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BROKERS WEEKLY

WHO'S NEWS



Brown Harris Stevens, the exclusive affiliate of Christie's International Real Estate, announced that **Wendy Richardson** has joined their Park Avenue flagship office.

Richardson brings with her nearly 12 years of selling experience and understanding of what it takes to sell and acquire a home in a competitive and complicated market.

She has achieved many industry awards, most recently in 2014, when she was recognized by Corcoran Group Real Estate as a Gold Council member, which is an elite status reserved for the Firm's top 40 agents.

Richardson is also constantly ranked in the top one percent of NRT's 61,000 sales professionals throughout the United States for sales volume.

The **Corcoran Group** announced the return of agent **Andrea Wohl Lucas**, who left the company five months ago.

Lucas returned to Corcoran following a brief association with the Douglas Elliman firm.

Lucas joined Corcoran in 2004 and was a top performing agent and a consistent member of the Corcoran Multi-million Dollar Club.

A specialist in luxury condominium properties, she has a wide-ranging clientele that includes many entertainment luminaries, such as Lenny Kravitz, Martin Scorsese and Kelsey Grammar, among others.

Urban Compass announced the hiring of top-producing sales manager **Gene Martinez** to lead the firm's efforts to build its presence in Miami.

Martinez joins Urban Compass

as Director of Sales and Business Development, Miami and Washington, D.C.

With more than 16 years of residential real estate experience, Martinez is highly regarded as one of the industry's most effective brokerage managers.

He most recently served as the head of The Corcoran Group's SoHo office, ranked the second most profitable office out of more than 700 offices owned by parent company, NRT.

In his new role, Martinez will work to establish Urban Compass' Miami office and oversee the sales managers for all of the firm's expansion markets.

In Washington, D.C., which Urban Compass entered last year, Martinez will work with Lindsay Reishman, President of Urban Compass Washington, D.C., on training, recruiting and talent retention.

Before joining Urban Compass, Martinez spent the entirety of his real estate career at The Corcoran Group, starting as an agent in the firm's Upper West Side office before being named Senior Managing Director of the company's SoHo office.

Prior to starting his career in real estate, Martinez owned and operated a successful artist and photographer representation agency with offices in New York City and Miami.



Coldwell Banker Real Estate LLC has named **Rick Gregory** senior vice president of network development, a newly created position within the Coldwell Banker® brand.

For the past two years, Gregory served as senior vice president of franchise sales for Coldwell Banker. He has been with Coldwell Banker's parent company, Realogy Holdings Corp., since 2009.

Gregory will oversee the field

servicing of the franchise network through the regional teams across the country with a strong emphasis on growth initiatives.

Gregory has held many leadership positions in the industry prior to joining the Coldwell Banker brand.

He was vice president of operations and business services for Better Homes & Gardens Real Estate and held executive positions with Weichert Financial Services, Home Connects Lending Services and GMAC Home Services.

The **Corcoran Group** announced the retirement of Executive Vice President, Director of **Sales Tresa Hall**.

A 31-year real estate veteran, Hall spent 25 years with Corcoran, most of them in management.

The announcement of the February departure of the highly respected Corcoran executive was made by Corcoran President and CEO, Pamela Liebman.

Hall started at Corcoran in 1989 as a sales associate at the East Side office.

Shortly after she began, she spearheaded Corcoran's famous "One Day Sale" in 1991 when the Manhattan residential market was at a standstill.

For one day only, 87 apartments were offered at reduced prices in several buildings on the Upper East and Upper West Side of Manhattan. All 87 homes went into contract on that day.

Hall held various management positions including Managing Director of Corcoran's West Side and East Side offices before being appointed Executive Vice President and Director of Sales in 2001.

She is a past winner of the Real Estate Board of New York's prestigious Henry Forster Lifetime Achievement Award which recog-



nized her contributions to the real estate community, the city and various charitable organizations.

Pamela Liebman, President and CEO of The **Corcoran Group**, announced the appointment of **Bill Cunningham** as Corcoran's new General Sales Manager.

For seven years, Cunningham served as Executive Managing Director of Corcoran's 660 Madison Avenue flagship office, the largest and most successful real estate office in America.

He began his career at Corcoran as a sales associate in 2001.

In his new position, Cunningham will have responsibility for overseeing management of all East Side sales handled out of the 660 Madison Avenue office and the Corcoran Carnegie Hill office.

Additionally, he will work with Corcoran's full management team in the development and promotion of all Corcoran agents to expand their business and reach new goals for continued growth and success.

CORE announced the addition of **Tim Crowley** as Director of New Development, working alongside **Shaun Osher**, Founder and CEO.

Crowley will oversee a pipeline of \$10 billion in new development in addition to new business development opportunities.

He is responsible for project management, research and sales collaboration in order to provide market expertise and strategic direction to each development.

Crowley joins CORE from Flank where he oversaw marketing and



brokerage services for projects in New York City. His contributions to project design development, marketing and sales have led to sales as high as \$3,400 per

square foot at 224 Mulberry Street in Nolita.

In over eight years with Flank, he was also responsible for product and brand development of 265 State Street, 385 West 12th Street, and 441 East 57th, The Novare at 135 West 4th Street and The Abingdon at 320 West 12th Street, a conversion selling from \$8.75 million up to \$29.5 shattering records for downtown conversions.

Halstead Property announced that **Tony Oakley** has been named Executive Director of Sales.

In his new role, he will work closely with Michael Goldenberg, Executive Director of Sales for the West Side. They will be responsible for the day-to-day management of nearly 180 agents as well as the strategic growth and direction of the West Side office.

Oakley joined the Harlem office of Halstead Property in 2014 where he brought nearly 18 years of real estate experience.

Over the course of his career, he has served as an advisor and consultant to developers on everything from financing to site identification to building layouts.

He has held the position of exclusive sales director for new developments and greatly increased the market share of the company's presence in Harlem.

Oakley also produced marketing campaigns that were featured in top media outlets.

He has closed more than \$275 million in sales throughout Manhattan and teaches real estate through the in-house training program at Halstead. Oakley also mentors agents and earned the titles of NYRS from REBNY as well as a Certified Negotiation Expert.



Print piece announcing Tim Crowley's hire at CORE in this week's *Real Estate Weekly*.