

MODERN LUXURY

# HAMPTONS

INSIDE!  
GOTHAM MAGAZINE  
SUMMER SPECIAL

## SCREEN TEST

HOW TO PRACTICE  
SAFE SUN ON  
THE EAST END

COOL + CHIC  
THE SEASON'S  
MOST REFRESHING  
COCKTAILS

## Supermodel Citizen

KAROLINA KURKOVA ON MOTHERHOOD  
+ HER FRESH NEW LIFESTYLE

### PLUS

JESSICA HART'S  
HAMPTONS FINDS

AGNES GUND GETS FÊTÉD AT  
THE PARRISH ART MUSEUM

ROBERT MCKINLEY'S  
MONTAUK BEACH RETREAT

ROSETTA GETTY KICKS OFF  
THE SEASON IN SOUTHAMPTON

MARY GIULIANI ON HER  
PERFECT HAMPTONS DAY

Nick Martin Architects designed this East End home with a net-zero carbon footprint. According to Martin, young buyers believe in their architects and are "willing to dive into something absolutely complicated."



## YOUTH MARKET

WHAT ARE THE KIDS INTO NOWADAYS? THE KIDS WITH MONEY TO BUY A MODERNIST GEM IN THE HAMPTONS, THAT IS. ESTEEMED LOCAL PROPERTY EXPERTS REVEAL THE SURPRISING TRENDS. **MODERATED BY MICHAEL BRAVERMAN**

Tracking the East End trends, our five panelists—top brokers Karen Benvenuto and Gary DePersia, real estate lawyer Brian DeSesa, architect Nick Martin, and award-winning pool builder and designer John Tortorella—discuss the latest youth-driven developments in home design and community living.

### What are your younger clients looking for?

**Gary DePersia:** Because of social media, the young buyer today is much more savvy about what's going on in the Hamptons. Although beaches will always be a draw, not everyone spends all day there, so they're open to going closer to the bay or north of the highway, where they'll get more value.

**Karen Benvenuto:** They'll be here weekends

year-round. It's their primary residence. Being able to go to the beach is less important than more amenities on the property. **Nick Martin:** They're also willing to dive into something absolutely complicated and just give the hopefully talented engineer, architect, or builder the keys and say, "I believe in you."

**John Tortorella:** Some come with a wish list: an outdoor eating area, barbecue, bar, rimless pool. I'm like, "You just bought the house for \$800,000 and what you're trying to put in is over \$800,000. I don't think that's a good ratio."

**Brian DeSesa:** We're seeing crazy things—underground basketball courts, underground hockey rinks with synthetic ice. It's wild.

**GD:** It makes bowling alleys archaic.

**NM:** Let me know when

### MEET THE PANELISTS (FROM LEFT)

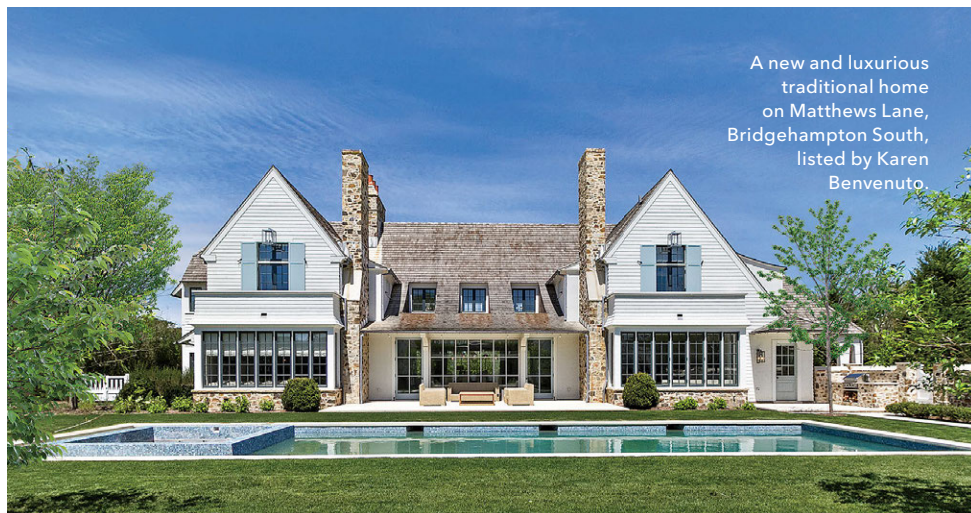
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A new and luxurious traditional home on Matthews Lane, Bridgehampton South, listed by Karen Benvenuto.

**“BECAUSE OF SOCIAL MEDIA, THE YOUNG BUYER TODAY IS MUCH MORE SAVVY ABOUT WHAT’S GOING ON IN THE HAMPTONS.”**

—GARY DEPERSIA



Nick Martin’s firm designed this home, which has an outdoor covered patio.

they put an indoor mountain in, so I can ski.

**Is this generation changing the way older generations think?**

**NM:** The younger well-heeled buyer is thinking about the family compound and how to subdivide. We had two sisters do a house together, then they both got married, so now we’re doing a house next door, and then how do we bring in the parents? **JT:** [Buildings are] attached but separated by breezeways, so everyone can have privacy. They might have a central kitchen.

**Are younger people driving the trend toward modernism?**

**NM:** Modernism is heading toward more intimate spaces. How do we create perhaps a smaller house for a family and make it feel like it’s their home rather than an expression of some idea? Let’s create what they actually need.

**GD:** On the water, modern houses work better, but now you see them in the woods. They’re expensive to build because you can’t hide as much with moldings and other details.

**JT:** There’s a lot of automation with these homes. You push a button or [tap] your phone and everything gets taken care of. With pools, we’re doing negative [edges] and rimless. That’s very expensive, but when the sun shines they’re like a sheet of glass just floating.

**NM:** That’s about ego, too. In the old days, just having a pool was a big thing.

**JT:** But it’s also about adding value. You paid for an expensive property; you’re all in. You might as well just carry it out.

**But are they ready to pay for good modernism?**

**KB:** It’s a limited commodity, and a lot of buyers are willing to pay premium. It’s more than the architecture; these houses are built to the ultimate standard. ➤



Our expert panelists talk trends among young home-buyers. ABOVE: Nick Martin, Karen Benvenuto, Brian DeSesa, Gary DePersia, and John Tortorella. HERE: Martin, Benvenuto, and DePersia.