

# The Top 10

## Brokers Breaking Records in the Hamptons

In July, *Avenue's* Unreal Estate column highlighted the top ten deals of the last year and the highest earning broker in the Hamptons. Space constraints prevented us from listing the top ten East End brokers of last year, a stellar group that includes Corcoran's Susan Breitenbach, who won the Hall of Fame award at the first annual Privet Hedge dinner, Paul Brennan of Douglas Elliman, who took home the Broker's Broker's honor and Corcoran's Tim Davis, who won the Big Deal Broker award. Herewith, the full list of last year's top-selling brokers in the Hamptons. Congratulations to each of them, and may the next year bring even bigger numbers to them all (and to their clients). —**Michael Gross**

(Source: *The Real Trends: The Thousand, 2014, "Top 250 Individual Real Estate Professionals by Sales Volume"*)



**Tim Davis**  
*Licensed Associate Real Estate Broker*

Power broker and lifelong Hamptons resident Tim Davis boasts an accomplished 33-year real estate career listing and selling some of the finest properties on the East End. Known as the luxury market leader, he is currently ranked by the *Wall Street Journal* as the #4 broker Nationwide making him the #1 agent in the Hamptons and New York. Tim has sold over \$2 billion in real estate, ranging from luxury estate homes and oceanfront properties to village cottages and bayfront retreats. His personal sales for 2013 alone exceeded \$400 million, including the highest price residential home sale on the East End—Wooldon Manor, an oceanfront estate in Southampton, which closed for \$75 million.

**The Corcoran Group**  
631.283.7300  
tgdavis@corcoran.com

**Total Sales Revenue: \$422,218,500**



**Harald Grant**  
*Senior Global Real Estate Advisor, Associate Broker*

Harald Grant, senior global real estate advisor, associate broker and top producer worldwide, has been with Sotheby's International Realty's Southampton office for over 25 years. He has been cited by the *Wall Street Journal* as the Hamptons' number-one agent for individual sales volume and has ranked among the top ten nationwide for several years. With over \$2 billion in sales, Harald is Sotheby's International Realty's top-producing broker in 2013, with gross sales in excess of \$267 million.

**Sotheby's International Realty**  
516.527.7712  
harald.grant@sothebyshomes.com

**Total Sales Revenue:**  
**\$267,758,810**



**Susan Breitenbach**  
*Licensed Associate Real Estate Broker*

Susan Breitenbach's accolades, rankings and awards easily establish her as one of the very best in her field. She has an inherent talent for real estate that has led to her handling over \$2 billion in transactions and over \$900 million in listings. This volume of experience ensures that without question, Susan has an unparalleled understanding of the luxury real estate market.

**The Corcoran Group**  
631.875.6000  
smb@corcoran.com

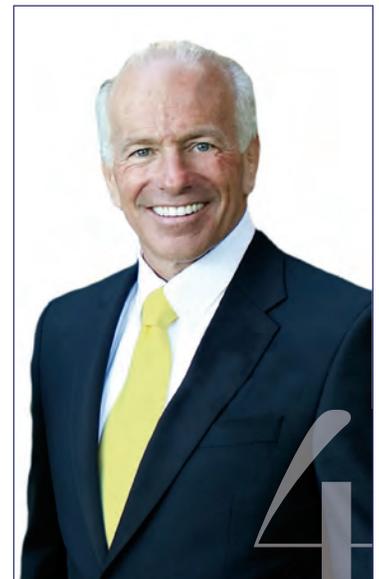
**Total Sales Revenue: \$227,159,000**

**Gary DePersia**  
*Licensed Associate Real Estate Broker*

On the East End since 1995, having started with the legendary Allan Schneider Associates, now The Corcoran Group, Gary DePersia has participated in more than \$1.5 billion of real estate transactions. With hundreds of his exclusive listings sold and closed, owing to his talent matching hundreds of his own buyers and renters with the right properties, Gary's almost 20 years in the Hamptons luxury real estate market has generated benchmark sales.

**The Corcoran Group**  
631.899.0215  
gdp@corcoran.com

**Total Sales Revenue:**  
**\$190,930,500**



# THE TOP 10



**Beate Moore**  
*Senior Global Real Estate Advisor,  
Associate Broker*

Beate V. Moore, the #1 Sotheby's International Realty Agent in the Hamptons in 2011 and 2012, has closed over \$575 million in sales over the last five years. She has maintained her position among the top 1 percent of all Sotheby's International Realty agents nationally for the past eight years. She is recognized by her clients and customers alike as being truly the best of the best in high-end sales, which her tremendous track record reflects.

**Sotheby's International Realty**  
516.527.7868  
beate.moore@sothebyshomes.com

**Total Sales Revenue:**  
**\$143,700,000**



**Dana Trotter**  
*Licensed Associate Real Estate Broker*

Growing up around the exciting world of East End real estate and learning the trade (and good manners) from her mother, Dana worked her way up to become one of the top 50 brokers in the nation. An accomplished equestrian, she has competed in the Hampton Classic since she was 8 years old, and still rides every chance she gets.

**Sotheby's International Realty**  
631.379.3236  
dana.trotter@sothebyshomes.com

**Total Sales Revenue: \$140,140,000**



**Michael Schultz**  
*Licensed Associate Real Estate Broker*

Michael Schultz' success in real estate began in 2007 during his very first year in the industry when he was named the HANFRA (Hamptons and North Fork Realtors Association) "Rookie of the Year" for sales of \$29 million - topping all other new agents on the East End. Since then he has been the recipient of over 12 industry awards and accolades from the local (#2 Corcoran Agent in the Hamptons 2012) to the national (*Wall Street Journal's* "Top Real Estate Professionals in the Country" for 5 years in a row). Michael has also been recognized by his peers and was accepted into Corcoran's prestigious President's Council from 2009 through 2013.

**The Corcoran Group**  
631.899.0254  
michael.schultz@corcoran.com

**Total Sales Revenue: \$139,540,000**



**Edward R. Petrie**  
*Licensed Associate Real Estate Broker*

With 30 plus years of luxury real estate experience, Ed Petrie has long maintained top agent designation at Sotheby's International Realty's East Hampton office and consistent positioning on the *Wall Street Journal* list of the top 200 agents nationwide. He is an acknowledged expert on Hamptons upper tier property from Montauk to Southampton, with an extensive knowledge of the nuances of local zoning laws and expertise at closing a sale. Ed is a lifelong East Hampton resident.

**Sotheby's International Realty**  
516.885.9365  
ed.petrie@sothebyshomes.com

**Total Sales Revenue: \$132,830,000**



**Terry S. Cohen**  
*Licensed Real Estate Salesperson*

Terry Cohen joined Saunders & Associates in 2009 as one of the first brokers of the fast-growing luxury real estate firm in the Hamptons. Terry has a keen ability to evaluate the pulse of the East End marketplace and works quickly and diligently for her customers and clients. As one of the best liked and referred brokers in the Hamptons, Terry has a skillful and authentic approach that is well appreciated in the industry.

**Saunders & Associates**  
tcohen@saunders.com  
631.804.6100

**Total Sales Revenue: \$130,815,000**



**Diane Saatchi**  
*Licensed Associate Real Estate Broker*

Diane Saatchi's ability to listen and understand her clients' specific needs are the key reasons for her outstanding success in Hamptons real estate for over 15 years. As a senior vice president at Saunders & Associates, and the head of the Saatchi Team, she and her talented associates provide unparalleled service and results that secure her place among the top echelon of Hamptons brokers.

**Saunders & Associates**  
dsaatchi@saunders.com  
631.375.6900

**Total Sales Revenue: \$120,360,944**