



Jia Yan
Maggie Raffade



Prominent
Properties

Sotheby's
INTERNATIONAL REALTY

Powerful Together

Maggie Raffaele & Jia Monaco

The Mother & Daughter Team

Maggie Raffaele began her real estate career over 30 years ago, driven by a passion for helping clients navigate one of the largest and most important decisions of their lives. Her dedication and expertise have earned her a successful track record, local recognition, awards, and numerous lifelong client-agent relationships.

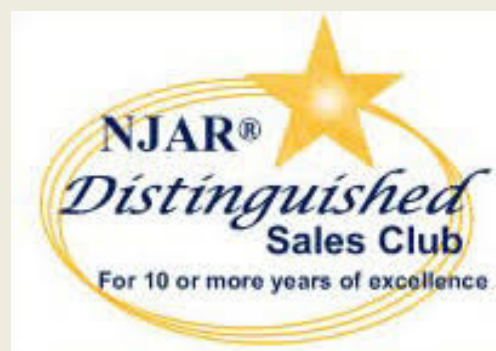
In 2013, Maggie's daughter, Jia Monaco, followed in her mother's footsteps, joining her to form the ultimate real estate duo. Together, they combine their passion, extensive market knowledge, and unwavering devotion to their clients' success, ensuring best-in-class service throughout every transaction.

Over \$700 Million in Successful Sales





Awards



NJAR® Circle of Excellence Sales Platinum Award 2015-2022, 2025

NJ REALTORS® Circle of Excellence Award Winners Gold Award - 2010 - 2014

NJ REALTORS® Circle of Excellence Award Winners Silver Award - 2002- 2005, 2009 - 2011
NJAR® Distinguished Sales Club Lifetime Membership I NJAR® Circle of Excellence Sales Award

NJAR® Real Estate Million Dollar Sales Club I NJAR® Sterling "R" Contribution - 2010

Prominent Properties Sotheby's International Realty Top Associate for Volume Award 2013 & 2014

Prominent Properties Sotheby's International Realty Top Team Award- 2018- 2023

Prominent Properties Sotheby's International Realty Top Team of Volume & Units- 2017-2023

Prominent Properties Sotheby's International Realty Top 25 Producers Award- 2013, 2014 & 2015

Prominent Properties Sotheby's International Realty Highest Sales- 2015

Prominent Properties Sotheby's International Realty New Development Award - 2016

New Development Specialists- The Exclusive Listing Team for OTTO. Glass House & The Pearl.

Services

RESIDENTIAL SALES AND PURCHASES

Guiding clients through the buying and selling process with personalized strategies.

LUXURY PROPERTIES

Specializing in high-end real estate, offering exclusive listings and premium services.

MARKET ANALYSIS

Providing comprehensive market insights to help clients make informed decisions.

GLOBAL CONNECTIONS

Utilizing our extensive network to connect clients with opportunities worldwide.

NEW DEVELOPMENT

Assisting developers in bringing new residential and commercial projects to market, from planning to sales.

NEW RESIDENTIAL CONSTRUCTION

Offering expert guidance on the design, planning, and execution of new construction projects to ensure they meet market demands and client expectations.

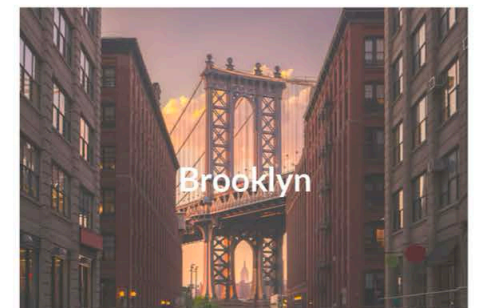
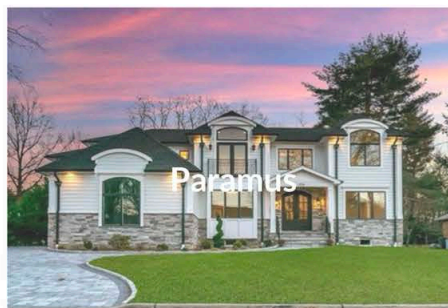
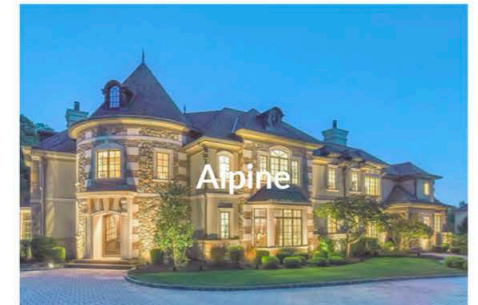
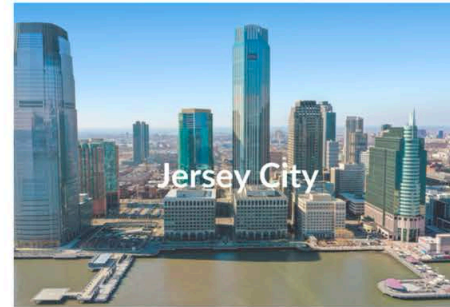
INVESTMENT PROPERTIES

Helping clients identify and acquire profitable investment properties, offering insights into market trends and potential returns.

RENTAL SERVICES

Assisting landlords in finding suitable tenants and ensuring a smooth and efficient rental process.

Areas of Expertise



Our projects

New Developments in Edgewater



OTTO
143 OLD RIVER RD

Built in 2022 with 58 units by Maybao Company from China, assisted in creating the sales team, overseeing floor plans, pricing, staging, and sales strategies. After valuation, it was decided to turn the property into rentals. Helped set pricing, streamlined the rental process, and turned it into a profitable cash flow portfolio with a 99% occupancy rate.



THE PEARL
9 SOMERSET LANE

The old Unilever building, constructed by National Resources from Connecticut, was converted to 110 residential units in 2013. I joined the project from phase 1 and became the exclusive sales team, overseeing its successful transition and sale.



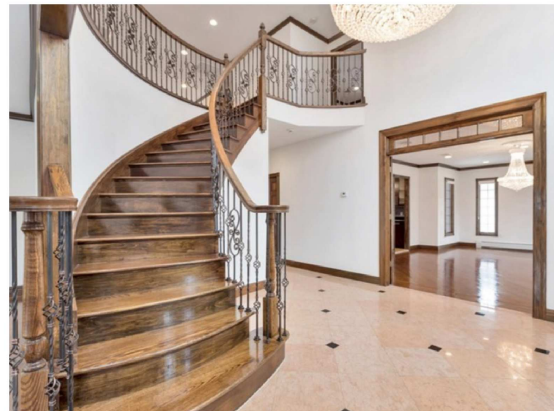
GLASSHOUSE
3 SOMERSET LANE

Continued working with National Resources by helping to find investors for the construction of The Glasshouse, a project with 107 units completed in 2017 and sold out by 2021. We played a key role in overseeing the finishes, floor plans, pricing, and sales strategies to ensure the project's success.

Residential Development



272 CASTLE DR ENGLEWOOD CLIFFS

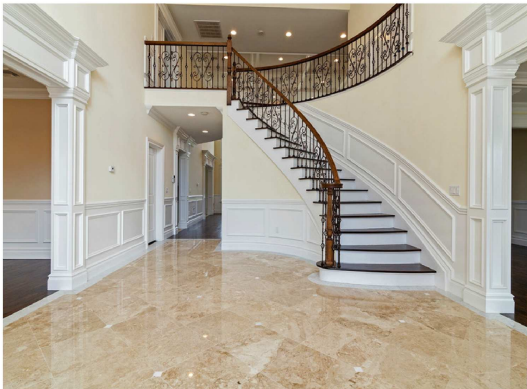


An 86x120 lot was transformed into a stunning brick center hall colonial. we assisted the client in purchasing the land and hired an architect, builder, and contractor. The result is a beautiful home featuring a two-story marble foyer, more than 8,000 square feet of living space, radiant heat throughout the entire entrance, 6 bedrooms, and 5.1 bathrooms.

Residential Development



36 CAMBRIDGE ENGLEWOOD CLIFFS

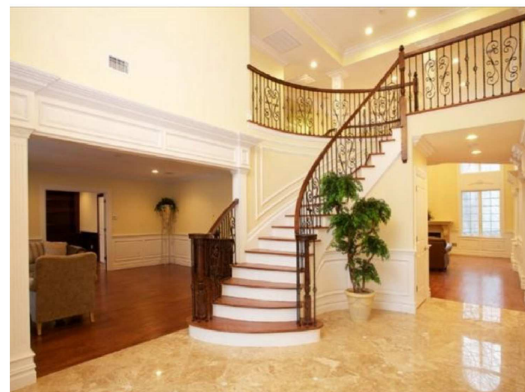


We helped turn this in to a luxurious and elegant two-story brick estate with Europe elegance, A grand entrance, framed by towering columns and a large arched window.

Residential Development



14 JOHNSON AVE ENGLEWOOD CLIFFS



We assisted the client in finding a nice size lot, and coordinated with an architect, builder, and contractor to create a stunning brick center hall colonial. This beautiful home features a double-entry, three-car garage, a two-story marble foyer, more than 8,000 square feet of living space, radiant heat throughout the entire entrance, 6 bedrooms, 6.1 bathrooms, and custom wood cabinetry.

Residential Development



53 ROCK ROAD ENGLEWOOD CLIFFS

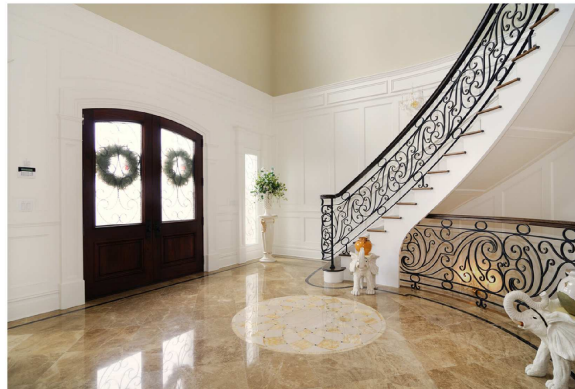


We sold an 85x114 lot to a close client and helped rebuild it into his dream home. The property features a 3-car attached garage and a walkway leading to double mahogany entrance doors, which open to a 2-story entry foyer with granite floors and radiant heat. This stunning home includes 5 bedrooms, 6.1 bathrooms, and 2 fireplaces. Throughout the home, you'll find elaborate wood trim, crown moldings, tray ceilings, and additional high-end decor.

Residential Development



234 VACCARO DR CRESSKILL



Perched atop a picturesque hill, we discovered this unique plot of land and, in response to our client's discerning tastes, transformed it into a breathtaking moonscape-style retreat. This exceptional property features two opulent master bedroom suites, each designed with the utmost attention to luxury and comfort. Additionally, the residence boasts a stunning pool, seamlessly blending modern sophistication with the serene natural surroundings, creating an unparalleled living experience.

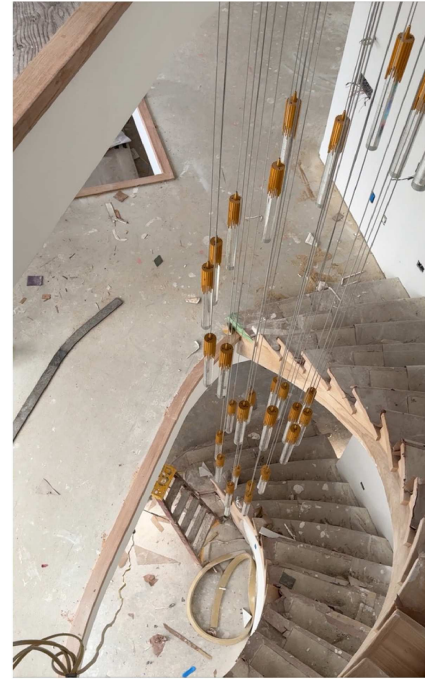
Residential Development



144 TRUMAN DR CRESSKILL

Nestled on Cresskill's prestigious East Hill, this estate is constructed with exquisite precast stone and stucco, exuding timeless elegance. The design incorporates iron trim and luxurious Vermont wide plank wood floors. Comfort is paramount, with 22-zone radiant heat and a 4-zone air conditioning system ensuring perfect climate control throughout the home. The estate features five fireplaces, charming Juliette balconies, and an intimate 8-seat movie theater. Outside, a limestone patio leads to a stunning pool and cabana, offering a perfect setting for relaxation and entertaining.

Current Project



ALPINE

A stunning modern estate is currently under development, perched at the top of a hill at the end of a cul-de-sac. This rare project features a redesigned entrance, transformed into a spiral driveway that elegantly guides you into the private property. The home boasts exquisite Roberto Cavalli tiles, sliding French doors leading into the library, and a magnificent spiral staircase accompanied by an in-house elevator. Every element of this residence is meticulously crafted, ensuring unparalleled attention to detail and luxury throughout.



Partnership matters

Thank you for the opportunity to present this proposal. Selling your home can be an exciting time, but we appreciate that it can also be both stressful and emotional. Our job is to make it easier for you from start to finish, and we have the experience and expertise to do just that. What we'd like for you to remember is simply this: Together, we will succeed.

At Prominent Properties Sotheby's International Realty, we have everything in place to deliver like no one else. We'll work with you as a true partner and guide you through each step of your selling journey. This brief presentation will show a comprehensive plan to sell your property, including a thorough market analysis and pricing strategy, a presentation of your property, and the mobilization of our resources and partnerships to reach the right audience of buyers.

Thank you once again for your consideration. We would be honored to represent you.

Your property _____

PERSONALIZED STRATEGY

The attention *your property deserves*

At Prominent Properties Sotheby's International Realty, we understand that each property and seller is unique, so we offer you an exclusive tailor-made strategy. We execute that strategy by combining our vast experience, innovative technology, and unmatched global reach to attract the attention of the most qualified buyers around the world.



THE SELLING PROCESS

You'll like *the way we work*

Together we'll follow a proven path to success.

1

PREPARING YOUR PROPERTY

We'll work together and leverage our award-winning sothebysrealty.com website to showcase your property in the very best light.

2

**FINALIZING YOUR
MARKETING PLAN**

We'll provide you with an in-depth plan for unrivaled worldwide exposure.

3

LAUNCHING YOUR SALE

This is the big day when we announce your listing to the world.

4

REPORTING YOUR PROGRESS

We'll keep you in the loop all along the way with access to our live data dashboard as well as showing details and feedback.

5

CLOSING THE TRANSACTION

We're with you every step of the way, from due diligence to signature of the deed.



Your Listing Process



Marketing Timeline



Your partner _____



POWERFUL HERITAGE

Sotheby's is more than *just our name*

Over the last two centuries, Sotheby's auction house has built an iconic brand with unparalleled prestige. Today, Sotheby's International Realty builds on its legacy with the auction house by offering the same elevated standards and exemplary service. We harness the global power of the Sotheby's name and its proprietary database of 700,000 clients to create unique opportunities and introduce your property to the most qualified buyers all around the world.

\$182billion

Global sales volume 2025
*USD

26,000

Sales associates

1,100

Offices worldwide

42 million+

sothebysrealty.com visits in 2025

#1

Most profiled real estate brand in the news

1.38 Million

Engaged social media followers

46 Million+

Videos played in 2025

1744

The year our heritage began

BACKED BY THE BEST

Our numbers
are your assurance

86

Countries & territories

Prominent Properties Sotheby's International Realty

In 2022, Prominent Properties Sotheby's International Realty raised the bar again, marketing homes like no other. That's why we're ranked 1st in New Jersey and 113th among all brokerages in the country by closed sales volume (Real Trends 500, March, 2022). And with sixteen offices throughout New Jersey's most desirable markets. We have the Midtown Direct Line covered - starting at Penn Station.

Prominent Properties Sotheby's International Realty Regional Offices

Alpine, NJ
O: 201.768.9300

Jersey City, NJ
O: 201.333.7717

Summit, NJ
O: 908.273.8808

Edgewater, NJ
O: 201.840.8898

Montclair, NJ
O: 973.783.6900

Tenafly, NJ
O: 201.568.5668

Englewood Cliffs, NJ
O: 201.585.8080

Montville, NJ
O: 973.335.5700

Weehawken, NJ
O: 201.223.4207

Franklin Lakes, NJ
O: 201.848.4002

Ridgewood, NJ
O: 201.639.5555

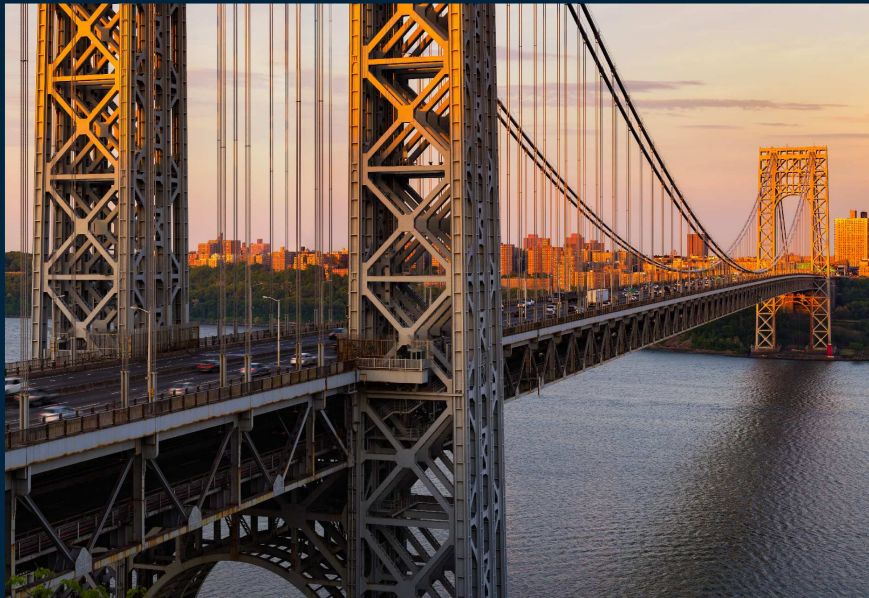
Westfield, NJ
O: 908.654.6666

Haddonfield, NJ
O: 856.428.5150

Saddle River, NJ
O: 201.825.3600

Hoboken, NJ
O: 201.795.5200

Short Hills, NJ
O: 973.376.8188





\$2.5 Billion
in sales volume in 2023

2,500
Families served in 2023

16
Offices throughout New Jersey

800+
Agents and 50+ staff

#1
Sotheby's International Realty
affiliate in New Jersey

\$262 Million
in closed referral volume in 2022

LOCAL RESULTS

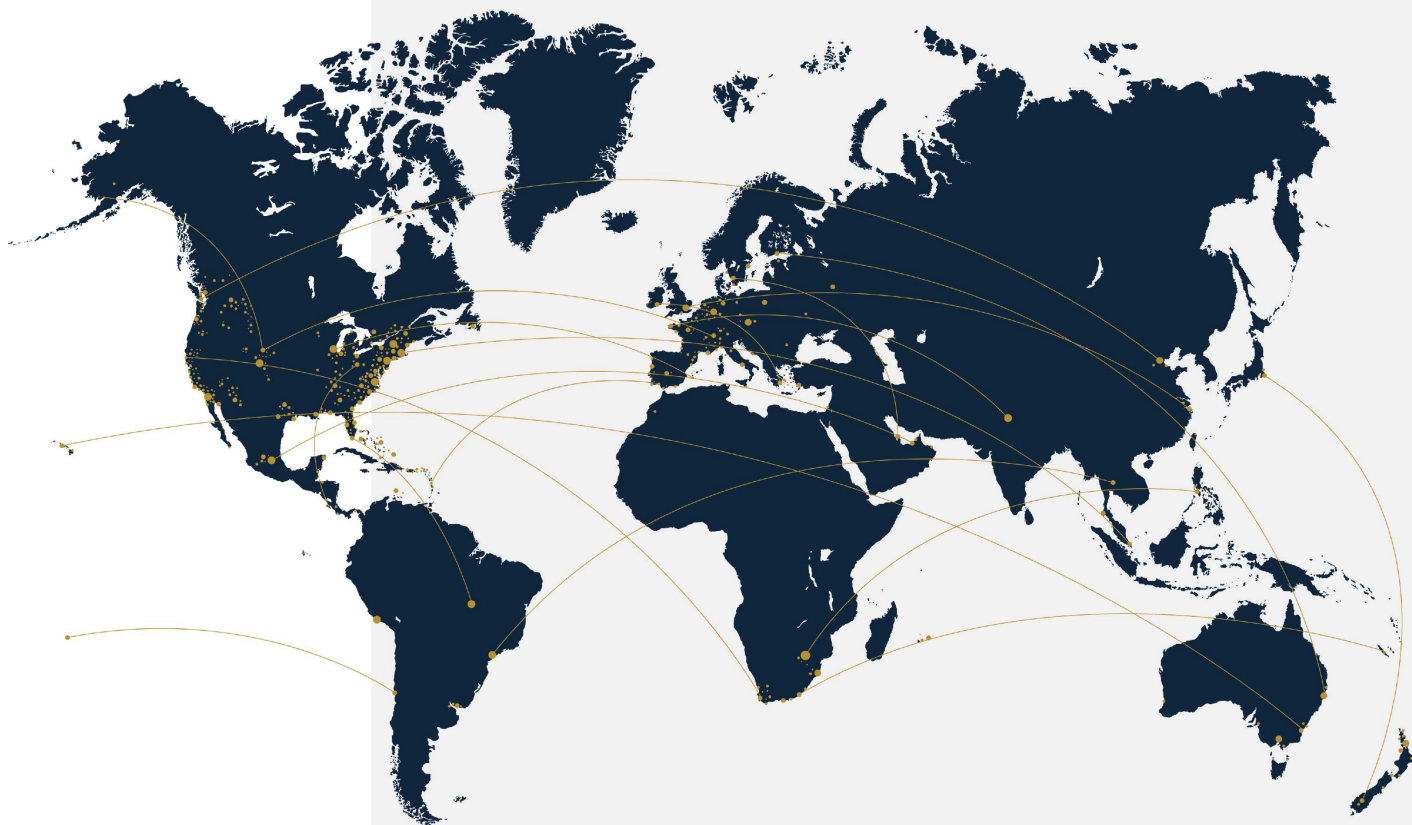
Our numbers
work for you

Your advantage

GLOBAL CONNECTIONS

Our world *is yours*

Sotheby's International Realty is the only truly global luxury real estate company with 26,500 advisors working in 1,115 local offices across 84 countries and territories. Our unparalleled network works together to meet your needs and expectations.



52M

sothebysrealty.com visits in 2023

15

Languages

49%

Visitors from outside the U.S.

41%

Organic search traffic

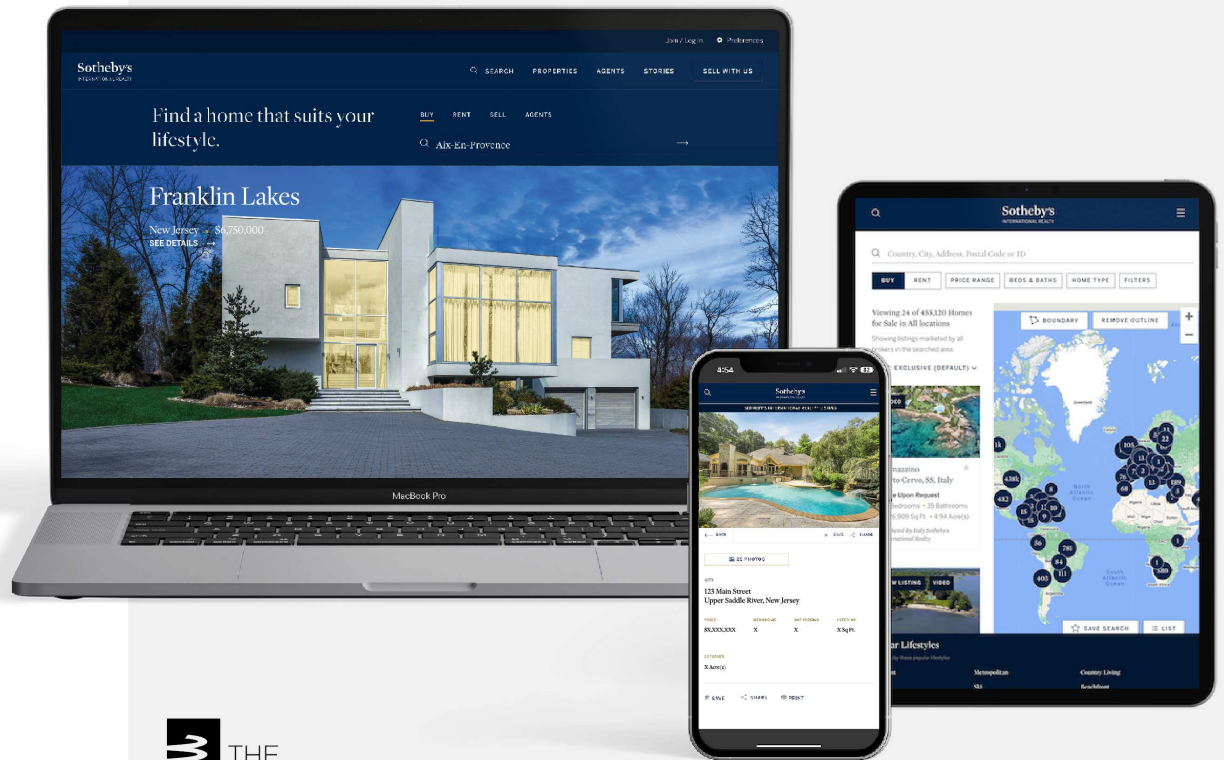
79M

Videos played in 2023

ONLINE EXPERTISE

Our reach
*brings the world
to your home*

We make your listing easy to find online with our Webby Award-winning website and finely tuned SEO. Sothebysrealty.com enables millions of visitors to immerse themselves in engaging videography, impactful photography, and inviting virtual tours.



Sources: Google Analytics, Brightcove, and Listrac – Full Year 2023

PROPERTY SYNDICATION

Top media partners *drive traffic to your listing*

As soon as your property is on sothebysrealty.com, it is also distributed across a variety of leading websites across the world, maximizing reach and exposure.



Apartments.com

Apartamentos.com

ApartmentFinder

apartmenthomeliving

BARRON'S

COUNTRY LIFE

FINANCIAL TIMES

ForRent.com

HOUSE

JamesEdition

MANSSION GLOBAL

Land And Farm

Lands of America

LandWatch

LUXURYESTATE

居外

MarketWatch

Nextdoor

NIKKEI

Properstar

PropGOLuxury.com

PROPRIÉTÉS

realtor.com

SNOW ONLY

THE WALL STREET JOURNAL

AD

Instagram

EXPANSION

FINANCIAL TIMES

inman

居外
Juwai.com

MANSION GLOBAL

The New York Times

PROPRIÉTÉS
LE FIGARO

theTradeDesk

YouTube

AD
MEXICO

dwell

facebook

Google

JamesEdition

LUXURY ESTATE

NIKKEI

PropGOLuxury

South China Morning Post

THE WALL STREET JOURNAL

The Redemptive Space

Lynn Hedges on Norman Lewis
Marina Abramovic rethink performanceRobb's spiritual revelation
The new world of immersive art

Spring 2021

Sotheby's EST. 1744



BRAND ADVERTISING

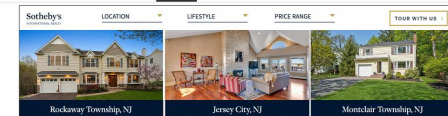
No one can draw
more eyes to your listing

We work with the best online
and print publishers to drive
more performance and return
for our clients.

AD

SEARCH SUBSCRIBE SIGN IN

FIND A PRO ARCHITECTURE • DESIGN REAL ESTATE AD IT YOURSELF CLEVER CELEBRITY STYLE LIFESTYLE AD PRO VIDEO



Real Estate

VIEW ALL CELEBRITY REAL ESTATE ON THE MARKET NEWS



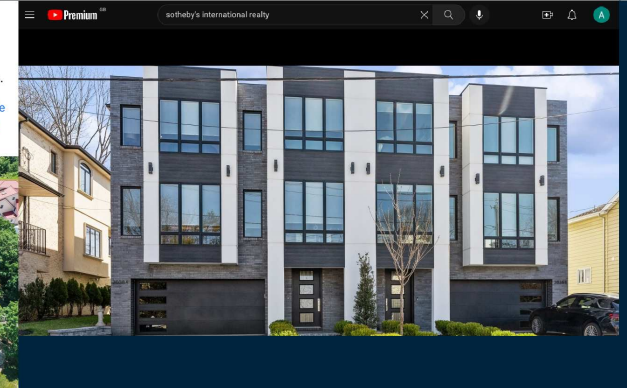
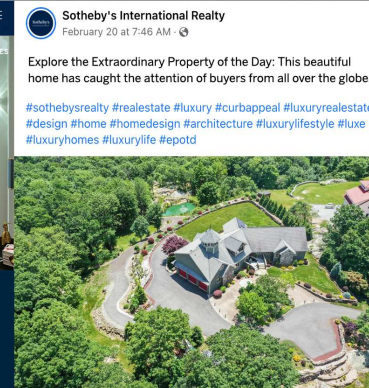
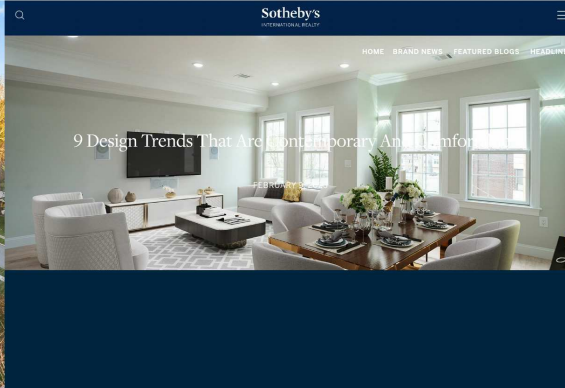
SOCIAL MEDIA

Our connections *become your connections*

The Sotheby's International Realty brand as well as our brokerage create exclusive content featuring our property listings on multiple social media platforms and engages with more than a million followers each day. Additionally, our YouTube channel has more subscribers and video views than any other real estate brand.



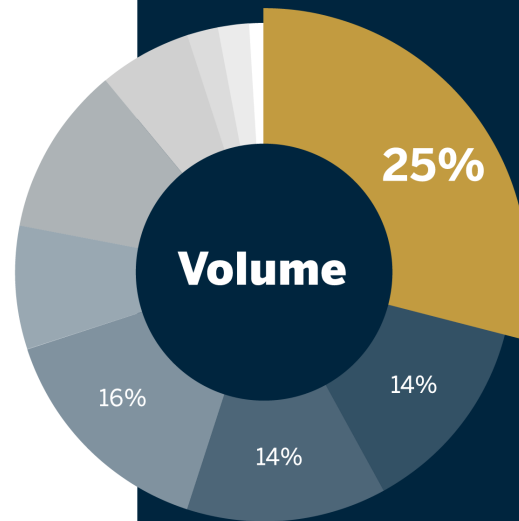
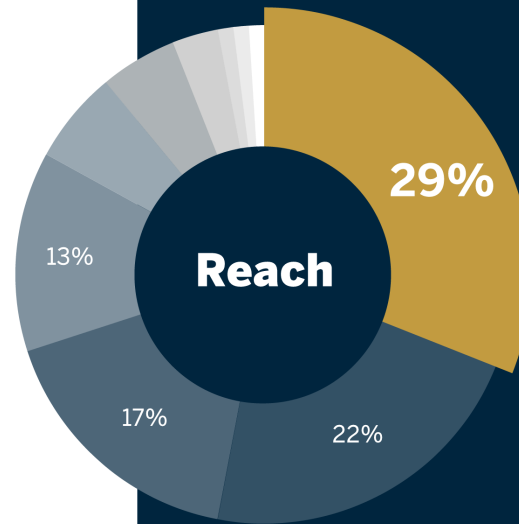
@PROMPROPSIR
@SOTHEBYSREALTY



PRESS EXPOSURE

Our reputation is your advantage

Our press office possesses strong relationships with leading national and international media outlets who drive buyers to our website and your property. We are the most profiled luxury real estate brand in the news.

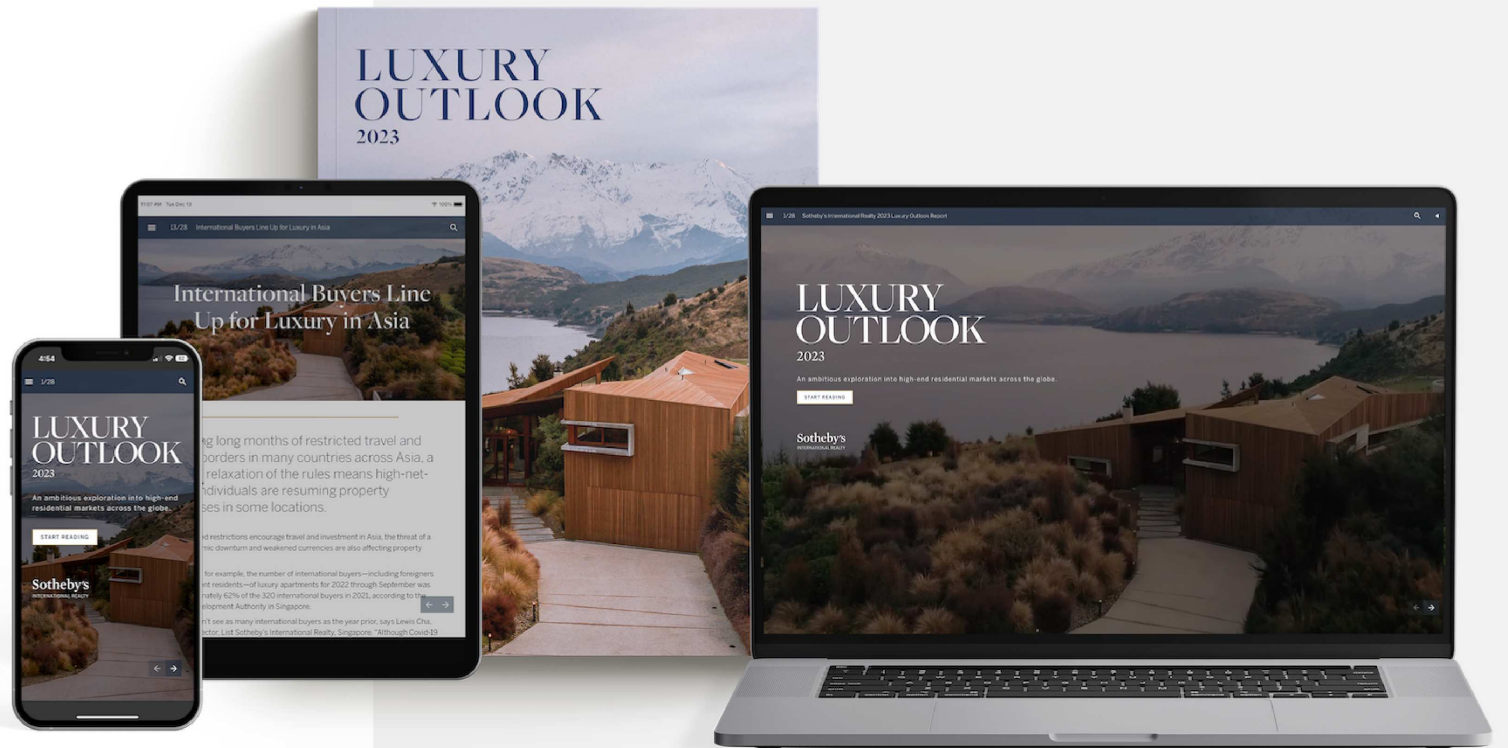
**2022 Press Share of Voice**

LUXURY OUTLOOK

Our high-end research *delivers top-end results*

The secret to our expertise in high-end residential markets is our endless research.

Our annual Luxury Outlook report provides current data on trends and consumer behavior in residential markets around the globe. Naturally, the more insights we have into a market, the more we can help our clients make informed decisions.



PROPERTY PERFORMANCE

You'll see the results *as they unfold*

We provide data on the web traffic for your listing and the number of showings. This helps steer the sales strategy along the way and guide informed decisions.

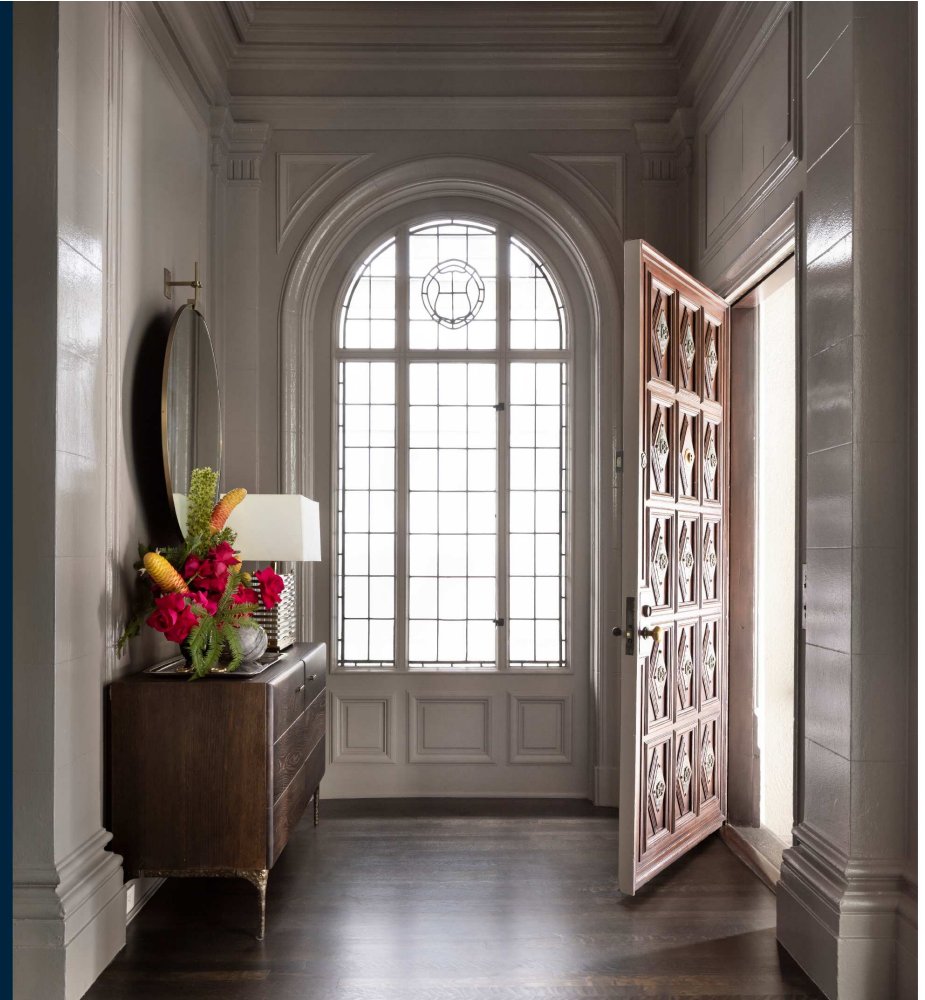


Your property valuation _____

PRICING STRATEGY

The right price *gets the best result*

Experience shows that pricing a property correctly from the start results in the greatest buyer interest at the most favorable price. We will carefully analyze the market using our local expertise to determine the optimal price for your property.



THANK YOU

Trust builds a lasting relationship

Thank you again for this opportunity to share our qualifications.
We would love to work with you and show you why we've earned the trust of so many clients. Trust, of course, is all about comfort. It's about feeling at home.
Which is exactly how we want you to feel all the way to your new one.