



Gary DePersia,
Senior Vice President,
The Corcoran Group

Office: East Hampton
 51 Main Street
 East Hampton, NY 11937
 Phone: 631.899.0215
 Mobile: 516.380.0538
 Fax: 631.256.9179
 gdp@corcoran.com

What movie title would best describe you and/or your work style?

The Good, the Bad and the Ugly.

What distinguishes you from others in your field? What expertise/experience do you bring to the table?

Over 17 years of listing, selling and renting properties from Southampton to Montauk and from Sagaponack to Shelter Island makes for a broad view of a complex market to better serve my clients and customers.

Did you have another profession prior to being in real estate? How has that prepared you, and/or given you an edge, for selling real estate?

I had a textile-brokering business in New York City. It seems like my whole life I have been brokering deals between buyers and sellers. Dealing with the very

challenging and sometimes aggressive mindset and personalities of the textile and garment industry gave me a very thick skin and have made problem solving in my real estate business far easier.

Tell us about a shining moment in your professional career.

In 2011 I was both the listing and selling broker of the 55-acre waterfront oasis Tyndal Point, listed then for just under \$45 million. The call from the buyer came from one of my many ads that I ran on this unique and challenging property. After weeks of negotiating, I organized a lunch meeting, of the principals, who both lived in Florida, and myself, at the home of the buyer in Palm Beach. The sale was consummated, right after dessert, in his living room. I might mention that the buyer had yet to step foot on the property. That sale turned out to be the biggest in the Hamptons that year.

What's the most exciting part of your job? What keeps you going every day?

Imagine showing an oceanfront Monday on Southampton's Meadow Lane and then Tuesday taking the ferry to Shelter Island to show a spectacular horsefarm followed by a drive out to Montauk on Wednesday to see one of my oceanview listings followed by an afternoon showing of a new spectacular estate I have on Town Line Road near the ocean in Wainscott. You see what I am getting at?

The variety of properties and locations in the Hamptons is constant motivation in itself. There is a diversity on the East End that is very exciting in itself.

Detail for us some of the new and exciting listings you're currently representing.

I am representing the first of two new contiguous estates to come online by Lifton Green—just six properties from the ocean in Wainscott. This sensational 11,000-square-foot residence on three levels of living space spanning two acres is one of the most complete estates available today so close to the ocean. It is now complete and ready for a new owner to furnish and be in residence in, well before the summer. In addition, I just listed an incredible 2.5 acre 8,500-square-foot estate just one property back from the beach off of Further Lane in East Hampton with both tennis and deeded ocean access.

What's the most common question you hear about the Hamptons?

Whenever I tell people that I live in the Hamptons, invariably, the first question out of their mouths is, "You mean full time?" Many people not familiar with the Hamptons equate our area as merely a summer haven. What could I possibly be doing there year round? Naturally I explain to them that I have a full time business there. And then go on to explain that the Hamptons are no longer just about the beach. We have become much more of a country getaway where people with busy lives elsewhere are investing more and more of their leisure time year round. I think many people who have bought houses in the last 10-15 years are surprised themselves about how often they use them off season. I believe part of the growing popularity of the Hamptons is that people justify their purchases since they will be using their houses not just for the three months or so of the summer but many other times during the year.

Tell us something about you that people might be surprised to learn.

When I first started real estate it was almost a year and a half before I closed on my first sale. I always tell new brokers who come to me for advice to make sure they do not quit before they give themselves a chance to be successful.