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## FOR IMMEDIATE RELEASE

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

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

*Elliman Closes out 2021 with \$3.2B in Sales Volume in the Hamptons*

**New York, NY** – (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 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.

"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."

In the Hamptons, Elliman set a new benchmark with \$3.2B in closed sales volume in 2021, an increase of 15% over 2020. Over the course of the year, Elliman closed on 1,372 units in the region and increased the average sales price by an impressive 17%.

“Congratulations to our Hamptons agents on the outstanding results of their tireless efforts in 2021,” said Todd Bourgard, Douglas Elliman’s Senior Executive Regional Manager of Sales for the Hamptons. “After the extremely active market of 2020, and going into the year with very low inventory, no one could have anticipated the feverish pace to continue through much of the year, and our agents rose to the occasion. They pressed forward through the challenges, remained focused and driven, and set an astounding new milestone in sales volume. I am so proud of these accomplishments, and it is extraordinary to see the power of Elliman in full force.”

### **AWARDS BY GCI**

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), Thomas Cavallo (#5), Dawn Neway (#6), Maryanne Horwath (#7), Patrick McLaughlin (#8), Lynda Packard (#9), Richard Doyle (#10), Catherine Juracich (#11), Marc (Aaron) Curti (#12), Lauren Spiegel (#13), Brenda Giufurta (#14), Susan Ceslow (#15), Paulina Keszler (#16), William Wolff (#17), Toni Asch (#18), Brian Hagadorn (#19), Robert Landsiedel (#20).

The Hamptons award for Top Team by GCI went to The Enzo Morabito Team of the Westhampton Beach and Sag Harbor Offices. Other Top 10 Teams by GCI in the Hamptons included The Atlantic Team (#2), Alexander Team and The Braun / Rosko Team (Tied #3), The Terry Thompson Team (#4), The Raphael Avigdor Team (#5), The Michael Lorber Team (#6), Aarons Goodstein Team (#7), The Tunick Team (#8), Team Michael Daly (#9) and The Porto Francavilla Team (#10).

### **AWARDS BY VOLUME**

The Top Individual Agent in the Hamptons by Volume was Erica Grossman. She was followed by Michaela Keszler (#2), Martha Gundersen (#3), Paul Brennan (#4), Thomas Cavallo (#5) Catherine Juracich (#6), Maryanne Horwath (#7), Patrick McLaughlin (#8), Richard Doyle (#9), Dawn Neway (#10), Lauren Spiegel (#11), Lynda Packard (#12), Marc (Aaron) Curti (#13), Brenda Giufurta (#14), William Wolff (#15), Susan Ceslow (#16), Paulina Keszler (#17), Toni Asch (#18), Robert Landsiedel (#19), and Brian Hagadorn (#20).

The Top Team by Volume was awarded to The Enzo Morabito Team. Other winners included The Atlantic Team (#2), Alexander Team (#3), The Braun / Rosko Team (#4), The Terry Thompson Team (#5), Aarons Goodstein Team (#6), Team Michael Daly (#7), The Raphael Avigdor Team (#8), The Michael Lorber Team (#9) and The Port Francavilla Team (#10).

## **AWARDS BY TRANSACTIONS**

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

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

## **ROOKIE OF THE YEAR AWARD**

The coveted award for Hamptons Rookie of the Year went to Nikola Cejic.

## **PINNACLE CLUB & THE NATIONAL AWARD**

The prestigious Pinnacle Club Award winners from the Hamptons, presented to agents and teams who made over \$1 million in 2020, included The Alexander Team, The Aarons Goodstein Team, Toni Asch, The Atlantic Team, The Raphael Avigdor Team, The Braun / Rosko Team, Paul Brennan, Thomas Cavallo, Richard Doyle, Erica Grossman, Martha Gundersen, Maryanne Horwath, Catherine Juracich, Michaela Keszler, The Michael Lorber Team, Patrick McLaughlin, The Enzo Morabito Team, Dawn Neway, Lynda Packard, The Terry Thompson Team and The Tunick Team.

The National Award, presented to the top 25 individuals and teams (by size) by GCI for the entire company nationwide, went to The Alexander Team (#1 Large Team), The Michael Lorber Team (#7 Large Team), The Enzo Morabito Team (#8 Medium Team), Michaela Keszler (#10 Individual), and Erica Grossman (#14 Individual).

## **BILLION DOLLAR CLUB**

New awards included The Billion Dollar Club, which went to Alexander Team.

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## **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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