

GARY DEPERZIA, *Senior Vice President* Corcoran

How does selling real estate in the Hamptons differ from New York City?

I take very few taxicabs to get to appointments. The serious answer is that the big difference is a second home market vs. a primary home market. Like buying a sports car or a piece of jewelry, the purchase of a home in the Hamptons is a very discretionary decision. No one needs to be here, so sometimes it seems that all the elements in a person's life need to be in sync for them to make that decision.

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

I am representing the first of two new homes being built in Wainscott South on land, that until recently, had been in the same family for hundreds of years only several hundred yards to the ocean. Being done by Lifton-Green from plans by Val Florio, this 8300 SF house with a 3800 SF lower level anchors a magnificent gated estate that includes pool, pool house and sunken tennis court set. The view from the roof deck across Wainscott Pond to the Atlantic is reason alone for a buyer to preview this unique property.

What do you foresee for the future of Hamptons real estate? As the Hamptons evolves from a beach venue to a complex, year round country getaway, I see many more people justifying the purchase of a second home since it's not simply about the summers anymore. People, I think, surprise themselves by how much they use and enjoy their homes out here from September to May. That's a powerful motivation to own out here.

If someone came to you now, looking to buy a piece of real estate, what kind of advice would you give him or her?

The only thing I caution is not to become "that" buyer who looks for years to find the "perfect" property. Too many buyers waste too many years looking when they could find something that works for them, enjoy their time in the Hamptons in something they own, build some equity and then trade up to something else once they determine what actually constitutes that "perfect" property.

If you weren't a real estate broker, what would you be? A Heli-Ski guide.

CORCORAN

51 Main Street
East Hampton, NY 11937
631.899.0215
gdp@corcoran.com