

Gary DePersia The Corcoran Group



How long have you been in the business?

18 years starting November 1995.

What made you decide to get into real estate?

The writing was on the wall for the textile business in Manhattan. Through the eyes of a friend starting up her real estate career here, I saw the business potential but also the irresistible beauty of the Hamptons.

Who inspires you?

All the other great brokers I work with out here.

What pushes you to the next level?

I am driven by the desire to do the best for every one of my buyers, sellers and renters. I also appreciate all the out of area brokers who refer their clients to me because they want to work with a knowledgeable Hamptons realtor who truly cares about client service.

What is your secret weapon for sealing a deal?

My originality, my tenacity and my team. When I first observed the marketing of real estate, I noticed boring ads with mediocre images and banal descriptions. I write my own copy. I focus on the lifestyle. I want to do justice to the most beautiful real estate in the world.

What is the hottest deal you have made to date?

Tyndal Point in Sag Harbor's North Haven. I was both the listing and selling broker for this 55-acre waterfront oasis. At \$36 million, it was both the highest price ever paid for a residential property north of the highway plus the largest transaction on the East End for 2011.

What is the hottest area for deals right now?

Wainscott is hot. I just closed on a deal that will mark a \$40+ million hat trick on Town Line Road with three new construction homes either in contract or closed within several months of each other including one that went into contract two weeks from going on the market.

What's the best season for deals?

There is no best season for deals. The Hamptons is not just a summer beach destination but a year-round country getaway. In past, there was a push before Memorial Day for buyers to get in before the season. This year it's been very active in June, July, August and September. I expect the run to go through autumn and winter and next year again.

If you had to live/work in any city other than New York, where would it be?

I live and work in the Hamptons full-time. When I do manage a few days away, I like to ski in Aspen, windsurf in the Caribbean or spend time with friends and family in LA.

What's the best piece of advice you would give to someone starting in the business?

Don't quit before giving yourself a chance to be successful. Many Hamptons brokers don't see a sale in their first year. It took me one-and-a-half years to close my first deal. Since then I've done hundreds of deals and over \$1 billion of transactions.