

# HEDGES

Palm Beach

## Hamptons Meets Palm Beach in New Luxury Real Estate Alliance

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Two ultra-luxury real estate powerhouses in the Hamptons and in South Florida are newly aligned. Saunders & Associates and Premier Estate Properties have formed a strategic partnership that connects two of the most coveted luxury destinations.

The two firms will share listing information and opportunities among agents at the respective firms, with listing information promoted in both markets and presented directly to agents on both teams, according to a statement. Both firms will also establish referral opportunities, create joint networking events and gatherings so that agents can tour properties, build relationships, and expand their market connections.

“Premier Estate Properties was a natural fit because both firms are independently owned boutique luxury brokerages built around high-touch service, deep local expertise, and long-standing relationships with high-net-worth clientele,” Steve Glick, Senior Vice President of Advertising and Marketing at Saunders & Associates, tells Behind The Hedges. “Both companies dominate their respective coastal luxury markets while maintaining a highly curated agent network and concierge-level approach. There is also a strong synergy between the Hamptons and South Florida markets, with many clients owning or seeking homes in both destinations.”

Saunders & Associates, based in Bridgehampton, is the largest privately owned and operated real estate brokerage firm in the Hamptons with more than \$25 billion in sales and rentals. President Andrew Saunders founded the firm in 2008 on the principle of “A Higher Form of Realty” and boasts 200 top-tier agents who represent a significant number of exclusive listings and complete a substantial share of Hamptons transactions. In 2025, Saunders & Associates executed more than \$1.5 billion in transactions from Westhampton to Montauk.



**Andrew Saunders**

Courtesy of Saunders & Associates

Premier Estate Properties, formed in 1993, is the only brokerage dedicated to the marketing and sale of Florida properties exclusively in excess of one million dollars. Brokers-owners Gerard P. Liguori, Carmen N. D’Angelo Jr., and Joseph G. Liguori lead the company with sales exceeding \$22 billion. It has

a diverse \$2 billion estate portfolio along Florida’s East Coast and seven coastal offices in Boca Raton, Palm Beach, Delray Beach, Vero Beach, and Fort Lauderdale. “Premier Estate Properties consistently outperforms companies many times its size, with only 50 top-tier agents,” the statement says.

Together, Premier Estate Properties and Saunders & Associates are hoping to redefine what it means to serve the luxury real estate market.

“This alliance creates a seamless connection between two of the country’s most important luxury coastal markets. Many affluent buyers and sellers today are highly mobile and often split time between the Hamptons and Florida,” Glick explains. “By aligning the firms, clients now benefit from expanded exposure for their properties, direct access to trusted market experts in both regions, and a more connected referral and advisory experience. It allows us to better serve clients wherever their lifestyle and real estate interests take them.”



**From left, Joseph G. Liguori, Carmen N. D’Angelo and Gerard P. Liguori of Premier Estate Properties.**

*Courtesy of Premier Estate Properties*

Always focused on building meaningful relationships and strategic partnerships that enhance their client

and agent experience, this opportunity stood out thanks to what Glick calls “a strong cultural alignment between the firms and the complementary nature of the two markets.”

He continues, “Rather than pursuing growth for the sake of scale, the focus was on finding the right partner that shared the same philosophy of service, professionalism, and market specialization.”

In addition to sharing listing opportunities, referral relationships, and market intelligence directly with one another, listings from each market will be presented to agents across both organizations in order to create broader visibility and networking opportunities, says Glick.

Asked if this partnership reflects a broader shift toward boutique luxury firms joining forces to compete with larger national brands, he responds: “Yes, there is a growing recognition that independently owned boutique luxury firms can often provide a more personalized, knowledgeable, and connected experience than larger national brands. Partnerships like this demonstrate that boutique firms do not need to sacrifice their identity or local expertise to achieve meaningful reach and influence. Instead, strategic alliances allow firms to maintain their independence while offering clients expanded market access, stronger referral networks, and highly specialized service across multiple luxury destinations.”