



Scharf to manage sales at DGSIR's Roslyn office

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Daniel Gale Sotheby's International Realty (DGSIR) has appointed associate real estate broker Karen Scharf to manage the sales efforts at its Roslyn office, according to president and CEO Patricia Petersen.

"We are thrilled to bring a manager of Karen's ability to a sales management position in our organization," said Petersen. "Karen's experience and local knowledge make her an ideal person to fill the considerable shoes of our longtime sales manager and friend Lea Frank."

For the past two years, Sharf has worked as an associate broker at Daniel Gale Sotheby's Glen Head office. During her varied 25-year career in real estate, she has both worked for real estate organizations and owned and managed two agencies in the area. Glorious Homes was her first agency, which she built up six years before selling to a larger agency that wanted a local presence. She later opened Hunt Ashley Group, which concentrated on referrals and development projects. Both her agency and other real estate sales work have given her a diverse experience that includes land purchase, sub-divisions and home restoration.

An Old Brookville resident, she is a member of the Long Island Board of Realtors and National Association of Realtors.

"Lea is a founding partner of Sterling Properties, which was one of Roslyn's top agencies when her team joined Daniel Gale Sotheby's in 2001. Lea's contributions to Daniel Gale Sotheby's over nearly 15 years of market share growth are significant. She will be working closely with Karen through the end of the year and will continue to be an important part of the Daniel Gale family," said Petersen.

Founded in 1922, Daniel Gale Sotheby's International Realty consistently leads the nation in achieving one of the highest average sales prices in the country. Daniel Gale Sotheby's is a \$2.3 billion dollar organization with close to 700 sales associates in 25 offices spanning Long Island and Queens. Services include a Relocation Division, an award-winning Marketing & Technology Department, a Development Marketing Group, Commercial and Rental Divisions; and Ambassador Abstract title company. The Sotheby's International Realty® affiliate for Long Island and Queens since 1976, Daniel Gale Sotheby's has gained national and international recognition, including top honors worldwide. In addition to its place on the Regents Board of "Who's Who in Luxury Real Estate," Daniel Gale Sotheby's International Realty is active in Real Trends, The Asian Real Estate Association and The Realty Alliance (comprising some of the real estate industry's most influential companies with participation "by invitation only"). For more information, visit www.danielgale.com.

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