

Gary DePersia: It's very popular with new buyers who are looking for value, privacy, and larger accommodations than they could find south of the highway. The inventory at all price ranges north of the highway is excellent at the moment.

FA: The interesting thing about north of the highway is that new construction of sizable properties on busier thoroughfares appears to be vastly more popular than more-secluded houses.

NZ: A really well appointed home with custom features and luxurious finishes will draw customers and offers. The land needs to have buffers between neighbors, and the access to the property needs to be appealing as well. If the north-of-the-highway home has a water view or fronts, the asking price alone will determine how long it will be on the market.

What village is currently in demand with new buyers?

Aram Terchunian: Sag Harbor and Southampton are hot. Walkable streets with plenty of restaurants seem to be the key ingredients.

BM: I live in Sag Harbor, so I'm particularly biased. For one, it is a truly year-round community, which is tough to say about many other areas.

GD: Everyone has their own idea of what their "Hampton" experience should be, so there is no one location or village—

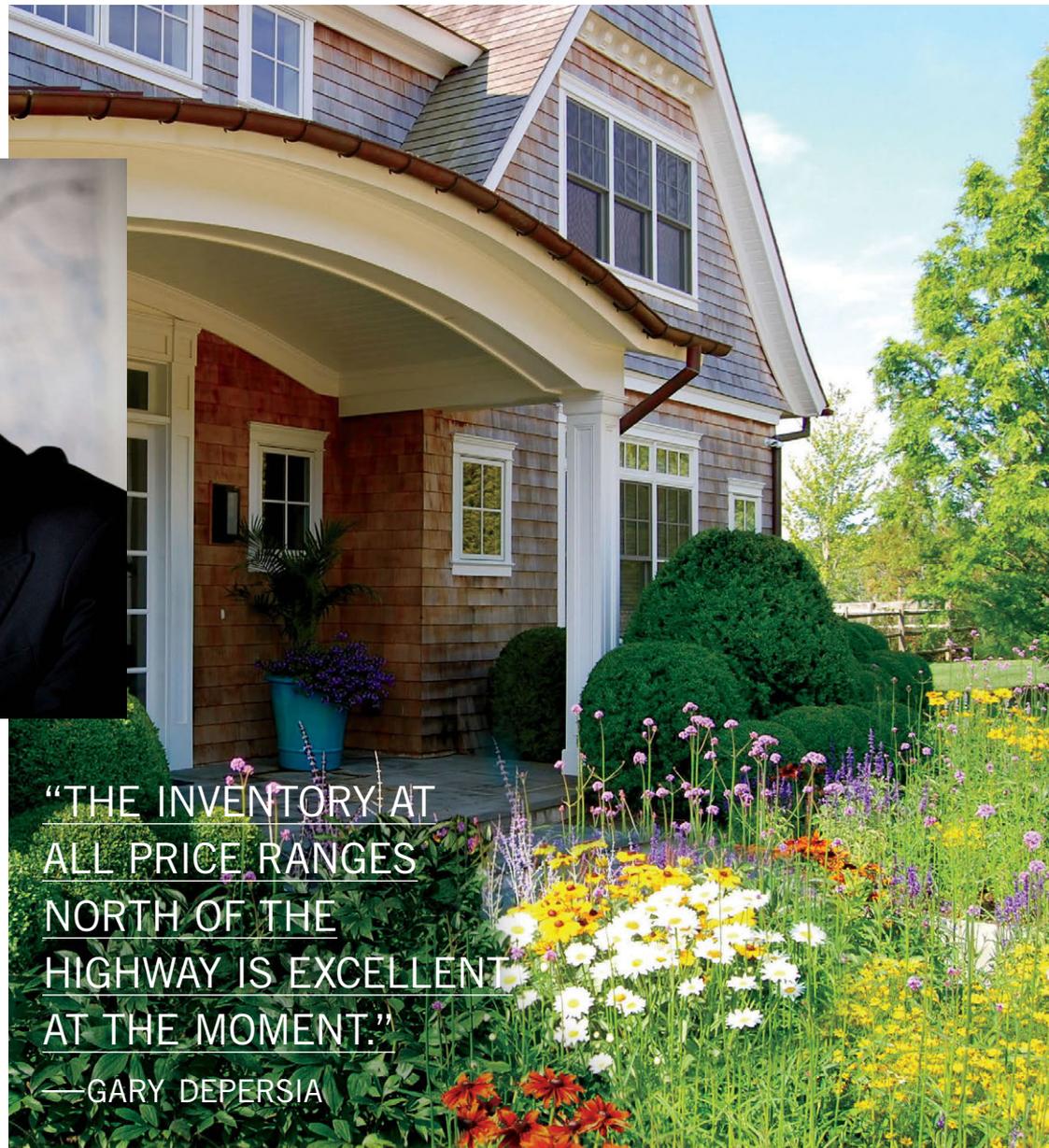


thank heavens—as everyone would be competing for the same property. Sag Harbor is certainly growing by leaps and bounds, but also Water Mill, Bridgehampton, and Sagaponack.

JD: I believe Westhampton Beach is going to be on fire [due to] the easy commute from the city, in addition to the values and price points. The North Fork is also just hitting its stride with the vineyards and farm-to-table [culture].

Are buyers putting greater importance on a home's location or the structure on the land?

GD: House still wins out with most buyers, although each has their idea of what location they want. Sometimes, though, in their search, buyers surprise themselves and buy in villages or locations they hadn't considered before. >>



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—GARY DEPERSIA



CLOCKWISE FROM TOP LEFT: Unlimited Earth Care's Frederico Azevedo; the garden and bluestone path in front of the home of one of his clients; Nunzio Zappola of N. Zappola & Associates Contracting and Corcoran real estate broker Gary DePersia discuss the merits of a home's location versus its amenities.