THEREAL DEAL

THE HAMPTONS

flowing and another summer has officially arrived in the Hamptons. But this one may feel notably different from summers past.

After a two-year, post-lockdown boom cycle that drove home prices into the stratosphere and dragged listing inventory to record lows, demand appears to be cooling due to high interest rates and the fallout from the bankingerisis.

The median home price in the Hamptons declined yearover-year in the first quarter for the first time since the pandemic began, and signed contracts in the area fell 15 percent from March to April, according to appraisal firm Miller Samuel What's more, a glut of available rentals in the tony beach enclave has some owners slashing prices to make sure their homes are occupied for the season. "We're choked with supply," Douglas Elliman's Enzo Morabito told CNBC last month. "And it's throughout the Hamptons."

In the first of three special Hamptons sections this summer, The Real Deal brings a series of dispatches from throughout the East End, starting with a look at how the exorbitant cost of a weekend vacation may be driving some would-be visitors elsewhere.

But it's not all bad news for real estate. Also in these pages, we highlight a record hotel sale in Montauk and take stock of the Hamptons' most opulent listings — evidence that the flow of cash into the East End is unlikely to be cut off any time soon. Enjoy some beach reading, and be sure to return for more Hamptons coverage all summer long.



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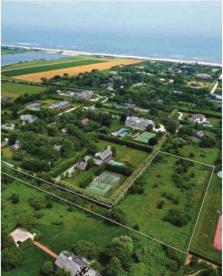
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PRICED OUT

Are market woes costing the Hamptons its hipness?

IS THE HAMPTONS LOSING ITS CULTURAL cachet? It may be in the eyes of the young people, who used to pack Long Island's South Fork on weekends and over the summer.

Twenty- and 30-somethings are losing their desire to hang out in the Hamptons, the New York Times reported late last month. Exorbitant housing costs are among the factors steering them elsewhere - to the detriment of some local landlords.

The Hamptons still holds plenty of allure, particularly to the rich and famous and those who want to get a whiff of celebrity air. But it's less common now for young professionals and college graduates to pool resources to spenda week, weekend or longer in the Hamptons.

Housing costs and restrictions on short-term rentals have made that untenable for many.

"Housing is probably the No. 1 driver of why the 20s and 30s are sort of retreating from the Hamptons," land-use consultant Britton Bistrian told the Times. "They've been priced out just as much as workingclass people have been priced out."

The paucity of young visitors hampers the tourism economy of the region. It also means fewer options for owners who rent out their homes from Memorial Day to Labor Day.

The summer rental market is expected to be even weaker this year than last. according to the New York Post, as more inventory is being listed and the easing of pandemic restrictions lures travelers to Europe and other overseas destinations.

"Over the last few years, the market has been insane - people would offer \$100,000 over asking price for a summer rental," Corcoran broker Susan Breitenbach told the Post in mid-May. "Now, half my days are people calling me asking [if] they should reduce the price of their home to rent."

But it's still too pricey for much of the younger generation, as rents haven't quite reset from the frenzied markets of 2020 "Housing is probably the No. I driver of why the 20s and 30s are sort of retreating from the Hamptons."

BRITTON BISTRIAN. LAND-USE CONSULTANT

and 2021. Along with the higher costs, more short-term rental rules and enforcement are deterring people from packing into rentals and pumping up the volume.

Towns have also been cracking down on nightlife as the atmosphere around the Hamptons changed during the pandemic, leading more families to live in the community year-round (at least those who can afford it).

There's also a pushback against the wealth represented by the Hamptons, a perception that some no longer want to be associated with ren

- Holden Walter-Warner

MONTAUK YACHT CLUB SOLD FOR RECORD SUM

Price revealed: Safe Harbor Marinas spent \$149M to buy hotel from Gurney's

HOSPITALITY PROPERTY SALES HAVE NOT

been setting many price records since a certain virus spread across the world in 2020, but one just did in Montauk.

Safe Harbor Marinas spent \$149 million to buy the Montauk Yacht Club from Gurney's. The acquisition was last year, but the price had not been revealed in Suffolk County records until last month. Behind the Hedges first reported the record sum.

It's a record in numerous ways. The

highest price for a Hamptons hotel sale had been another deal last year, for the 96-room Marram Montauk. But that property traded for barely half as much as the Montauk Yacht Club, which regained its former name after operating as Gurney's Star Island Resort & Marina in recent years.

The \$149 million was also the most lucrative commercial sale in the Hamptons last year and may have been the most ever paid for any property on the East End. Barry Rosenstein paid \$147 million for an East Hampton estate in 2014.

Gurney's recouped its Montauk Yacht Club investment and then some. It purchased the property in 2018 for \$56.7 million and then put another \$13 million into it.

Still, the transaction involves more than the 35acre hotel. It includes four

Star Island Drive lots and three attached piers, along with a motel at 88 South Elmwood Avenue.

The peninsula that stretches out onto Lake Montauk includes 107 guest rooms



and villas, three pools, a pair of restaurants, several bars, tennis and pickleball courts and a private beach. There are also more than 200 boat slips, 180

- Holden Walter-Warner

MOGUL'S EAST HAMPTON **ABODE HEADS BACK** TO AUCTION

Avenues Global won auction in 2021, but \$84M debt remains

ONE TRIP TO THE AUCTION BLOCK WASN'T

enough for an 11-acre East Hampton estate.

Another auction of 90 and 100 Briar Patch Road is set for this month, according to a legal notice. The foreclosure sale is the second in two years for the waterfront property, which was

once owned by education entrepreneur Chris Whittle

Whittle listed the property in 2014 for \$140 million. It is still listed by Bespoke Real Estate, now for \$95 million, but there have been no takers at that price either.

Avenues, the exclusive Manhattan

school that Whittle helped found, was a success, but the same cannot be said for his purchase of East Hampton real estate. The school's parent company, Avenues Global, won an \$8.7 million judgment against Whittle in December 2018 to satisfy debt he owed it, leading to the first auction, which the school won with a credit bid.

That was not the end of the road for the Georgica Pond property, though.

Pure East Global Investments had provided a \$25.4 million commercial loan to Whittle in 2017. It also extended a \$25 million convertible loan to Global Education Investments, When Pure East was not repaid, it was awarded a judgment

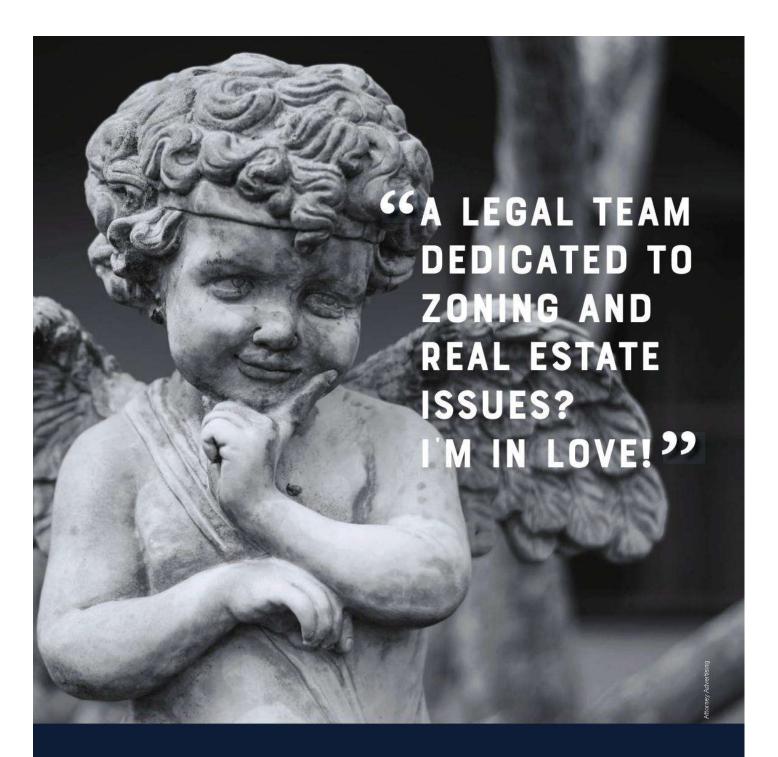
last August and also went after the property.

Interest has piled up on the two loans. A court-appointed referee deemed the amount owed to be a staggering \$84.8

The auction of the estate's two properties seems unlikely to satisfy that judgment. The town's most recent assessment valued them at \$32 million.

The estate includes five structures with 14,000 square feet of living space and 1,200 feet of water frontage. The main 10,000-square-foot home was designed by Arthur Jackson, who designed another famed property in the area, Lasata (see page 48).

- Holden Walter-Warner



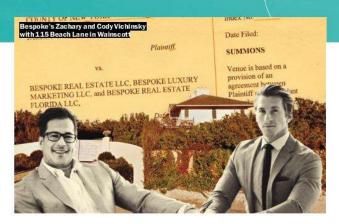
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HAMPTONS AGENT SUES BESPOKE OVER COMMISSIONS

Brokerage brushes off latest lawsuit against it as "frivolous"

A FORMER BESPOKE AGENT IS SUING THE

New York-based luxury brokerage over what he claims is hundreds of thousands in unpaid commissions.

Jarret Willis, who worked as a broker in the Hamptons, filed a lawsuit against three Bespoke entities in New York County Supreme Court last month. Willis claims the brokerage failed to pay him at least \$545,000 in commission from three properties on Long Island's East End.

The suit follows similar allegations from Harlan Goldberg, Willis' former colleague and ex-president of Bespoke Florida who sued the brokerage in March for withholding over \$1 million in commission from sales in Miami and Parkland.

Goldberg and Willis also claim the brokerage's co-founders, Cody and Zachary Vichinsky, and other Bespoke employees, made overtly racist comments to Willis, who is Black, TRD previously reported. Goldberg alleges he was wrongfully terminated from his management position in September due in part to confronting the Vichinskys about their conduct.

Goldberg and Willis filed complaints with the U.S. Equal Employment Opportunity Commission, alleging Willis was discriminated against because he is Black and that Goldberg experienced a hostile work environment because he is Jewish.

Adam Leitman Bailey, Goldberg and Willis' attorney, said both the EEOC and the New York Division of Human Rights are actively investigating the discrimination allegations, which are not mentioned in Willis' commission complaint.

Goldberg and Willis received a letter from Bespoke with some of the outstanding commission payments after Goldberg filed his lawsuit, according to Bailey. The attorney said the amount paid to Goldberg was significantly less than what he alleges he's owed, while the amount paid to Willis was substantial but incomplete.

The brokerage brushed off the filing in a statement to *TRD*, calling Willis "a disgruntled former employee attempting to enrich himself by laying claim to commissions he was not entitled to."

"The claims he makes in this frivolous lawsuit are without merit and we look forward to vigorously defending ourselves in court," a spokesperson for Bespoke said.

Willis'lawsuit against Bespoke, which operates in Florida and New York, is centered on outstanding commissions from three deals in the Hamptons: 236 Quimby Lane in Bridgehampton, 115 Beach Lane in Wainscott and 140 Hayground Cove Road in Water Mill.

Willis claims he brought the buyer for

236 Quimby Lane, which closed for \$26 million in 2019, and that he was only paid \$50,000 from what should have been \$364,000 in commission from the sale.

The complaint alleges Willis brought the sellers of 115 Beach Lane, aerospace and military weaponry businessman David Susser and his wife, Marla, to Bespoke. The 11,000-square-foot home was featured on an episode of "Succession."

Willis was not the listing broker for the property, but he claims he was owed commission due to behind-the-scenes work in closing the deal. Willis alleges the sellers wanted to remove Bespoke from the listing, but he persuaded them to stay on with the brokerage. Bespoke found a buyer for the property two weeks later and closed the sale in November 2021 for \$43 million.

The lawsuit alleges that Willis, while not the lead negotiator, was routinely included in the process to advise the Vichinskys on whether the Sussers would accept the terms of the deal.

After the sale closed, the Vichinskys claimed the brokerage only received 1 percent of the 2 percent commission owed, reducing the amount of Willis' cut. The broker alleges the firm did receive the full commission and only paid him \$58,000 of what should have been \$221.880.00.

Willis alleges he also brought the seller of 140 Hayground to the brokerage, which closed last February for \$13 million. He claims he's owed about \$67,000 in commission from the sale of the property.

- Sheridan Wall

REAL ESTATE SCAM RATTLES EAST END

Fraudsters impersonate landowners to sell vacant lots

LISTINGS FOR OPEN LAND ARE FEW and far between on the North Fork and Shelter Island, so when a bunch popped up with low prices, it seemed too good to be true.

Turns out, it was.

Fraudsters have been working the East End real estate market this spring, the Suffolk Times reported. Police have documented nearly a dozen instances of the scam, which may be targeting brokers in weekend-home communities so it doesn't seem suspicious that the "seller" won't meet in person.

All of the cases — which remain unsolved — are similar. A person contacts a real estate agent to list avacant parcel at belowmarket value, validates his identity with a realistic-looking driver's license, expresses a desire to close quickly, communicates only by text or email and uses DocuSign.

Nobody appears to have lost money yet, but in a few instances scammers were dangerously close to getting paid.

The con artists send emails in the name of the real owners and offer vacant land because it does not require a house tour or exchange of keys.

The Shelter Island police officer leading the investigation told the Suffolk Times that the perpetrators may not be in New York or even in the U.S. Two who got on the phone with brokers had foreign accents.

One broker on Shelter Island started working on a listing for a couple she knew, but recognized several red flags, such as when the "seller" claimed not to have a survey of the property. That



seemed unlike the couple, whom she knew to be meticulous.

"I figured it was illegal at this point," Penelope Moore said after a bizarre interaction with the con artist. She was able to reach the homeowners by phone and found them shocked that someone was trying to sell their land. The increased use of online tools to conduct transactions — as well as the competitiveness of the East End housing market — has made it easier for this kind of scheme to unfold. It's also popping up in similar ways around the country, such as in New Orleans.

Holden Walter-Warner

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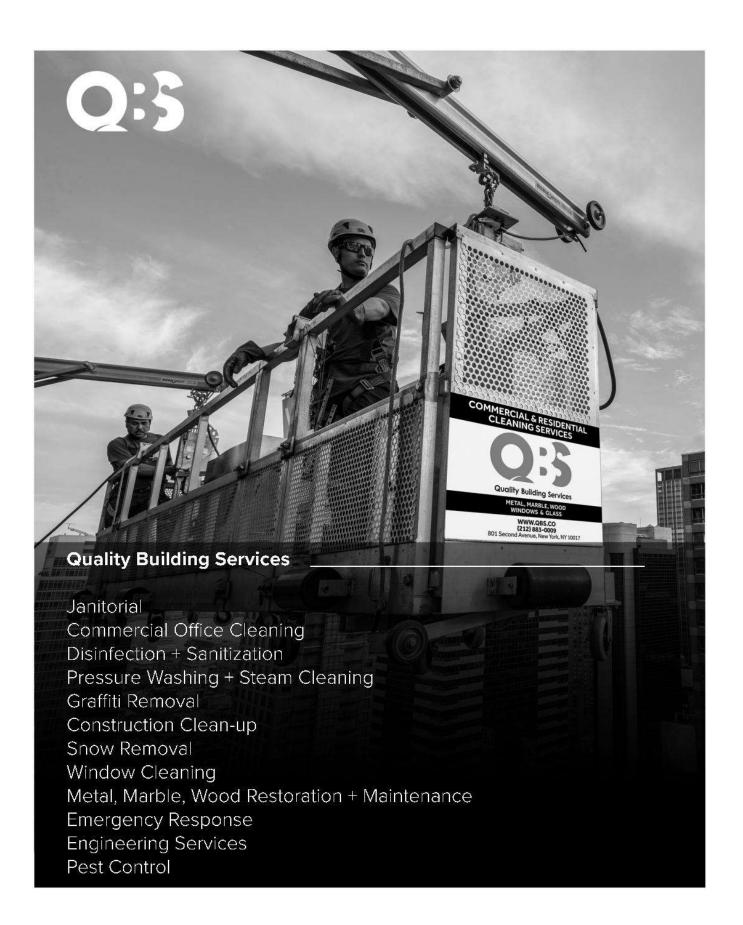
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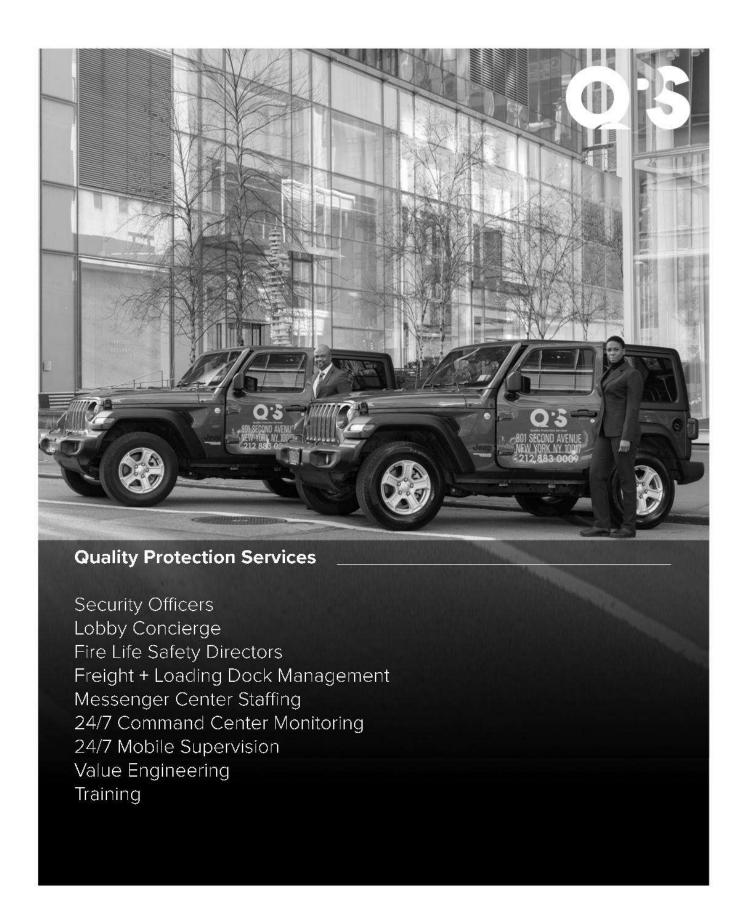
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SHELTER ISLAND BANS LARGE HOME CONSTRUCTION

One-year moratorium criticized as "lazy legislation"

MORATORIUM MANIA HAS STRUCK AGAIN, this time on Shelter Island.

The town board voted unanimously for a one-year ban on the construction of houses of 6,000 square feet or more, according to the Shelter Island Reporter. Suffolk County had approved a six-month moratorium for the island, but the board's super majority allowed it to supersede the county.

During the moratorium, applications

for special permits to build big homes will not be accepted. Projects in the pipeline will not be grandfathered. They will need to apply for an exemption or wait out the moratorium and hope the town doesn't extend it.

The board's action infuriated people trying to construct their dream homes. At a recent board meeting, a homeowner with 25 acres overlooking Coecles Harbor called the moratorium "lazy legislation." His attorney accused the board of acting in bad faith by delaying applications while trying to work out the moratorium.

One project is being allowed to proceed because the owners didn't know the previous owner failed to apply for a special permit. The new owner, however, must pay the town more than \$32,000 to remedy the illegality.

The rationale for the moratorium appears to be to appease owners of smaller homes. Just north of Shelter Island, the town of Southold last year enacted a permanent rule limiting construction of large houses to large plots of land.

Large homes might annoy some neighbors, but their sales do feed revenue into the

community preservation fund that protects portions of the East End from development. A 2 percent tax on sales goes into the fund. For the \$8.75 million sale of a 9,000-square-foot home on Shelter Island that hit property records last month, that amounted to \$175,000. Another 0.5 percent goes to a newly created affordable housing fund.

Shelter Island, a popular summerhome community between the North Fork and the Hamptons, is the latest to join the moratorium frenzy on Long Island. Bans by various towns and villages have stopped projects ranging from housing to warehouses to solar farms.

Late last year, Greenport imposed asixmonth moratorium on waterfront commercial development, then extended it for six months. Riverhead pressed pause on solar energy projects for a year in October 2021 and then for another year when the first ban expired. And in the Town of Hempstead, home and apartment construction in two villages was halted for six months. That ban was also recently extended.

- Holden Walter-Warner

EAST HAMPTON OFFICIALS EYE ZONING CHANGE

Increase in building permits has locals worried

AN ONSLAUGHT OF BUILDING PERMITS

in recent months has both residents and officials contemplating the future of developing in East Hampton Town.

Council member Cate Rogers launched a working group last month aimed at studying possible amendments to the zoning code, the East Hampton Star reported. Outsized houses are among the key concerns.

"In the past few years, we have

experienced a development boom that is currently authorized by the town code but unprecedented in mass, size and scale," Rogers said during a board meeting.

There were at least 137 building permits issued in each of the last four months, peaking at 190 in March, according to supervisor Peter Van Scoyoc, who called the development trends "very disturbing for longtime residents like myself."

Rogers' working group will start by assessing residential zoning and issues including house sizes, clearing, lot coverage and the classification of natural grade and below-grade development. It will collect data regarding new house sizes, zoning board variance requests and violations processed by the local court.

Rogers took up the cause after an Amagansett resident campaigned to restrain development, before going as far as to call for a moratorium on large residential construction, an idea Rogers dismissed.

The working group includes one other council member in Kathee Burke-Gonzalez, as well as the town's chief building inspector and the director of the planning department. Rogers has nine years of experience on the zoning board, seven of which she served as vice chairperson.

Officials in East Hampton railed against Gov. Kathy Hochul's housing agenda, which planning director Jeremy Samuelson said could lead to the "death of our community." For East Hampton, the governor's Housing Compact targets would've translated to roughly 600 new units in the community.

The proposal was dumped on the cutting room floor in April. TRD

- Holden Walter-Warner

SARAH JESSICA PARKER SEEKS RENTER FOR AMAGANSETT MANSION

Actress' small three-bed home available all summer for \$95K

AND JUSTLIKETHAT, SARAH JESSICA PARK-

er's Hamptons home is available to rent once again, this time for the entire summer.

The actress' pad at 401 Marine Boulevard in Amagansett can be rented for the entire summer for \$95,000, Realtor. com reported. While the price may seem steep, renters will be able to use the place for the entire busy season on the East End, from Memorial Day to Labor Day.

Those needing it for less time can get a slight discount. The home is also available for \$45,000 for just July, or \$35,000 from August to Labor Day.

Despite Parker's status as one of the great television stars of her generation — and her marriage to film and theater star Matthew Broderick — the home is small. The 1,200-square-foot place has three bedrooms and only one bathroom.

Built in the 1940s, the home's features include a brick fireplace in the living room, an enclosed yard with a large deck and an outdoor shower. There is also a deeded pathway that gives tenants private access to the beach.

Parker's home was also available to rent for a time last summer, though that appeared to be a special listing for a few days in August with Booking.com. It was a lot cheaper then, too, as the two-night stay cost a mere \$19.98, representing the year Parker began playing Carrie Bradshaw on "Sex and the City." That deal also included perks, such as Parker's favorite snacks, that aren't available this time around.

The rental comes on the market as brokers predict a hit to the summer rental market in the Hamptons, according to the New York Post. More available inventory is expected to bring down the market, as is the WHO and CDC's proclamation of the pandemic's end, which could send people scurrying on trips farther away.

- Holden Walter-Warner

44 THEREA DEAL.com | June 2023 GETTY IMAGES, SHELTER ISLAND TOWN

Featured Properties Across the Hamptons



Commercial Property
Bridgehampton | \$8,995,000 | 4 BR, 4.5 BA | Approx. 1.95 Acres | Web# H356575



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New Luxury Construction Amagansett | \$6,995,000 | 6 BR, 5.5 BA | Approx. 0.5 Acres | **Web# H373753**



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ON THE MARKET OUT EAST

Priciest Hamptons listings range from historic compounds to prime development sites

BY TRD STAFF

isting inventory in the Hamptons is still recovering after a pandemic-fueled sales boom, but there is no scarcity of ultra-luxurious homes available to buyers at the highest end of the market.

From century-old estates with manicured gardens to pristine oceanfront parcels primed for development, below are details on the 10 most expensive Hamptons residential listings at the start of summer.

700 MEADOW LANE, Southampton \$175 million

Listed for a staggering \$175 million, the Mylestone at Meadow Lane sits on an 8-acre estate nestled between Shinnecock Bay and the Atlantic, boasting 500 feet of ocean frontage. The 15,500-square-foot mansion comes with 11 bedrooms, a private boardwalk, a 70-foot heated pool, tennis and basketball courts, a caretaker's cottage and a detached, five-car garage.

Not to be outdone by the neighboring estate at 650 Meadow Lane, which billionaire hedge funder Ken Griffin bought from Calvin Klein for \$84 million in 2020, former advertising executive Marcia Riklis put the Mylestone on the market for more than twice that in 2021 — and hasn't budged since.

"Like all things in a market that doesn't necessarily use quantifiable metrics, a sense of value is really what someone is willing to pay based on the scarcity," listing agent Cody Vichinsky of Bespoke Real Estate told TRD at the time.

Riklis has some alternatives if she can't find a buyer. In 2015, she listed the mansion as a summer rental for \$2.5 million, a record asking price.

"In the eyes of people who are buying real estate at this level, Ken Griffin got a good deal," Vichinsky added.

2 366-376 GIN LANE, Southampton \$150 million

Magazine publisher and art collector Louise Blouin relisted her two-mansion oceanfront compound on Gin Lane in Southampton for \$150 million last year — while fighting in bankruptcy court to maintain control of it.

Dubbed La Dune, the two homes combine for more than 21,000 square feet and 19 bedrooms and sit on a 4-acre estate with 400 feet of beachfront. The property comes with two pools, a tennis court, a movie theater and private gardens. It's been on and off the market since 2016, when it first listed for \$140 million.

The bankruptcy proceeding was related to an unpaid \$26 million mortgage Blouintook out on 366 Gin Lane, the newer of the two homes, in 2018. Blouin, a Canadian citizen, told the Wall Street Journal last year that she ran into trouble when trying to refinance the loan during the pandemic.

Blouin put the home's ownership entity into bankruptcy last year to stave off a foreclosure sale set for May of last year, and the bankruptcy case was still pending when the home returned to the market last August.

The homes are also available separately: the 10-bedroom, 11,000-square-foot mansion at 376 Gin Lane for \$85 million; and the nine-bedroom, 10,400-square-foot home at 366 Gin Lane for \$65 million. Nest Seekers has the listings.

3 181 AND 305 HALSEY LANE, Bridgehampton \$70 million

Twenty-seven contiguous acres of farmland are available in Bridgehampton. But the asking price is anything but small potatoes.

The land at 181 and 305 Halsey Lane — part of Topping Farm — hit the market for \$70 million, in April. It is the most expensive vacant property for sale on the East End, and is being marketed as an opportunity to build seven or eight estates or one gigantic, single-family compound.

The land has already been cleared.

A conceptual subdivision plan splits the land into two parcels, fit for the development of seven or eight lots of 1.7 acres to 2.8 acres. That's enough for what listing brokerage Bespoke called the "full program" — a mansion, pool house, pool and tennis court.

The land is south of the highway and close to Bridgehampton's downtown, both selling points in the Hamptons. It's about a mile from Main Street and fewer than three miles from several beaches, including Mecox Beach and Ocean Road.

Limited liability companies have owned the land for 14 years. Prior to that, it belonged to Raymond Topping Sr. — hence the name Topping Farm. Hedied 10 years ago.

201 LILY POND ROAD, East Hampton \$65 million

The century-old estate known as Cima del Mundo (which translates to top of the world) hit the market for 2021 the first time in 75 years.

Continued on page 48

46 THEREALDEAL.COM June 2023 BESPOKE, QUIEAST



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\$27M





Continued from page 46

Built in 1925 and renovated in 1994 by interior designer William Hodgins, the 7,600-square-foot home has eight bedrooms, a curved stairway, a large eat-in kitchen, five fireplaces, a three-car garage and a distinctive clay roof. The 2.7-acre property also comes with a pool and pool house and 400 feet of ocean frontage. Compass has the listing.

5 30 MATHEWS ROAD, Wainscott \$60 million

A 14-acre estate owned by late developer Sheldon Solow in the East Hampton hamlet of Wainscott hit the market for \$70 million in 2021, months after the billionaire developer's death in November 2020.

Now asking \$60 million, the property includes a 10,000-square-foot mansion built in 2010 and more than 800 feet of frontage on Georgica Pond. Solow bought the land for \$19.5 million in 2006 and tapped luxury homebuilder Ben Krupinski and architect Paul Rice to construct the main residence, which comes with seven bedrooms, a library and a home theater.

Outside is a detached three-car garage, a pool, a pool house and a tennis court. Douglas Elliman has the listing.



71 COBB LANE, Water Mill \$60 million

Almost immediately after buying a Water Mill compound from apparel executives Jason and Arthur Rabin for \$118.5 million early last year, Philadelphia developer Michael Karp put one half of the 12-acre property — 71 Cobb Lane — on the market for \$72 million.

Now asking just under \$60 million, the 13-bedroom,

17,000-square-foot home on Mecox Bay comes with an expansive portion of the grounds, including a tennis court and a pool with a two-story pool house that features a commercial kitchen. Hedgerow Exclusive Properties has the listing.

70 COBB LANE, Water Mill \$59.5 million

In April, Karp listed the other piece of the compound, 70 Cobb Lane, for a shade less than the neighboring mansion. Also listed with Hedgerow, the main home on this portion of the compound spans 28,000 square feet across 11 bedrooms.

Set slightly more inland, the home comes with its own courtyard and heated pool, but it's indoors where the amenities get taken up a notch. There's a 14-seat movie theater, a two-lane bowling alley, an indoorpool and spa, a basketball half-court, an arcade, a 350-bottle wine cellar and a 750-gallon shark tank.



8 (tie) S million

An estate featured on the third season of HBO's "Succession" hitthe market again in April — family drama not included.

The 2.5-acre, gated-entry property at 115 Beach Lane in Wainscott asks \$55 million. While the seller has not been disclosed, they bought it in November 2021 for \$45 million in one of the largest Hamptons home sales that year.

The 11,000-square-foot home comes with six bedrooms, a four-car garage, a heated pool and private beach access. The design includes an inverted roof and a 22-foot glass wall on the ground floor that opens to the pool deck. $\,$

It was featured on "Succession" as the home of Josh Aaronson, a billionaire investor portrayed by Adrien Brody, Bespoke has the listing.



8 (tie) Last Hampton \$55 million

For \$55 million, a 7-acre property in East Hampton offers eight bedrooms, a separate guest cottage and a piece of American history.

The Hamptons home where Jackie Kennedy Onassis summered as a child hit the market again in May, five years after selling for slightly below \$30 million.

Built in 1917 but restored twice since 2007, the estate, known as Lasata, also comes with an outdoor pool and pool house, formal gardens and a three-car garage. It became the summer retreat of Kennedy Onassis' grandparents, John Vernou and Maude Sergeant Bouvier, starting in the 1920s. Compass has the listing.

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Perched high atop a 50-foot bluff overlooking Noyack Bay, the 6.5-acre compound at 6 Bay View Court in North Haven features a 12,000-square-foot mansion, an infinity pool, a tennis court and the ability to moor a 160-footlong boat.

Inside are six bedrooms, a movie theater, a wine cellar, a three-car attached garage and seven stone fireplaces. Bespoke has the listing. THE

-Holden Walter-Warner contributed reporting.

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