market beyond simply sales volume?

Again, I go back to relationships and the referrals that stem from them. After 20 years,



I have very high-end referrals from people all over the world. A lot of my buyers have become friends, and those relationships are very important to me.

You often describe real estate as a “team sport.” What leadership qualities do you think are most important in building a collaborative, high-performing team culture?

I think being humble and totally focused on the client at all times... a luxury experience at every level.

As someone deeply rooted in East Hampton, how do you think the character of the community has changed over the years — and what do you hope never changes?

When I was growing up, the wealthy second-home owners would roll in completely understated in wood-paneled station wagons and were definitely not in your face. That has definitely changed. That being said, the real local community here is amazing and still exists. I love that I've known a lot of people in this community for my entire life.

Today's luxury buyers are

often looking for more than just a beautiful home they're seeking lifestyle, wellness, privacy, and connection. What trends are you seeing define the next generation of Hamptons luxury?

People want homes that feel like personal retreats. Gyms, spas, and beautiful outdoor spaces. Luxury buyers are spending more on how they live. They are looking for a property where their family and friends can be together and create memories.

You've maintained longevity and success in an incredibly competitive industry. What do you think clients value most now when choosing an agent in the Hamptons market?

Market knowledge and local knowledge are very important, as is discretion. Buyers and sellers want to work with someone who they can trust and who really understands the community. The lifestyle, zoning, off-market properties, etc. Luxury buyers and sellers want an advisor, not a salesperson.

There's often a perception that Hamptons real estate is purely glamorous, but the

business requires constant strategy, negotiation, and emotional intelligence. What do people misunderstand most about what it takes to succeed at this level?

Most of the time, people just see the beautiful houses and the sold price. Most people do not understand what goes into each sale. Behind the scenes, there is a lot of maneuvering and moving pieces. I often say that real estate agents should have a degree in psychology. Buying and selling a home is a very emotional thing, and it is really important for agents to be patient and understand that emotions can run high. I literally work 24/7. I've shoveled snow at my listings, made beds, and hugged a few crying clients.

When you look at the future of the Hamptons real estate market over the next decade, what opportunities excite you most — and what challenges do you think the industry will need to navigate carefully?

I think that the townships need to put the CPF and CHF funds to good use. This is very important to the future of our communities on the East End.

Learn more about Jennifer Wilson by visiting hamptonsrealestate.com.

The Hedges Inn

Reopens Following Redesign By David Netto



The Hedges Inn in East Hampton enters a new chapter as it reopens after an interior redesign led by acclaimed designer and author David Netto. Known for his sophisticated yet irreverent style, Netto brings his distinctive aesthetic and East End roots to refresh the Inn's storied character, preserving its historic charm while introducing a more refined, residential feel.

The redesign encompasses all interior spaces of the Inn, including its 12 guest rooms, restaurant, bar, and public areas. Rather than reinventing The Hedges Inn, Netto approached the project as

a thoughtful refinement of what has long made the property so beloved — creating interiors that feel warmer, richer, and more inviting while staying true to the spirit of the house.

Throughout the Inn, antique and vintage pieces sourced from the UK, Maine, and Massachusetts, including the Brimfield Antique Market, are layered with custom furnishings, tailored upholstery, and handcrafted details, giving the spaces a collected, residential feel, while holding onto the historic character that has defined The Hedges Inn since 1873.

A focal point of the redesign is a custom sce-



nic de Gournay wall covering for the parlor room, created by Wetenhall and Netto and inspired by the landscapes, landmarks, and architectural character of East Hampton. The hand-painted scene weaves together references to the village's historic homes, beaches, and natural surroundings, alongside layered personal details and hidden motifs drawn from the Wetenhall family's history and life on the East End.

Following the breakout first season of Swiftly's at The Hedges, the restaurant and bar have been reimagined to create a more vibrant, visually immersive dining experience. A re-designed bar, improved restaurant flow, and a stronger connection between the indoor and outdoor spaces create the setting.

Project architect Kiko Sanchez and his firm FGS Design oversaw the architectural scope of the renovation, ensuring the refreshed in-



teriors remain aligned with the Inn's historic character, while local contracting firm Fifth &

Dune, led by Kevin Warren, spearheaded the restoration.

Beyond The Broker

Dana Trotter On The Art Of The Ride And The Art Of The Sale

By Ty Wenzel

Long before she began navigating the high stakes of the Hamptons real estate market, Dana Trotter of The Agency spent her mornings in a saddle. Her education did not happen in a boardroom but in the stables and the competition rings of the Hampton Classic. As a lifelong equestrian, she learned early on that a single win mattered far less than the months of preparation leading up to it. Riding taught her that setbacks were inevitable and that the only real response was to get back up and try again.

These lessons became the foundation for Trotter's career as a broker. In a market as competitive as the East End, she finds that the same discipline she used in training horses applies to closing deals. Success in real estate often comes down to persistence and the ability to maintain trust over a long period. She views her work as a process that requires the same patience and resilience she has practiced since childhood.

Today, her life remains split between the property lines of luxury estates and the dirt of the riding ring. The connection she feels to the East End is tied to both. She reflects on how the habits formed in her youth continue to steady her professional life, proving that the grit required to handle a horse is the same grit needed to navigate a complex business landscape. For her, the two worlds have never been separate.

Before becoming one of the Hamptons' top luxury brokers, you competed in equestrian events. How did the discipline and mindset required in riding shape the way you approach business and negotiation today?

Riding shaped who I am from a very young age. It is the kind of sport where you really have to put the time in, so I learned early to think long-term, set goals, and stay committed to the process. It taught me a tremendous amount of discipline and work ethic and made me incredibly driven.

I had to work hard to see results, and while I have always had a strong connection with animals, I also had to develop tenacity and grit to succeed. Those qualities have served me very well in real estate. Business and negotiation require patience, focus, preparation, and the ability to stay steady under pressure, and I think riding helped instill all of that in me.

You've spent your life balancing two highly competitive worlds: equestrian sport and luxury real estate. Do you see parallels between the psychology of riding and the psychology of high-level dealmaking?

Absolutely. The mentality I learned from a young age was never to give up. You fall off, and you get back on.

Real estate has brought me many wins, and for that I am truly grateful, but there have also been losses and disappointments along the way. You cannot let that stop you. You have to stay calm, keep perspective, and keep moving forward. In both riding and real estate, confidence matters, but so does humility. You have to be prepared, trust your instincts, and know how to recover when things do not go exactly as planned.

The equestrian community has long been woven into the cultural fabric of the Hamptons. How has that world influenced your connection to the East End over the years?

The horse world has deeply shaped my connection to the East End. I have ridden across many properties that were once farm fields and open land, and I have watched the Hamptons change so much over the years. At the same time, I have also been grateful to see so much preserved through the CPF and the commitment this community has to protecting open space.

My history here makes a real difference in my work. I am connected to the local community in a very authentic way, and those relationships matter when navigating deals. The Hamptons is a relationship-driven place, and having roots here gives me a perspective that cannot be manufactured.

My relationships through the horse world also helped start my career. I was fortunate to know and work with an incredible network of people from a young age, and many of those people trusted me with their business and sent referrals. That support meant a great deal to me and helped build the foundation of my career.

You've been competing at the Hampton Classic Horse Show since you were eight years old.



Photo by Kelli Hull

What does that event represent to you personally beyond the sport itself?

The Hampton Classic was the pinnacle of the show season when I was a little girl. It is such a renowned event, attended by hundreds of thousands of spectators and many of the country's best riders. To be able to show there from a young age was a huge honor, and it still is.

Beyond the sport, it represents tradition, community, and a very special part of the Hamptons. For me, it holds so many memories from different stages of my life. It is one of those events that brings together the equestrian world and the East End in a way that feels incredibly meaningful.

Luxury real estate can often appear glamorous from the outside, but like equestrian sport, it demands enormous resilience, precision, and stamina behind the scenes. What keeps you grounded through both worlds?

I was never afraid to get my hands dirty. I

started working at the barn when I was nine years old so I could afford extra lessons. I mucked stalls, swept aisles, and did whatever I had to do in order to ride more.

That kind of work teaches you humility, stamina, and appreciation. I have always had a lot of energy and drive, and that carries through to my work today. I have so much gratitude for the success I have had, but I also remember where I came from. I appreciate all that comes my way, and I try never to take any of it for granted.

You recently helped launch The Agency's first Hamptons office after nearly three decades with Sotheby's. What inspired you to make such a major career leap at this stage in your success?

I had been driving to the same office for 27 years, so it was a major decision. I am loyal and steadfast by nature, but when the opportunity came up to help launch The Agency in the Hamptons, it felt like the right time to take a leap and begin a new chapter.

It has been one of the most exciting chapters of my career. Being able to work with my husband and with our business partner, Tyler Whitman, has brought so much new energy. Tyler is incredibly inspiring and brings such a positive mindset every day. We work very hard, but we also have a lot of fun doing it.

Both luxury real estate and equestrian sport are deeply relationship-driven worlds built on trust and reputation. How important has authenticity been in building your career and personal brand?

Authenticity is everything to me. I have built my career and my life on being who I am.

In real estate, reputation matters deeply. People trust you with some of the most important decisions in their lives, and I do not take that lightly. I believe in being honest, straightforward, hardworking, and consistent. I care about the people I represent, and I always want the best outcome for my clients and customers.

The same is true in the horse world. You

cannot fake commitment, and you cannot fake trust. I think people respond to authenticity because they know when something is real. For me, integrity has always been the foundation.

You've achieved extraordinary success in Hamptons real estate while maintaining a lifelong passion outside of work. Do you think having something beyond business, like riding, is essential for longevity and balance?

Yes, I do. I spent a good part of my 30s not riding and focusing on work and running home to my children. It was always a juggle, and I was fortunate to be able to do it. I never missed a school event or an important appointment, but after years of only working and raising kids, I realized I was missing my passion.

At almost 40, I started riding again and eventually got my own horse. It has been incredible to have that time at the barn again. I start most days with an early ride, and there is nothing better to keep me grounded.

I call my horse my therapy. I am connecting with my animal, not thinking about work or kids, getting exercise, and being outside. There is nothing better for me.

You were recently recognized nationally among New York's most powerful brokers. Congratulations. After decades at the top of the industry, what continues to excite and motivate you both professionally and personally?

I love what I do, and the market's constant evolution keeps me motivated. Real estate is never static. You have to adapt, stay sharp, and continue to grow.

Right now, I am incredibly excited about growing this business, helping other agents, and watching their success. I still love new deals, new challenges, and the energy that comes with building something. Seeing The Agency Hamptons continue to grow has been very rewarding, and there is so much more to come.

Learn more about Dana Trotter by visiting theagencyre.com.



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



3 & 9 Railroad Ave, East Hampton **\$24,750,000**
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**
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Beyond The Blueprint

Paul Masi On Place, Preservation, And Purpose

By Ty Wenzel



Paul Masi grew up on the East End, and that long history with the land shaped how he looks at a building site. For sixty years, his firm, Bates Masi + Architects, has been working across this landscape. He does not see a house as an object to be forced onto a piece of ground. Instead, he treats it as a response to the history and the ecology of the place. He considers how people actually live and how the local craftsmanship can be used to build a fully designed and deeply regarded structure.

As the Hamptons negotiate faster development and environmental changes, Masi’s approach stays focused on restraint. He believes in how the region has evolved and why resilience has become more important. To him, the most successful houses are the ones that feel right in their specific surroundings, as if they were meant to be there and would not work anywhere else.

You grew up spending summers in Montauk and now live in Amagansett. How has your personal relationship with the East End shaped the way you design homes here differently from architects who approach the Hamptons as outsiders?

Living here for most of my life has given me a deeper understanding of the East End beyond just its physical landscape. The culture, history, weather, and rhythms of daily life all inform the way we think about design. Our founder, Harry Bates, began working here in 1965, so the firm’s history is deeply intertwined with the evolution of the region itself.

What interests me most is understanding what makes a place unique. On the East End, that means paying attention to the forces that have shaped it over time — its maritime history, agricultural roots, changing ecology, and the people who live here. Those layers create a richness that can’t be understood from a site visit alone.

This way of working has also influenced how we approach projects elsewhere. Whether we’re working in Hawaii, Texas, or Florida, we’re always looking for the underlying characteristics that give a place its identity and trying to make architecture that grows out of those conditions rather

than being imposed on them.

The East End has changed dramatically over the last decade architecturally, culturally, and environmentally. What shifts are you seeing now that most influence the way homes are being designed?

Over the last decade, land values have increased so dramatically that many houses built in the 1970s, ’80s, and ’90s are being replaced. In many cases, the value of the land has outgrown the value of the structure, so clients are looking to build homes that are more carefully considered and more enduring.

At the same time, clients have become much more sophisticated and engaged in the design process. Expectations around environmental performance, craftsmanship, material quality, and integrated technology are much higher than they were even ten years ago.

One of the most remarkable things about working here is the quality of the people involved in building. The East End has attracted an extraordinary concentration of skilled trades, consultants, and craftspeople. That level of expertise allows us to pursue ideas with a degree of precision that is increasingly difficult to achieve elsewhere. The result is architecture that is more refined, more technically ambitious, and more responsive to its environment.

How true! Your firm is known for research-driven architecture. What do you research exactly, and what kinds of environmental or historical research most often lead to unexpected design solutions?

We begin every project without a preconceived idea of what the architecture should be. Instead, we cast a very wide net. We study the history of the site and region, environmental conditions, local building traditions, budget, and, just as importantly, the lives of the people who will inhabit the house.

The goal isn’t research for its own sake. It’s to uncover relationships and patterns that



aren’t immediately obvious. Often, a small observation — a historical artifact, a climatic condition, a construction technique, or a client’s habit — becomes the catalyst for the entire design.

Those discoveries help shape not only the form of the building, but also the narrative behind it. At its best, the research gives the project a sense of inevitability. The house begins to feel as though it could only belong to that client, on that site, in that particular place.

Coastal resilience and climate change are now unavoidable realities on the East End. How has rising concern over flooding, erosion, heat, and storms changed the conversation between architect and client?

Coastal resilience is now part of almost every conversation we have on the East End. Many of our projects are in sensitive environments, so the work becomes a careful balance between meeting regulatory and environmental demands, fulfilling the client’s goals, and still creating a meaningful piece of architecture.

These sites are often governed by multiple agencies, each with its own priorities. At times, those requirements can even conflict with one another. That can be challenging, but it also forces the design to become more disciplined.

For us, it is essential to establish a strong concept early in the process. If the idea behind the house is clear enough, it can absorb change. Elevations may shift, foundations may evolve, materials may be reconsidered, but the character of the project remains intact. In that way, resilience is not only technical. It becomes part of the architecture’s logic.

Luxury in the Hamptons used to mean scale and opulence. Today, it seems many clients are craving something quieter and more connected to nature. Are you seeing a philosophical shift in what high-end homeowners value?

Yes, I think there has been a shift. Our clients tend to come to us because they are looking for something more connected to the place. They are less interested in architecture as an object and more interested in how a house can shape the experience of living.

Harry Bates used to say that the luxury is the landscape and the view, not necessarily the finishes. That idea has stayed with us. A beautiful material is important, but it should not compete with the place. The architecture should heighten your awareness of the landscape, the light, the weather, and the changing seasons.

We think a lot about how buildings age. Materials that weather, patina, and become more beautiful over time can create a different kind of luxury — one that is quieter, more durable, and less dependent on fashion.

Your projects often feel deeply rooted in the landscape rather than imposed upon it — your respect for the environment in which the home will sit is obvious in its naturalistic design. How do you balance creating

a bold architectural statement while still respecting the natural character of the Hamptons?

We try not to think of the house and landscape as separate things. There should be a dialogue between them. In the early stages of design, we are often thinking as much about topography, arrival, plantings, and views as we are about walls and roof.

A strong architectural idea does not have to dominate the site. In fact, the most powerful projects are often the ones where the structure and landscape bring each other into balance. Many clients are drawn to the East End because of its natural beauty. Our responsibility is not to overwhelm that, but to help them experience it more deeply.

Then there’s the elephant in the room: increasing criticism that the Hamptons is losing some of its architectural identity to oversized speculative homes. What do you think defines authentic East End architecture today?

I understand that concern. A lot of speculative work is not really responding to the landscape, the climate, the people, or the way life is lived here. It often responds to a market investment. When profit becomes the primary driver of architecture, the result can feel generic and ultimately disposable, as it no longer serves the needs of future generations.

The most iconic architecture on the East End has usually come from a more specific relationship between a person and a place. It might be a modest beach house, an agricultural building, a modernist experiment, or a house shaped by the particular habits of a family. What makes those buildings meaningful is that they were not trying to appeal to everyone, but they were carefully designed and crafted.

Harry Bates helped define a modernist architectural legacy on Fire Island and in the Hamptons. How do you honor that legacy while still pushing contemporary architecture forward?

Harry Bates had very strong design principles, but he was also deeply receptive to his clients. Those two things can seem at odds, but in his work, they created some of the most interesting solutions. He understood that architecture becomes stronger when a clear idea meets the realities of a particular client and site.

We carry that forward. The goal is not to repeat Harry’s work formally. It is to continue the discipline behind it — the clarity, restraint, craft, and sensitivity to place.

In our current work, there is a rigorous idea running through each project; it is shaped by the client, the site, the region, and the construction process. That is where we see the legacy continuing. Not as a fixed style, but as a way of thinking.

Many of your homes blur the line between indoors and outdoors in subtle ways. In a post-pandemic world where people are spending more time at home, how has the

emotional role of residential architecture evolved?

Residential work has always carried an emotional weight, but I think people are more aware of it now. Because we work primarily on houses, we see how personal the process is. Clients are not just asking for rooms and finishes. They are thinking about how they want to live, how they want their children to remember a place, how they gather with friends, and how they find quiet. There is a passion from the clients to achieve a design that inspires them on a daily basis, and working with our clients to achieve this is incredibly rewarding. These homes become part of a family’s history. They hold daily routines and important moments. They are lived in, changed, passed down, and remembered.

Where do you look for inspiration? Travel, Instagram, magazines, books? What inspires you?

Inspiration can come from almost anywhere — travel, art, nature, books, conversations, or simply observing how people live. But I think it has to be handled carefully. If inspiration is applied too directly, it can become fashion and not stand the test of time.

We are more interested in distilling inspiration than reproducing it. Something might begin as a memory of a place, a material behavior, a construction detail, or even a conversation with a client. The challenge is to understand why it matters and how it belongs in the project.

Lately, I find inspiration in the continuing evolution of craft. We are working with people who can execute ideas at an extraordinary level, and that opens up new possibilities. But the goal is still restraint. The work should feel inevitable, not overly designed.

When you think about the future of the Hamptons 20 years from now environmentally and architecturally — what concerns you most, and what excites you most?

What concerns me most is the pace of development and density. The East End is changing quickly, and when growth happens without enough thoughtfulness, it puts pressure on the infrastructure, the environment, and the qualities that made the place desirable to begin with.

Architecturally, I worry about work that is too short-term in its thinking. If buildings are designed primarily around immediate market value, they may not serve the next generation very well. The Hamptons have always been shaped by a balance between natural beauty, cultural history, and experimentation. That balance needs to be protected.

What excites me is that the region still has the ability to produce meaningful architecture. Our own work has evolved dramatically over the last 60 years, but there is still a common thread of craft, restraint, and site-specific thinking. Our families are rooted here, and we care deeply about how the East End continues to evolve. The opportunity is to help shape a place that is as desirable, thoughtful, and resilient 20 years from now as it is today.

Learn more about Masi and his work by visiting batesmasi.com.

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The Saunders Stewardship Impact

Ed Gaetjens On Philanthropy, Community, & The Future Of The Hamptons

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 fourth installment, featuring Saunders & Associates’ real estate broker, Ed Gaetjens.

The Hamptons is often defined by the scale of its homes and the stretch of its beaches, but for Ed Gaetjens, the area’s identity has always been about something more practical. While he has built a career in the local real estate market, his time is frequently divided between business and the community work that keeps the East End functioning. He is a familiar face at the Bridgehampton Library and can often be found at the hockey rink, where he spends hours coaching and mentoring young players. His involvement goes back years, including his time as a volunteer with the Bridgehampton Fire Department. Gaetjens approaches his work and his personal life with the idea that protecting a town requires more than just managing its property values. He views community engagement as a form of long-term investment. In his view, the future of the Hamptons depends on a balance between growth and the personal commitment people make to their neighbors and the local institutions that hold the place together.

The Stewardship Series is about spotlighting people helping shape the future of the Hamptons beyond business. What inspired your involvement with the Bridgehampton Library specifically?

I absolutely love the fact that in this fast-paced, all-out, see-and-be-seen community, the Bridgehampton Library provides a way to unwind, de-stress, and just breathe. The directors, employees, and volunteers provide a calm and relaxing setting that we desperately need to just unwind. “Fridays at Five,” which Saunders & Associates proudly and generously sponsors, is my favorite activity during the summer. Before the hectic weekend begins, being able to listen to world-renowned authors talk about their books is priceless. The library has featured Ina Garten, Kati Marton, James Patterson,

Robert Caro, Alice McDermott, and Susan Isaacs, to name a few. This all takes place in the most gentele of settings, the garden behind the Library.

Local restaurants donate delicious food. A glass of wine is also available. Don’t miss it.

You’ve spent more than two decades selling and developing Hamptons real estate. How have you seen the character of both the market and the year-round community evolve during that time?

As a real estate investor and agent, I am constantly looking at the Hamptons GIS (Geographic Information System) maps. It’s remarkable the change in two decades in the density of buildings.

Farm fields have become developments, and vacant land in “the woods” has been transformed into estates.

Clearly, Covid brought a new wave of people Out East. Working from home has made Hamptons houses a choice for many people. Yet, my feeling is the Hamptons will never be a bedroom community like many suburbs in the metro area.

The East End is often viewed through the lens of luxury and exclusivity, but institutions like the Bridgehampton Library are really part of the cultural backbone of the East End. Why is it important to support those spaces?

The surest way to feel overwhelmed and unimportant is to join the “keeping up with the Joneses” crowd. It’s the Hamptons. Someone will always have more (many will have a lot more!) than you do. Doing your part, whether it’s as a volunteer or a donor, brings you closer together as a part of this community.

What, in your view, separates responsible development from overdevelopment in the Hamptons today?



That’s an extremely hard question to answer. I will tell you that the bigger-is-better arms race is over. Building bigger without purpose has become passé. Builders now are looking more at the detail and innovation they can bring to a home than just the square footage.

Buyers demand more. Think smart homes, defined space, sustainable materials.

As someone involved in both luxury real estate and community service, what does stewardship personally mean to you?

Serving my community as a member of the Bridgehampton Fire Department fills me with pride. The camaraderie with my fellow members is so special to me. Everyone has been so accepting and kind to me. I try to serve the FD to the best of my ability. At 63, I think more of an asset in the kitchen than on the firetruck!

My love of coaching ice hockey is something that sustains me and makes me grow daily. The time and commitment that you give to kids is a reward in itself. I’ve coached for over three decades. The proudest I can feel is when a 35-year-old with a wife and child greets me with “Hi Coach!” I absolutely feel like I am a steward in this community. So much beauty in this magical place. Driving to work out in the morning on Scuttle Hole Road, watching the sun rise in the east, you know that this is where you want to be.

There’s an increasing conversation around preserving the authenticity of the Hamptons amid rapid growth and record-breaking wealth entering the market. Do brokers and developers have a responsibility beyond simply closing deals?

Hamptons real estate is hypercompetitive. My background on Wall Street prepared me well for it. Yet, it’s different in many ways. So, as an agent, you can easily get caught up with “hey, if not me, someone else will sell it, list it, or develop it.”

I think that as agents, we can share our knowledge and expertise regarding what works in certain situations. The guidance we can have can have an impact on what is going to happen. Or, the developer will do as they wish within the setbacks and zoning rules for the property.

You’ve worked through multiple market cycles, including the massive post-pandemic boom. What feels most different about today’s Hamptons buyer compared to 10 or 20 years ago?

We have to remember that going into 2020, the Hamptons were oversupplied with homes. Listings languished for multiple months (others sat for years). It was estimated that over 3,500 homes were available going into 2020. The first talk of the pandemic shot rentals to the moon. Many can remember the stores overrun with people buying everything they could put in their shopping cart. Then the quiet period. Thoughts of sales vanished until the spring, and the dam broke. Years of inventory gobbled up in months. Prices flying to records.

For a good two to three years, this buyer was “let’s get out of the metro area.”

Now I feel a buyer is purchasing as a vacation home. A place for family and friends. Also, the use as a rental property is a must.

How important is trust in Hamptons real estate, especially in a close-knit community like this?

It’s all I have, my trust and my reputation. I will relentlessly work for my clients, but I’ll never do anything illegal or underhanded. I’d rather miss something than do anything wrong.

It’s a marathon for my clients and me. I want real relationships with them. And I want those to last beyond the transactions.

Are you seeing more interest from clients in becoming genuinely part of the

community and supporting local causes?

I am seeing that daily. We have had new people joining the Bridgehampton Fire Department. People who want to serve a higher purpose. It’s great to see this investment in our community.

When you think about the future of the Hamptons 20 years from now architecturally, environmentally, and culturally what concerns you most, and what gives you hope?

I see a newer generation thinking more about sustainability than just grandeur when it comes to the homes they are buying and building. The environment Out East has some great stewards in the town’s conservation and environmental boards. The Peconic Land Trust and Southampton and East Hampton Towns Community Preservation Funds continually buy land to preserve for everyone.

I’m going to use a Wall Street term: I’m bullish on the Hamptons. We will always be a place where people from everywhere come to relax on our beautiful beaches, dine at our restaurants, stroll our charming Main Streets, gaze at world-class art in our galleries, and generally just be happy.

What are some of your favorite things about the East End that you love beyond the beach?

I love the East End year-round. As our community swells in the summer, I sometimes long for the shorter days filled with hockey coaching and hanging out with my firefighter buddies.

So many cool places to check out. Java Nation in Bridgehampton for coffee, Shippy’s in Southampton for great food and fun. Please check out Sun Life Organics in Sag Harbor for the best açai bowl ever!

But there is nothing like a summer in the Hamptons. If you are reading this on the beach, you know what I’m talking about.

East Hampton Art & Design Days

East Hampton Art & Design Days returns for its second annual edition from July 9 to 12, bringing together an influential community of designers, tastemakers, collectors, and cultural leaders for a highly curated weekend of intimate experiences across the East End. Coinciding with the celebrated East Hampton Antiques & Design Show, the four-day program honors the Hamptons’ enduring legacy of creativity.

The program starts Thursday, July 9, with pop-up shopping experiences hosted by Veronica Beard and Helena Simon at Kirna Zabete, followed by a conversation at West | Out East with Wolf Holden, Chris LaGuardia, Ray Booth, and Clint Smith.

Friday’s VIP House & Garden Tours allow guests

to visit private residences and gardens in East Hampton, including a breakfast and garden tour with Charlotte Moss, the home of Darcy Miller designed by David Mann, a Cathy Kincaid residence featuring custom de Gournay, and the home and gardens of Marshall Watson.

Friday ends with rosé and shopping with Aerin Lauder at the new AERIN East Hampton Boutique, designed by Tom Scheerer, with both in attendance.

Saturday offers a breakfast and book signing at Red Horse Plaza with authors and designers, including Ariel Okin, Darcy Miller, Tim Adams, Kendall Cronstrom, and others. Additional pop-ups at Guild Hall include Sherle Wagner International and Tectona.



The weekend wraps up Sunday, July 12, with the Guild Hall Speaker Series, featuring discussions with industry leaders like Margot Shaw,

Charlotte Moss, Aerin Lauder, Sarah Wettenhall, Marshall Watson, Jacqueline Terrebonne, Deborah Berke, Bryan Graybill, Cordelia de

Castellane, Alex Papachristidis, Dara Caponi-gro, Tom Scheerer, Cathy Kincaid, and Amy Astley.

Sunset Soirée

James Lane Post Hosts Event With Meegan Darby & Corcoran

James Lane Post partnered with Meegan Darby of Corcoran to host a charming Sunset Soirée at Meegan's listing in Water Mill, located at 15 Water Mill Heights Drive, built by KB Building LLC.

The evening marked the beginning of Memorial Day weekend, offering guests light bites and desserts by Disset Chocolate, complemented by James Lane Post's collaboration with RGNY wine. Attendees departed with gifts from Clarity Mind Studio and mimmaa! skincare.

Building LLC, is ready for its new owner. Situated on nearly five acres at the end of a quiet cul-de-sac, this modern residence offers sunset bay views, a pool and spa, a pool house, an outdoor kitchen with heated dining, and tennis courts.

The thoughtfully designed nine-bedroom home spans 10,750 square feet across three levels. Constructed with superior Douglas fir and steel girders, it is a showcase of top-quality materials and expert craftsmanship.

The stunning home, a sleek new build by KB

Photos by Madison Fender



Real Estate Confab

Top Hamptons Brokers Reveal What Luxury Buyers Are Getting Wrong

By Ty Wenzel

The Hamptons real estate market has stayed in the spotlight for decades. People come to the East End looking for the extra lifestyle with pastoral beauty as its backdrop, whether it is a house by the water, an equestrian haven, or a modern retreat built as an investment. Even with all that interest, buyers often hold onto specific presumptions about pricing, available inventory, and what these properties will be worth in the long run that do not always align with reality on the ground.

To get a better sense of how the market is moving now and what it might look like in a decade, a group of luxury brokers shared their perspectives. They looked at the common misunderstandings buyers currently have, and where someone might focus if they plan to hold a property for 10 years. Their observations point toward how buyer priorities are shifting and which specific communities are positioned for growth across the region. Three rockstars of the region heard the call.

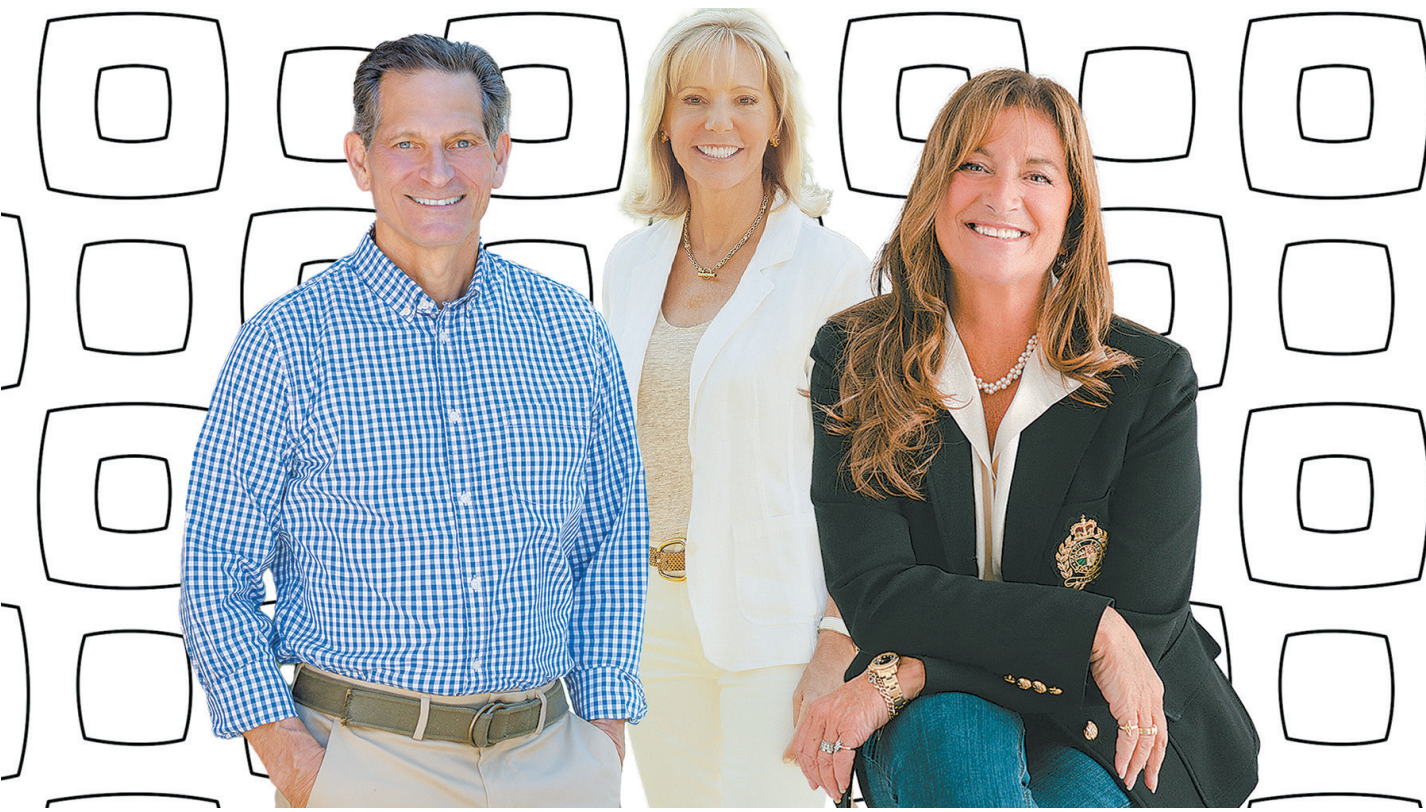
Susan Breitenbach, The Corcoran Group

One of the most persistent misconceptions

I hear is that there simply isn't any inventory in the Hamptons right now. While it's true that availability is limited, that doesn't mean opportunity doesn't exist. It absolutely does. In fact, there are some truly exceptional estates on the market, with more great properties expected to launch in the coming months.

For example, I'm currently bringing to market an extraordinary 11-plus-acre compound on Georgica Pond. This property is incredibly rare, featuring two waterfront parcels, a large main residence, a guest house, a pool, and tennis. It's been repositioned with a significant \$10 million price adjustment, which speaks directly to today's market dynamic — even at the very top, pricing must reflect value. Today's Hamptons buyer, whether they're entering at \$1 million or \$100 million, is highly sophisticated and discerning. They're looking for something truly special, and they want to feel they're making a smart, well-timed investment. They won't overpay, but they will act decisively when they recognize quality and value.

From a results standpoint, the demand is clearly there. I was the number one East



End broker at Corcoran last year, and this year I've already surpassed \$225 million in transactions since January. That tells you everything you need to know — properties are trading, buyers are engaged, and deals are happening!

Looking ahead, all indicators point to a very strong second half of 2026.

If you're buying in the Hamptons with a 10-year horizon, my advice is clear. This is an opportune moment to enter the market, and you should be thinking long-term about scarcity and intrinsic value. Over the course of my 35-year career here, I've seen properties trade and re-trade across every cycle. The question has never been if values will rise, but how much. That's especially true now, as developable land becomes increasingly scarce, and construction costs continue to climb. The barrier to entry is only getting higher, which naturally supports long-term price growth.

With that in mind, I always guide my clients toward assets that cannot be replicated. Waterfront properties are the clearest example. They are finite by nature, and

demand for them remains extraordinarily strong. Over time, they tend to deliver the most significant returns. That said, it's not just about the location — it's about the total package. Privacy, acreage, architectural integrity, and the ability to create a legacy property all matter tremendously. If you can secure something that feels unique today, it will be even more valuable a decade from now.

Our region remains one of the most coveted and resilient luxury markets in the world. For buyers who take a thoughtful, strategic approach, Hamptons real estate continues to be not only the ultimate lifestyle purchase, but an exceptional long-term investment.

Judi Desiderio, William Raveis

I'd like to first point out that nearly all of the real estate we represent is "luxury" with "affluent buyers" after all, the median home sale price is over \$2 million, and more than 50 percent of our buyers are second home buyers. That said, the #1 misconception of all buyers is to think "you're the only buyer at the table."

Wherever their friends or family are is where they will land — with a 10-year horizon, all Hamptons markets will enjoy healthy appreciation. If they're buying for a pure investment strategy, then west of Mecox Bay and the North Fork.

Mark Greenwald, Saunders & Associates

I think that sometimes there may be a hesitancy to purchase at what might be perceived as the "top of the market." What I have found consistently is that there truly is no better time to buy than today, whatever that day may be. Pricing in the Hamptons remains strong, and I have yet to have a customer invest in a property that has not accrued value, generally more value than if they had invested in anything else.

I know it's not a new saying... but location, location, location! The closer you are to the shoreline or village center, the more value. There are a tremendous number of fabulous homes in all areas of the Hamptons, but truly, the land value is what determines future return.



14 RIDGE ROAD, SOUTHAMPTON

Newly construction set on 1.48-acres | 6 BR | 6.5 BA | Gourmet chef's kitchen flows seamlessly into expansive living and dining spaces | Finished lower level | Expansive grounds surround the heated pool | Ideally located moments from Main Street, ocean beaches, and village amenities | \$4.695M | Web# 931809



33 PETERS PATH, EAST HAMPTON

Located in the coveted waterfront enclave of Hampton Waters | Renovated A-frame offers a rare blend of architectural character, elevation, and water views | Set on the southwestern shores of Three Mile Harbor 4 BR | 3 BA | 1,800 SF | Raised pool area | Community beach, and bulkheaded dock | \$2.595M | Web# 931362



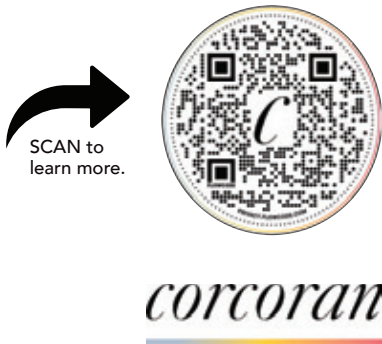
Grateful to have represented \$20,000,000 in sales in the first half of this year.

Proud of the results I've achieved, and thankful for the trust of my clients and the momentum we've built together. Looking forward to what's ahead.

 **MARGOT REUTTER**
at the corcoran group

Licensed Real Estate Salesperson
m : 631.484.0991 | margot.reutter@corcoran.com
@m.inthehamptons | margotreutter.com

Ranked among the top 1.5% of real estate professionals in the U.S.*



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WATER MILL, NY
652 Noyac Path
6BD | 6BA | 5,400 SQ. FT. | \$5,850,000
652noyac.com

Behind a private gate in Water Mill, this expansive estate offers farm views, six bedrooms, open living, chef kitchen, primary suite wing, guest rooms, finished lower level, heated garage, pool, gardens, outdoor kitchen, firepit, and multiple entertaining spaces for a luxurious secluded Hamptons lifestyle retreat.



SAG HARBOR, NY
21 Lily Pond Drive
7BD | 6.5BA | 4,050 SQ. FT. | \$5,495,000
21lilyponddrive.com

Newly built Farrell Sag Harbor home blends luxury and convenience near marinas and beaches, offering seven bedrooms, open living with fireplace, gourmet kitchen, private first floor suite, terrace guest rooms, resort backyard pool patios, and a finished lower level with gym media and recreation space.



WATER MILL, NY
117 & 127 Narod Blvd
Two 0.29 Acre Lots | Total 0.58 Acre | \$4,500,000
117127narodblvd.com117127narodblvd.com



SOUTHAMPTON, NY
33 Hildreth Street
5BD | 4BA | 2,026 SQ. FT. | \$3,695,000
33hildrethstreet.com



WAINSCOTT, NY
5 Cowhill Lane
3BD | 3BA | 2,500 SQ. FT. | \$2,995,000
5cowhill.com



WATER MILL, NY
212 Little Noyack Path
2.41 Acres | \$2,950,000
212littlenoyack.com



SOUTHAMPTON, NY
20 Spinnaker Way
4BD | 3.5BA | 2,636 SQ. FT. | \$2,850,000
20spinnakerway.com



SOUTHAMPTON, NY
98 Powell Avenue
3BD | 1BA | 1,020 SQ. FT. | \$1,650,000
98powellave.com



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James Lane

— Style —

Alexandra Gucci Zarini

AGCF,
Purpose-Driven
Luxury, &
The Gucci
Legacy

By Jessica Mackin-Cipro



Photo courtesy AGCF

Alexandra Gucci Zarini is the granddaughter of Aldo Gucci, who brought his namesake Gucci brand to America by opening one of the first luxury boutiques on Rodeo Drive in 1968. Alexandra follows in her grandfather's footsteps with her brand, AGCF, a purpose-driven luxury handbag line with a store on Rodeo Drive. As a Public Benefit Corporation, AGCF has pledged a percentage of sales and 20% of its profits to causes centered on child protection, a cause close to her heart. She is also the founder and board chair of the Alexandra Gucci Children's Foundation and an advocate for safeguarding children worldwide.

Alexandra was honored as the Child Protection Advocate of the Year at the World Childhood Foundation USA's annual gala in New York City recently. The event raised \$1.3 million to support programs aimed at ending child sexual abuse and exploitation. The recent launch of her Unity Bag America Collection is a tribute to America's 250th

anniversary and raises funds to provide scholarships for children aging out of foster care.

We asked Alexandra a few questions about her grandfather's legacy, and the work she is doing with AGCF.

Your grandfather helped build one of the most recognized luxury names in the world. What did America make possible for him creatively and/or professionally that may not have been possible elsewhere?

America gave my grandfather the opportunity to realize his fullest vision. He brought the soul of Italian craftsmanship to a country that rewarded bold thinking, excellence, and entrepreneurial spirit. While many see his story as the global rise of "Made in Italy," I see it as the story of the American dream. America is where he had his greatest success. Here

is where his artistry, work ethic, and belief in quality found the scale and appreciation they deserved. It allowed him to help shape modern luxury in many ways. The Unity Bag America Collection is my way of honoring that legacy and the opportunities this country gave my family.

Growing up, what stories about him stayed with you most deeply?

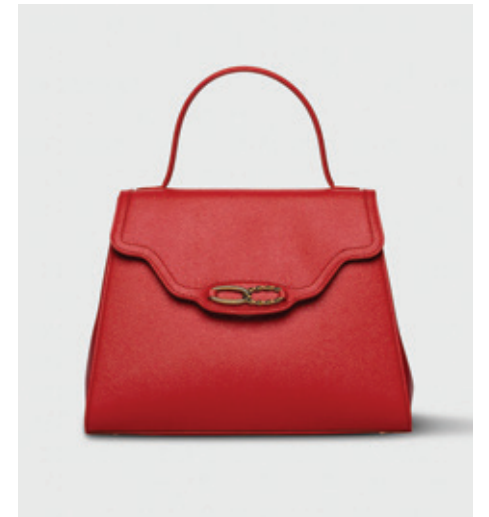
My memories of him are closely tied to some of the happiest times of my childhood. He was the glue that held our family together. What inspires me most, when I look at his life, is his visionary drive and how far ahead of his time he was. I don't feel I simply inherited that legacy, but I want to honor it by carrying it forward with intention. The challenges I faced after he was gone make the protection and well-being of children not just a cause for me, but the very reason AGCF exists. Bringing a more ethical and impact-focused approach to the industry he

built is how I choose to continue what he started.

How did your grandfather's entrepreneurial mindset influence the way you approach creativity and business today?

He showed me that true entrepreneurship is about seeing possibilities where others see limits, and then building with excellence and purpose. That mindset shapes AGCF every day: we honor timeless principles of craftsmanship while asking how luxury can serve a greater good in the 21st century. We are not just making beautiful things, we are building a legacy of integrity, impact, and unity. The well-being of children is at the very heart of it all.

Your story intersects with both Italian heritage and American entrepreneurship. What does the American



dream mean to you personally?

It means gratitude. It is the profound gift of opportunity and the chance to take heritage and vision and turn them into something real and impactful. America gave my grandfather the platform to build and to dream bigger. The America Collection is my heartfelt thank you to the country for the opportunities it has given me and my family. The American dream, to me, is the freedom to create with purpose and the responsibility to use that freedom to help others, especially children.

What role does heritage play in the design process of your bags? And could you talk about the craftsmanship behind the pieces?

The designs are inspired by heritage without being trapped in nostalgia. AGCF's design identity draws from the enduring values that have defined my grandfather's work, then translates them into pieces that feel timeless yet relevant today.

Every AGCF creation is made with meticulous, time-intensive artisanal care. It is ethical, intentional, artisanal work that respects the artisans and the values AGCF stands for.

What do you hope people feel when they carry an AGCF bag?

I hope they feel a sense of connection to something greater. Carrying an AGCF bag should feel like carrying a quiet message of hope and unity. For me, luxury at its highest level is not excess, it is integrity and compassion. I want people to feel that giving back is the highest form of luxury, and that together we can do a little better every day, especially for our children. A bag can be more than a beautiful object, it can be a small reminder you carry with you that we should strive to elevate humanity.

The '80s Called & Jelly Sandals Are Back

By Lisa Frohlich @HamptonsNYStyle



It all started with a conversation over Memorial Day Weekend. My friend Isabella asked if I had seen the Chloé Jelly Mules. She said they looked like Cinderella's glass slipper, only comfier. I did a quick search, and, of course, Kirna Zabete, always a step ahead of every trend, was already carrying them. You can find them online at [kirnazabete.com](#) or in person at the KZ East Hampton store at 66 Newtown Lane. That was the spark. By June, I couldn't look anywhere without spotting a pair of jelly sandals. And then came the bags. Jelly totes, jelly clutches, twilly scarves to wrap around the handles of your jelly bag. The jellies had officially taken over.

Now, I grew up wearing jelly sandals in the '80s. They were cute, but they were not exactly kind to your feet. Blisters were basically a rite of passage. The good news is that the current generation of jellies has fixed all of that. Steve Madden was kind enough to send me some of their best sellers, and their Grove in Tan with Rhinestones is the perfect beach flip-flop alternative. Stylish, easy to clean, and your feet won't hate you by sunset. The best thing about jellies is that you can literally hose them down after a day at the beach.

And let's take it one step further. A jelly sandal can 100% work for an evening out. Jellies now come with kitten heels in pink, orange, and blue, plus wedge styles in a whole range of colors. I'm also seeing the Mary Jane silhouette in jelly form, which feels both nostalgic and completely fresh.

It's no surprise that Everything But Water in East Hampton has been selling jelly sandals for decades. I popped in to check out their latest versions by Melissa, Ancient Greek Sandals, and Sam Edelman. If you haven't been, Everything But Water is your one-stop shop for all things beach. They'll outfit you from head to toe in the latest swimsuits, coverups, and wide-brimmed hats, with jelly sandals as the perfect finishing touch.

So here's the bottom line. If you want to splurge, the Chloé options at Kirna Zabete are worth every penny. If you want a quick jelly fix without the investment, head to Steve Madden in Sag Harbor or Everything But Water in East Hampton. Either way, the jellies are back, your feet are happy, and your inner 8-year-old is here for it.



Steve Madden Grove Tortoise, \$49.95; Haydn Tortoise, \$59.95; Peach Jelly Bag Tortoise, \$68



Steve Madden Grove Butter Yellow, \$49.95; Peach Jelly Bag Yellow, \$68



Melissa Slim Flip Flops, \$79; [everythingbutwater.com](#)



Sam Edelman Michaela Jelly Flat, \$65; [everythingbutwater.com](#)



Melissa Hype Platform Mules, \$129; [everythingbutwater.com](#)



Steve Madden Tatiana Bag Dark Blue, \$84; [stevemadden.com](#)



Chloé Jelly Mule; [kirnazabete.com](#)



Steve Madden Grove Tan Rhinestones, \$69.95



Chloé Jelly Sandal; [kirnazabete.com](#)



Steve Madden Tracie Jelly Pink, \$59.95



Steve Madden Jelina Brown, \$89.95



Chez Adriana Castro at Capri Southampton. Photo by Alena Kostromina



Apparel from Love All Tennis.



Photo by Ana Gambuto

The Resort Life

We've selected a few items, brands, and boutiques that will make you feel like you're on holiday, whether you're traveling or enjoying the summer on the East End.



Scottie Hoop by Natalie O.



Acqua Di Positano Candle, Eau d'Italie, available soon on [beautyhabit.com](#).



Lucette women's one-piece, from the St. Regis Bora Bora's 20th anniversary capsule collection with Vilebrequin.



Tied Sunwear, UPF 50+ clothing and beachwear.



"Explore: The Leading Hotels of the World," the newest volume in the multi-book travel series.



Squeen, sun protection for kids.



Yasin Kaftan from Marina St Barth.

Electric Merch Co. x Alex Vinash

The Electric Merch Co., a Hamptons-based brand studio and fashion label, and award-winning fashion designer Alex Vinash, are bringing a new kind of glamour to Hamptons off-duty style with a bold, limited-edition collaboration now available at Vinash's Southampton atelier and boutique.

Described by Vinash as "a collision of sport and statement," the collection transforms The Electric Merch Co.'s polished French Terry loungewear into one-of-a-kind wearable art in this brand collaboration. Elevated sweatshirts, hoodies, and relaxed essentials are hand-finished with bejeweled bows, embroidered florals, hand-sewn koi fish, stars, ribbons, and unexpected embellishment all in the unmistakable Alex Vinash style.

Clients can also personalize select styles with initials and collaborate

directly with Vinash to create a custom piece. Vinash, the Venezuelan-born designer celebrated for couture that emphasizes individuality and personalized fit, is known for his expressive use of moulage, embellishment, and unexpected detail. His Southampton atelier is a maximalist destination filled with ribbons, flowers, birds, fish, gems, and found objects that inspire his signature designs.

The Electric Merch Co. is a Hamptons-based boutique brand and fashion label creating premium elevated loungewear designed for a polished, sporty aesthetic, specializing in customization that champions the elevated sweatshirt. Led by Dawson, a former fashion creative director, the label is known for polished French terry styles that balance comfort, quality, style, and fit.

Nicci’s Boutique

Brings Its Signature Island Style To Montauk With New Retail Space At Gosman’s Dock

This summer, Nicci’s Boutique, the beloved boho-chic fashion destination born in St. Thomas, U.S. Virgin Islands, has officially opened its newest retail location at Gosman’s Dock in Montauk, marking the brand’s first expansion beyond the Caribbean.

Founded by entrepreneur and fashion enthusiast Nicci Roos during the Covid-19 pandemic, the boutique began as a passion project years in the making. After spending much of her career in corporate America, Nicci found the unexpected pause of 2020 provided the opportunity she had long been waiting for. Investing her savings and following a lifelong dream, she opened the first Nicci’s Boutique in St. Thomas in July 2021.

What started as a single storefront quickly evolved into a sought-after shopping destination known for its curated collections, personalized service, and effortlessly stylish island aesthetic. Today, Nicci’s Boutique operates three locations throughout St. Thomas and is bringing that same distinctive experience to one of the East Coast’s most iconic summer destinations.

“Montauk feels like the perfect sister destination to St. Thomas,” said Nicci. “There’s a shared appreciation for beautiful coastal living, effortless style, and creating memorable experiences. We’re excited to bring a little

piece of the islands to Gosman’s Dock and introduce our brand to both locals and visitors.”

Located at Gosman’s Dock, a landmark waterfront destination that has welcomed generations of visitors to Montauk, Nicci’s Boutique offers a thoughtfully curated selection of women’s apparel, accessories, and gifts inspired by coastal living. The boutique’s signature style blends bohemian elegance with an island spirit, featuring flowing silks, breathable linens, soft cottons, vibrant prints, and timeless essentials designed for everything from beach days and sunset strolls to dinners by the water.

Each collection is carefully hand-selected, with intentionally limited quantities to ensure a unique shopping experience. The boutique also showcases locally designed and hand-crafted pieces, fair-trade products, sustainable fashion, and items from women-owned businesses and artisans whose values align with the brand’s commitment to thoughtful consumption and craftsmanship.

More than a retail store, Nicci’s Boutique is designed to be an experience centered on confidence, self-expression, and discovery.

“Fashion should make people feel good,” Nicci said. “There’s nothing better than seeing someone find a piece that makes them stand a little taller and feel like the best version of themselves.”



Photo courtesy Nicci’s Boutique

WILLIAM RAVEIS

Commercial Opportunity - 16 Hampton Road, Southampton Village



In the center of the core business district of Southampton Village is this newly built immaculate commercial building. Three stories including the full basement. There are 3 units downstairs and 2 upstairs, each individually metered. Fully occupied. This is an investment opportunity like no other available today. \$6,500,000. www.16HamptonRoad.com

Judi Desiderio, Licensed Real Estate Broker
c. 516.445.6491 | JD@Raveis.com



680 Private Rd #17, Southold

\$1,995,000

3 BED | 3 BATH | .92 ACRES | 50' BEACHFRONT

Charming, private, and uniquely connected to the water, this three-bedroom cottage offers a rare combination of immediate enjoyment and future potential. Set on nearly an acre, the property extends to the bay, where a beachside double deck and stairs lead to a private sandy beach. Enjoy now or reimagine.

26745 Main Rd, Cutchogue

\$2,300,000

5 BED | 5 BATH | .59 ACRES | 3,900 SQFT

A classic cedar-shingled exterior gives way to a thoughtfully designed interior tailored for modern living. Featuring five ensuite bedrooms, two primary suites, a stunning open-concept kitchen, custom millwork, and cavernous recreation space, this newly constructed home offers quality, comfort, and convenience in the heart of Cutchogue.



1895 Pequash Ave, Cutchogue

\$2,800,000

4 BED | 5 BATH | .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 lpe decking, and nearby sandy bay beach complete the offering.



1480 Old Wood Path, Southold

\$4,000,000

3 BED | 4 BATH | 3.75 ACRES | 250' WATER FRONTAGE

Set on nearly four acres along one of the North Fork's most coveted stretches of sandy bay beach, this exceptional waterfront offering presents a rare opportunity to create a premier coastal compound. The existing residence, tennis court, oversized three-car garage, and sprawling grounds provide an outstanding foundation for future vision.



ELKIN

TEAM

Bridget & Eric Elkin | Elkin Team
#1 Team on the North Fork by Transaction and Volume*
Licensed Real Estate Salesperson | elkinteam.com
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