



Real Estate Roundtable: The Must-Have Amenities for Summer in the Hamptons

Real Estate Roundtable | July 6, 2016

Pristine pools and private putting greens. State-of-the-art kitchens and gorgeous guest houses. With the most sizzling of seasons upon us, our gathering of real estate experts and insiders share their insights into the hottest amenities homeowners desire in an East End property right now.

“The hottest amenities I see buyers looking for are a home theater, a roof deck if there is a view, gym, spa and tennis court. The status of a Hamptons home is elevated by a guest house, views, land, proximity to water and home automation with audio-visual capability throughout the house.”—**Gary R. DePersia, Licensed Associate Real Estate Broker, The Corcoran Group**

“As of current, property owners are looking for practicality in their estate. We have seen that people are looking for less maintenance and more enjoyment during the summer months. With that said, the by-product of amenities is maintenance. In addition, the masses are becoming more concerned with their health and wellness—the juice bars, fitness and wellness communities are popping up all over. This is where the interest is, being mindful of health and wellbeing. Less is more when looking toward the future of an unimpaired and active lifestyle. Illustrating this point, one of our latest developments in Water Mill is a property that was developed by John Rives. A true balance between indoor and outdoor space. This house and its features are the perfect example of practicality along with the little luxuries all wrapped up in an impeccable location.”—**Alon Chadad, Founder, BLU Realty Group**

“Our luxury home market has no limit on amenities. The Hamptons is all about family and year-round entertainment. For the outdoors, we have the pool, pool house, tennis court, golf green, outdoor kitchen and television. For the interiors—elevator, movie theater, billiard room, wine room, lower-level entertaining kitchen, and a gym with sauna and steam. Some of the new contemporaries even have glass walls that can disappear with a push of a button into the floor or ceiling. The entire home is controlled by a computer that can be accessed from anywhere in the world. In our beach community, the only limit is your imagination.”—**Alan Schnurman, Licensed Associate Real Estate Broker, Saunders & Associates**

“In new construction, smart-home features allowing the home owner to control everything from their phone from any location, including security, lighting, room temperature, audio visual equipment, cameras and even pool equipment and pool temperature.”—**Linda Kouzoujian, Licensed Real Estate Sales Person, Nest Seekers International**

“It’s all about privacy and relaxation. People’s lives are hectic and they are looking for an escape. They don’t want a project, so newly renovated homes are a home run. Interiors with substantial kitchens and high-end appliances are important to the foodies that are finding

their way to the North Fork. Our buyers want homes that create serenity, clean lines, minimal color and lots of texture, natural light, open spaces and fabulous views. Sometimes that means a home on the water, be it sound, bay or creek front. For others, a farm or vineyard view evokes that feeling of a country getaway. Aside from looking for exteriors that provide privacy and view, buyers also look for outdoor entertainment space, and a pool seems to be a universal request among most buyers lately more than ever.”—**Donielle Cardinale, CBR, Associate Real Estate Broker, Daniel Gale Sotheby’s International Realty**

“It used to be that putting greens and bowling alleys were attractive amenities. What I’ve been seeing is that outdoor gathering spaces are very appealing. For example, pool houses that are open with an area where you can grill and entertain also. And don’t forget that outdoor fireplace.”—**John Christopher, Associate Real Estate Broker, Brown Harris Stevens of The Hamptons, LLC**

“Even in the Hamptons there is a range of housing price points that designate the desired amenities list. However, for the market share of Hamptons buyers, selecting brand new construction with enviable locations that are close to the ocean and in—or on the ‘fringe’ of—the iconic Hamptons villages is the singular ‘amenity’ that continues to top the savvy wish list. Also what’s hot for buyers with children of new homes are completely finished lower levels offering bonus recreation space that create a separate oasis for the little ones, but also offer those ‘built-in adult spaces’ with wine rooms and home gyms. A heated gunite pool has jumped from amenity to the necessity list. What’s absolutely a hot amenity is privacy for that pool and to the backyard retreat, be it a more modest village/fringe size lot or a parcel with more acreage. Many buyers want their new Hamptons home as a comfortable ‘trophy getaway’ that also reflects the wise investing that allowed them to achieve it.”—**Jim Rooney, Principal FLEXdevelopment/Broker KP Property Group Inc.**

“The age-old hot amenity is still, in my opinion, a glorious kitchen. Kitchens are still a major focal point of any high-end home, whether the client is a cook or not. If the property allows, infinity pools are also a hot item. Don’t forget the inclusion of a home theater, which can be done in a broad price spectrum from very reasonable to high-end movie theater amenities. In home elevators are also becoming more popular.”—**Jim Naples, Owner, East Bay Builders**

“In addition to expansive wine cellars and media/screening rooms, the hottest amenity right now for buyers at every price point seems to be quiet. Yes, quiet. The buyers really seek peace and quiet. The Hamptons are becoming very Zen.”—**Mary Slattery, Licensed Associate Real Estate Broker, The Corcoran Group**

“Summer in the Hamptons couldn’t be hotter, and every year surpasses the previous one. Homeowners are adding five-star hotel-quality amenities to elevate their homes. Some are building private movie theaters or bowling allies to entertain their guests on a rainy day, while others are opting for life-size boxing rings, hot yoga studios, or indoor swimming. Nowadays, owners are focused on creating a vacation home that meets their needs as well as their wildest dreams.”—**Lauren Spiegel, Licensed Real Estate Salesperson, Douglas Elliman Real Estate**

“Outdoor living spaces. Large covered patios with fireplaces with flat-screens above, as well as covered dining areas with full kitchens. This not only stretches the home’s size but also adds a wonderful *al fresco* element in bringing nature within.”—**Judi A. Desiderio, CEO, Town & Country Real Estate**

“Put the ocean or bay on the property and you have immediate gratification. Add an infinity pool, tennis, virtual golf and movie theater and you just put an exclamation point on it!”—**Denise “Dee” Kerrigan Perfido, Licensed Principal Broker/Owner, Kerrigan Country Realty**

“A couple of extraordinary amenities I’ve seen include a roof deck putting green with views of the ocean. And roll-up/away paintings to reveal flat-screen televisions. Anything that truly is handcrafted, one-of-a-kind gets strong attention, from doorknobs to radiant encaustic flooring.”—**Harald Grant, Senior Global Real Estate Advisor, Broker Associate, Sotheby’s International Realty**

“Creating an open-air outdoor entertaining space—I’m seeing requests for this all over the East End. Some are looking to put in clear pocket doors to an outdoor living area so when you enter the house you are immediately drawn to this backyard space and pool area through the glass pocket doors. Very Palm Beach.”—**Christine Curiale, Branch Manager, Wells Fargo Home Mortgage**

“Summer and weekends in the Hamptons are all about entertaining, and there’s no place nicer to do that than lounging by the infinity-edge pool, sitting by the glowing fire pit, and serving up margaritas and lobster from an outdoor kitchen. Our client, Food Network star Willie Degel, has taken the concept of an outdoor kitchen to a new level. He has a professionally outfitted kitchen with a state-of-the-art gas grill, ice service bar, refrigerator, and huge marble serving counter for wining and dining guests. There’s also a romantic strand of overhead lights that glow and set the ambiance when dining by moonlight. Screened porches are also hot right now. It’s a great way to enjoy the outdoors on a rainy night, or curling up with a book on a hot summer’s day.”—**Enzo Morabito, Licensed Associate Real Estate Broker, Enzo Morabito Real Estate Team, Douglas Elliman Real Estate**