

Real Estate Roundtable: A Year Changed It All

Taylor Vecsey | March 20, 2021



With the one-year anniversary of COVID's arrival here, it also marks one of the busiest times in Hamptons real estate as people fled New York City for more space to hunker down. That meant agents stayed busy, while a lot of us (healthcare workers excluded) slowed down. What was the last year like for you professionally and how has it changed your perspective?

"I have been a broker here for 36 years. During that span, I have conducted business through two crashes, some recessions and a few bull markets. I have learned 'the only thing constant is change'... that's a very important lesson for anyone, especially in real estate. Last year was like no other. The past 12 months swung business from one extreme (total shutdown of all business) to the other (frenetic buyer activity). We saw agents working feverishly without a day off for several months in order to take care of their clients. This business is not for the faint hearted. Professionally, I navigate through this time of extremes with a steadfast focus on moving forward and remaining fluid. As with all other trends, this too shall pass, and then we will be propelled to a new adventurous market. Change is constant. It is exhilarating. I always say, 'I love that no two days are ever the same.'" – **Judi Desiderio, Town & Country Real Estate**