



**2022 Women in Professional Services: Amanda Stein,
Douglas Elliman Commercial Division, LI**

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Amanda Stein
Administrative Director

In the last 12 months, what was your TOP career highlight? In 2022, Douglas Elliman's Commercial Division on Long Island experienced tremendous growth, nearly doubling the number of agents we have working full time. As a result, we decided to relocate from our small long-time office in Huntington to a brand new 3,000 s/f commercial headquarters in Smithtown. I was thrilled when the president of our division, Michael Murphy, asked me to oversee the process from start to finish. I gained tremendous insight working with the general contractor, electricians and furniture vendors and personally designed every inch of the new office, from the paint colors to the furnishings down to the artwork. This was one of the most challenging times in my career, balancing my regular day-to-day responsibilities with overseeing a build-out that took about 10 months, but also the most rewarding. I am extremely proud of how everything came together and knowing that our agents have a place to come to that is conducive to teamwork and that we all can be proud of is a wonderful feeling. After working from home with the COVID-19 pandemic, it has been great to get back to working alongside my colleagues in this beautiful space.

In the last 12 months, what ONE award were you most proud to receive?

At the start of 2022, our entire office was presented with the CoStar Top Firm Award for the year prior. An achievement of this magnitude for our entire team is something that I am truly most proud of. To be recognized together is extremely rewarding, especially because so much of what I do is help support every individual agent and I am thrilled for all of us to be among some of the top firms in commercial real estate. Receiving an individual award is always great but being a part of something bigger than myself has always been something that is just as important to me.

In the last 12 months how have you helped your industry grow through professional creativity, innovation, and leadership? With the increase in the number of agents we have hired and our big move to a commercial division headquarters, it has been very important to find ways to streamline our operations. I have worked to introduce new programs and platforms that make it easier for agents to market their listings and am currently working with our web developer and designers to improve our website and add more features for both clients and our agents. It is a constant ongoing process to improve on our internal operations so that we can continue to be an award-winning office and a leader in the industry.

What advice would you give the next generation of women in your industry?

Commercial real estate is often thought of as a male dominated field, but more and more women are stepping into the industry every day, and I love to see that. My advice to any woman that wants to take steps to start a career in commercial real estate is to first find a firm that you are sure will provide you with a flexible and welcoming environment. I also always recommend reaching out to other women in the industry for advice and for mentorship. For a lot of women, the struggle of finding that work-life balance, between juggling a career, children and relationships can be hard. I

have been extremely lucky to have worked with the President of the Commercial Division here at Douglas Elliman on and off for 17 years. After leaving for 8 years to raise my kids at home, I was immediately welcomed back, and it is like I never left. Finding an employer who will allow flexibility but also who will respect your work, lift you up, treat you as an equal and always have your back is key!

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