

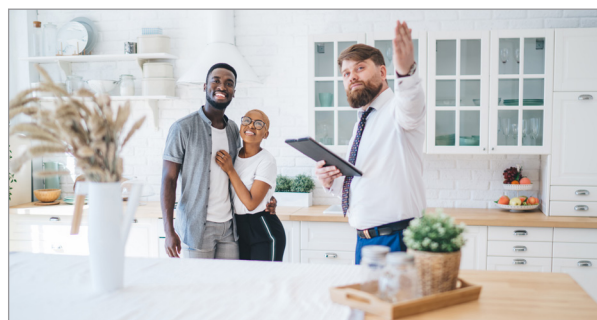
**TOWN &
COUNTRY**
R E A L · E S T A T E

INFORMATION IS POWER



TOWN & COUNTRY'S reach throughout the Hamptons, North Fork, Manhattan, and worldwide yields a wealth of experience for buyers and sellers alike. Our winning combination consists of dedicated real estate agents who excel in marketing plans, advanced technology, along with guidance and support of hands-on owners and managers with depths of knowledge and years of experience in selling high-end, luxury East End real estate.

To further position T&C associates above all others, we have assembled a marketing department whose sole duty is to empower our agents like no other firm can do. At T&C we have the richest resources and offer the uniquely personal intimacy that's lost in large conglomerates.



EAST HAMPTON
631.324.8080

BRIDGEHAMPTON
631.537.3200

SOUTHAMPTON
631.283.5800

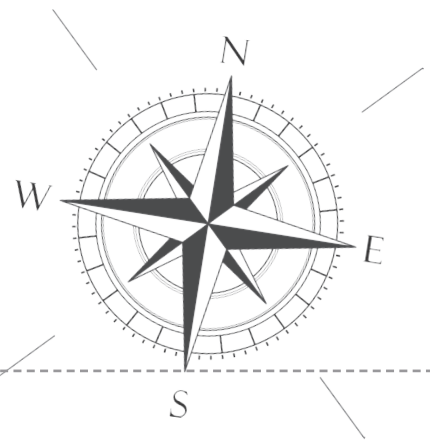
WESTHAMPTON BEACH
631.288.3030

MONTAUK
631.668.0500

MATTITUCK
631.298.0600

GREENPORT
631.477.5990

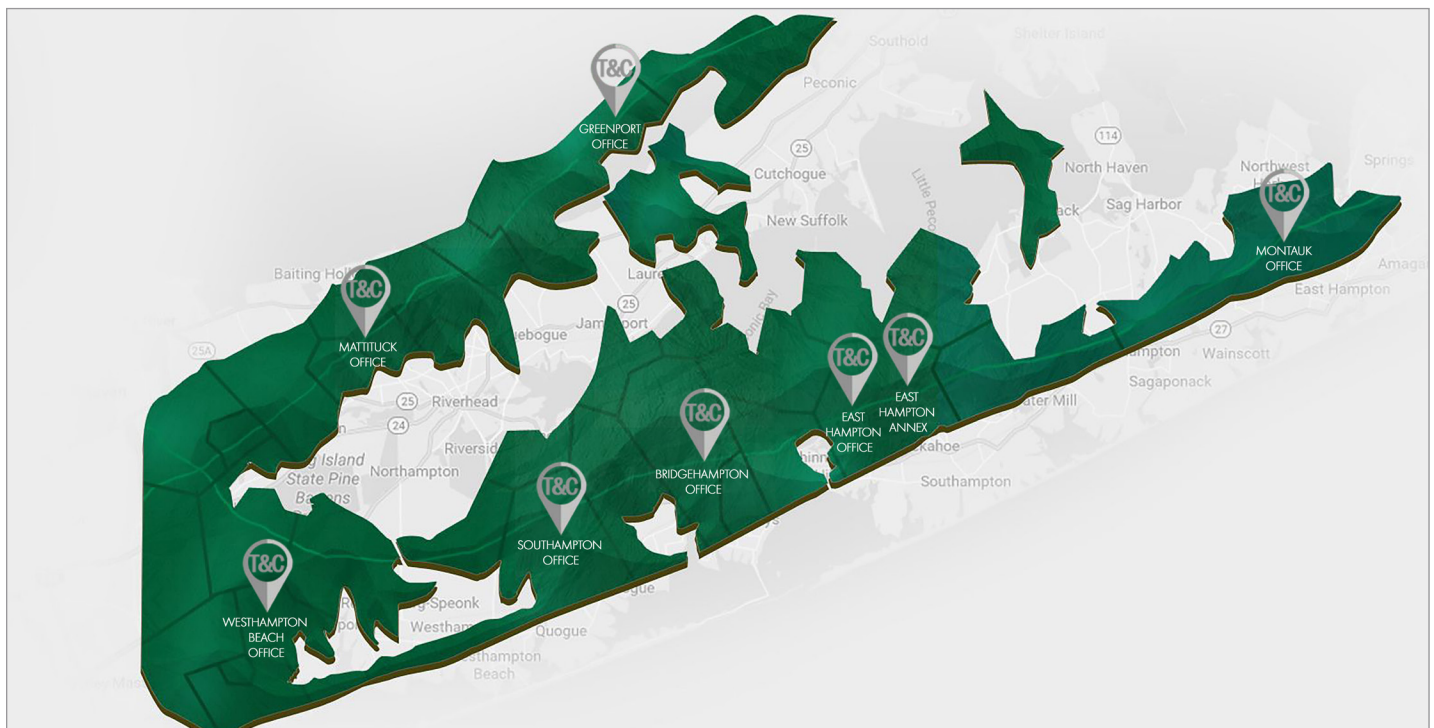
OFFICE LOCATIONS



TOWN & COUNTRY'S eight East End offices are staffed by experienced professional real estate associates who are at the top of their prospective fields serving both the North Fork and South Fork. This provides a totally encompassing, comprehensive East End luxury real estate experience.

As an independent real estate agency, with on-site owner operators, TOWN & COUNTRY has the flexibility of a boutique, yet offers the expansive reach and scope as corporately held real estate companies and franchise operated conglomerates.

Our select group of experienced real estate professionals have vast networks of repeat and referral customers and clients. In addition, new clients, customers and brokers find us on the Internet via our worldwide marketing initiatives. Listing exclusively with TOWN & COUNTRY gives you the greatest advantage of both personalized service with expansive reach.



EAST HAMPTON
46 Main Street
631.324.8080
eh@TCHamptons.com

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sh@TCHamptons.com

MATTITUCK
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WESTHAMPTON BEACH
132-9 Main Street
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whb@TCHamptons.com

GREENPORT
120 Front Street
631.477.5990
gpt@TCHamptons.com

THE PARTNERS



Judi Desiderio, CEO and Founder, opened TOWN & COUNTRY Real Estate, in one of the worst bear markets the Hamptons and North Fork had ever witnessed. Judi says that it "may have been a bit bold in such challenging times" but "the real estate people I have known are true entrepreneurs and think outside the box. So, with entrepreneurs in mind, combined with my love and knowledge of real estate, I set my sails."

Janet Hummel, Managing Partner Bridgehampton, joined Judi shortly thereafter. "Our agents are able to achieve excellence because they are dedicated to their field," says Janet. "They know we are taking care of all the support they need from marketing to technology."

In 2008, Nancy McGann completed the partnership as Managing Partner Southampton. "Our aim is to deliver superior service to our clientele while maintaining a cohesive working environment. We carefully select who represents T&C. Every agent's identity and character is important to the success of our company. It's quality, not quantity, that truly matters."

Together, these three highly regarded, experienced professionals apply their years of experience and accumulated knowledge to assist their agents and brokers in servicing the most discerning clientele.

BOARD OF DIRECTORS

With nearly a century, collectively, in real estate on the East End, the Board of Directors, continue expanding and exploring the ever changing real estate industry by having a keen focus on forward thinking, thus empowering T&C agents with every tool available to provide superior service.



Gene Stilwell, Executive Sales Manager
East Hampton, 33 years

Nicole B. Brewer, Director Digital Media, 20 years

Laura Mott, Director Marketing, 20 years

Judi A. Desiderio, President/Chief Executive, 37 years

Patrick Galway, Executive Sales Manager
Westhampton Beach and Southampton, 29 years

Janet Hummel, Managing Partner Bridgehampton, 24 years

Joan Bischoff van Heemskerck Executive Sales Manager
North Fork & Shelter Island, 14 years

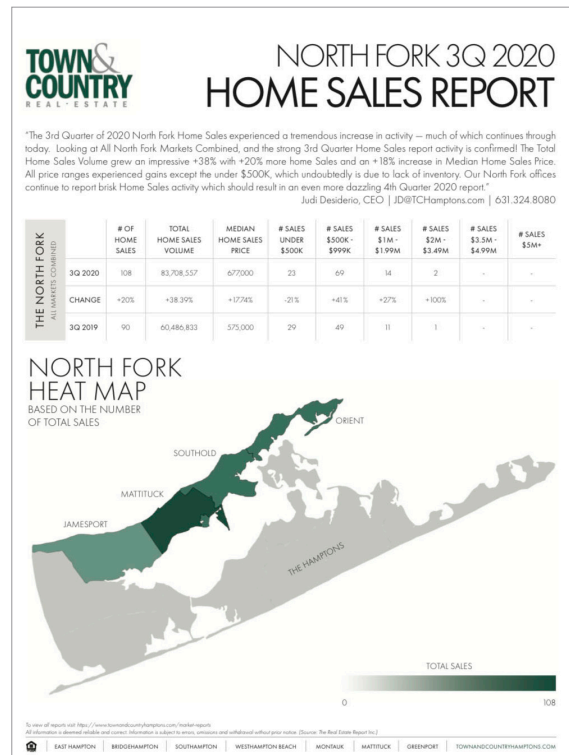
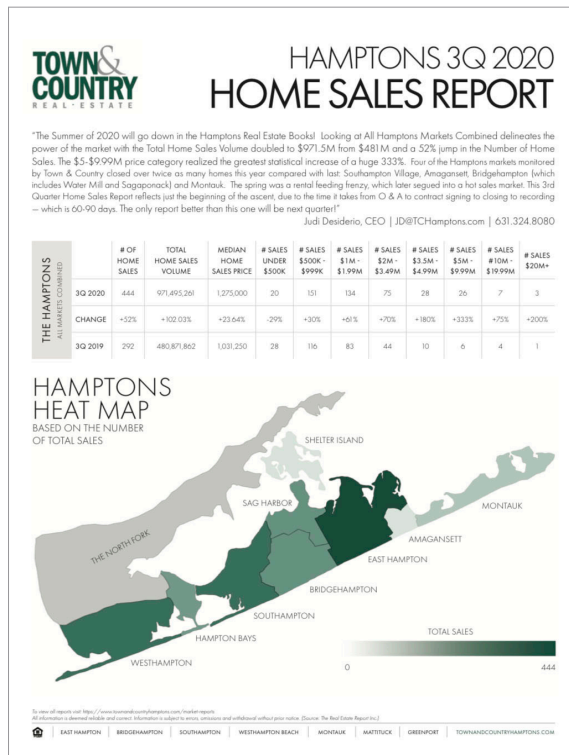
Kimberley Terry, Chief Operating Officer, 20 years

Nancy McGann, Managing Partner, 37 years

MARKET REPORTS

We believe information is paramount for you, our clientele, as well as our agents and brokers. To that end TOWN & COUNTRY Real Estate publishes several comprehensive real estate market reports:

- Hamptons Quarterly Home Sales Reports and separate North Fork Quarterly Home Sales Reports
- Mid-Year Hamptons Home Sales Market Report and separate Mid-Year North Fork Home Sales Market Report
- Hamptons Year End Home Sales Market Report and separate North Fork Year End Home Sales Market Report
- The Top 10 Most Expensive Hamptons Sales Report and separate Top 10 Most Expensive North Fork Sales Report



In-depth, area-specific information gives our clients and customers an advantage in the ever evolving North Fork & Hamptons real estate markets. The T&C Market Reports break down SOLD data into several individual markets, examining the Number of Home Sales, Total Home Sales Volume, and Median Home Sale Price in specific price categories within each market. We review the raw data taking the time to remove co-ops, condos, commercial properties, vacant land, and partial interest. This attention to detail removes the broad stroke approach that other real estate brokerages evaluate.

Opinions, frankly, are of little value when you need the hard facts before considering a real estate investment. And hard facts are what TOWN & COUNTRY real estate market reports provide. Judi Desiderio, a real estate broker for over three decades, has provided these reports for over 25 of those years as an industry leader.

PRINT & DIRECT MAIL MARKETING



Print advertising remains a key component of every TOWN & COUNTRY marketing plan, branding TOWN & COUNTRY and our listings as the finest on the East End. Statistically, print evokes trust and familiarity – vital elements of a successful relationship between agent and clientele. We choose a combination of magazines, newspapers, and journals that cover uber-local to worldwide news to maximize the exposure of the T&C brand and the properties we represent.



Direct mail, in the form of postcards, brochures and letters, is a key part of the TOWN & COUNTRY Real Estate approach to marketing and advertising real estate listings in the Hamptons and North Fork. When done properly, direct mail is a relationship-building form of marketing communications with proven success. TOWN & COUNTRY'S Marketing Department works closely with our agents to target specific demographics for each listing. We tailor mailing lists based on specific streets, zip codes, radius searches, and more.

Our TOWN & COUNTRY Private Label book, represents a sampling of properties on the East End we represent. Distributed throughout the Hamptons and North Fork, in New York City and Palm Beach it reaches a vast audience of varying demographics. Our book is digitized on our website, making it easy to view and send via e-mail to anyone, anywhere. Our goal is to be sure customers can preview our book, no matter what their choice of marketing mediums may be.

DIGITAL, INTERNET AND SOCIAL MEDIA

Recently redesigned and re-engineered to create a user-friendly engaging experience, while providing valuable information for buyers, sellers, landlords, tenants, and investor, TOWNANDCOUNTRYHAMPTONS.COM promotes exclusive luxury real estate listings in the Hamptons and on the North Fork. We prioritize search engine optimization and continually research best practices to maintain a strong showing on search engines. We promote TOWNANDCOUNTRYHAMPTONS.COM via banner ads on relevant sites and across social media and our exclusive listings are included on search portals that have a proven track record.



T&C's approach to social media is targeted to share exclusive real estate listings, promote our real estate agents, and connect with our community. Social media is a critical way we connect TOWN & COUNTRY luxury listings and our team of professional real estate agents to a broad audience looking to buy, rent, or invest in the Hamptons and North Fork. Social media is more than a series of clever posts – it's about engagement. The T&C Digital Media team makes it a priority to personally engage with our fans and followers strengthening those connections.

We make it part of our daily marketing and branding practice to work with the newest technology and most up-to-date social media applications. Each day our in-house team posts unique content on a variety of social media networks. We feature photos and videos of our listings, promote our agents, introduce the newest members of our team, and highlight events we sponsor and support in the community.



PUBLIC RELATIONS AND PUBLICITY

Over the years TOWN & COUNTRY has worked to build strong ties as a reliable, trusted source with reporters and media contacts locally and on a national scale. We are often called upon to comment on real estate market conditions, give facts and figures on home sales transactions, offer tips to buyers and sellers, or just talk about what's new on the East End.



With TOWN & COUNTRY Real Estate agents being experts in their fields, and with real estate always being a topic of conversation across the East End, we have plenty to say on the subject of North Fork and Hamptons real estate news. We share our insights on trends, feature prominent and new listings, and share quarterly market reports with newspapers, magazines, and online news outlets. We also regularly send press releases to hundreds of media contacts to ensure the media, and hence the public, are aware of TOWN & COUNTRY news on the East End.

THE REAL DEAL NEW YORK REAL ESTATE NEWS

In Hamptons And Elsewhere, Season No Longer Ends On Labor Day

Duration of East End stays has increased 20 percent
Sasha Jones | August 27, 2020

Judi Desiderio calls it "tumbleweed Tuesday." On the day after Labor Day, renters disappear, leaving beaches and restaurants empty.

Not this year.

"No matter where you go nowadays people are saying there's going to be no tumbleweed Tuesday," said Desiderio, CEO of Town & Country Real Estate. "And there won't be."

Brokers in the tri-state area say they have run out of rentals as the pandemic has upended fall plans, leading families to trade in their New York apartments for an out-of-city escape.

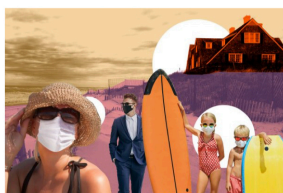
At the beginning of the health crisis, agents saw an uptick in renters fleeing to the suburbs and weekend spots. Now, while some renters become buyers, others are signing long-term leases.

Online booking data from VRBO and Airbnb shared with The Real Deal show that in the Hamptons, between May and September, average duration of stay increased 20 percent.

For September, the number of reservations is up 8 percent compared to this time last year and the average nightly rate has jumped almost 21 percent. The number of nights booked has risen 26 percent.

"The demand for September is very high right now and the pricing is very similar to June and July," said Bryan Fedner, co-founder of Hamptons-focused rental business StayMarquis. "People are definitely taking advantage of that extended summer season."

Brokers find themselves coping not with empty calendars but with a decrease in supply. Between May and September, the number of bookings fell 29 percent as homeowners pulled their houses from the market for personal use.



THE WALL STREET JOURNAL.

As Coronavirus Hits, New Yorkers Wonder if They Should Leave

Rentals surge in summer destinations; East Hampton is as busy as July
Josh Barbanell | March 22, 2020

As coronavirus cases rise in New York, many residents can find themselves wondering: Should they leave to ride out the pandemic elsewhere?

Home rentals have surged in places New Yorkers typically turn to in the summer, from the Hamptons to Nantucket, Mass., as travel otherwise evaporated, according to AirDNA, a travel-booking analytics site.

Rental markets in areas outside other major, crowded cities as well from San Francisco to Chicago to Boston are seeing high demand.

Many families packed up and moved into summer homes that had been closed up for the winter in order to shelter in place. New Yorkers are ordered to stay home as much as possible and public schools are closed—raising the allure for families with small children and small apartments to find an escape, and a stroll on a beach.

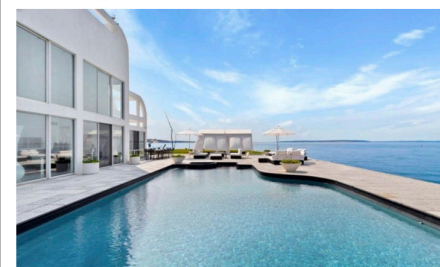
The parking lot at Main Beach in East Hampton, N.Y., is as full as it is in July, said Glenn Vickers II, president of Discover the Hamptons, a not-for-profit that promotes tourism and economic development. People can be seen strolling along ocean beaches in hats and gloves, with children or pets in tow, maintaining a discrete distance between groups.



Forbes

A Pandemic Stampede To The Hamptons Leads To A Desperate Search For Summer Rentals

Donna O'Shaney | May 25, 2020



A friend called me the other day to ask what I knew about summer rentals in the Hamptons. I started to look online, and then called Judi Desiderio, the CEO and founder of Town & Country, which has eight stores in the Hamptons and on the North Fork of Long Island.

The Hamptons rental season is typically from Memorial Day weekend to Labor Day. This time around, however, the pandemic disrupted the calendar when New Yorkers began to evacuate the city in March. The Hamptons were the prime luxury destination. As a result, Desiderio said her company soon began producing three to four times as many rental deals as recorded in previous years. The velocity of deals was exhausting, and the drama was stunning.

She told of a Manhattan couple who were so desperate to secure a summer rental that they made an offer off of website photos on a Bridgehampton house in the \$150,000-to-\$200,000 range. They made the same offer to two different agents from the same brokerage firm—one from Town & Country's East Hampton office, the other from Town

WORLDWIDE REACH



TOWN & COUNTRY has aligned itself with other successful independent Real Estate Brokers in markets such as Manhattan and Palm Beach. This direct contact with multiple agencies allows us to create a "custom fit" referral network for our clientele based solely on their individual needs. Brokers from outside our area often call upon us to service their client's luxury real estate needs in the Hamptons and North Fork.

COMMUNITY INVOLVEMENT

At TOWN & COUNTRY Real Estate we believe in the power of giving back to our community. Whether it be donating monetarily, volunteering, or sitting on a Board offering time, insight, and talent we strive to be vital members of the Hamptons and North Fork. At TOWN & COUNTRY, we choose to give to local, organic organizations and causes that make a difference in the lives of the people on the East End including, but not limited to:

- Amagansett Village Improvement Society
- Westhampton Beach Performing Arts Center
- Southampton Center
- Bay Street Theatre
- Fighting Chance
- Mattituck-Laurel Historical Society and Museums
- East Hampton Food Pantry
- Group for the South Fork
- Guild Hall
- East Hampton Volunteer Ocean Rescue

Quality of life here is vital, not only to our business but to each of us personally. We go to great lengths to do our part to maintain this place we all call home.

CLOSING COSTS

Town & Country provides this guide to estimate closing costs for you, for informational purposes only. Both Buyers and Sellers should receive Estimated Closing Costs from their respective attorneys prior to closing. Purchasers using a lending institution receive a Truth in Lending Statement from the lender. These are itemized lists of expenses. Request them as early as possible so that you can best prepare for closing.

SELLER COSTS

DEED STAMPS: NYS Real Estate Transfer Tax	\$4 per \$1,000
REAL ESTATE COMMISSION	amount agreed between Broker & Client
PCDA(Property Condition Disclosure Act)	seller provides buyer with completed form or pays buyer a \$500 waiver fee-consult your attorney
LEGAL FEES	varies - consult counsel
ADJUSTMENTS	any credits due buyer as per negotiations



BUYERS COSTS

MORTGAGE RECORDING TAX (only if buyer takes mortgage)	.80% (less \$30) of loan amount
PECONIC BAY COMMUNITY PRESERVATION TAX for East Hampton, Southampton & Shelter Island	2% of purchase price over \$250,000 improved/\$100,000 unimproved**
PECONIC BAY COMMUNITY PRESERVATION TAX for Riverhead and Southold	2% of purchase price over \$150,000 improved/\$75,000 unimproved**
MANSSION TAX	1% of sale price of \$1M or more on residences
TITLE INSURANCE	sliding scale from \$2.76/\$1,000 to \$6.67/\$1,000 depending on price
SURVEY FEES	varies - consult inspector
INSPECTION FEES	varies - consult inspector
LEGAL FEES	varies - consult counsel
ADJUSTMENTS	dollar value for oil in tank and/or propane; pro rata real estate taxes, etc, and any credits due seller as per negotiations

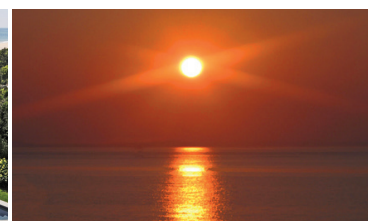
** exemptions for first time home buyers and not-for-profit organizations may be available - contact your municipality

IMAGE IS EVERYTHING



WE KNOW THE
PROPERTIES

WE KNOW THE
PLACES



WE KNOW THE
PEOPLE



WE ARE TOWN & COUNTRY REAL ESTATE
LET US GET TO KNOW
YOU



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