

Warburg Realty Celebrates Top 2013 Brokers

February 1st, 2014

Mann Report Residential

By Staff

Warburg Realty, one of Manhattan's leading real estate companies, recently announced its top 10 brokers for 2013. Longtime Warburg agent Wendy Greenbaum was the leading broker, followed by Richard Steinberg and Jay Glazer.

The top ten was rounded out by Rebecca Edwardson, Annie Cion Gruenberger, Charlie Lewis, Maria Daou, Bonnie Chajet, Rachel Ostow Lustbader and Harriet Kaufman. Special recognition was also awarded to five additional leading brokers in 2013: Camille Duvall-Hero, Jamie Fedorko, Claire Groome, Deborah Lupard and Tammy Prunty.

"We are very excited about how many new people are in the top 10. In addition to the familiar faces, we have a whole new generation of stars under the age of 45," stated Frederick Warburg Peters, president of Warburg Realty. "Together we have built a unique culture aimed at creating the best possible experience for our clients and customers. We share a commitment to integrity, top quality agent training, and extensive market knowledge as ways to add value and build relationships, not just to close deals."

The Warburg Realty Top 10

Wendy Greenbaum, one of the eight original broker-partners of Warburg Realty, has a distinguished 30-year history as a top producer at Warburg. Highly regarded by both brokers and clients, Wendy is the consummate professional: discreet, direct, and a thoughtful, nuanced negotiator. She is a complex thinker, whose skills and expertise are reflected in the satisfaction of her broadly diverse client base, including numerous international investors and top professionals from finance, law, entertainment, and politics. Wendy's clients count on her direct approach and clear understanding of financial intricacies to guide them through the most complex transactions.

Frederick Peters says about his top producer: "I have the greatest admiration for my longtime friend and colleague Wendy Greenbaum. Wendy does it all: she is an enormously successful professional, a well-read and thoughtful intellectual, and dedicated community member. There is nothing Wendy cannot do when she sets her mind to it."

Richard Steinberg is one of New York's most successful and prominent brokers of apartments and townhouses. In his more than two-decade career at Warburg, he has been either the top or number two broker every year. He has a client roster of New York's top celebrities, politicians

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and business leaders. Over the course of his career, Richard has successfully brokered sales in virtually all of the city's notable condominiums, cooperatives and townhouses.

Just 28 years old, Jay Glazer has been an ideal match for Warburg, which honored him with the title of Rookie of the Year in 2011. By year two (2012) he was a top 15 producer at Warburg, which created the Fast Track Award to recognize his performance. In 2013, he reached the top three at the firm. Jay's success is fueled by his ability to seamlessly combine an organized, energetic and ambitious work ethic with his creative "downtown" background.

Rebecca Edwardson has consistently been one of Warburg Realty's top selling agents since the beginning of her career in 2005. She has been honored with several Top Producer awards and featured in media as a star in high-end residential sales. Her success is due to her research, data orientation and her unique focus on properties with outdoor space.

Annie Cion Gruenberger hit the ground running in real estate in 1992 as Warburg's Rookie of the Year, and she has been a leading broker ever since. Over the last 20 years, she has consistently ranked as one of the firm's top producers. More importantly, she has nurtured long-term relationships, which bring her repeat business from a loyal, multi-generational clientele.

Charlie Lewis has focused on medium to large condominium conversions and developments, working with major developers who have sought out his expertise, reputation and guidance to professionally market their uniquely restored residences in Manhattan and Brooklyn. Currently, he is managing five developments, while also working with a substantial portfolio of buyers and sellers.

Maria Daou brings her international sensibility and keen people skills to her work as a broker. She grew up in Lebanon, but for the past 20 years has called New York City home. During her 12 years in real estate, Maria has garnered an ability to put her multinational clients at ease with her warm demeanor and immense knowledge. Fluent in French, Arabic, and Italian, Maria serves investors and homeseekers with equal poise and skill.

Bonnie Chajet has been a top-performing broker since joining Warburg in 1986 and becoming a partner in 1991. A specialist on the Upper East Side where she was a long-time resident, and the Upper West Side where she grew up and now lives, Bonnie is a seasoned real estate veteran who helps clients in all neighborhoods and price ranges to realize their dreams.

Rachel Ostow Lustbader was born and raised in New York City. She practiced labor law at two of the city's most well respected corporate law firms, Weil Gotshal & Manges and Graubard Moskowitz McGoldrick Dannett & Horowitz. For over fifteen years as a top broker at Warburg, Rachel has successfully applied her expertise in negotiation and her high degree of integrity and professionalism to the Manhattan residential real estate market.

With a proven track record from Soho and Tribeca to the Upper East and Upper West Sides, Harriet Kaufman's hundreds of buyers and sellers consider themselves fortunate to have a broker with such extensive expertise upon whom they can rely for honest and sound advice. Consistently ranked in Warburg's top 10 and the firm's top broker in 2009, Harriet set a price record that year for the largest sale south of Columbus Circle.

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Special Recognition Award

Within a year of starting in the business, Camille Duvall-Hero was honored by the Real Estate Board of New York for the “Deal of the Year.” A top broker at Warburg, Camille’s drive, focus and organization have made her a trusted advisor to clients and customers all over Manhattan. Named one of the “100 Greatest Female Athletes of the Century” by Sports Illustrated, her dedication and tireless work ethic were honed by years as a waterskiing champion.

Since entering real estate, Jamie Fedorko has leveraged his articulate charm to become a relied upon, trusted agent with in-depth knowledge of both the Manhattan and Brooklyn markets. A native Manhattanite, he has been living in Brooklyn for the better part of the last 10 years. During his first career, Jamie worked on the editorial side of some of the country’s top magazines like GQ and Conde Nast Traveler.

Claire Groome has been selling real estate in New York since 2001. Claire’s success comes from the fact that she knows her business well, has a keen eye for value and potential, a great sense of humor, and delivers “real” real estate services to every client.

Deborah Lupard was Warburg Realty Tribeca’s 2012 Top Producer. She has lived and worked in Tribeca for over 30 years, many of them as an assistant director with Martin Scorsese and Oliver Stone. Since her transition to real estate, she has been unstoppable! Deborah joined the cast of brokers on HGTV’s “Selling New York” in 2011.

Tammy Prunty had a prime real estate education as a broker’s assistant to one of New York City’s industry icons, Warburg’s own Richard Steinberg. She has since sold and rented properties onsite at the condo high-rise Twenty9th Park Madison, and now lends her expertise to buyers and sellers throughout the city.