

THE REAL DEAL

REAL ESTATE NEWS

NATIONAL

Inside the Private Network Where Luxury Real Estate's Top Producers Share Their Playbooks

An invitation-only collective of the industry's highest-performing agents has quietly grown to just over 100 members. Here's what happens inside the room.



From left: Maggie Gold Seelig, Noble Black, Matt Breitenbach, Jade Mills, and Latham Jenkins

On a warm evening in Palm Beach earlier this year, some of the most accomplished luxury real estate agents in the country gathered inside a waterfront estate. The occasion was private. The guest list was curated. And the conversation moved with a fluency that only comes when everyone at the table operates at the same level.

Markets were compared in real time: the wave of New York buyers reshaping South Florida's ultra-luxury corridor. The pricing architecture behind a record close in Aspen. A growing share of Beverly Hills' trophy deals moving off-market. The assessments were candid, off-the-record, and came from agents who collectively represent billions in closed transactions.

The agents at that table are members of Collective by Luxury Presence, an invitation-only network of top-producing luxury agents that has quietly grown to just over 100 members across many of the country's most significant markets. Together, they represent competing brokerages, divergent strategies, and a shared conviction: the era of operating in isolation at the top of this industry is over.

The Room

For an industry built on relationships, luxury real estate can feel solitary at its highest levels. The agents closing deals at the highest end of the market know their clients intimately and compete fiercely within their markets. But few of them have a peer group where they can speak with full candor about what they're actually seeing.

The Collective exists for exactly that kind of exchange. It brings together top producers from Corcoran, Compass, Sotheby's International Realty, Douglas Elliman, and over 30 other independent brokerages for strategic, unguarded conversation that almost never happens in public industry settings.

"The unity and shift in mindset the Collective has created is truly remarkable. There's a level of collaboration, knowledge-sharing, and connection here that feels meaningfully different—one that drives greater business, collective strength, and a more connected way of operating at the highest level of the market."

Jade Mills, Founding Member — Beverly Hills, CA



Collective Salon Palm Beach, February 2026

The names on the roster reflect the network's depth and geographic range: Noble Black of Corcoran in New York. Marsha Kotlyar of Berkshire Hathaway in Montecito. Matt Breitenbach of Compass in the Hamptons. Margit Brandt of Premiere Estate Properties in Palm Beach. Latham Jenkins of Livewater Properties in Jackson Hole. Dawn McKenna of Coldwell Banker in Chicago, Naples and Park City. Gregg Lynn of Sotheby's International Realty in San Francisco.

Across the full membership, the numbers tell the larger story. Members have a combined career production volume exceeding \$160 billion, with over \$16 billion in sales in 2025 alone. The average member's transaction volume over the past twelve months is \$170 million. They span over 85 markets and 35 brokerage brands.

What Earns a Seat

Membership is by invitation or member referral only. While volume may open the door, it's influence, perspective, and the ability to contribute meaningfully to the conversation that ultimately shape the roster.

The selectivity is the point. Members describe the caliber of the room as the single quality that makes the network different from anything else they've encountered in the industry.

"I've had the opportunity to connect with some of the most talented and like-minded professionals in the country who truly elevate the experience of our industry. It's a community that inspires growth, collaboration, and a higher standard across the board."

Caroline Sebastiani, Founding Member — Sonoma, CA

What Happens Inside

The conversations cover everything from deal strategy and pricing philosophy to buyer psychology, market expansion, and advisory that goes beyond the transaction itself. Those exchanges happen in settings designed for depth: an intimate dinner inside the penthouse at Aman New York, a waterfront Salon set within an original Addison Mizner residence in Palm Beach currently on the market for \$157M, exclusively listed by Margit Brandt.



Collective Salon New York City, October 2025

Referrals move within the network because trust comes first—nothing is handed off without a relationship behind it. The Collective creates the conditions where those relationships form: the dinners, the conversations that run long after the agenda ends, the moments where you understand what someone actually values in their work. By the time a referral opportunity comes up, the relationship is already there.

"The Collective is an exceptional group by any measure. I found the brand-agnostic assemblage of professionals an inspiring mix of talents across important cross-pollinating markets nationwide. There were some wonderful new friendships & business relationships I forged within the group that almost immediately translated into a meaningful client referral between myself and another founding member."

Bill Fandel, Founding Member — Telluride, CO

A Larger Shift

For decades, luxury real estate rewarded the lone-wolf dealmaker: the agent who guarded their insights, protected their client list, and competed for every advantage in silence. That model is fading.

Plenty of industry groups encourage collaboration. What distinguishes this one is how deliberately it has been assembled: an invitation-only group of agents brought together over a careful timeline, where curation and a high bar for entry come before growth.

At just over 100 members, the network now has real geographic breadth, institutional diversity, and just enough collective weight to shape how the top of the industry operates without dilution.

"In a business that can often feel siloed, it's incredibly valuable to have a trusted group of incredibly accomplished, capable, and kind agents with whom to share ideas and to discuss strategy, off-market opportunities, and so much more. The level of openness and insight within this group is truly exceptional."

Maggie Gold Seelig, Member — Boston, MA; New York, NY; South Florida

What Comes Next

The agents inside the room already know what they've built. The 100-member milestone, spanning the country's most important luxury markets and representing billions in annual production, points to something bigger about where the industry is heading.

Competition at the top of the market isn't disappearing. But the most successful agents in the country are quietly redefining how it works, choosing strategic collaboration over professional isolation, and betting that the agents who share intelligence will outperform the ones who hoard it.

The Collective's roster suggests that bet is paying off.



Collective Salon Palm Beach, February 2026

The Collective: Membership

Allison Mazer, Nantucket, MA

Angela Lutzi Dellatorè, Bonita Springs, FL

Ann Brizolis, Rancho Santa Fe, CA

Ann Newton Cane, Lafayette, CA
Anna Morrison Lee, Austin, TX
Ariana Gaffoglio, Orange County, CA
Ashley Crain, Birmingham, MI
Barry Cohen, Toronto, ON
Bill Fandel, Telluride, CO
Bonneau Ansley, Atlanta, GA
Brian Dougherty & Nick Robert, Boston, MA
Candace & Phil Friis, Delray Beach, FL
Caroline Sebastiani, Sonoma, CA
Carrie Nicholson, Kailua-Kona, HI
Carrie Wells, Aspen, CO
Casey Sternsmith & Tess Salter, Hillsborough, CA
Chase Mizell, Atlanta, GA
Chelsea E. Ialeggio, Marin County, CA
Chris Adlam, Palos Verdes Estates, CA
Christina Gibbons, Ridgewood, NJ
Cindy Raney & Jason Mudd, Westport, CT
Coleen Sanders, Denver, CO
Craig Lotzof, La Jolla, CA
Cristian Perez, Short Hills, NJ
Darlene Streit, Santa Fe, NM
David Banks, Portland, ME
Dawn McKenna, Chicago, IL; Naples, FL; Park City, UT
Dianne Van Volkenburg, Great Falls, VA
Dina Karousos, Newport, RI
Frances Katzen, New York, NY
Frank DiMaggio, Paradise Valley, AZ
Gavin Erntstone, Las Vegas, NV

Ginger Martin, St. Helena, CA
Gregg Lynn, San Francisco, CA
Gretchen Coley, Raleigh, NC
Heather Domi, New York, NY
Hilary Farnum-Fasth, 30A, FL
Holly Meyer Lucas, Jupiter, FL
Jack Sarsen, Greenwich, CT
Jacqueline Thompson, Newport Beach, CA
Jade Mills, Beverly Hills, CA
Jake Garay, Westchester, NY; Hudson Valley, NY
Jamay Shook, Aspen, CO
Jameson Gray & McKenna St. Onge, Tucson, AZ
Jeff Biebuyck & Dana Olmes, Hidden Hills, CA
Jennifer Hyland, Palm Beach Gardens, FL
Jennifer Zales, Tampa Bay, FL
John Corrales, Manhattan Beach, CA
John Holland, Jupiter, FL
John Zimmerman, Fort Worth, TX
Jonathan Rosen, Dallas, TX
Jonathan Spears, 30A, FL
Joseph Sabeh, Fremont, CA
Josh Tucker, Lake Norman, NC
Julie Flouty, Foster City, CA
Kara & Paul Warrin, Marin County, CA; San Francisco, CA
Kathryn Kennedy, Saint Paul, MN
Katy Thielke Straser, Menlo Park, CA
Kendall Hood, 30A, FL
Kimberly Oleson, Greater Palm Springs, CA
Kirsten Jordan, New York, NY

Kristin Kalush, Boulder, CO
Latham Jenkins, Jackson Hole, WY
Laura Levy, Lyons, CO
Life in Big Sky, Big Sky, MT
Linda Brock, Chattanooga, TN
Lisa Culp Taylor, Brentwood, TN
Lisa Westcott, Scottsdale, AZ
Maggie Gold Seelig, Boston, MA; New York, NY
Mala Sander, Sag Harbor, NY
Margit Brandt, Palm Beach, FL
Marin Hagen, Washington D.C.
Marsha Kotlyar, Montecito, CA
Mary Lu Tuthill, Brentwood, CA
Matthew Breitenbach, Southampton, NY
Matthew Brimhall, Las Vegas, NV
McPeak Group, Jackson Hole, WY
Mel Bernstein, Orlando, FL; Winter Park, FL
Michael Latousek, Aspen, CO
Michael Morrison, Gig Harbor, WA
Michelle Kalina, Minneapolis, MN; Scottsdale, AZ
Moya Skillman, Seattle, WA
Nancy Almodovar, Houston, TX
Nancy Batchelor, Miami Beach, FL
Neda Perrina, Seattle, WA
Nick Phillips, 30A, FL
Nicole & Jamison Blair, Lake Tahoe, CA
Noble Black, New York, NY; Southampton, NY
Noël Shaw, Honolulu, HI
Patrick Neal, Cabo San Lucas, MX

Paul Benson, Park City, UT
Ricardo Rodriguez, Boston, MA
Rochelle LeCavalier, Boca Raton, FL
Roger Pettingell & Thomas Arbuckle, Sarasota, FL
Roh Habibi, Danville, CA
Shelton Wilder, Brentwood, CA
Soffia Wardy, Aspen, CO
Steve & Ashley Luther, Nashville, TN
Steve Nassar, Portland, OR
Susan Breitenbach, Southampton, NY
Tara Shapiro, Newport Beach, CA
Taylor Lucyk, Paramus, NJ
Terry Sprague & Kendra Ratcliff, Lake Oswego, OR
Tim Allen, Carmel-by-the-Sea, CA
Tim Elmes, Fort Lauderdale, FL
Tom Dunn, Vail, CO
Tomer & Isidora Fridman, Beverly Hills, CA
Tracy Allen, Honolulu, HI
Tracy Tutor, Beverly Hills, CA; Austin, TX; Dallas, TX
Valia OC, Corona del Mar, CA