

HAMPTONS

A man and a woman are posing on a black Ducati motorcycle. The man is sitting on the motorcycle, wearing a dark leather jacket and dark pants. The woman is sitting on his lap, wearing a dark, sleeveless dress. They are both smiling and looking at the camera. The background is a bright, hazy landscape with a blue sky and green grass.

Gabby Karan and Gianpaolo DeFelice

The duo behind *Tutto Il Giorno* expands
their portfolio with an inn in Bridgehampton

BY DONNA KARAN

PLAYING PRIVATE

*The Hamptons' 10 Toughest
Golf Courses*

PLUS HILARIA BALDWIN,
KELLY KILLOREN BENSIMON,
CHUCK SCARBOROUGH,
ROSANNA SCOTTO



LEFT: Nick Martin, Frederico Azevedo, and Vera DeVincenzo discuss their views on primary versus secondary homes in the Hamptons with moderator Michael Braverman (FAR LEFT). BELOW: James McLoughlin, Austin Handler, and Patrick McLaughlin voice their opinions.

Addressing the Issues

AREA BROKERS, BUILDERS, AND DESIGNERS DEBATE THE DIFFERENCE IN HAMPTONS HOMES AS PRIMARY OR SECONDARY RESIDENCES.

MODERATED BY MICHAEL BRAVERMAN
PHOTOGRAPHY BY ERIC STRIFFLER

We're going to talk about towns and locations—are there places that buyers look to for primary and secondary homes? Are they different or are they the same?

Frederico Azevedo: I think for primary residence, people look for the school district, the community life, the stores—everything they need for the day to day. For the secondary home, they want entertainment. A good example here in the Hamptons is Shelter Island. Sunset Beach restaurant made the real estate valuable just because of the entertainment aspect of it.

Patrick McLaughlin: Most people who come here looking for a primary residence want homes that are either in the village or village-fringe areas. The people who use this as a secondary home, they're a little more open to

being farther out, say for example, the Northwest Woods or even in Montauk, where it's a little bit more secluded. They spend their weekends at the house, and they entertain there.

Judi Desiderio: Someone who is not in the child-rearing years or has no interest in raising children and yet is here year-round might choose to be in those secluded places. People raising families want to be near the schools and commerce.

Austin Handler: People in creative fields want to be somewhere that's a little bit more removed—on the water, near the beach; somewhere that they have seclusion and some peace to work. For them, that creative space is more important than being able to get a gallon of milk in two minutes.

Are there differences among the villages, towns, and hamlets in the Hamptons that make a difference to primary versus secondary buyers?

Nick Martin: The Village of Sag Harbor has been a big hit for year-rounders for some time, and it's now also becoming popular for second-home buyers. It has a lively community and a great school system, and it's near the water.

James McLoughlin: A lot of our building for primary and secondary homes has been in Sagaponack over the past few years. The beaches and the farms are attracting a lot of our clients.

AH: We have clients who not only know they want to be in a specific town, but they even know the road they want to be on. To an outsider it may seem like it's all the same thing, but to people who have really spent time out here, they find the community that they connect with.

Are the people coming into this community moving from being part-timers to full-timers?

PM: I keep seeing more professionals moving from the city and running their businesses here on the East End. It's a quality-of-life issue—they want to come out here and have a little bit of breathing room.

JD: We saw a greater influx after 9/11; [people spend] the majority of their time here and go into the city when they need to for meetings. But are there specific demographics per hamlet? Without sounding like we're pigeonholing people, Westhampton Beach seems to be young executives, then

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Roundtable participants included architect Nick Martin, landscape designer Frederico Azevedo, business owner Vera DeVincenzo, builder James McLoughlin, interior designer Austin Handler, associate broker Patrick McLaughlin, and broker Judi Desiderio.



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you cross over the canal and it almost goes from older to younger. When you get to Montauk, it really is a very young crowd, and Southampton is very established.

Let's talk about design—which amenities distinguish a primary from a secondary home?

JM: We're building a lot more modern houses right now. Our clients who were wanting these 6,000-, 7,000-, 8,000-square-foot homes are now looking for something around 3,000, 4,000, 5,000 max because they're streamlining their needs and their lifestyle.

NM: People are aware of the traditional McMansions that have flooded the market; we're getting clients who see them as the opposite of what they're trying to do. Five or six years ago, that seemed to make a lot of sense—there was a certain amount of square footage, the price seemed to make sense. Clients [are now asking] us to renovate or tear down these houses. There's an awareness of the home as a unique statement rather than as a mass product.

JD: Today's buyer also wants to take an outdoor space and make it like an indoor space. We have outdoor living rooms, fireplaces, and kitchens.... Thirty years ago, people who acquired genuine wealth selected an architect who captured their style and built their statement house. Somewhere along the way, we lost ourselves to immediate gratification.

It's really nice to hear that we've gone back to

people selecting just the right architect, builder, and combination of ideas and energies to create something that's uniquely their own.

AH: Ten years ago, if you were designing a house in the Hamptons, it was traditional all the way. You were building an 8,000-, 10,000-square-foot house, floors were dark brown, and that was the only way you did it. Now we're seeing more of a driftwood-gray floor. Home offices are also getting smaller; sometimes it's just a sitting area in the bedroom, because they're using a laptop or an iPad.

Vera DeVincenzo: I agree and I disagree that the home office is disappearing. It's become important for most of us to work at home today; some people really like the privacy of their own home office.

What are you passionate about in your home?

FA: Obviously the passion of my house is the garden, where I entertain friends during the summer. Discovering new parts that I can develop and introduce more plants, buy sculptures....

VD: Our passion is our kitchen. I have so many cooking things, it's almost impossible for me to keep them as well organized as I like. But entertaining and bringing people together to eat is what we do best.

PM: The first floor of my house is a big entertaining space, where the kitchen melds into the backyard and the dining area—it's very open. It's filled with light and, especially in the summer, filled with lots of activity.

AH: It's funny.... There's a saying, "design is never done," meaning it's never finished, and that's how we feel about our house. We've lived there for more than 11 years, but we're always changing and updating things.

NM: Our primary home is in Sagaponack, and I think the real draw there is the farmland. So we have a chicken coop with chickens and a barn where our little band plays, and we have a unique area where the kids like to play. And we're doing a little addition renovation for an art studio space. The beauty of the Hamptons is that it allows a lot of flexibility. **H**

THE PANELISTS

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"The beauty of the Hamptons is that it allows a lot of flexibility."

—NICK MARTIN