

Residential standouts recognized at 29th Annual Awards Gala

New York City's top professionals in residential home sales and rentals were honored in October at the Real Estate Board of New York's (REBNY) 29th Annual Residential Deal of the Year Charity & Awards Gala, "Go West," held at Metropolitan West.

The prestigious event highlighted the achievements of the City's most accomplished residential dealmakers and their contributions to the real estate industry.

It also raised funds for REBNY's "Member in Need Fund," which provides grants to residential brokerage members who are experiencing a financial crisis or hardship, and the Hispanic Federation's "Unidos": A Hurricane Relief Fund for Hurricane Maria Victims in Puerto Rico.

"The Residential Deal of the Year Awards recognizes the industry's best of the best," said John Banks, REBNY President.

"Congratulations to all the award winners. We applaud their professionalism in serving their clients, and their contributions to the vibrant New York City residential real estate market."

These coveted awards for 2016 to 2017 were presented to:

Elaine Dean, Senior Managing Director of The Corcoran Group's Westside office, who was honored with The Henry Forster Award for Lifetime Achievement.

This award is presented to an individual who has a long-standing reputation for excellence in residential real estate, is a top-producing agent who displays outstanding ethical conduct in the profession, and contributes to cultural, charitable and community organizations outside and within the industry.

Dean oversees a team of agents whose sales figures consistently rank among the top 25 highest-grossing agents at Corcoran. Under her leadership, Corcoran's Westside office has grown from under 40 to nearly 140 associates.

She established an interactive coaching and training program for all new agents, teaches classes on ethical brokerage practices, and currently sits on REBNY's Residential Brokerage Division Ethics Committee.

The 30-year industry veteran has also dedicated her time to serving on REBNY's Education, Westside, and Deal of the Year Charity & Awards Gala Committees.

Jeff Rothstein, Executive Manager of Sales for Douglas Elliman's Westside offices, was presented with The Eileen Spinola Award for Distinguished Service.

This award — named for REBNY's former Senior Vice President of Education and Brokerage Services — honors a REBNY broker or agent who has made significant contributions to the REBNY community by volunteering time, lending expertise and showing leadership in the areas of education, ethics, and professional services.

The winner of this award personifies the best of brokers and agents who work tirelessly for the betterment of the residential real estate industry.

Rothstein has led the growth of Douglas Elliman's sales force of approximately 300 sales associates and staff members, and increased its overall sales volume to an excess of one billion dollars, an impressive figure, consistently for nearly a decade.

He wears a multitude of important hats, from sales and business development to broker, consumer, and community relationship-building as well as training, recruiting, marketing, lecturing, and more to enhance customer service, knowledge, and awareness throughout the industry.

He was the 2013 recipient of the The Henry Forster Award for Lifetime Achievement and has played an integral role in REBNY's Residential Brokerage Division Deal of the Year Charity & Awards Gala Committee as Co-Chair, has sat on REBNY's Residential Brokerage Division Co-Chair Council, and contributes to the Branch Managers, Ethics, Westside, and Education Committees.

Joanna Mayfield Marks of Halstead Property, took home The Residential Brokerage Agent of the Year Award, a brand new award created last year by REBNY's Residential Brokerage Board of Directors and Membership Committee to recognize a member Sales Agent or Associate Broker who has demonstrated skilled achievement, superior leadership, high moral character, and professional behavior both in the real estate industry and the community-at-large.

Nominations for this award are made by colleagues — salespersons and broker associates — from within the nominee's firm or the industry-at-large.

Marks is a 20-year industry veteran, Halstead Property's 2016 Top Agent of the Year for All of Brooklyn, and a top producer who was inducted into Halstead's Producer's Council last year.

She is known by her colleagues as a role model and mentor who excels at keeping calm amid the chaos that often accompanies bringing a deal to closure.

Matt Martin of Halstead Property was named The Residential Brokerage Rookie of the Year for 2017 for his standout accomplishments within his first years working in New York City's residential real estate market.

Since joining Halstead, Matt Martin has been noted by colleagues to be a solid producer for sales and rental deals, and a consummate team-player who is always willing to lend a hand.

His passion for real estate was reignited following a successful 12-year career in finance and personal fundraising efforts for HIV/AIDS and homeless advocacy exceeding \$100,000 in donations. Among The Residential Brokerage Division Deal of the Year Sales Awards:

- Reba Miller and Julia Cole of RP Miller Realty Group, along with co-broker Charlie Attias of The Corcoran Group, were honored with the First Prize Residential Sales Award

- Frank Castelluccio of The Corcoran Group and co-broker Monica Luque of Douglas Elliman Real Estate took home the Second Prize Residential Sales Award

- Michael Shapot and Ronald Stabiner of Keller Williams NYC received the Third Prize Residential Sales Award

The Residential Brokerage Division Deal of the Year Rental Award was presented to Carson Ferri-Grant of Halstead Property Queens and co-broker Rodolfo Cavallaro of Halstead Property Queens, LLC.

The Member in Need Fund was created in 1994 by the Residential Brokerage Division Deal of the Year Charity and Awards Gala Committee, and is supported through proceeds from the Annual Residential Deal of the Year Charity and Awards Gala.

The Fund assists REBNY residential members who are experiencing severe financial hardship as a result of personal or family illness, or other personal catastrophic events.



Winners of REBNY's Residential Deal of the Year Awards for 2016-2017 with John Banks, REBNY President. Front row (from L-R): Elaine Dean of The Corcoran Group, recipient of The Henry Forster Award for Lifetime Achievement; Joanna Mayfield Marks of Halstead Property, recipient of the NEW Residential Agent of the Year Award; Matt Martin of Halstead Property, The Most Promising Rookie Salesperson of the Year Award winner; Monica Luque of Douglas Elliman Real Estate and Frank Castelluccio of The Corcoran Group, winners of the Second Prize Residential Sales Award; Jeff Rothstein of Douglas Elliman, recipient of The Eileen Spinola Award for Distinguished Service. Back row (from L-R): Ronald Stabiner and Michael Shapot of Keller Williams NYC, winners of the Third Prize Residential Sales Award; Reba Miller of RP Miller Realty Group, Charlie Attias of The Corcoran Group, and Julia Cole of RP Miller Realty Group, winners of the First Prize Residential Sales Award; REBNY President John Banks; Carson Ferri-Grant and Rodolfo Cavallaro, Halstead Property Queens, winners of the Rental Award

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