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## FOR IMMEDIATE RELEASE

### **Douglas Elliman Realty Honors Top-Performing Agents of 2021, Announcing California Winners of The Firm's Annual Ellie Awards**

*Douglas Elliman 2021 Total Sales Volume Tops \$51.2 Billion in Closed Sales*

**Beverly Hills, CA** – (March 10, 2022) – On March 10, [Douglas Elliman Realty](#), one of the largest independent residential real estate brokerages in the United States, announced the winners of the 2022 Ellie Awards, which honor the firm's top performing agents throughout the nation for 2021. Top performers from California, including Los Angeles, Monterey, Orange, San Diego, Santa Barbara and Riverside Counties, were among the honorees of this year's awards.

"We are enormously proud of our unflagging agents and teams who contributed to the enormous success we achieved in 2021," said Howard M. Lorber, Executive Chairman of Douglas Elliman Realty. "It is because of their dedication and hard work that we were able to shatter our sales record with more than \$51 billion in sales volume. A monumental year by any measurement."

Nationwide sales for Douglas Elliman in 2021 totaled \$51.2 billion as the company continued its nationwide growth into new markets. The firm was responsible for approximately 59,550 sales and rental transactions.

"While 2021 was another challenging year, our talented agents drove our extraordinary growth through their creativity, collaborative work ethic and entrepreneurial spirit," said Scott Durkin, Chief Executive Officer of Douglas Elliman Realty. "I am incredibly proud of their collective and individual achievements as well as their personal and industry-wide sales records. I am honored to present them with these well-deserved Ellie Awards."

Douglas Elliman's Western Region witnessed its best year since the company entered its markets. California recorded more than \$7 billion in sales volume in 2021, a 48 percent increase over 2020. Some of the noteworthy deals included a \$65 million sale on Mandeville Canyon Road with the Altman Brothers representing the buyers; a Brentwood estate sold by Tracy Tutor for \$56.55 million; and a record-breaking transaction in San Clemente from Seth Nelson and Ariana Gaffoglio for close to \$34 million. Additionally, Ernie Carswell broke a record for San Marino when he sold the iconic USC President's Mansion for \$25 million – a transaction that attracted significant press attention. Another property that captured the public imagination was one Heather and Learka brought to the market: the iconic home from "Nightmare on Elm Street."

"This year was the second chapter of a historic and challenging period none of us will ever forget," said Stephen Kotler, CEO of Douglas Elliman Realty's Western Region. "2021 was our strongest year

so far and I am proud of our brokers here in California for the grit and determination they demonstrated while navigating the market.”

## **NATIONAL AWARDS**

The National Award, presented to the top 25 teams (by size) by sales volume for the entire company nationwide, went to The Eklund | Gomes Team (#1 Mega Team), The Altman Brothers (#2 Large Team), Carswell and Associates (#5 Large Team), The Tracy Tutor Team (#7 Small Team) and The Solomon Property Group (#11 Small Team).

The National Award for the top 25 individuals by sales volume went to Josh Flagg (#3) and Juliette Hohnen (#12).

## **BILLION DOLLAR CLUB**

New awards included The Billion Dollar Club, which went to The Eklund | Gomes Team and The Altman Brothers Team.

## **AWARDS BY GCI**

In California, The Altman Brothers Team was named the firm's Top Team by Gross Commission Income (GCI). They were followed by Carswell and Associates (#2), the Tracy Tutor Team (#3), The Solomon Property Group (#4), The Holcomb Durkovic Group (#5), Heather and Larka (#6), Lewis and Segall Team (#7), The Ivan Estrada Team (#8), The Yost Quesada Team (#9), The Scott Moore Group (#10), The Lisa McCann Team (#11), The Eli Karon Group (#12), The Discher Group (#13), The Bree Hughes Team (#14), The Rachelle Rosten and Kelly deLaat Team (#15), The Tom Scrocco and Randy Isaacs Team (#16), The John Iglar Group (#17), Ross Groefsema and Ryan Hirsh Team (#18), The Tom Unvert Team (#19) and The Heileson Team (#20).

The award for Top Individual Agent by GCI in California went to Juliette Hohnen for the fourth consecutive year. Other winners in this category included Cory Weiss (#2), Andy Stavros (#3), Chad Lund (#4), Brendan Fitzpatrick (#5), Juli Udem (#6), Pegi DiRienzo (#7), Bachir Oueida (#8), Andrew Karigan (#9), Jack Turturici Jr. (#10), Elizabeth Puro (#11), Kevin DaSilva (#12), Mark Kitching (#13), Stacy Blair Young (#14), Holly Dana (#15), Dena Luciano (#16), Anne Burkin (#17), Melissa Alt (#18), Marshall Peck (#19) and Kyndall Gross (#20).

## **AWARDS BY VOLUME**

The Top Individual Agent in California by Volume was Josh Flagg. He was followed by Juliette Hohnen (#2), Andy Stavros (#3), Cory Weiss (#4), Chad Lund (#5) Juli Udem (#6), Pegi DiRienzo (#7), Bachir Oueida (#8), Elizabeth Puro (#9), Andrew Karigan (#10), Kevin DaSilva (#11), Stacy Blair Young (#12), Mark Kitching (#13), Jack Turturici Jr. (#14), Holly Danna (#15), Melissa Alt (#16), Anne Burkin (#17), Kyndal Gross (#18), Dena Luciano (#19), and Kathleen McCrystal (#20).

The Top Team by Volume was awarded to The Altman Brothers. Other winners included Carswell and Associates (#2), The Tracy Tutor Team (#3), The Solomon Property Group (#4), The Holcomb Durkovic Group (#5), Lewis and Segall Team (#6), Heather and Larka (#7), The Yost Quesada Team (#8), The Scott Moore Group (#9), The Ivan Estrada Team (#10), The Lisa McCann Team (#11), The Discher Group (#12), The Bree Hughes Team (#13), The Eli Karon Group (#14), The

Rachelle Rosten and Kelly deLaat Team (#15), The Tom Scrocco and Randy Isaacs Team (#16), The John Iglar Group (#17), The Tom Unvert Team (#18), Ross Groefsema and Ryan Hirsh Team (#19) and The Heilesen Team (#20).

## **ROOKIE OF THE YEAR**

Brentwood agent Zoe Kasiske was named California's Rookie of the Year.

## **PINNACLE CLUB AWARDS**

The prestigious Pinnacle Club Award winners, presented to California agents and teams who made over \$1 million in 2021 included The Altman Brothers Team, Carswell and Associates, Pegi DiRienzo, The Discher Group, The Brad Feldman Group, Brendan Fitzpatrick, Josh Flagg, Heather and Larka, Ross Groefsema and Ryan Hirsh Team, Juliette Hohnen, The Holcomb Durkovic Group, The Bree Hughes Team, The John Iglar Team, The Ivan Estrada Team, Andrew Karigan, The Eli Karon Group, The Lewis and Segall Team, Chad Lund, The Lisa McCann Team, The Scott Moore Group, Bachir Oueida, Elizabeth Puro, The Rachelle Rosten and Kelly deLaat Team, The Tom Scrocco and Randy Isaacs Team, The Solomon Property Group, Andy Stavros, Jack Turturici Jr., The Tracy Tutor Team, Juli Udem, The Tom Unvert Team, Cory Weiss and The Yost Quesada Team.

### **About Douglas Elliman Inc.**

Douglas Elliman Inc. (NYSE: DOUG, "Douglas Elliman") owns Douglas Elliman Realty, LLC, which is one of the largest residential brokerage companies in the New York metropolitan area, which includes New York City, Long Island, Westchester, Connecticut, New Jersey and the Hamptons, and the sixth largest in the U.S., with operations in California, Colorado, Texas, Florida and Massachusetts. In addition, Douglas Elliman sources, uses and invests in early-stage, disruptive property technology ("PropTech") solutions and companies and provides other real estate services, including development marketing, property management and settlement and escrow services in select markets. Additional information concerning Douglas Elliman is available on its website, [www.elliman.com](http://www.elliman.com).

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