



Douglas Elliman

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FOR IMMEDIATE RELEASE

Douglas Elliman Honors Top-Performing Agents of 2020, Announcing Winners of The Firm's Annual Ellie Awards in The Hamptons

Douglas Elliman 2020 Total Sales Volume Tops \$29.6 Billion in Closed Sales

Elliman Closes out 2020 with \$2.9B in Sales Volume in the Hamptons

Long Island, NY – (March 4, 2020) – On March 4th, [Douglas Elliman](#), one of the largest independent residential real estate brokerages in the United States, announced the winners of the 2021 Ellie Awards, which honor the firm's top performing agents throughout the nation for 2020. Top performers from the Hamptons, including Bridgehampton, East Hampton, Hampton Bays, Montauk, Quogue, Sag Harbor, Southampton and Westhampton Beach, were among the honorees of this year's awards.

"While this past year was extremely challenging, our talented agents persevered. Through their hard work and dedication, our brokerage was able to surpass its 2019 sales volume despite a global pandemic," said Howard M. Lorber, Executive Chairman, Douglas Elliman Realty, LLC. "Even though we cannot celebrate together in person as in years past, it is important for us to honor our incredibly skilled agents and present well-deserved awards for their extraordinary success."

Nationwide sales for Douglas Elliman in 2020 totaled \$29.6 billion as the company continued its nationwide growth into new markets. The firm was responsible for 46,303 sales and rental transactions.

In the Hamptons, Elliman closed \$2.9B in sales volume in 2020 – a staggering \$1.5 Billion over the previous year's volume. Over the course of the year, Elliman closed on 3,425 units (sales and rentals combined), up from 1,992 units in the year prior. Elliman claimed two of the region's top 5 residential sales including the \$50M sale of 187 Dune Road in Bridgehampton by Erica Grossman and the \$45M sale of 26 & 32 Windmill Lane in East Hampton by Paul Brennan and Martha Gundersen. Other top Elliman sales included 38 Two Mile Hollow Road in East Hampton [\$24M] represented by Bonny Aarons and Janette Goodstein and 25 Potato Road in Sagaponack Village [\$20.5M] represented by Douglas Elliman's Hara Kang, Justin Agnello and James Keogh of The Atlantic Team and Michael Lorber and Erica Grossman.

Elliman also closed on the East End's biggest commercial deal of 2020, with Enzo Morabito and Adam Rothman representing the sale of the Water Street Shops in Sag Harbor, which will be transformed into the permanent home of the Bay Street Theater.

“Undoubtedly, we navigated uncharted waters in 2020 and experienced a market that we’ve never before seen in The Hamptons,” said Todd Bourgard, Douglas Elliman’s Senior Executive Regional Manager of Sales for the Hamptons. “Our Hamptons agents rose to the occasion, expertly adapting to unforeseen changes in the way we do business, and in the end, we broke more records in the number of sales and in the volume of sales than we ever thought possible. It’s all a testament to the resiliency, work ethic and drive of our talented agents, who continue to lead the marketplace, and I’m so proud of their extraordinary accomplishments.”

In the Hamptons, the Top Individual prize based on Gross Commission Income (GCI) was awarded to Michaela Keszler from the Southampton office. Additional individuals recognized by GCI were Erica Grossman (#2), Martha Gundersen (#3), Paul Brennan (#4), Adam Hofer (#5), Lynda Packard (#6), Thomas Cavallo (#7), Susan Ceslow (#8), Brian Hagadorn (#9), Priscilla Garston (#10), Sara Goldfarb (#11), Dawn Neway (#12), Marc (Aaron) Curti (#13), Brenda Giufurta (#14), Susan Hovdesven (#15), David Donahue (#16), Denise Wilder (#17), William Wolff (#18), Lauren Spiegel (#19) and Patrick McLaughlin (#20).

The Hamptons award for Top Team by GCI went to The Atlantic Team of the East Hampton office, led by Justin Agnello, Hara Kang and James Keogh. Other Top 10 Teams by GCI in the Hamptons included The Enzo Morabito Team (#2), The Braun/Rosko Team (#3), The Terry Thompson Team (#4), and The Tunick Team (#5).

The Atlantic Team was also named the Top Performing Team by number of transactions for the Hamptons, followed by The Enzo Morabito Team (#2), The Terry Thompson Team (#3), The Braun/Rosko Team (#4) and The Porto/Francavilla Team (#5).

The Top Individual prize based on transactions went to Angelica Cocha, from the Hampton Bays office. Other winners were Susan Ceslow (#2), Michaela Keszler (#3), Thomas Cavallo (#4), and Robert Landsiedel (#5).

The coveted award for Hamptons Rookie of the Year went to Paulina Keszler.

The prestigious Pinnacle Club Award winners from the Hamptons, presented to agents and teams who made over \$1 million in 2020, included The Atlantic Team, The Braun/Rosko Team, Paul Brennan, Thomas Cavallo, Susan Ceslow, Priscilla Garston, Erica Grossman, Martha Gundersen, Brian Hagadorn, Adam Hofer, Michaela Keszler, The Enzo Morabito Team, Lynda Packard, The Terry Thompson Team and The Tunick Team.

About Douglas Elliman Real Estate

Established in 1911, Douglas Elliman Real Estate is the largest brokerage in the New York Metropolitan area and one of the largest independent residential real estate brokerages in the United States. With more than 7,000 agents, the company operates approximately 105 offices in New York City, Long Island, The Hamptons, Westchester, Connecticut, New Jersey, Florida, California, Colorado, Massachusetts and Texas. Moreover, Douglas Elliman has a strategic global alliance with London-based Knight Frank Residential for business in the worldwide luxury markets spanning 61 countries and six continents. The company also controls a portfolio of real estate services including Douglas Elliman Development Marketing, Douglas Elliman Property Management and Douglas Elliman Commercial. For more information on Douglas Elliman as well as expert commentary on emerging trends in the real estate industry, please visit [elliman.com](https://www.elliman.com).

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