

THE HAMPTONS DESIGN GUIDE 2024

YOUR HAMPTONS
DREAM HOME
BUILT TO PERFECTION
FANTASY
KITCHENS & BATHS
THE GREAT OUTDOORS
READY, SET,
DECORATE!
SHOPPING IN STYLE
THE C&G LIST

FROM THE EDITORS OF
HC&G

WHAT ARE DEAL-BREAKERS FOR CLIENTS NOW?

"Some hurdles include buried oil tanks, outdated certificates of occupancy, excessive clearing, mortgage contingencies, unexpected inspection findings, or the contingent sale of their current home. Skilled local attorneys often prove effective in resolving these issues."
—Jane Babcock

"Any time a client is being misguided and they think a house is priced more than it's worth, a deal is not going to happen."
—Tal Alexander

"People are trying to avoid bidding wars. Often one party will wait it out; they're not in that competitive spirit anymore."
—Jack Pearson

"I BELIEVE CLIENTS WANT MOVE-IN READY HOMES. IF THEY ARE TAKING ON A PROJECT, ALL THE CERTIFICATE OF OCCUPANCY ISSUES AND BUILDING PERMITS HAVE TO BE READY TO GO."
—Jennifer Wilson



WHAT ADVICE DO YOU HAVE FOR NEW HOMEOWNERS?

"With homes purchased for vacation or weekend use, consider hiring a caretaker with flexibility to meet your needs. Caretakers often have reliable subcontractors, manage maintenance issues, and efficiently organize the day-to-day running of the house and outdoor space."
—Jane Babcock

"Keep your home current and marketable for rent."
—Jennifer Wilson

"DON'T WAIT TO TRY AND TIME THE MARKET! IN THE SIX MONTHS YOU WAITED TRYING TO GET A BETTER INTEREST RATE, YOU COULD HAVE HAD \$50,000 IN EQUITY BUILT UP IN YOUR HOME (YOU CAN ALWAYS REFINANCE YOUR MORTGAGE)."
—Ali Graham

"Make sure you have a great property manager!"
—Tal Alexander

TOP 5 WHAT CLIENTS WANT NOW

1 "Lower-level amenities (cinema, gym, wine storage, guest bedrooms)."
—Ali Graham

2 "Location, location, location."
—Jane Babcock

3 "Prime real estate in the Hamptons: easy off the highway and close to the ocean."
—Tal Alexander

4 "New construction or something that's been gut renovated."
—Jack Pearson

5 "Being able to walk or bike to a village and beaches; it's all about lifestyle."
—Jennifer Wilson

WHAT IS YOUR FAVORITE PART ABOUT DESIGNING AND BUILDING PROJECTS IN THE HAMPTONS?



"DESIGNING AND BUILDING PROJECTS IN THE HAMPTONS HOLDS A UNIQUE ALLURE. THE COMMUNITY'S SOCIAL VIBRANCY SHAPES OUR APPROACH, WITH A FOCUS ON SEAMLESSLY INTEGRATING PRIVATE AND GUEST EXPERIENCES INTO OUR DESIGNS. EACH HAMPTONS PROJECT SERVES AS A CANVAS TO STRETCH OUR CREATIVE BOUNDARIES, OFFERING SOLUTIONS THAT ENHANCE FAMILY LIVING AND CATER TO THE ENTERTAINMENT NEEDS OF BOTH RESIDENTS AND THEIR FRIENDS. THIS SOCIALLY DRIVEN ENVIRONMENT EXTENDS BEYOND RESIDENTIAL SPACES TO THE HOTELS WE DESIGN, MAINTAINING A CONSISTENT THEME. WHAT SETS THE HAMPTONS APART IS THE INTERNATIONAL FLAVOR OF THE COMMUNITY, DEMANDING A HEIGHTENED AWARENESS AND ADHERENCE TO GLOBAL DESIGN STANDARDS." —Tommy Zung

"Discerning clients, and the ability to practice in a small geographical area and know it well." —Nilay Oza

"This area benefits from the beauty of the natural landscape combined with a history of innovation when it comes to design and construction. Both trajectories have set up the opportunity to create and explore design in a way that's not possible in many other places. Alongside having had the good fortune of working with great clients, who respect the design process and are as excited about what we do as we are, we are lucky to work with builders who are proactive, capable and are willing to figure out how to execute the vision." —Viola Rouhani

MICHAEL STANTON/ISTOCK/15, 2023

WHAT KIND OF BUILDS/HOME TYPES ARE NOW TRENDING IN THE HAMPTONS?



"Homes in the Hamptons now trend toward designs that prioritize integrity and legacy. Homeowners seek to create a lasting impact, a legacy that reflects their values and aspirations." —Tommy Zung

"I see a resurgence of previous historical styles, with more sustainable and green building techniques. Modern 'glass box' oceanfront homes, farmhouse revivals, Dutch colonial estates and a blend of everything in between, but definitely with more consideration to embrace open spaces, natural light and indoor-outdoor living." —Matthew Miller

"By the numbers, McMansions. Sad, but true." —Nilay Oza

MATT ARDAY/ISTOCK/1, 2023

TOP 5 WHAT CLIENTS WANT NOW

1 "Spaces for entertaining, centered around the kitchen area." —Tommy Zung

2 "Size, value and speed." —Nilay Oza

3 "Sustainable, energy-efficient smart solutions for less carbon footprint and more automation." —Matthew Miller

4 "Seamless indoor-outdoor integration. After all, summer is still king." —Matthew Miller

5 "Original, exquisite collectible art and furniture to elevate the living experience." —Tommy Zung

PANEL OF EXPERTS

Tommy Zung
Studio Zung

Nilay Oza
Oza Seaboth Architects

Matthew Miller
StudioLAB

Viola Rouhani
Stella Lomont Rouhani Architects

"The challenges and nuances that each project brings. The different types of people, heritage, landscape, neighborhoods—all encompassed by the natural scenic beauty of the local coastal vernacular. It's very gratifying to design and build a successful project that both you and your clients love." —Matthew Miller

WHAT HOMEWORK SHOULD CLIENTS DO BEFORE MEETING WITH AN ARCHITECT?



"It's always a great idea for the clients to discuss their hopes and wishes for the project internally before meeting an architect. The best projects are the ones where the clients are on the same page with each other and have a shared sensibility that can easily be communicated to the architect. Then, look at the work of various architects to understand the breadth and width of what they are capable of. It does not hurt to have conversations with past clients, if possible. Inspirational images are often helpful with the understanding that they are just that, inspirational." —Viola Rouhani

"Before meeting with an architect, it's crucial for clients to delve deeply into the architect's body of work. Identify the distinctive elements that resonate with you and are exclusive to that architect. Look for specifics that embody the unique essence of their creations." —Tommy Zung

"Clients should explore the portfolio, design style and approach of an architect and reach out to those who align with their vision. Have a basic program (desires and goals for the project), general budget and timeline to discuss during the first meeting." —Matthew Miller

"Clients are typically couples. I advise sitting down as a couple and discussing the house. Really talk about it. What do you want it to be? If you build it, who will come? How long do you intend to dwell in this chapter of your life? Conveying this to your architect gets you to a better place for sure. And on a more practical level, a survey" —Nilay Oza

THE PAGE: MATTHEW MILLER/ALISTAR 15, 2023
OPPOSITE PAGE: OF: 40004-HOUSE AND ALAN TINKER PLUS 1, 2023
BOTTOM: NICK F. FRANZEN/OCTOBER 2023



WHAT'S WORTH SPLURGING ON?



"Good design: custom-designed elements that add unique character and elevate the project to make it unique and tasteful. High quality, durable materials that fit into the local vernacular. Good workmanship. Energy-efficient features and smart-home technology that can lead to long-term savings and enhance convenience." —Matthew Miller

"RENEWABLE ENERGY IS ALWAYS A LARGE UPFRONT COST, BUT WORTH ITS VALUE IN MORE WAYS THAN MONETARY ONCE IMPLEMENTED. SOLAR PANELS, GEOTHERMAL SYSTEMS, TREES AND ANY OTHER MEASURES TO IMPROVE OUR ENVIRONMENT ARE SO IMPORTANT." —Viola Rouhani

"Invest in quality materials and embrace elegant details. Channel your resources into essential areas, such as kitchens and bathrooms. These spaces are the core of a home's seamless experience and deserve the attention to detail that ensures lasting beauty and functionality." —Tommy Zung

WHAT, IF ANYTHING, SHOULD BE SALVAGED FROM A REBUILD?

"This really has to be determined case by case. Some buildings have great 'bones.' The structure or foundations may be intact enough to use. In other cases, even old historical buildings, once opened up, turn out to be incredibly poorly built, to the point of being hazardous, or more costly to retrofit than to replace. Certain iconic buildings may not be salvageable at all because of the wear and tear of our environment and the realities of wood construction, yet they are important historically. These may benefit from being rebuilt in kind, thereby preserving the importance of time and place, rather than any physical part of the structure." —**Viola Rouhani**

"SALVAGE ARCHITECTURAL ELEMENTS THAT ARE INTEGRAL AND IRREPLACEABLE. IT'S NOT JUST ABOUT PRESERVING A THING BUT CAPTURING A MOMENT, A KEY ARCHITECTURAL ELEMENT THAT HOLDS THE ESSENCE OF THE STRUCTURE. BUILD AROUND IT TO WEAVE A NARRATIVE THAT TRANSCENDS TIME." —**Tommy Zung**

"It really depends on the project and its overall goals. Any items that can hold their worth at the completion of a project could potentially be salvaged in a rebuild. For example, a structurally sound, dry, well-laid-out foundation could be reused and even expanded on if it functionally and economically made sense to keep it." —**Matthew Miller**

"Something old that is hard to reproduce. Foundations are glorified holes in the ground but are unsustainably produced. See if you can reuse/add to them. It's not easy, but doing good rarely ever is." —**Nilay Oza**



YOU'RE NEARING A PROJECT'S END. WHAT'S THE LAST STEP?

"MAKE SURE THE CARBON MONOXIDE DETECTORS ARE WORKING." —**Nilay Oza**

"Since we are both an architecture and interior design firm, the last step may be anything from a final walk-through with the builder, to making sure every piece of art is hung properly and the fridge is stocked." —**Viola Rouhani**

"Handing over a fully completed, meticulously inspected final product that exceeds client expectations. Plus, providing comprehensive documentation and maintenance guidelines to maintain the project in the future." —**Matthew Miller**



THE SPREAD: HILYA KOLAGAS/CLUB 15, 2023

"Ensuring the client's happiness is the ultimate culmination of our efforts. The project's success is measured by the satisfaction and joy it brings to those who inhabit the space." —**Tommy Zung**



WHAT'S THE OPTIMAL CLIENT-ARCHITECT RELATIONSHIP?

"Cultivate and preserve trust in your architect, the very reason you sought them out. The optimal interaction is one where the client entrusts the architect with creative freedom, allowing them to shape and guide the vision—a collaborative relationship grounded in mutual respect." —Tommy Zung



"An open and collaborative relationship with clear communication and respect. A team-focused approach to problem solving and flexibility of design. Consistent and regular communication/site visits to ensure alignment with the evolving design." —Matthew Miller

"The optimal client-architect interaction is one of mutual respect. Architecture, especially residential architecture, is a tricky field. Most people have knowledge of living in a house, or in some cases, have had the opportunity to live in many. That makes everyone have some opinions about it. Architects go through years of training, and by the time they've been practicing for a decade or two or more, are well versed in the pitfalls and opportunities that design construction brings. Ideally, the client brings their experiences and their hopes or vision for the building at hand to the architect in such a way that allows them to apply their professional abilities to the project and fine-tune the ideas into a reality that will last a lifetime." —Viola Rouhani

"I designed an unforgettable house with you, and you pay me. Works every time." —Nilay Oza

LEFT: EASH PAPER/AUGUST 15, 2023; RIGHT: BROOKHOLD AND ALAN TAYLOR/AUGUST 15, 2023

HOW HAS ARCHITECTURE IN THE HAMPTONS CHANGED OVER THE YEARS?



"Over the years, the Hamptons have embraced modernism alongside traditional architecture. This shift excites us, as it reflects an evolving architectural conversation in the region." —Tommy Zung

"It has become bigger. Much Bigger." —Nilay Oza



"The Hamptons evolved from its historical farm roots to a heavy influence of Dutch colonial, to the Modernist movement of the late 20th century. The area is currently progressing to more sustainable and green building with a revival of past styles." —Matthew Miller

LEFT: ANANDA KIRIPATICK/AUGUST 1, 2023; RIGHT: ISABEL PAREJA/AUGUST 15, 2023