

## William Pitt Sotheby's Names Middleberg Co-Brokerage Manager In Darien

by Tom Renner Real Estate 4 hours ago



Lynley Middleberg was named the co-brokerage manager of the William Pitt Sotheby's International office in Darien. Photo Credit: *Contributed*

DARIEN, Conn. -- Lynley Middleberg was named co-brokerage manager for William Pitt Sotheby's International Realty's Darien brokerage alongside Gigi Melillo. Middleberg will assume full managerial responsibilities in January. Melillo, who has managed the office since 2008 and has led a storied and successful 25-year career in real estate, has decided to retire at the end of 2015, the firm announced. Melillo and Middleberg will work closely together during a transition period through the rest of this year.

In her previous role with Sotheby's International Realty Inc.'s Upper East Side Manhattan Brokerage, Middleberg helped to facilitate \$1 billion in annual sales volume.

In that position, which she held for seven years, Middleberg managed office staff members as well as over 140 sales associates, including several who annually rank among the top agents by dollar volume in the nation according to an annual ranking of the country's top real estate professionals by The Wall Street Journal and REAL Trends.

Middleberg also brings experience in the recruitment of new sales associates and in training agents on business skills, ranging from market analysis to negotiation tactics to developing listing presentations.

She was involved with managing incoming and outgoing brokerage referrals between the Manhattan office and other firms within the Sotheby's International Realty network, consisting of 800 offices throughout 61 countries and territories. In addition, she worked with Sotheby's Auction house to gain her agents exposure before potential high net worth clients through participation in numerous auction events.

"The skill set and level of experience Lynley brings to our firm is beyond impressive,"

said Paul Breunich, President and CEO of WilliamPitt Sotheby's International Realty. "She not only played an instrumental part of the management of one of the most productive real estate brokerages in the country, but she already possesses a deep understanding of the Sotheby's International Realty brand, its close relationship with the legendary auction house, and all of the unique and exclusive benefits to which our agents have access.

"I believe she will prove an invaluable resource to our sales force in Darien, and I look forward to working with her."

Melillo's career highlights include winning the Rising Star Award in 1995, William Pitt Sotheby's International Realty's Manager of the Year award for four years, and the Presidents Council Award for five consecutive years. Before becoming a manager, Melillo was consistently a top producing agent in Stamford and Greenwich.

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