

up close

GETTING UP CLOSE AND PERSONAL WITH SOME OF OUR FAVORITE PROFESSIONALS



JOSEPH DECRISTOFARO
CORCORAN GROUP

Q: What is your favorite part of your job?

Joseph DeCristofaro: Closing a deal. It really doesn't matter if it is a sale or rental... I simply enjoy getting the job done. Working with people and making them happy is what I enjoy most.

Andrew Lieb: Helping people. I love to educate and empower while facilitating my clients' dreams and counseling them while combatting their problems. The trick to lawyering is seeing a better tomorrow.

Chad Hooper: My job is to protect my client's equity and get them the most money possible. I understand that when it comes to my client's homes, I am holding one of their most important investments in my capable hands.

Q: In the past, what job did you like best and why?

Joseph DeCristofaro: I was the founder, publisher and editor of Hamptons Country Magazine. This was the first upscale all color glossy magazine in the Hamptons and it covered the true Hamptons. I enjoyed creating each issue and selling the ads.

Andrew Lieb: I had worked as a maid, cleaning toilets at an Econo Lodge. It really taught me to get my hands dirty. More importantly, it taught me about soap.

Chad Hooper: In college, I worked with the San Diego Chargers Community Relations Department. From player appearances, to organizing events, to coordinating golf tournaments, every day I was doing something new and fun. I did not feel like I was at work.

Q: If you could be anything, what would it be?

Joseph DeCristofaro: I enjoy being who I am and I strive to do better at what I do... sell and rent more houses and work on my own real estate projects.

Andrew Lieb: I really love what I do, so I would be an attorney.

Chad Hooper: With my Sports Management background, I have always wanted to form a business to help athletes give back and impact their communities. Sports transcends all barriers and provides an unparalleled opportunity for every athlete to communicate their message.

Q: What would you do if you won the Lottery?

Joseph DeCristofaro: I would support a variety of local charities and buy more real estate in the Hamptons. This is one of the best times to invest here, and there are numerous opportunities.

Andrew Lieb: Expand the pro-bono (free) real estate school that my firm offers, plus I would buy my wife something really nice (she is going to read this, right?).

Chad Hooper: I feel like my real estate license is my winning lottery ticket. I am grateful for the opportunity to help each of my clients reach their real estate goals.

Q: What is your favorite local activity to do in your downtime?

Joseph DeCristofaro: I don't have much downtime, so when I do, I like to leave. When I am in the Hamptons, I am very focused on my clients' needs.

Andrew Lieb: Play ice hockey and garden with my hedge trimmer. I don't know why, but I am obsessed with the hedge trimmer. I feel like Edward Scissorhands.

Chad Hooper: Anything outdoors in the Hamptons. Hanging out at the beach, taking in some sunsets, enjoying a local Friday night lights football game, getting out on the boat, checking out all of the great parades, and participating in charity events.

Q: Name one or two of your favorite travel destinations and why.

Joseph DeCristofaro: Turks and Caicos - The Beaches - I used to live there; Aspen - The Mountains - I used to live there too.

Andrew Lieb: Florida, because I have many family members and friends that live there.

Chad Hooper: I am originally from Virginia, so I try to get back there to see my family and friends as much as time allows. Fortunately, I get back to San Deigo each winter to visit friends and enjoy the weather.

Q: Where are you from originally, and what brought you to the area?

Joseph DeCristofaro: I am originally from Southampton. Born and raised in the Village. I have been here all my life and plan on keeping it that way.

Andrew Lieb: Lake Grove, New York, but I moved back to The Moriches because my grandparents had lived here (with great stories of a Hamlet, where the entire community is a large family) and my office is in Center Moriches.

Chad Hooper: I am originally from Lynchburg, Virginia and was recruited by a broker in the Hamptons to come here to sell in 2006. I'm grateful for that opportunity and have enjoyed success through my hard work and passion for real estate.



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