

GARY DEPERSIA,

THE CORCORAN GROUP REALTY

Senior Vice President,
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What was your most notable sale or project this year?

Without a doubt, the sale of my exclusive 55-acre waterfront property Tyndal Point. Inheriting this listing from another agency three years ago, it made several price drops to eventually settle at \$44.99 million. Finding my own buyer for arguably one of the most unique properties ever on the market in the Hamptons made it even more special.

Are you currently representing anything that's unique or newsworthy?

The Sandcastle, built and owned by Joe Farrell, has certainly been one of the most talked, written and filmed about listings I have ever had and remains an incredible property on the East End. But also impressive is the Edgefield Estate finishing construction on almost 3 acres on Highland Terrace, also in Bridgehampton. Conceived and executed to perfection by owner and designer James Michael Howard, it is an incredible addition to my inventory of superlative new construction.

What distinguishes you from others in your field?

I work alongside an incredible array of other brokers in the Hamptons. If anything makes me stand out from this amazing group it would probably be the diversity and breadth of my advertising along with the professionalism and hard work of my assistants. From exhaustive listing audits, to the creation of brochures on each property, to relentless open houses keeping the listings in front of the brokerage community—I am constantly looking for ways to promote the listings that I represent.

What do you foresee for the future of Hamptons real estate?

Based on the resurgence of the market since the dip of 2008/2009 I would venture to say that demand for properties in the Hamptons will remain strong. The rental market for 2012 seems to also be starting earlier this year as well. Just looking at my own business, which has generated almost \$150 million worth of transactions this year, I'd say the prognosis for a healthy East End market is very good.

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