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What would you recommend to those trying to sell their home? What are the little things they can do that really go a long way? Remove all the clutter. People have clutter in their own lives at home and do not want to see it in a house when they are considering buying; also, try not to redo bathrooms or kitchens or tackle some other costly project. Invariably, your potential buyers will want to put their own stamp on any renovations.

What are the biggest mistakes sellers make? There are many sellers who cannot bear to leave their homes during a showing. Big mistake. Even though they understand that sellers want to sell the house, and it's not an imposition for them to be there, buyers invariably spend much more time in a house evaluating it if the seller is gone for the showing. Let your broker do his/her job. Don't feel compelled to point out every little thing to a perspective buyer.

With all the bidding wars out there now, what can prospective buyers do to be best prepared, so they are successful? Ego is such a large part of purchasing a house: Leave it home. No one seems to enjoy their Hampton real estate experience unless they get a chance to negotiate. Determine what

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the important issues are when there are competing offers, forget the small stuff and move forward expeditiously to make a deal. Noncontingent deals, where the buyer moves quickly and doesn't obsess over every little detail in the inspection report, seem to work wonders, with a seller balancing competing offers.

Tell us about something new and exciting you're currently representing. I have an amazing 9,000-square-foot estate, with a tennis court, on 2.5 acres, set way back off Bridgehampton's Ocean Road, which is being completed. It's a superlative example of what happens when masterful construction, generous room sizes, intelligent flow and a sensational landscape plan are all combined with inspired interior design. It's priced at \$18.5 million. I don't think it will be around very long.

This 6,300 square-foot traditional by M & M Luxury Custom Homes is now complete in picturesque setting on 1.25 acres in the coveted enclave that is Georgia. All this, set within a sea of verdant lawn behind dense perimeter plantings, just a short distance to village shopping and ocean beaches. Exclusive. \$7.95M WEB#39576

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