

Open Houses Galore Columbus Day Weekend

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This house on Fowler Beach, listed for \$32.5 million with Saunders Real Estate, is one of the hundreds of houses that will be open to the public over Columbus Day weekend. *Saunders*

Columbus Day weekend draws visitors to the South Fork for many reasons, the Montauk Fall Festival or the Hamptons International Film Festival perhaps, but it's also a home buyer's paradise. With literally a few hundred open houses taking place on the East End, real estate agents will stay busy this weekend as they make one final push before the selling season comes to an end.

"We feel like it's one of the biggest pushes — end of the season," said Steve Glick, the vice president of advertising and marketing at Saunders & Associates, which boasts more than 150 open houses from Friday to Monday of the holiday weekend. An insert in *The Star* this week was dedicated to subject. Since Saunders was established seven years ago, the firm has been making "a big campaign" in order to "maximize the exposure of our listings" over the holiday weekend, he said. Each year, it's grown. "This is the largest yet," he said.

Over 170 brokers hold more than 400 listings, Mr. Glick said. Each are conducting multiple open houses a day over the three-day weekend from Westhampton to Montauk. The listings range in price from \$32.5 million to \$615,000.

The most expensive property, a 7,600-square-foot house on a stretch of oceanfront known as Fowler Beach in Water Mill, offers

360-degree panoramic views from the Atlantic Ocean down to Jule Pond. The five-bedroom house on 3.3 acres has a pool and private boardwalk that goes over the dunes to the ocean. Jay Flagg, the broker, will open the doors to 370 Fowler Street on Saturday from noon to 2 p.m.

A glance at other agencies' websites shows dozens more open houses. Corcoran listed 108 on the South Fork alone, and Brown Harris Stevens listed more than 40.

While a large number of open houses over Columbus Day weekend may not be anything new, Judi A. Desiderio, chief executive officer at Town and Country Real Estate, said it's been a particularly busy year. Her agents will be conducting at least 50 open houses. "We're basically in the height of our selling season," she said, adding that the fall season goes from August to the beginning of November.

Among the highlights Ms. Desiderio pointed to was an oceanfront house at 8 Mitchell Dunes Lane in Amagansett listed for \$8.95 million. Designed by Lawrence Randolph, the modern house sits on two acres with panoramic views of the water from nearly every room. In addition to four bedrooms, there is a 12-person steam room, a master bedroom for his and her, and three levels of decks. The open house takes place Saturday from 10:30 a.m. to noon.

There is truly a property for everyone's budget this weekend. A waterfront condo at 400 Noyac Road in Noyac, which is on the market for \$749,000, will be open to the public on Saturday from 10 a.m. to 12:30 p.m. An end unit, the two-bedroom, two-bath offers views of the bay and inlet. Amenities include a pool, boat slips, and tennis.

On Saturday, a Springs "starter" house at 4 Quail Lane will be available for viewing. The 1,200-square-foot, three-bedroom, two-bath house is listed with Corcoran for \$599,000. Merie Buff, the broker, will hold the open house between 1 and 3 p.m.

Saunders will hold an open house at a three-bedroom ranch at 489 Three Mile Harbor-Hog Creek Road in East Hampton listed for \$615,000 on Sunday from 11:30 a.m. to 2 p.m. The property, which is on about three-quarters of an acre, has a deeded boat slip in the harbor. Paul A. Henneforth is the agent.