

The Corcoran Group

# GARY DEPERSIA

Licensed Associate Real Estate Broker

**WHAT MOVIE TITLE WOULD BEST DESCRIBE YOU AND/OR YOUR WORK STYLE?**

Limitless.

**WHAT DISTINGUISHES YOU FROM OTHERS IN YOUR FIELD? WHAT EXPERTISE/EXPERIENCE DO YOU BRING TO THE TABLE?**

More than 20 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. With three full-time assistants and several other people whom I outsource for my advertising, Internet, social media and PR, I am able to offer my clients and customers a very broad spectrum of services with continual coverage of all aspects of the real estate business.

*"The Hamptons 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."*

**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 NYC. It seems like my whole life I have been brokering deals between buyers and sellers. Dealing with the very challenging and sometime aggressive mindset and personalities of the textile and garment industry created a very thick skin and have made problem solving in my real estate business far easier.



**WHAT'S THE MOST EXCITING PART OF YOUR JOB? WHAT KEEPS YOU GOING EVERY DAY?**

The expansive nature of our market is inspiring. Imagine showing an oceanfront estate Monday on Quogue's Dune Road and then Tuesday taking the ferry to Shelter Island to show a spectacular waterfront property. Then perhaps a drive out to Montauk on Wednesday morning to host an open house at my new oceanfront rental listing, followed by an afternoon showing of a spectacular three-acre estate I have on Ocean Road in Bridgehampton. The variety of properties and locations in the Hamptons is constant motivation in itself.

**TELL US ABOUT A SHINING MOMENT IN YOUR PROFESSIONAL CAREER.**

At the end of last summer I introduced a gorgeous, fully furnished estate south of the highway with a broker open house. The wife of a couple looking for their own home in the Hamptons happened to wander in as she was biking by. After I took her on a tour of the house and property, her husband followed with a visit the next day. The following day they began a negotiation that resulted over time in a deal. Why so special? It's not often we get to say we found our own buyer for one of our own exclusives the very first day it appears on the market!

**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. 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 to 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 for many other times during the year.

**TELL US SOMETHING ABOUT YOU THAT PEOPLE MIGHT BE SURPRISED TO LEARN.**

I've said this before but it bears repeating. When I first started in real estate it was almost a year and a half before I closed on my first sale. Now that I have been in the business for more than two decades I am often approached by new or would-be brokers for advice. I always tell them to make sure they do not quit before they give themselves a chance to be successful. Had I quit during that very trying first 18 months I might still be peddling fabric in the garment center.

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