

James Lane

— Real Estate & Design —

Fall 2026

www.jameslanepost.com



VICENTE WOLF

Photo courtesy Vicente Wolf Associates

Vicente Wolf

The Art Of Living Without Pretense

By Ty Wenzel

Before the Hamptons became what they are now, Vicente Wolf discovered something different at Long Island’s far edge. He first arrived in Montauk in 1984, picking up a modest house in a community that, at least in his memory, sat miles from the Hamptons people imagine today. The place was rugged — full of fishermen, tradesmen, locals just living their lives, no need for showy displays or fuss. That straightforward spirit pulled him in, and after forty years, he still finds himself rooted there.

Wolf has traveled the globe for his work, but his design philosophy always circles back to restraint. His interiors are soft-spoken, favoring natural materials and spaces that invite you in without overwhelming you. He’s less interested in filling a room with beautiful things and more interested in what happens when you leave something out. In Montauk, that approach clicks right into place. The shifting ocean light, those pale coastal hues — Wolf lets the landscape decide the mood. Even his garden, his patch of land, feels alive and part of the whole design.

The Hamptons aren’t just a summer playground. With more people settling in for good, the ideas about how a home should look have changed, too. Wolf has noticed younger owners stepping away from the cookie-cutter “Hamptons look.” They want something more honest, spaces shaped around real lives instead of someone else’s expectations. Wolf has thoughts on all of it — Montauk’s character, what luxury means now, why light matters so much, and how, after everything, real style is just about being yourself.

You’ve designed homes around the world, yet you’ve chosen Montauk as your own retreat. What about the East End continues to inspire you creatively? And why Montauk specifically?

It’s the last stop, the furthest on Long Island from Manhattan that I can get by car. When I bought my house in 1984, Montauk had a very un-Hamptons feel. There were fisher-

men, laborers, and tattooed people, not like those today, just ordinary folks. The people were without pretense and attitude. I fell in love with that essence of low-key, easy living at the beach.

The Hamptons have long been associated with coastal elegance, but today’s homeowners are redefining luxury. How do you think Hamptons design has evolved over the years?

I find there’s a younger, more casual crowd with less urge to be a part of the “scene.” Luxury to them includes big homes with more emphasis on recreational spaces like media rooms, bars, and gyms, inside and out. Sound systems, AV, lighting, and smart devices are a huge element.

Your Montauk home reflects a sense of calm and restraint. How has living by the ocean influenced the way you think about space, light, and the objects you choose to surround yourself with? Do you believe in the famous “Hamptons light?”

First and foremost, my sense of color has been strongly influenced by the vistas. The tonalities and shades, gardening, and being in contact with the earth there always bring me a sense of calm into my life that balances the stresses of work and city life. Especially being all the way out East, the light at sunrise, midday, dusk, and sunset change so drastically and, to me, is enormously awe inspiring.

You’ve often said that great design is about editing rather than adding. In a place like the Hamptons, where homes can be grand in scale, how do you create interiors that still feel warm, livable, and deeply personal?

By not losing humanity in the sense that these



Photos courtesy Vicente Wolf Associates

are spaces that are for living and sharing and not about showing off stuff. The old axiom, less is more, is more true there than most places.

The East End attracts people from every corner of the world, each bringing different tastes and influences. How do you honor a home’s sense of place while creating spaces that reflect your clients’ individual personalities?

The Hamptons are no longer about the “Hamptons look,” but about individual style and surrounding yourself with things you love and are important to you. Not as much about fitting in, but living your best life.

Travel has played a significant role in shaping your design philosophy. Have you ever returned from one of your journeys and seen Montauk or the Hamptons through a completely new lens?

Not really, but I’m certainly happy to be back there and incorporate some of the pieces I’ve brought back from my travels.

Natural materials, changing light, and the surrounding landscape are central to many Hamptons homes. When you’re designing on the East End, what elements do you find yourself returning to again and again?

I try not to repeat design solutions, but it would be hard not to use the hues of the ocean, colors of nature, and all the calming colors found on the beach as a starting point.

When you walk into a home for the first time, what immediately tells you whether it has great design potential, regardless of its size or price?

I don’t judge a home when I enter, but see the positive elements and notice those that can use my magical touch to improve.

The Hamptons continues to evolve as both a seasonal destination and a year-round community. How has that shift influenced the way people are designing and living in their homes, especially since the pandemic?

It’s no longer about a three-month lifestyle, but year-round living. People want their homes to feel less like a beach house and more like another, more casual aspect of who they are.

If you could offer one piece of design advice to Hamptons homeowners looking to create a timeless interior, what would it be?

Study the spaces, taking note of how the light affects rooms at different times of day. Make lists of how you are planning to use the spaces; whether it be for entertaining or for personal use. How many people might be there, how often, what are your priorities for the spaces — taking your budget into consideration. Then consider hiring a design professional capable of turning your dreams into reality to avoid costly mistakes. In the long run, it always pays off.

If Montauk could teach every designer one lesson about creating a home, what do you think that lesson would be?

Be yourself.

To learn more, visit vicentewolf.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



9 Railroad Ave, East Hampton
\$250,000 / yr + NNN
3,000sf Retail Gallery | LIRR Station Adjacent
Rare Core Location & Freestanding Format



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



32 Park Pl, East Hampton
\$154 / sf / yr + NNN
Rare 778sf Visible End Cap | Newly Renovated
Perfect Retail Footprint in East Hampton Village



1164 Montauk Hwy, Water Mill
\$100 / sf / yr + NNN & \$60 to \$70 / sf / yr + NNN
Extraordinary Commercial Campus – Newly Built
5,300sf Office Showroom | 30,000sf Flex Storage



1625 County Rd 39, Southampton
\$5,995,000
Highway Business 1.06-Acre Compound
10,000sf Warehouse + 1,950sf Office



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



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Beyond The Broker

Elizabeth Bistran And Susie Noddle Bring A New Vision To East End Commercial Real Estate

By Ty Wenzel

Elizabeth Bistran moves through the East End with the kind of ease that only comes from growing up here. To her, it's not just a cluster of dots on a map. It's a web of hamlets and backroads, local shops, family names that pop up again and again, and an economy that shifts with the seasons. She's seen how February's stark quiet feels worlds away from August's crush of summer people. And if you stick around long enough, you notice how a business can rise or fall depending on how well it fits the community — how much its owner understands the unpredictable tides of this place.

Lately, Bistran's turning that local knowledge into something bigger. She's teamed up with Susie Noddle at The Agency Hamptons to launch a new commercial real estate practice. Noddle brings decades in the game — she knows the nuts and bolts, the behind-the-scenes work that keeps the wheels turning: acquisitions, leasing, repositioning, investment, you name it. Bistran knows the terrain, both literally and figuratively. Put them together, and you get a team that sees both the ground-level nuance and the big picture.

The East End is changing. More people are staying year-round, but running a business isn't getting any cheaper. The kind of space that used to make sense might not anymore. These days, owners want rooms that work in January, not just July. Some are wondering what else their buildings could be. That's the gap Bistran and Noddle are stepping into — that uncertain stretch between what the Hamptons and North Fork used to be and whatever it's turning into next. This isn't just about transactions. It's about knowing how to sense where things are heading, and helping neighbors make sense of it all, one property at a time. In this installment of Beyond the Broker (a series James Lane Post has partnered with the Agency on), we introduce the commercial team of The Agency on the East End.

What prompted the two of you to come together to form a commercial real estate team within The Agency?

Elizabeth Bistran: We were introduced by the principals of The Agency Hamptons, and it quickly became clear how complementary our backgrounds were. I bring deep roots on the East End and an understanding of the people, businesses, and communities that shape it, while Susie brings decades of commercial development, investment, and advisory experience. We also share a belief that there is an opportunity to approach commercial real estate here differently, with relationships and long-term strategy at the center. The Agency gives us the platform, resources, and global reach to build that vision.

What do you each bring to the partnership, and how do your strengths complement one another?

EB: Our different paths are really the strength of the partnership. Susie has worked in commercial real estate and development since 1990 and understands every stage of a project, from acquisition and development strategy to leasing and investment. I grew up in Amagansett and bring a lifetime of local knowledge, relationships, and an understanding of how the East End has evolved. There is also a natural mentorship between us. We are combining decades of experience with a new generation of local commercial leadership,

and we learn from each other constantly.

Why commercial real estate, and why now?

Susie Noddle: The East End is at an important point in its evolution. We remain a seasonal destination, but the year-round community has grown, businesses are adapting, and the needs of the people who live and work here are changing. At the same time, there are existing commercial properties that may need to be repositioned for the next generation. That creates tremendous opportunity, but it requires thoughtful advice. Commercial real estate isn't just about buildings. It's about investing in the future of our communities.

What is your vision for the team, and what types of commercial properties and clients will you be focusing on?

EB: We will focus on all types of commercial properties including development projects and repositioning of existing properties.

SN: Our vision is to build a true commercial advisory practice for the East End. We will work across investment sales, retail, office, hospitality, mixed-use, development sites, and commercial properties, representing owners, investors, developers, landlords, tenants, and business operators. We are particularly excited about development advisory, site selection, and repositioning existing properties because those assignments allow us to become involved much earlier and help clients think strategically about what an asset or business can become.

How do you see the East End commercial real estate market right now? What are you seeing that is particularly interesting?

SN: It is a market in transition, which makes it especially interesting. The growth of the year-round population is creating new demand, while high real estate and operating costs are forcing owners and businesses to think more strategically. We are interested in what happens between those two forces. There are properties throughout the East End that may have a different highest and best use today than they did ten or twenty years ago, and there is an opportunity to rethink them in ways that make sense both economically and for the community.

What types of properties, commercial or otherwise, are generating the most interest from buyers and investors?

EB: Retail remains strong, particularly in established village locations, but we are also seeing an interesting movement among commercial and service businesses that want to be closer to their East End clientele. The businesses that support homes, hospitality, and everyday life here increasingly see value in having a physical presence on the East End. That creates opportunities beyond the traditional Main Street commercial property.

Are there opportunities in the East End commercial market that you think are being overlooked?

EB: Absolutely. We think some of the most



Elizabeth Bistran and Susie Noddle. Photo by Kelli Hull Photography

interesting opportunities come from looking beyond the obvious trophy properties and asking what the year-round community and local businesses actually need. Service businesses need functional space. Growing companies need offices and storage. Entrepreneurs need locations that work economically beyond July and August. There is tremendous value in understanding those needs and identifying properties that can meet them.

How has the growth of the year-round population and changing demographics of the East End affected real estate?

SN: Pricing is the most visible change, but the more interesting shift is how people use the East End. A larger year-round population creates demand for services, restaurants, retail, office space, and other businesses outside of the traditional summer season. That opens up opportunities, but it also raises important questions around infrastructure, workforce housing, and affordability. Those issues are increasingly interconnected with the future of commercial real estate here.

What are you hearing from local business owners about the challenges and opportunities of operating on the East End today?

SN: The cost of operating here, staffing, and seasonality remain significant challenges. At the same time, there is enormous opportunity because the East End continues to attract an extraordinary customer base and some of the best operators and brands in the world. What we don't want to lose in that evolution are the independent and locally rooted businesses that give these communities their character. Part of our role as advisors is helping owners and operators find creative solutions that allow both established local businesses and new concepts to succeed here.

Elizabeth, you've lived in Amagansett your entire life. How has watching the East End evolve firsthand shaped the way you approach real estate?

EB: When you grow up here, you understand that every hamlet has its own identity and history. You remember what occupied a building before, you know the families and businesses that have been part of the community for generations, and you see firsthand how different the East End is in February than it is in August. That history makes me think about commercial real estate beyond the transaction. These properties and businesses become part of the fabric of our communities, and I feel a responsibility to understand that when advising a client.

How does either of your deep knowledge of the local community and your network of businesses and service providers translate into an advantage when working with commercial clients?

EB: Relationships are incredibly important in commercial real estate, particularly on the East End. A project can involve owners, operators, architects, contractors, attorneys, lenders, local officials, and community stakeholders before it ever opens its doors. Understanding that ecosystem helps us connect clients with the right people, anticipate potential challenges, and navigate the process more effectively. Susie's development experience combined with my local relationships gives us the ability to look at both the project itself and the environment around it.

What do people from outside the area sometimes misunderstand about investing in or operating a business on the East End?

SN: The true seasonality of the market. Our year-round population is growing, but the economics of August simply cannot be applied to January. Traffic patterns change, staffing becomes more difficult, and consumer behavior shifts significantly throughout the year. Workforce housing is also a major challenge that the East End has yet to fully solve. The operators who succeed here understand those realities and build them into their strategy from the beginning.

Looking ahead, what changes do you expect to see in the East End commercial real estate market over the next five years?

EB: We expect the East End to continue moving toward a stronger year-round economy, and that will create new opportunities for commercial real estate. We also expect to see more adaptive reuse and thoughtful repositioning of existing properties rather than simply building something new. As land becomes increasingly scarce and valuable, the question of how we use the commercial properties we already have will become even more important.

Are there particular communities, business categories, or property types that you believe have especially strong potential going forward?

SN: We are very interested in properties and businesses that support the year-round economy. That includes service-oriented commercial space, retail, hospitality, mixed-use properties, and redevelopment opportunities. We are also watching areas beyond the traditional village centers, where changing demographics and business needs may create opportunities that haven't historically received the same attention.

Ultimately, what do you hope this new team becomes known for?

EB: We want to be known as advisors and long-term partners, not simply brokers brought in when someone is ready to transact. The most interesting commercial projects often begin well before a property is listed or a lease is signed. We want clients to call us when they are asking, "What could we do here?" or "What should our next move be?" From there, we can help bring together the market knowledge, relationships, and strategic resources needed to move an idea forward. Ultimately, we want Bistran Commercial Advisory to be known for understanding both the business behind an asset and the community around it.



The Saunders Stewardship Impact

Darius Narizzano On What It Really Means To Call The Hamptons 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.

Darius Narizzano landed in the Hamptons in 1982 with a duffle bag, fifty bucks, and not much else. He’s still here over forty years later with a perspective you won’t find in your average realtor. Before he ever closed a real estate deal, Narizzano spent nearly three decades running private estates for a single family. He ended up managing five homes, scattered across four countries.

That long apprenticeship taught him something most brokers miss: how these sprawling houses actually work day to day. Not just the marble countertops and grand lawns, but the little things: how you keep a home private, how you host a weekend, how you staff and secure the place so it works for the people actually living there.

Now he’s a Hamptons broker, and he brings all that practical know-how when he’s guiding buyers and sellers. He’s also deeply woven into the fabric of the East End. Narizzano has spent over a decade volunteering at the East Hampton Food Pantry, and he’s put in ten years with the East Hampton Lions Club. He’s seen just how sharply the region’s wealth contrasts with the financial pressures that can squeeze local families and workers.

For Narizzano, living on the East End isn’t just a business line. It’s about listening to people, serving the community, and looking out for the place that’s been home for over forty years.

You spent nearly three decades managing private estates before becoming a real estate broker. How did that experience shape the way you approach real estate today?

I spent almost three decades as a butler, estate administrator, and executive assistant, essentially a majordomo, for one family. What began in East Hampton eventually expanded to managing five homes in four countries. That experience taught me how a home actually needs to function for the people living in it. I understand flow, privacy, entertaining, staffing, and all the practical details that can make a beautiful house either work wonderfully or not work at all for a particular family. In real estate, I ask a lot of questions and, more importantly, I listen. My experience allows me to be candid with buyers about why a particular property will or will not meet their expectations, and to help sellers understand how buyers are likely to experience their home.

You’ve lived in the Hamptons since 1982. What has kept you here for more than four decades?

I came out on the train in 1982 with \$50 in my pocket and a duffle bag over my shoulder. That first summer I lived in an unfinished basement in Southampton and was the head waiter for a comedy club startup. I hired and trained the waitstaff, worked nights, and spent my afternoons on the beach. I fell in love with the Hamptons. My first winter was horrible, and I vowed it would be my last. Obviously, that didn’t work out. I stayed, and by 27 I had built my first home in Sag Harbor.

Over the years, I’ve lived in Southampton, Water Mill, Sag Harbor, North Haven, and now East Hampton. My former career allowed me to travel extensively, sometimes six months a year and all over the world, but the Hamptons was always where I came home.

This is where I built my life, where I raised my family, and after more than four decades, it is still where I want to come home to.

After all these years in the business, what do you think makes someone a truly good real estate agent?

Listening. *Really listening.* A good agent also needs to communicate honestly, market creatively, solve problems, and be willing to go well beyond what is expected. Buying or selling a home is a major financial transaction, but it is also deeply personal. You need to understand both sides of that equation.

Is there a particular property, client, or transaction that has stayed with you over the years, and why?

One of my smallest sales financially remains one of the most rewarding transactions of my career. A local special education teacher and her husband, also a teacher, came to me frustrated and discouraged. They felt they had been overlooked because of their limited budget and their background, and they were seriously considering leaving the area. I felt that losing two local teachers and members of our community would be a loss for all of us. Finding them a home was challenging and time-consuming, but we did it. They’re still here. To me, that’s what made the transaction important. Not the size of the sale, but the fact that two people who contribute to our community were able to remain part of it.

Your career has given you a front-row seat to how the East End has changed. What changes have surprised you most?

Traffic! Every year I think it simply cannot get worse — and somehow it does. More seriously, I continue to be surprised by the resilience of the real estate market. I’ve heard predictions of the Hamptons “bubble bursting” more times than I can count. There have certainly been corrections and slower markets, but over the long term, limited supply and continued demand have kept property values remarkably strong. That’s beneficial if you’re fortunate enough to own property, but it creates a very real problem for our children, our workforce, and the future of the local community. The people who teach our children, run our businesses, care for our properties, and make this community function increasingly struggle to afford to live here.

You’ve devoted significant time to the East Hampton Food Pantry. What first drew you to the organization

and its mission?

About 11 years ago, John Kowalenko, owner of Art of Eating and Hampton Event Management, called me. John and I had worked together on many events, and he was serving on the board of the East Hampton Food Pantry. He explained the Pantry’s mission and asked if I would be willing to help. I said yes and joined the board. It was really as simple as that: someone I respected saw a need and asked me to serve.

The Hamptons are often associated with extraordinary wealth. What do you wish people understood about food insecurity in this community?

Food insecurity here can be almost invisible. The cost of living in the Hamptons is extraordinarily high. Wages may sometimes be higher as well, but much of our employment is seasonal while rent, mortgages, utilities, insurance, food, and every other household expense continue twelve months a year. Someone can be working hard, doing everything right and still need help getting food on the table. Extraordinary wealth and genuine financial hardship exist side by side here every day.

Today’s economy is putting tremendous pressure on the Pantry. Food costs have risen sharply, donations have declined, and the number of people turning to us for help continues to grow. We are presently serving approximately 1,000 people each week. If you’re able to help, please consider donating your time, food, or financial support to the East Hampton Food Pantry at easthampton-foodpantry.org.

Can you share a moment through your work with the Food Pantry that changed your perspective or stayed with you?

One day I recognized several formerly successful local business owners waiting in line at the pantry, people I had known and looked up to when I was a bartender on North Main Street back in the 1980s. That hit me hard. It made me realize how vulnerable any of us can be. Circumstances change. Businesses struggle. People get sick. Families encounter things they never anticipated. Sometimes the person who once helped someone else is suddenly the person who needs a helping hand. I’ve never forgotten that.

What have the people you’ve met through the Food Pantry taught you about the East Hampton community?

That beneath everything else people may associate with the Hamptons, there is an extraordinarily generous and caring local community. People give their money, their time, their food, and their talents, often quietly and without expecting recognition. There is a real tradition of service here, and

I’m proud to be part of it.

Your professional life is centered around homes, while your philanthropic work addresses one of life’s most basic needs: food. Has that connection changed the way you think about what “home” really means?

I don’t think it changed my understanding of home as much as reinforced it. Food and service have actually been part of most of my working life. I started in restaurants, cooking, serving, and managing, and later spent nearly three decades managing private homes and the service that took place within them. I’ve been very poor, and I’ve lived very well, and one thing I’ve learned is that the meaning of home doesn’t change with the price tag. Home is where we eat, where we love, where we feel safe, and where our lives happen. That matters every bit as much to a renter or a \$1 million buyer as it does to a \$50 million buyer.

What does being a good steward of the East End mean to you, both personally and professionally?

To me, stewardship means leaving the community stronger than you found it and recognizing that living here comes with some responsibility to give back. For nearly three decades, while working for Steven and Courtney Ross, I was entrusted with helping direct their anonymous generosity to people and organizations throughout our local community. Courtney, in particular, quietly helped an extraordinary number of people without wanting recognition for it. Being given the opportunity to help others through their generosity had a profound influence on my own philosophy of service. Today, that continues through my work with the East Hampton Food Pantry and, for the last ten years, as a member of the East Hampton Lions Club. I also believe stewardship extends beyond people to protecting the wildlife, habitat, and natural environment that make the East End what it is. Professionally or personally, I think stewardship comes down to the same thing: if you’re fortunate enough to be part of a community, you should also be willing to serve it.

When you think about your legacy here, what do you hope you’ve contributed to the community beyond the homes you’ve helped people buy and sell?

My two sons. If Rita, my wife, and I have added two kind, caring, good human beings to this community, that means more to me than any professional accomplishment. My greatest hope is that they will be able to remain here, in the place where they were born and raised, build their own lives and families here, and contribute to this community in their own ways. If that happens, I can’t imagine a legacy that would mean more to me.

The Porto Team At Douglas Elliman & James Lane Post Host End-Of-Summer Sunset Soirée



Constance Porto and Lisa Cea of The Porto Team at Douglas Elliman Real Estate and James Lane Post invited guests to an End-of-Summer Sunset Soirée on Thursday, September 17.

The event took place at 29 Tiana Circle, located on Rampasture Point in Hampton Bays, an exclusive listing by Porto and Cea.

Guests enjoyed wine by James Lane x RGNV served from the End Taste Champagne cart, samples of Subourbon cocktails, and light bites at the elegant waterfront garden party. Ashlee Lane Jewelry also offered guests permanent jewelry custom-made on the spot.

The event showcased 29 Tiana Circle, a rare modern coastal luxury

estate on Rampasture Point, which offers unparalleled waterfront living overlooking Tiana Bay. The residence blends architecture, craftsmanship, and nature to create an effortless, extraordinary home.

Inside, soaring ceilings, glass walls, wide-plank white oak flooring, and bespoke millwork frame spectacular water views. Its thoughtfully curated interiors showcase exceptional craftsmanship and design. Outside, waterfront decking with an outdoor kitchen, dining, lounge, and gazebo offers perfect spaces for relaxation. A private beach provides access to kayaking, paddleboarding, boating, and shoreline walks.

Photos by Vanessa Gordon / East End Taste



Real Estate Confab

The Hamptons Market Isn’t One Market. It’s Many.

By Ty Wenzel

The East End has always been a playground for headlines: another record-breaking sale, another mansion off the market, prices that seem to levitate. But if you grab a coffee with the brokers who actually roam these neighborhoods, you get something messier — and a lot more interesting.

What we learn is how to see it as an agent — that the East End isn’t just one market. It’s dozens. What sells in Springs could collect dust in Montauk. Southampton might be hot this month while Westhampton cools. Waterfront homes in Sag Harbor? A whole different ballgame. Everybody wants a turnkey place, sure, but plenty of buyers are ready to roll up their sleeves if the numbers make sense.

What’s really driving buyers right now? What moves a property fast, and what doesn’t? Is “days on market” even worth your attention? With so few houses to buy, can anyone negotiate anymore?

Turns out, there’s nothing cookie-cutter about the East End’s real estate scene. If you thought it was just about scarce listings and inflated prices, you’re missing half the story.

Bridget Elkin, Compass

The biggest misconception people hold about the North Fork market is that it’s a cheaper Hamptons, but it has always been a lifestyle

decision, not a discounted alternative. Yes, the price gap is real, with the Hamptons median running about 140% higher than the North Fork’s, but much of it is driven by the seemingly limitless high end of the South Fork market. While second-home owners continue to push the market ahead, this is much more a year-round community than a seasonal one, and that authenticity is a big part of what’s drawing people. Both forks, Shelter Island included, are strong markets in their own right, and each is becoming more desirable for how easily it connects to the others. Buyers are moving in both directions.

Enzo Morabito, Douglas Elliman

People assume spring and summer are the only real seasons to sell, and honestly, fall does just as well. The Hamptons 2025 market saw roughly 472 contracts over the spring and summer compared to 470 in the fall, basically identical. That’s not a coincidence, a lot of buyers are actually trying to close in the fall, usually for tax purposes or in the new year. So the deals that happen in the fall are often just as real, if not more deliberate, than what happens in July.

Part of the misconception comes from what people actually see. Summer looks busier because of the foot traffic, the open houses, the general buzz of the season. Fall is quieter on the surface, but quieter doesn’t mean slower

when it comes to actual contracts signed. It just means the activity isn’t happening in front of an audience the same way it does in July and August.

If someone’s holding off on listing because they think they missed their window after summer, that’s the misconception. The window doesn’t close, it just looks different.

In conclusion, the selling season in the Hamptons is year-round.

Demi Reichart, The Corcoran Group

I think one of the biggest misconceptions right now is that the Hamptons is one uniform market. People hear about record sales and assume everything is flying off the shelf, but that’s not what we’re seeing. Move-in-ready homes priced well continue to attract strong interest and, in some cases, multiple offers. On the other hand, an overpriced home can sit for months, regardless of location.

What’s interesting is that even properties that need significant work can sell quickly if they’re priced appropriately. Buyers today are savvy and informed. They understand renovation costs, they’re watching the market closely, and they know value when they see it. At the end of the day, every buyer wants a fair deal. Whether a home is turn-key or a

fixer-upper, the market will respond when the price is right.

Lauren Spiegel, Douglas Elliman

I think one of the biggest misconceptions is that the Hamptons only includes towns with “Hampton” in the name, and that the entire market has become completely unattainable. Some of the best opportunities are in communities like Remsenburg, Quogue, Westhampton, Hampton Bays, and East Quogue.

Prices have absolutely risen, and west of the canal is very much a luxury market today. The million-dollar fixer-upper we once talked about really doesn’t exist anymore, but buyers may still be surprised by what they can access. You can find that quintessential East End lifestyle with beaches, boating, waterfront and water communities, great restaurants, and a more relaxed atmosphere, at price points that can be more approachable than buyers expect and property taxes that can also compare favorably with other Hamptons communities. In East Quogue and Hampton Bays, for example, there are still opportunities for waterfront around the \$3 million-plus range.

I also tell buyers not to confuse a strong market with one where you can’t negotiate. If you see a property you love, make the offer. You never know what a seller will consider unless you ask, and hesitation can cost you. The East

End will never have a true surplus of inventory because the desire to be here remains so strong. So value today isn’t necessarily about finding a “deal” in the old sense — it’s about recognizing the right opportunity when you see it.

Eugenia Valliades, Douglas Elliman

One misconception about the Hamptons market is that if a home has been on the market for a while, there must be something wrong with it. That’s not always the case — sellers may be waiting for the right price or the right buyer, or the home may be used or rented, making it more difficult to show. Of course, some properties are overpriced, but time on the market alone doesn’t always tell the full story.

Daintrie Zega, SERHANT

There’s no such thing as “The Hamptons Market!” What’s happening in Springs has no bearing on what the market is like in Montauk. East Hampton is not Southampton. Westhampton has its own thing going on, and waterfront anywhere has a life of its very own. Now, that’s not to say there aren’t common themes, like new construction, privacy, proximity to villages, etc., but understanding the nuances of the various micro markets that make up The Hamptons is the key to mastering The Hamptons market overall.



92 BAY STREET

SAG HARBOR VILLAGE

\$13.75M



Renderings

Historic Charm & Resort-Style Luxury in the Village

6 BEDROOMS | 6.5 BATHS | .42⁺ ACRE

Dating to 1865 and commanding a near half-acre perch on the corner of Bay Street and High Street in the Sag Harbor Village Historic District, the iconic Captain John Phillips House has been masterfully transformed by architect Ricardo Romo-Leroux, in collaboration with Green Barn Properties and Walden Pine Development, into a benchmark 6-bedroom, 6.5-bathroom village estate complete with a heated, gunite pool, pool cabana, and a custom 1-car garage, all surrounded by mature landscaping. Transcending the ubiquitous “white box” aesthetics of many spec builds, the home embraces bespoke artistry, featuring exceptional handcrafted finishes from luminous Venetian plaster and organic limewash to custom millwork. The main level centers around a double-sided fireplace and a breathtaking chef’s kitchen outfitted with Sub-Zero, Wolf, and a centerpiece La Cornue range. Upstairs, three en-suite bedrooms offer serene privacy, including a luxurious primary suite and a junior primary, anchored by a fireplace. The light-filled, walk-out lower level is an enviable lifestyle destination unto itself, offering two guest bedrooms, a media room, a custom wine cellar, and a comprehensive wellness center complete with a gym, sauna, steam shower, and cold plunge. Located just steps from Main Street, the marina, and Havens Beach, this unparalleled estate blends the soul of a bygone era with five-star resort living. A unique opportunity to own a beautifully reimagined, turnkey, and historic Sag Harbor Village captain’s estate that hadn’t seen the market in nearly 60 years.

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