

THE POWERLIST

— LONG ISLAND BUSINESS NEWS —
REAL ESTATE

RESIDENTIAL REAL ESTATE

A leading real estate advisor, Maria Babaev focuses on the North Shore for Douglas Elliman Real Estate, which recently recognized her team as the No. 1 team in Long Island for both gross commission income and sales volume and the No. 10 medium-sized team nationwide. She was also named among Douglas Elliman's top 4 percent of agents nationwide and received the company's prestigious Pinnacle Award.

Babaev delivers a level of service and expertise in residential real estate that mirrors the luxury of the communities she serves. Combining her financial and management experience with the reach of her extensive network of clients, she has established a sterling reputation for strategically marketing premier properties and new developments, successfully negotiating complex deals and personally connecting buyers and sellers from around the world.

Babaev has become a sought-after authority on the most prominent villages and towns along the Gold Coast. Furthermore, she has built upon her strong position in the market to service both her local and international clients with extensive residential portfolios, successfully sourcing and executing multiple transactions in markets including South Florida, Manhattan and the Hamptons.

With a Master of Business Administration in international business/finance and a bachelor's degree in industrial management, Babaev previously worked for Citigroup's emerging markets division, where she managed a portfolio of 130 banks located in Central and Eastern Europe.

As a real estate professional, she has cultivated a powerful network of professionals, community leaders and high-net-worth individuals throughout the Gold Coast and New York City. She has represented numerous international clients and has developed an enviable pipeline of foreign investors and buyers. She truly embodies the credo "Locally Known, Globally Connected."

Babaev has shared her insights on ABC, CBS, CNBC and News 12. She and her properties have been featured in the Wall Street Journal, Financial Times, Mansion Global, Architectural Digest, Town & Country, The New York Times, New York Daily News, New York Post, The Real Deal, Real Trends, Broker's Weekly, DuJour Magazine, Hamptons Magazine, Newsday and LIBN, among others. She has also been a featured panelist at real estate summits around the world.

Babaev holds several professional designations, including CLHMS (certified luxury home marketing specialist), CIPS (certified international property specialist) and many others. She is a member of the Institute for Luxury Home Marketing advisory board, Leaders in Luxury, the Gift of Life Foundation and other professional and nonprofit organizations.



MARIA BABAEV

LICENSED ASSOCIATE
REAL ESTATE BROKER
DOUGLAS ELLIMAN REAL ESTATE



MAGGIE KEATS

LICENSED ASSOCIATE
REAL ESTATE BROKER
DOUGLAS ELLIMAN REAL ESTATE

Maggie Keats provides every client with superior, individualized attention and the peace of mind that comes from working with a highly successful sales agent. Keats has ranked as Douglas Elliman Real Estate's No. 1 producer on Long Island multiple times and among Real Trends magazine's top 100 brokers year in and year out.

Based in Douglas Elliman's Port Washington office, Keats represents both buyers and sellers and covers the entire North Shore. She shares her personal, in-depth knowledge of the Gold Coast communities from Sands Point eastward with her clients. Her business is built largely on repeat customers and referrals, and her unparalleled market expertise, paired with her understanding of real estate as both a business and a personal matter, has enabled Keats to consistently perform in the top echelon of brokers and, more importantly, help her clients meet their real estate goals. Motivated by the challenges of the real estate business, Keats enjoys working with people and the homes and putting together creative deals.

Most recently, Keats was recognized at the 2022 Ellie Awards as Douglas Elliman's No. 1 agent on Long Island by gross commission income (GCI) and by volume, while ranking fourth by number of transactions. She was also presented with the Pinnacle Award, Elliman's top award level, and placed No. 21 by GCI among more than 7,000 Elliman agents nationwide.

Keats brought a strong background in marketing and public relations to her work in real estate. A graduate of Northwestern University with a Bachelor of Arts in art history and economics, she worked in both advertising and art appraisal prior to her real estate career.

Douglas Elliman, which does \$51.2 billion in sales and rental transactions per year across its footprint, has offices in major markets around the country, with a major presence throughout Long Island and the New York metropolitan area.

POWER LIST | REAL ESTATE

Lina Lopes started working in real estate 32 years ago, when her children were little. She heard there was a need in the Ronkonkoma area for a real estate agent who was fluent in Portuguese. Lopes, who was born in Portugal and is fluent in the language, remembered what it was like to be new in the country and to need translators, and she was eager to help the Portuguese-speaking community. As a single mom, she was also eager to build her business to support her family, and she worked hard and took many training courses and listened to company leaders and her colleagues in order to learn as much as possible. Over the years, she has applied her expanding knowledge to help clients navigate through both good and bad markets as smoothly as possible.

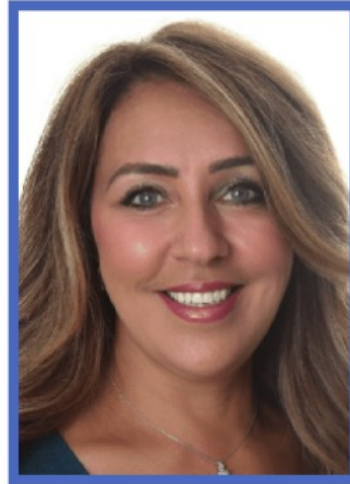
Today, as a licensed associate broker based in Douglas Elliman Real Estate's Farmingville office, Lopes leads a team that was recently recognized for selling more homes last year than any other Douglas Elliman team on Long Island. The Lina Lopes team also ranked No. 5 among Douglas Elliman teams across the Island in gross commission income and sales volume for the year. The team, which ranked among the top 4 percent of Douglas Elliman teams nationwide, was also awarded the company's prestigious Pinnacle Award.

Lopes works closely with home sellers from start to finish, marketing their home to get the best price and ensuring that things go smoothly through closing. She also works with buyers to match them up with their dream home.

As the leader of the Lina Lopes Team, she is responsible for helping her team members achieve their personal business goals while delivering exceptional service to their clients.

Lopes built her career on the belief that caring for her clients is the most important aspect of her job. Understanding that home sales are not only a big financial decision, but an emotional and stressful one, she is patient and empathetic as she guides clients through the process.

Active in the community, Lopes and her team work with the Lighthouse Missions every year to collect turkeys and trimmings for the holidays and to run food and clothing drives. She also supports and sponsors the Portuguese American Center of Suffolk as well as sports programs in the local school districts.



IDALINA (LINA) LOPES

LICENSED ASSOCIATE
REAL ESTATE BROKER
DOUGLAS ELLIMAN REAL ESTATE

POWER LIST | REAL ESTATE

Rob Scarito began his real estate career with Douglas Elliman Real Estate more than two decades ago. Throughout his tenure, he has consistently performed as a top producer for the company.

A licensed associate real estate broker in the company's Smithtown office, Scarito is known in the industry for his traditional approach to real estate: Rather than jumping on the social media train and using a cell phone for his business, he takes a more personal approach to client service. His clients appreciate that he is able to focus on them face to face, without any distractions.

Real estate is a family business for Scarito. He works with his father, Robert Scarito, and his brother, Michael Scarito. Year after year, Team Scarito has received the Douglas Elliman Real Estate Pinnacle Award and placed among the elite 2 percent of the company's top agents nationwide. Together, Scarito and his teammates have amassed more than 75 years of experience and completed more than 2,000 transactions. The team has now surpassed more than \$1.5 billion in total real estate sales.

Rob Scarito credits his success to happy customers and his dedication to growing his business each year. His clients repeatedly refer him to their friends and family, knowing the high level of service he provides.

Scarito is active in the local community, volunteering his time with the local school district and various community organizations.

He holds a Bachelor of Science in political science/pre-law from Villanova University.

When he's not working, Scarito and his family enjoy time together at their vacation home in Woodloch, Penn.

Douglas Elliman, which does \$51.2 billion in sales and rental transactions per year across its footprint, has offices in major markets around the country, with a major presence throughout the New York metropolitan area and Long Island.



ROB SCARITO

LICENSED ASSOCIATE
REAL ESTATE BROKER
DOUGLAS ELLIMAN