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E&V enters Maui; New York, Florida indies strike a deal

The shop is Engel & Völkers' fourth in the Aloha State. Plus, \$32M team joins Howard Hanna in Ohio; ERA adds Chicago-area affiliate; two luxury firms partner.

Real Estate News Staff

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Illustration by Lanette Behiry/Adobe Stock

Engel & Völkers enters Maui with new luxury shop

Engel & Völkers has opened its first Maui location, expanding the brokerage's footprint in Hawaii to four shops and marking its latest growth move in the Americas.

The Maui office — led by License Partner Dawn Maddux, General Manager Katie Moriarty and Broker in Charge Reggie Audant — will serve clients across the island, with buyers coming from Hawaii, the U.S. mainland and international markets, according to a news release.

Maddux has expanded her Engel & Völkers business to 12 shops in four states, with Moriarty working alongside her for nearly two decades, the brokerage noted. Audant brings 26 years of real estate experience in Maui and serves on the Maui Board of Realtors.

The Maui market "represents an exceptional opportunity for the Engel & Völkers brand to further strengthen its presence in a globally recognized luxury market," Engel & Völkers Americas President and CEO Stuart Siegel said, adding that the new shop's trio of leaders "bring a powerful combination of proven leadership, operational excellence, and local expertise."

"Now is the ideal time to bring Engel & Völkers to Maui," Maddux said. "Our affiliation with the Engel & Völkers brand allows us to combine deep local expertise with a powerful global network, especially in key

feeder markets, connecting Maui to qualified buyers around the world while remaining rooted in the community."



Dawn Maddux, License Partner; Katie Moriarty, General Manager; Reggie Audant, Broker in Charge
| Engel & Völkers Maui

5-agent team joins Howard Hanna in the Buckeye State

Team Marzo, led by veteran agent James Marzo, has joined Howard Hanna Real Estate Services, a move that the independent brokerage said brings one of the Mahoning Valley's top-producing real estate teams to its office in Poland, Ohio.

The five-member team — which also includes Carol Marzo, Shannon Reigrut, Julie Johnson and Karl Reph — joined Howard Hanna from NextHome Realty. They have closed about \$32 million in sales over the past 12 months and, since launching in 2021, have completed more than 623 transactions totaling over \$108 million in sales volume across the Mahoning, Columbiana and Trumbull counties, according to a news release.

James Marzo said joining Howard Hanna was "the right move" for his team. "The support, technology and resources behind the company give us the ability to continue growing while serving our clients at a high level," he said. "Combined with our team's local knowledge and relationships, it created a strong fit for where we want to go next."

Alicia Kosec, president of Howard Hanna Northern Ohio and Michigan, praised Team Marzo's "exceptional reputation" of "professionalism, consistency and a strong commitment to their clients and community."

"Their growth and success reflect the kind of relationship-driven approach that continues to resonate with both agents and consumers across the industry," Kosec added.



James Marzo, Team Marzo |
Howard Hanna Real Estate
Services

ERA Real Estate adds Chicago-area affiliate

ERA Real Estate has announced a new affiliation with Illinois Real Estate Partners, a Chicago-area brokerage with more than 140 affiliated agents operating from offices in Lombard and Chicago. The 19-year-old firm will now do business as ERA Partners.

Founded in 2007 by Frank Scibior, its current owner and designated managing broker, the brokerage serves buyers and sellers across the Chicago metro area and surrounding suburbs. Scibior has built the company around residential sales, relocation clients, luxury properties and property management, while emphasizing technology adoption and client service.

As part of the ERA network, the brokerage will gain access to the brand's technology platform, marketing programs and agent training resources, including MoxiWorks tools and Team ERA University, according to a news release. Scibior said the affiliation is expected to support growth and recruiting efforts as his firm looks to expand production over the next year.

Scibior "has struck an impressive balance between emphasizing innovation without losing sight of tried and true, human-oriented practices," ERA Real Estate President Alex Vidal said. "We're confident that Frank and his agents have the values and vision to continue growing in Chicagoland, and we're excited to provide them with the tools that can help them bring the business to the next level."



Frank Scibior, Owner and
Designated Managing Broker |
ERA Partners

Luxury New York, Florida indies forge alliance

Premier Estate Properties and Saunders & Associates have formed a strategic partnership connecting luxury real estate markets in Florida and the Hamptons, the brokerages announced.

The alliance links two independent firms focused on high-net-worth clients and luxury coastal properties. As part of the partnership, agents at both companies will share listing opportunities, establish referral relationships and participate in joint networking events aimed at expanding connections across the two markets, according to a news release.

Founded in 1993, Premier Estate Properties specializes in Florida homes priced above \$1 million and operates seven offices along the state's East Coast. The brokerage, which is led by broker-owners Gerard P. Liguori, Carmen N. D'Angelo Jr. and Joseph G. Liguori, said it has closed more than \$22 billion in sales and maintains a \$2 billion property portfolio.

Saunders & Associates, established in 2008 by Founder and President Andrew Saunders, is one of the Hamptons' largest privately owned brokerages, with more than \$25 billion in total sales and rentals and 200 agents serving markets from Westhampton to Montauk.

The firms said the partnership is designed to strengthen exposure for listings in both regions while giving agents and clients access to broader luxury market connections and referral opportunities.



Gerard Liguori, Carmen D'Angelo Jr., Joseph Liguori; Broker-Owners | Premier Estate Properties; Andrew Saunders, Founder and President | Saunders & Associates