

HOMES OF THE HAMPTONS



NEWLY COMPLETED RARE COMPOUND

SAGAPONACK VILLAGE

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WORKING & LIVING IN THE HAMPTONS

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It is one thing to sell a home, it is another to sell a lifestyle. A great real estate agent is tapped into the local community with an understanding of what makes a town or village stand out, what to do and where to go, regulations preserving open space and farmland, and much more. Sotheby's International Realty's agents are a prime example of those in the know. Now, agents from the Bridgehampton, East Hampton, Sag Harbor, and Southampton offices are sharing what it is like to live and work in the Hamptons, and how that translates to their clients.

When his parents moved to Sag Harbor from Boston in 1967, Licensed Salesperson [Jon Barton](#) and his siblings spent the majority of their days outdoors, exploring the woods and swimming in the bay. As an adult, he worked as a carpenter and builder for 15 years before getting into real estate. It was his knack for finding opportunities in the market that helped him transition into this career in 1999.

"What's great about the Hamptons market is the decades of incredibly expensive investment sunk into so many of the properties out here," Barton explains. "Our proximity to the most vibrant cultural and financial city in the world combined with the scarcity of space in our small towns has made the Hamptons one of the best insulated markets in the world. The fact that so many of the world's most successful figures vote with their feet and wallet to live here carries a lot of weight."

Like many others who turn from summer renter to full-time resident, Licensed

Salesperson [Angela Boyer-Stump](#) purchased her home with her husband 21 years ago after renting for a summer near Georgica Beach. "We fell in love with the easy access from the city and the magic of wide beaches, equestrian fields, and the boating lifestyle we love," she shares. "We knew it would be the right environment for us to raise our family."

Boyer-Stump's entry into real estate was during a conversation with a friend over dinner. She met with a head broker, and they connected instantly. She became a top agent, executive vice president, and the rest was history. The luxury home market of the Hamptons brings a unique opportunity for owners to rent their properties out, if they so choose. "The sheer beauty of the surroundings and the vibrant seasonal lifestyle make living here an ever changing, wonderful experience," she says. "Constantly meeting new clients and customers combined with my local friends and family is energizing."

Family has become part of the Baris Team's selling point. Licensed Salespersons and husband and wife duo [Nola and Richard Baris](#), along with their daughter-in-law and Licensed Salesperson [Heather Baris](#), work alongside one another to sell the Hamptons lifestyle. Citing travels to many different places, Richard Baris notes the fascinating natural beauty as a major draw.

"The pace and challenge of the 'summer crowds' lends itself to a rather subdued



and serene winter,” Richard Baris shares. “Both are augmented by Indian Summers and bright fall colors, and finally, the return of the birds with the onset of our renaissance spring. Living and working here is idyllic. We all consider ourselves very fortunate.”

Heather Baris moved to East Hampton 13 years ago from Manhattan, using her father-in-law and now business partner as her agent. “We lived in Manhattan at the time so our weekends ‘out east’ were so enticing,” she recalls. “Fresh air, beaches, farms and easy family-centric living. Our stays became longer and longer until one weekend we didn’t return to the city.”

For Nola Baris, it’s more meaningful working as a team. “With our varied career backgrounds in design, contracting, and education, we each bring something quite valuable to the table, and we appreciate each other’s insight,” she shares. “It also helps that there are three of us so as a team member one of us will always be available to show our exclusives or work with a buyer.”

Continuing with the team theme, Associate Real Estate Broker [Phelan Wolf](#) and his wife, Licensed Salesperson [Kammy Wolf](#), have found balance in work and family life. Their children have been exposed to the business as well. “Although real estate can be all consuming we try to cover everything and then set it aside,” Phelan Wolf says. “Our kids have spent a lot of time in the office, overheard a lot of negotiating on the phone, have met a lot of clients, and seen a lot of houses. It has been a good education for them about real estate, how the world works, and how people should behave professionally.”

The pair have found East Hampton to be an ideal place to raise a family as well. Noting the beauty of the community, Kammy Wolf says it attracts people for all sorts of reasons including the beach, fishing, golf and tennis, or just some R&R. These features make the Hamptons ideal for second homeowners.

“The Hamptons is primarily a second home market,” Kammy Wolf says. “Nobody gets a job transfer here and needs to find a house immediately. Buyers want houses here, but they usually don’t need them. So, you have to be patient working with buyers and accept that they may change their mind along the way.”

Associate Broker [Gioia Dipaolo](#) joins the ranks of turning her summer home into a permanent one. The casual lifestyle has been a draw, as well as the farms, vineyards, and restaurant scene. The transition into real estate was natural for her and allows Dipaolo to share what she loves with her clients.

“When I left the city and the fashion industry, real estate was a very organic career move relying upon a similar skill set: sales, self-promotion, entrepreneurship,” Dipaolo explains. “It was a natural transition I was completely comfortable with from day one.”



The Hamptons market is challenging and exciting all at the same time. It is a highly coveted summer destination that also has a strong year-round community. Licensed Salesperson [Sandra Liveric](#) came to the East End for personal and professional reasons. She had a life and career in Manhattan, but her heart was in Southampton where she had traveled back and forth to be with her boyfriend of now six years. She finally made the move a little over three years ago and hasn’t looked back.

“I am grateful for every day that I get to do what I am passionate about in an environment that I feel very connected to,” Liveric shares. “I’m not a salesperson, I’m a businesswoman designing her life and sharing everything there is to know about real estate and living here. Iced coffee at the Golden Pear or Hampton Coffee Co., Soul Cycle, Ananda Yoga, hidden gems, discovering new restaurants and shops, beach days, yes please!”

The business of real estate has been embedded in Senior Global Real Estate Advisor [Deborah Srb](#) as she comes from a family of developers. She understood the language well and was able to incorporate the creative process she learned from studying art and fashion.

“From a geographical standpoint the stunning landscape and unique architecture that takes advantage of that, the Hamptons is like none other,” Srb says. “From a consumer standpoint, it’s no different in that the buyer today is as sophisticated and knowledgeable as any buyer that’s looking to purchase in a high net worth area. Today’s marketplace info is at everyone’s fingertips making the business more challenging for brokers. You really have to know your inventory, local laws and be on your game to gain loyalty.”

Get to know the Sotheby’s International Realty team, and experience all they love for yourself in the Hamptons.

RACHEL BOSWORTH

