

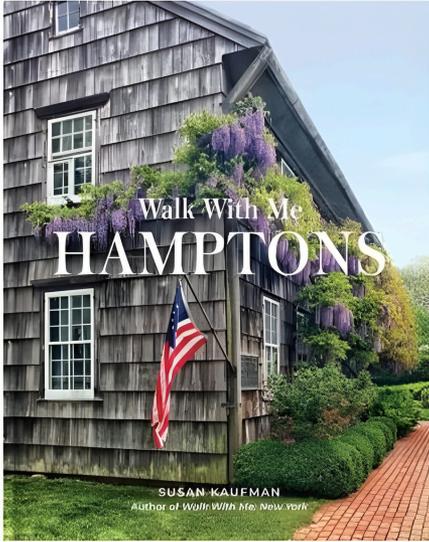
HOT IN THE *Hamptons*

Every summer, the Hamptons attract a growing number of fascinating individuals and businesses.

Follow along to discover more about this sought-after destination.

BY HANNAH JENTZ

Walk With Me HAMPTONS



From Southampton to Montauk, Walk with Me Hamptons offers a close-up look at the Hamptons' enduring allure and rich historical background. Join Kaufman on a personal exploration of the iconic shingle houses, charming rose-covered cottages, vibrant roadside farm stands brimming with fresh produce and flowers, ancient windmills, cozy inns, and independent shops. Experience the beauty of wildflower fields, gardens filled with hydrangeas, cornfields, and the picturesque beaches. The Hamptons seamlessly blends natural landscapes with striking architecture, establishing itself as a captivating and distinctive destination.

Meet the Author

Susan Kaufman, a photographer, is the founding editor in chief of Time Inc.'s People Style Watch magazine. She is also the author of Walk With Me: New York. Having previously worked as a fashion director at Condé Nast Publications, she divides her time between her apartment in Greenwich Village and her residence in Amagansett, where she lives with her husband and their black Labrador, Sammy.

@skaufman4050

Hunting Lane Jewelry



Melanie Berliner, originally from Long Island and now residing in Boston, is the creative mind behind the exquisite jewelry brand, Hunting Lane. Her creations have graced upscale boutiques with trunk shows and the well-known Hampton Flea Market in the east end.

Explore more and shop at @hunting_lane

The Baker House 1650



Sunset Cocktails at Aperitivo:
Experience the magic of the sunset in the picturesque Hamptons while savoring exquisite cocktails expertly concocted by their skilled mixologist. Delight in the opulent atmosphere of the charming inn, relish breathtaking views, and mingle with great company. Join them every Wednesday to Saturday from 5-8pm.
181 Main St, East Hampton, New York 11937

LDV at The Maidstone



The Maidstone Hotel, an iconic establishment located in the historic district of East Hampton on Main Street, has reopened this season with a fresh vision led by Irwin Simon of ISMD and John Meadow. Collaborating with the renowned team from LDV Hospitality, they have introduced a touch of Italian luxury to the area, marked by their exceptional culinary offerings. The boutique hotel, over 150 years old, known for its whitewashed shingles and green awnings, welcomed guests back on June 20, 2024.
207 Main Street East Hampton, NY 11937

Baron's Cove



Every Saturday and Sunday, indulge in a brunch menu offering a wide array of dishes. From luxurious French omelettes to savory chicken and waffles, there is something to satisfy every palate.
31 W Water St, Sag Harbor, NY 11963

Michelle Mahl

Join us for a special interview with one of the most sought-after Real Estate agents on the East End!

Michele, thank you for your time today, and we are thrilled to connect with you. Could you kindly provide a brief overview of your background and professional journey?

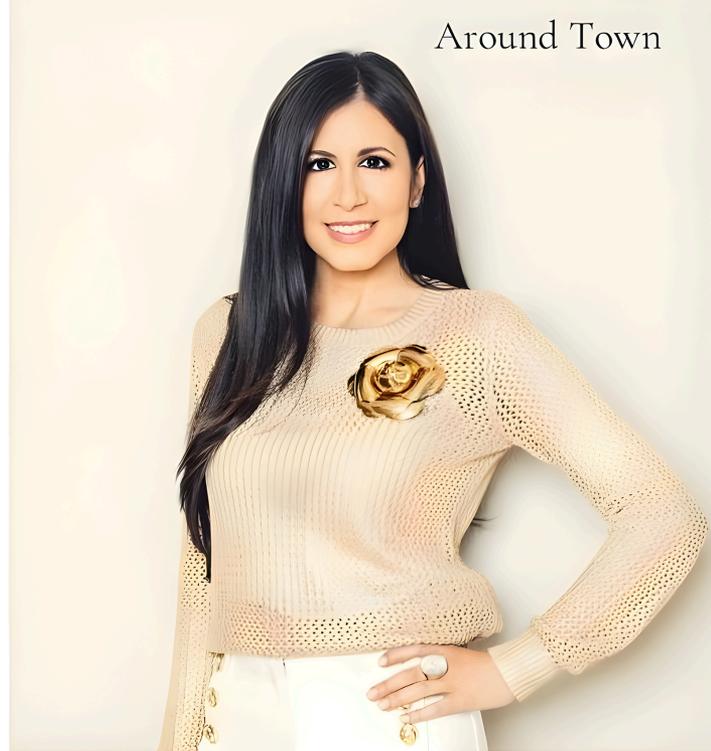
Originally from Jericho, New York, I embarked on my real estate and capital markets career with a 16-year tenure at Eastdil Secured, a well-known real estate investment banking firm. Transitioning to Newmark & Co. in 2018 and later to Jones Lang LaSalle, I have played a key role in the successful completion of significant hotel transactions in the U.S., amounting to over \$65 billion in property sales, debt placements, and advisory services. Notable deals include the Waldorf Astoria New York, Four Seasons Washington D.C., Montage Laguna Beach, The Ritz-Carlton and JW Marriott Grande Lakes Resort in Orlando, the W Hotel Union Square New York, and The London NYC.

In addition to my professional achievements, I am actively involved with various organizations that champion causes I deeply care about. Since relocating full-time to the Hamptons, I have been engaged with UJA, the newly established Israeli Children's Fund, and local initiatives like the Southampton Animal Shelter and ARF.

Your exceptional background in luxury commercial hospitality has been remarkably successful. Can the principles and practices from the commercial real estate sector be applied laterally to residential settings? There are overlapping skill sets that are highly beneficial for navigating the upscale residential market of the Hamptons. These skills involve understanding market dynamics, client preferences, and negotiation strategies. Recognizing market trends and opportunities is essential in both commercial and residential real estate, allowing me to offer informed guidance and strategic advice to my residential clients. Drawing from experience in advising on significant hotel transactions, I view each property as an investment opportunity. This holistic perspective enables me to provide clients with insights into both the emotional and financial aspects of homeownership, tailoring guidance to their individual needs and investment goals. Additionally, my expertise in negotiating complex commercial deals has honed strong negotiation skills that are equally effective in the residential market. Whether securing favorable terms or navigating intricate deal structures, I leverage these skills to advocate for my clients' best interests.

The Hamptons is known for its stunning and luxurious setting, making it a sought-after geographic location. What drew you to choose the Hamptons when transitioning from commercial to residential properties?

Having grown up visiting the Hamptons, I recognized its charm and reputation as an exclusive hub for luxury living. The Hamptons market stood out to me for its combination of exclusivity, natural beauty, and investment prospects that set it apart from other locations. With my real estate expertise, I saw the Hamptons as a compelling investment opportunity offering potential returns higher than the general market. The limited land availability and the concentration of wealth in this exclusive area drive strong demand for Hamptons real estate, leading to long-term value growth. During the COVID period, residing in my Water Mill home and enjoying the shift from New York City, it felt natural to venture into residential real estate in the Hamptons.



Given your impressive background and expertise, could you provide advice to those looking to join the real estate sector?

Thank you for your kind words. To launch a real estate career, consider seeking guidance from seasoned professionals for mentorship and exposure to fresh prospects. Acquire hands-on experience, improve negotiation and communication abilities, and understand the legal and zoning components of the industry.

Purchasing a new home is an exciting venture with many factors to consider. For those embarking on the journey of finding a new home in the area, here are some tips and advice to aid you in the process.

Clearly define your priorities and collaborate closely with a knowledgeable real estate agent for a smooth transaction. Begin by outlining your needs, desires, and deal-breakers, while researching local market prices and neighborhood information. It's crucial to get pre-approved for a mortgage to understand your purchasing capacity and set your budget. Prior to finalizing the purchase, conduct thorough inspections to ensure everything meets your expectations. By following these steps, you can confidently and knowledgeably navigate the process of buying a new home.

As a year-round resident of the Hamptons, what brings you the most joy about living there and how do you spend your free time?

Living in the Hamptons as a year-round resident is truly delightful due to its peaceful atmosphere and the sense of community, combined with its elegance, making it a fantastic place to call home. During my leisure time, I take pleasure in strolling around the towns to support local businesses, tending to my garden, participating in local charity events, dining at the area's gourmet restaurants, and getting involved in community projects.

For more information on Michele Mahl:

Please visit:

www.michelemahl.com

www.theagencyre.com

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