

FOURTH OF JULY 2023

# Spotlight

ON THE HAMPTONS

Summer  
*fashion*  
Special

Designers  
+ Brands  
to Know  
Right Now!

The Entrepreneur  
and Stylist  
Brings Sparks  
to the East End

RACHEL ZOE  
*Living Life  
in Style*

Let's Make a Deal

## MAKING YOUR DREAM HAMPTONS HOME A REALITY

What does it take to land your dream Hamptons home? A great real estate agent and mortgage company, to start. Here, we present an East End real estate salesperson and the managing partner of a top mortgage company to help make this process seamless. Because, it can be! **BY SYDNEY SADICK**

**Susan Harrison**  
Licensed Real Estate  
Salesperson, Compass

**Susan, you closed more than \$45 million of transactions in 2021 alone. To what do you credit your success?**

I have a deep network of relationships that I have nurtured for decades, and I'm incredibly grateful for the referrals my clients give me. Nothing makes me happier than helping a client find that special home, and I think something that sets me and my team

apart is that we put our clients' needs first and provide total transparency along the way, which in turn builds trust.

**How did your background in finance propel you to transition into real estate?**

After graduating from Harvard Business School, I started working on Wall Street at Goldman Sachs, and then ended up doing real estate private equity for a European firm. Being trained in my financial career to be analytical, while also creatively looking at multiple sides of a deal, has



Susan Harrison

served me and my clients well. **What's most special about selling in the Hamptons?**

The breathtaking natural beauty that envelops the East End, juxtaposed with the proximity to New York City is incredibly special. The Hamptons is the total package. Being so close to NYC ensures a constant flow of interesting and dynamic people, culture, dining, and the arts.

**What's trending in the Hamptons market right now?**

A lot of our buyers want a property that is turnkey. With the long waits for permitting and materials, many people want to purchase a home they can move into immediately.

**What's your top tip for millennials looking to buy their dream Hamptons home?**

Get involved! Now is the perfect time to make a move and buy your dream home or even your starter Hamptons home. Establish equity now, so you don't become a lifelong renter!

## PLUS! SECURING YOUR HOME NOW

With Alex Elezaj, Managing Partner, Black Mountain Capital

**Alex, Black Mountain Capital has been the leader in private mortgage banking for more than 25 years. How do you work with your clients?**

We've built a reputation to deliver for our clients; fortunately for us, good news travels fast and the amount of word-of-mouth referrals has kept us busy over the years. We're an elite team of mortgage bankers, and our range of products provide us an ability to move quickly on a variety of opportunities. It's important to also highlight that the services we provide allow us to be flexible, particularly during cycles of volatility.

**Why should buyers use BMC?**

We're locals now! We've done a great deal of lending on the East End of Long Island, so it



Alex Elezaj

was only a natural fit for us to have a physical location now, on Montauk Highway in Wainscott. Aside from that, we're a valuable resource for anyone seeking financing for their projects.

**Everyone has a different situation when going through the financial process of buying a home. How do you cater to their individual needs?**

There are so many moving parts to any given transaction; it's



important to understand the needs of the client and their investment strategy. Our loan sizes range from \$500,000 to \$50 million-plus and because of this, lending guidelines also don't look alike either. The desired outcome is based on more than just interest rates—it's customization. What we find most important is thinking outside the traditional banking box, quality control, settings

expectations, delivering on those expectations, leverage options, and speed of execution.

**For millennials who are looking to purchase for the first time and might be intimidated by the process, what's your advice?**

Getting preapproved is critical to the success of shopping for any property or property type. Understanding the numbers and most importantly the tax benefits of owning real estate can change one's perspective when looking at properties.

**Where else do you service besides the Hamptons?**

We have a huge footprint in the greater New York Metro area. Florida has been an amazing market for us; the growth has been incredible. So incredible that we have a new location pending for later this year! ■