

July 24, 2019

<https://therealdeal.com/2019/07/24/who-rules-in-residential-resales/>

Who rules in residential resales?

Ranking the agents who closed the highest dollar volume of deals in NYC outside the world of new development



From left: Brown Harris Steven's John Burger, Douglas Elliman's Fredrik Eklund, Sotheby's International Realty's Serena Boardman, and Nest Seekers International's Ryan Serhant (Credit: BHS/Getty Images)

By Lucas McGill and Ashley McHugh-Chiappone

New development condos sales tend to be the headline-grabbing deals in New York. But the market for Manhattan resales is a big one — it accounts for hundreds of millions of dollars of residential real estate sales annually.

In the July issue, The Real Deal published a breakdown of the residential agents who closed the highest dollar volume of sell-side deals in Manhattan, Brooklyn and Queens.

But because that ranking was dominated by those who specialize in new development, we've also zeroed in on those who've closed the most in the resale-only space. And it's a sizable sector: In Manhattan, there were 2,406 resales in the second quarter alone — up 5.7 percent year-over-year, according to appraisal firm Miller Samuel's latest market report.

Douglas Elliman's Eklund | Gomes Team took the No. 1 spot on the ranking with \$269.1 million in sell-side resale listings — not surprising given that it was also the top team overall by a wide margin. It was followed by the Ryan Serhant's Serhant Team at Nest Seekers International with \$194.1 million in sell-side resale deals.

But beyond those teams — which both have dozens of agents — were other big names like Brown Harris Steven’s John Burger, who famously works solo without even a single team member, and Sotheby’s International Realty’s Serena Boardman. Both of those agents have reputations for their exclusive work in the rarefied world of Upper East Side co-ops.

There are also plenty of other familiar names on this list — from the Corcoran Group’s Carrie Chiang | Janet Wang Team to Elliman’s Lauren Muss to Compass’s Leonard Steinberg to Halstead’s Louise Phillips Forbes, who just missed the overall ranking but made the cut here.

RANK	AGENT/TEAM	FIRM	TOTAL \$ VOLUME OF CLOSED RESALES
1	Eklund Gomes Team	Douglas Elliman	\$269.1M
2	Serhant Team	Nest Seekers International	\$194.1M
3	John Burger	Brown Harris Stevens	\$152.6M
4	Deborah Grubman Team	Corcoran Group	\$135.6M
5	De Niro Team	Douglas Elliman	\$134.9M
6	Rubin Team	Douglas Elliman	\$133.7M
7	Carrie Chiang Janet Wang Team	Corcoran Group	\$121.9M
8	Serena Boardman	Sotheby's International Realty	\$119.9M
9	Noble Black Team	Douglas Elliman	\$111.7M
10	Holly Parker Team	Douglas Elliman	\$109.3M
11	Leonard Steinberg Team	Compass	\$106.7M
12	Robby Browne Team	Corcoran Group	\$104.9M
13	Deanna Kory Team	Corcoran Group	\$103.4M
14	Lauren Muss Team	Douglas Elliman	\$97.3M
15	Tom Postilio & Mickey Conlon	Douglas Elliman	\$92.5M
16	Charlie Attias Team	Corcoran Group	\$91M
17	Lisa Lippman	Brown Harris Stevens	\$85.1M
18	Daniela Kunen Team	Douglas Elliman	\$84.9M
19	Louise Phillips Forbes	Halstead	\$84.6M
20	Alexander Team	Douglas Elliman	\$83M

Source: TRD analysis of closed sales on LavaMaps, StreetEasy and from firms. Includes Manhattan, Queens and Brooklyn residential sales (apartments and townhouses with no commercial/retail component) that were closed in 2018. Only sell-side deals counted. Townhouses include single-family houses or properties marketed as such. For deals with more than one listing agent/team at the same firm, the dollar value of the deal was divided by the number of agents/teams on that deal at that firm. But if a listing is co-listed with an agent/team at another firm, each agent/team was given the full dollar value of the sale. On-site agents who work exclusively for a developer were not counted. However, agents who work for brokerages were given credit for their new development sales. Off-market deals were not counted. Not all firms participated.