

REAL ESTATE WEEKLY

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\$750M Elliman team jumps to CORE



Heather McDonough and Henry Hershkowitz

CORE announced that Douglas Elliman’s McDonough Hershkowitz Team has joined the firm.

Heather McDonough and Henry Hershkowitz are responsible for over \$750 million in residential real estate sales in New York City. Their experience includes a specialty in new residential development in addition to a resale business.

In 2014, the team closed on over 80 transactions, selling over \$110 million – up 55 percent over the previous year. Additionally, another \$50 million in sales were put into contract, securing an average of 101 percent of the asking price for their sellers.

“We are really excited about the future and the opportunity to work with CORE. Shaun’s professionalism, the team he has put together and the caliber of CORE’s new development work make this a perfect fit for us,” said McDonough. “The partnership with Related Companies was the icing on the cake for us to make the move.”

“With CORE we are really given the opportunity to do what we do best, and take our business to the next level. Heather, our team and I are looking forward to kicking off the year with CORE,” said Hershkowitz.

Most recently in 2014, the team repositioned and re-launched 15 William, quickly it to 50 percent sold with a sellout of \$285 million, ranking the project one of the most popular developments in 2014.

Their new development experience includes a number of additional notable projects including Shigeru Ban's Metal Shutter Houses, Gwathmey Seigel's Soho Mews, Polskek Partnership's Chelsea Enclave, KPF's One Jackson Square, Asymptote's 166 Perry, Gwathmey Siegel's SoHo Mews and 123 Third Avenue.

"I have known Heather and Henry for years. They are great brokers and two of the best in the business, but more importantly, they are hard-working, good people. They are agents who understand the ethos of this business which is to work toward their clients' success rather than their own. I'm really glad they made the move to CORE," said Shaun Osher.

Joining them at CORE will be Cartwright Lee, Katja Knupfer and Cindy Tong.

With this hire, CORE has over 115 agents in Manhattan. Other recent new agents to join CORE include Sarah Lipman and Barbara Lombardo from The Corcoran Group and Vered George, Frank Mohr and Eric Purcell from Douglas Elliman.