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Maritime brokerages form strategic alliance between Hamptons and Florida

by LANA BORTOLOTT on JUNE 3rd, 2026



SAUNDERS & ASSOCIATES WIDE REACH IN HAMPTONS REAL ESTATE JUST BROADENED TO COASTAL FLORIDA. (PHOTO COURTESY OF SAUNDERS & ASSOCIATES)

By the time America is officially celebrating its 250th birthday, two brokerages be will celebrating a birthday of another sorts. Anticipated to launch before July 4, an alliance between the Hamptons-based Saunders & Associates and Florida's Premier Estate Properties, will offer clients in both maritime markets access to coveted luxury destinations and cross-brokerage agent relationships. The newborn partnership will cover Saunders's four Hamptons offices in (Westhampton Beach, Southampton, Bridgehampton, East Hampton) and Montauk and Premier Estate's offices in Vero Beach, Boca Raton, Delray Beach, Palm Beach and Fort Lauderdale, as well as the latter's access to a global network in 73 countries.

Gerard P. Liguori, a broker and owner of Premier Estate Properties, which specializes in listings exclusively one million+ dollars, says the two agencies came together after "admiring each other from afar" and are now embarking on a "more intimate relationship through the collaboration."

"There's a synergy between the Hampton to Montauk and Palm Beach up to Vero Beach markets and clientele," he says. He noted the collaboration will allow clients who winter in Florida and summer in the Hamptons to communicate their seasonal needs and desires for amenities. The Florida brokerage, for example, organizes its portfolios according to lifestyles such as marina, estate, country club and golf—all of which have parallels in the Hamptons. So, a Hamptons client with a water lifestyle can replicate that in Florida or choose a different setting, such as country club—and vice versa.

Speaking for Saunders, whose tag line is "a higher form of realty," senior vice president of advertising and marketing Steve Glick, agrees.

"The partnership is highly complementary, with many luxury buyers and sellers maintaining real estate interests in both the Hamptons and South Florida," he responded in an email. "The Hamptons and South Florida have become increasingly interconnected markets, with many buyers, sellers, and investors actively participating in both.

He added that the partnership introduces not only fresh listings and trusted agent relationships with like-minded trusted brokerages, rather than a generic network, but also efficiencies in communication, referrals, property exposure and market intelligence.

“Rather than clients having to independently identify and vet representation in another market, they can be introduced directly to experienced agents who share the same service standards and market expertise,” Glick says. “The result is a more connected and streamlined experience without sacrificing the local knowledge and attention to detail that our luxury clients expect.”