

Introducing Real Estate's Leading Man

Gary DePersia has been loyal to his company and his clients for 20 years in the Hamptons

WHAT DISTINGUISHES YOU FROM OTHERS IN YOUR FIELD? WHAT DO YOU BRING TO THE TABLE?

In an era where brokers are jumping from one agency to another, in hope of a bigger and better deal, I opted to stay with the same company, now for more than 20 years. I also look to my own resources to better my business. With four full-time assistants and the outsourcing of three other companies for marketing, PR and social media, my clients benefit from a unique mix of services to show, market and sell their properties while my buyers get an in depth knowledge of the market from Southampton to Montauk and from Sagaponack to Shelter Island.

And following in the tradition of the firm I started with, Allan M Schneider Associates, Corcoran, which purchased it in 2006, goes out of its way to assist me in anything I need to grow my business and service my clients.

TELL US SOMETHING ABOUT YOU THAT MIGHT SURPRISE US.

I have worked with and continue to represent a variety of great builders and developers in the Hamptons but it's no surprise to anyone who has followed my career, or viewed my listings, that I have a long and successful relationship with Farrell Building Company. Joe Farrell and I met in 1996, soon after we both started in the Hamptons, when one day he walked into my office to hand out flyers for one of his early houses. What is surprising is that over the years I have been involved in

"I am able to easily provide a full array of services to handle all of my business."

—GARY DEPERSIA

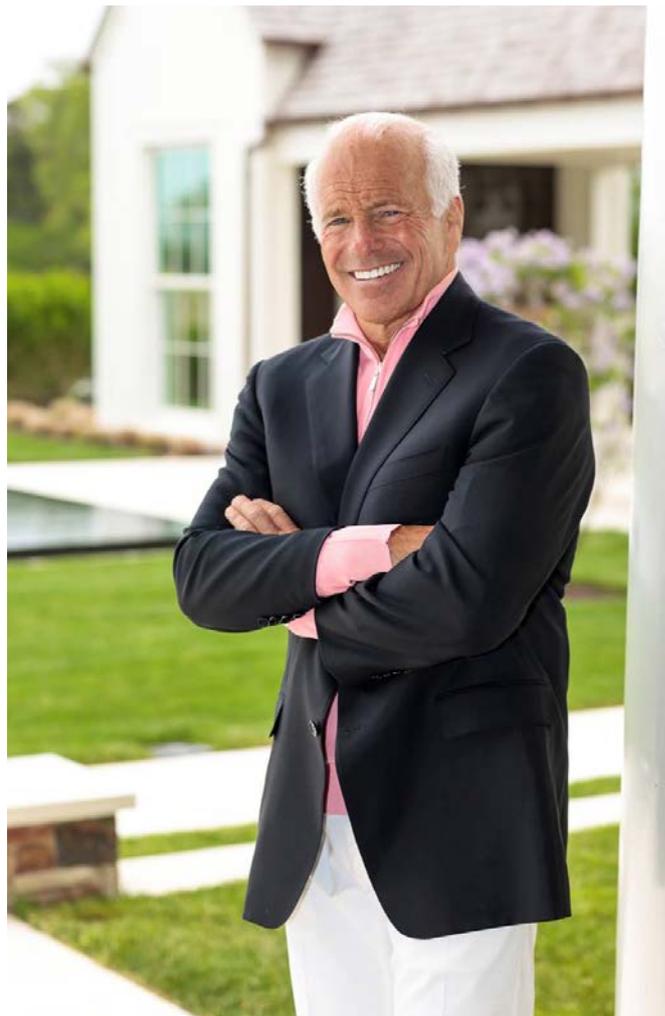
nearly a quarter of a billion dollars' worth of transactions with him in one capacity or another. Not only has he transformed the face of Hamptons real estate, he has transformed my business as well. Thank you, Joe.

WHAT ARE SOME OF THE BEST VALUES THERE NOW?

Well, building on my last comments, Farrell Building Company has two houses that are, by far, the best value in their locations. Both 47 Crescent in Water Mill South (\$14.95 million on 2.6 acres) and 423 Parsonage Lane in Sagaponack South (\$13.495million on 1.8 acres) are easily the best-priced properties, offering the most size, property and amenities of any comparable house for sale. Apparently, with an increasing number of showings recently, both buyers and brokers agree!

WHAT IS THE BIGGEST MISCONCEPTION ABOUT YOUR BUSINESS?

I am always surprised when buyers and sellers tell me that they didn't contact me because they are "only" buying or selling a



house for \$2 million to \$5 million and didn't think that I would be interested. Believe me, I am interested. Look at my website, both my current listings and my sold pages. You will see dozens of houses in that price range. So bring 'em on!

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