

# — HAMPTONS —

## REAL ESTATE SHOWCASE

Broker Showcase – Pamela Walsh

Have a question about the East End? Look no further than Pam Walsh. Pam knows where the best local spots are, and understands why there's no better place to live, hangout, or just relax with your family and friends.

HRES: What is your business philosophy?

Pamela Walsh: To state it as succinctly as possible: Treat every person with respect, work hard, regard each customer and client as a lifelong relationship, and be true to my moral and ethical values.

Real estate in the Hamptons, affords the opportunity to meet folks, with a wide range of cultural and socio-economic backgrounds, personalities and objectives. I work hard, genuinely enjoy meeting the myriad of people I encounter, gain a new appreciation for different perspectives, have some fun, and make money. Not a bad gig!

HRES: Bragging rights. Tell us about one of your current listings?

PW: I would love to brag about all of my listings, but since I can only brag about one, 98 Bay Street in Sag Harbor Village is truly exceptional. Located on one of the most desired streets, resides this extraordinary home with separate cottage and gunite pool. Situated on .65 acres, this home offers a traditional exterior design, and a newly renovated interior, reflecting the open, light-filled spaces so desired in today's marketplace. This beautifully appointed home features a chefs kitchen, formal dining room, expansive light-filled living room with fireplace, den, office, two grand staircases, 4 bedrooms and 3-1/2 baths. It's a unique opportunity, rarely available in Sag Harbor Village.

HRES: Tell us your favorites: Restaurant, Shop(s) and hang out spots?

PW: There are so many excellent choices! For restaurants, I love the American Hotel in Sag Harbor and 1770 House in East Hampton. My favorite shops are always the local, variety type stores like the Wharf Shop and Kites of the Harbor. I love the small town, youthful, beach community vibe they evoke.

While the East End offers so much to do and see, my favorite hangout is my backyard with family and friends.

HRES: How has Town & Country aided in the success of your business?

PW: Town & Country has been instrumental in my success. Judi Desiderio, Janet Hummel and Nancy McGann are all incredible women. I have so much respect for each of them. They had the courage to start Town & Country, and the business acumen, will, and determination to grow the business to the strong, successful company it is today.

They have fostered a work environment of respect among peers. They are involved, ever present, always available and encouraging. And, they generously and graciously provide the resources and guidance necessary to succeed and thrive in the Hamptons real estate market. I am grateful to learn from them, and proud to be a part of the company.

Pamela Walsh

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