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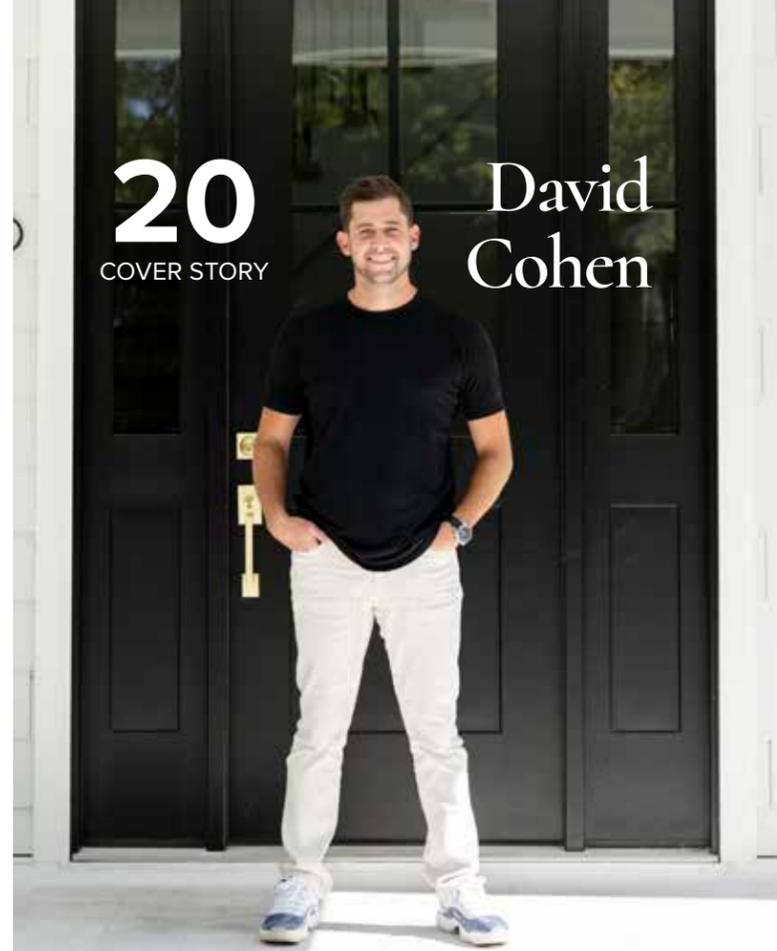


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David
Cohen



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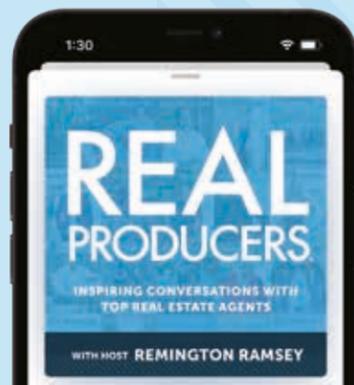


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Grateful Hearts & Great Connections

As we turn the page into November, our hearts are full of gratitude. This season always reminds us how lucky we are to be surrounded by such an incredible community—the top agents, industry partners, and friends who make *Long Island Real Producers* more than a magazine. Together we've built a network rooted in collaboration, generosity, and support—and for that, we're deeply thankful.

Celebrating Friendsgiving, Real Producers Style

In real estate, relationships are everything. Whether it's a referral, a shared event, or a simple word of encouragement, every connection strengthens our collective success. This month, we're celebrating *Friendsgiving*

—a time to pause and appreciate the friendships that make this industry thrive. We've seen so many of you cheering one another on, lifting others up, and truly embodying the spirit of community. That's what makes this publication so special.

A Season to Reflect & Give Thanks

As you gather with loved ones—around the table, on the go between showings, or perhaps relaxing after a long week—know that we're wishing you a joyful, restorative Thanksgiving. However you choose to celebrate, may it be filled with laughter, gratitude, and good company. From our family to yours, thank you for being part of this journey with us. We're honored to share your stories, celebrate your milestones, and grow alongside

you in this remarkable Long Island real estate community.

With appreciation and warmest wishes,



Blaise Ingrisano & Christine Ingrisano

Publisher/Area Directors
Long Island Real Producers
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LIST OF **RP** EVENTS

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| <p>Empire Operator Mastermind: Run Bigger. Work Less. Own More.</p> <p>our Annual Mastermind Event Location TBD</p> <p>February 5, 2026 10:00 AM - 1:00 PM</p> <p>1</p> | <p>Summer Soiree</p> <p>Location TBD</p> <p>July 17, 2026 6:30 PM - 9:00 PM</p> <p>2</p> |
| <p>Location TBD</p> <p>April 16, 2026 3:00 PM - 5:30 PM</p> <p>3</p> <p>Business is Blooming</p> | <p>Location TBD</p> <p>November 5, 2026 6:30 PM - 9:00 PM</p> <p>4</p> <p>Gratitude & Gold</p> |



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ELIOT LONARDO

BY NICK INGRISANI
PHOTOS BY
ANDREW MALARY

A CAREER DEFINED BY COMMITMENT,
CARE, AND COMMUNITY

Eliot grew up in Melville, New York, and now lives just five minutes from where he was raised—now with his wife, a dedicated veterinarian, and their two daughters. Family and community have always been at the heart of his life, and those same values form the foundation of his two-decade career in real estate.

After earning a degree in criminal justice from Long Island University at CW Post, Eliot found himself at a crossroads. Unsure of his next step, he began helping a friend's father, a real estate investor, maintain his rental properties. It was hands-on work that unexpectedly opened a door to something bigger.

At just 24, Eliot earned his real estate license in 2004. The following year, he left his sales job to pursue the business full-time—a leap that would define the rest of his professional life.

“When I started, I knew nothing, I had nothing, and didn’t know anybody. Now this is my 20th year in this business, and I haven’t looked back.”

Eliot quickly discovered a gap in the market that few others wanted to touch—rentals. In a booming mid-2000s housing market, most agents were focused on sales, leaving an opportunity wide open. Eliot leaned in. By building relationships with both landlords and tenants, he earned the nickname “The Rental King.”

For years, rentals were his bread and butter. They helped him learn the business, sharpen his negotiation skills, and grow a network that spanned across Long Island. But a pivotal moment came in 2012 when one of his longtime rental clients purchased a home—without using him as their agent.

That experience completely shifted Eliot's approach. He realized that while he had branded himself as the rental expert, he hadn't communicated that he also specialized in buying and selling homes. From that day on, he began rebranding himself—not abandoning rentals, but expanding his message.



Through social media and consistent outreach, he built a reputation as both a sales and rental leader.

With that shift came a new level of success, but Eliot's philosophy remained unchanged. For him, real estate has never been about chasing numbers—it's about relationships. He believes that when agents focus on service and integrity, the rest naturally follows.

“I tell people it's relationships and referrals first, then the money will come. If you have it any other way, you're in the wrong business. Too many people come

into this business focusing on money and not understanding that we are in the relationship business.”

Over the years, Eliot became known for his responsiveness, reliability, and professionalism. He takes on no more than five listings and five buyers at a time, ensuring that each client gets the attention they deserve. By design, his business model prioritizes quality over quantity.

“I want everyone to feel that I'm giving them the time that they deserve. I'm very responsive—if you text or call me, I pick



up the phone. I stay on top of everything for everybody. I'm all about the client experience and what I can control."

That approach has led to impressive consistency. His success is fueled by referrals, repeat clients, and the reputation he's earned for always picking up the phone.

Beyond transactions, Eliot is deeply rooted in the Huntington community. A graduate of the local school district, he now serves as a trustee of the South Huntington Educational Foundation and a member of the district's alumni board. On a town level, he chairs the Board of Assessment Review and serves on the Affordable Housing Advisory Board (AHAB)—roles that allow him to give back to the place that shaped him.

"I sponsor everything when they ask me to because I feel that real estate and community go hand in hand. You can't be in real estate if you don't like helping people, and I love helping people."

Despite his public presence, Eliot wasn't always comfortable in the spotlight. He describes himself as a shy, introverted kid who, somewhere around twenty, found his voice and never looked back.

"I used to be a shy and introverted kid. Then, around 20 years old, something happened. I said, 'Listen, this is my voice, this is who I am. If you like me, you like me, if you don't, you don't.' I teach my daughters every day to never be fearful. The worst thing someone can say is 'no' if you ask them a question."

Throughout his 20-year career, Eliot has gone through exhilarating wins and

inevitable setbacks—clients who choose another agent, deals that fall apart—but experience has taught him resilience.

"You have to learn how to recover from setbacks quickly in this business or you're not going to survive."

He's also passionate about professional standards. Having served as a director for the Long Island Board of Realtors and as chairman of its Fair Housing and Cultural Diversity Committee, he takes compliance and equality seriously. Meanwhile, his time as a New York State director expanded his network across the region, giving him connections he can rely on for referrals throughout the state.

Over the next decade, Eliot hopes to find a like-minded agent who shares his values and work ethic—someone to whom he can eventually transition his



YOU HAVE TO LEARN HOW TO RECOVER FROM SETBACKS QUICKLY IN THIS BUSINESS OR YOU'RE NOT GOING TO SURVIVE."



business. It's not just about retiring; it's about leaving behind a legacy of integrity.

"When I do retire, I'd like to find somebody who is as hardworking as myself, somebody who is motivated who I could refer my business to. If I could find somebody with longevity in the business who is as dedicated and on the same wavelength, then I would work out an agreement with that person. I'm interested in building a legacy."

Outside of work, Eliot finds balance through family, travel, and sports. A devoted Mets and Islanders fan, he's visited 27 baseball stadiums across the country. When he's not showing homes, he's often planning his next trip or spending quality time with his family.

Two decades in, Eliot remains as driven as ever. For him, success is simple: answer the phone, do the right thing, and make people happy. It's a philosophy that has carried him from the "Rental King" to one of Long Island's most respected agents—a professional whose business, and life, are built on trust.

"I'm in the happiness business. Whatever it takes, I am proud of my reputation as a leader in the real estate industry, and I am grateful that I have lots of wonderful relationships with other realtors."

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GARRETT FORMAN

Putting in the Work & Getting Results

BY GEORGE PAUL THOMAS • PHOTOS BY MICHAEL LOPACKI

Some agents find real estate after years of searching. For Garrett Forman, it was a natural next step in a life shaped by entrepreneurship, grit, and a genuine love for helping others. A Realtor with Compass in Sayville and a proud member of The Hirsch Team under Kenneth Hirsch, Garrett brings easygoing energy, fierce dedication, and a service-first mindset to every deal.

Friendly, approachable, and motivated to the core, he's quickly earned a reputation on Long Island for showing up, staying ready, and delivering results—even when it means answering the phone at 10 p.m.

"I truly love the grind," Garrett says. "This business doesn't stop, and I don't either."

From Storage Keys to House Keys

Garrett's work ethic was shaped early. Adopted at 11 months old and raised in Oakdale and Bayport, he spent much of his youth helping out in the family's self-storage business and later managing its Bohemia and Bay Shore locations. After earning his business management degree from Hofstra University in 2012, he leaned deeper into entrepreneurship, co-owning Mr. D's Ultimate Fitness in Patchogue—a gym he still helps operate today.

That background in hands-on business gave Garrett the perfect foundation for real estate: customer service, problem-solving, communication, and hustle.

"I've always loved seeing how people design and make a space their own," he shares. "And when my mom decided to sell her house, something just clicked. I knew I wanted to help people navigate those major life changes."

He officially got licensed in 2020 and hasn't looked back. Last year, Garrett closed 15 transactions totaling over \$9 million in volume. This year, he's projected to surpass \$10 million—and he's just getting warmed up.

Client First, Always

Garrett's not the flashy type. He doesn't sell homes with big promises or ego-driven pitches. Instead, he focuses on

communication, reliability, and being there when his clients need him most.

"My goal is to take the stress out of the process," he says. "I make sure my clients are never left wondering what's next. Whether it's negotiating late at night or coordinating with attorneys and agents, I'm on it."

That commitment to transparency and availability has earned him repeat business, strong referrals, and a spot as one of the go-to agents in his circle.



Garrett's also found growth and mentorship since joining The Hirsch Team in January 2023. "Ken is an incredible leader and resource," he says. "Being part of a team that values relationships and community the way I do has been a great fit."

Home Is Everything

When he's not writing contracts or showing homes, Garrett's heart is firmly rooted at home with his wife, Shannen, and their two daughters, Ava Rose (3 in August) and Kaylee Rae (1).

"My family is my why," Garrett says. "Everything I do is for them."

Weekends often involve beach days, backyard hangs, and quality time with extended family and friends. "We're big on making memories," he shares. "Even just spending the afternoon outside with the girls—it reminds me what all the hard work is for."

A huge sports fan and self-proclaimed golf junkie, Garrett finds time to catch games or hit the links whenever his schedule



“Being part of a team that values relationships and community the way I do has been a great fit.”



allows. He also dreams of one day blending those passions into his career by working within the sports industry—or even building custom homes, combining his eye for design with real estate.

The Bigger Picture

Looking ahead, Garrett's goals are clear: expand his sphere, continue building trust with his clients, and create more freedom to enjoy time with his growing family.

"I want to keep doing this at a high level, but I also want to be present for the moments that matter," he says. "Seeing my daughters grow up, supporting their dreams—that's what it's all about."

He's also passionate about helping aspiring agents find their rhythm in the business. His advice? Stay consistent, stay available, and treat your clients like people, not paychecks.

"It really comes down to relationships," Garrett says. "People want to know you care, that you're in their corner. If you show up and do right by them, the rest will follow."

He may be relatively new to the real estate game, but Garrett's story is a reminder that when you lead with heart, hustle, and humility, success doesn't just happen—it grows.

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David Cohen

Building Long Island's Premier Boutique Real Estate Brokerage

BY NICK INGRISANI
PHOTOS BY DYNAMIC MEDIA SOLUTIONS



David was born and raised in Melville, where he still lives today with his wife and two children. After high school, he studied finance and real estate at Syracuse University, then dove into the competitive world of commercial office leasing in New York City. A few short years later, he was named to Commercial Observer's "30 Under 30" list for his success in the office leasing market.

Over the next several years, David expanded his experience across the industry as Vice President of Leasing for a major firm, then took on an entrepreneurial role with Convene, a shared office and event-space company. He oversaw acquisitions across the East Coast, opening sites in multiple cities and thriving in the dynamic, hands-on environment. But when COVID-19 hit, that world collapsed almost overnight. Instead of expanding, his role shifted to closing down spaces. With a young family and a newly purchased home in Melville, he began to ask himself what was next.

"I saw the writing on the wall and had to decide the next move in my professional

career. I just went to contract in January 2020 on the house I live in and didn't have the best experience looking for a house. I wasn't getting the same level of service I was providing in the commercial real estate world. I thought I could do really well in real estate on Long Island."

David noticed a gap in the market for buyers in his demographic—young families leaving the city in search of space and stability. With his commercial background, he knew what high-touch service looked like. He also knew he could bring something fresh to the table.

He started selling homes part-time in Melville, Woodbury, and Plainview, quickly becoming the go-to agent for families making the same transition from the city he had. His ability to help clients not just find homes, but also envision their potential through renovations, set him apart. Soon, those side projects snowballed into full-scale flips and new construction ventures.

"Thanks to my broad background, I could also help clients renovate their homes after the deal is done. That had never been so seamless in the industry."



“We’re constantly looking at ways to **expand** and bring new people onto the team.”

While exploring the residential market, David reconnected with longtime friend Sam Horowitz, a former real estate attorney. Around the same time, Sam was in discussions with another up-and-coming professional, Jared Sarney. The three joined forces and, in 2021, came together to launch SRG Residential.

From the start, their approach was different. They didn’t want to be another corporate franchise with layers of bureaucracy and owners detached from the field. They wanted a company where the people at the helm were also the ones showing homes, negotiating deals, and meeting clients face-to-face. In 2023, they cemented their vision by purchasing a building in Syosset to serve as their headquarters. Now growing fast with 21 agents and more than \$500M in sales over the last few years, the company has quickly solidified its reputation in the Long Island real estate market.

The success of David and his partners comes down to two things: expertise and authenticity. Unlike larger brokerages that can feel impersonal, their team offers a boutique, high-touch experience.

“We offer more than just selling homes. Jared and I are builders who have a background in construction as well. So for buyers, we’re able to go into a house and provide on-the-spot quotes for how much it’d cost to renovate it rather than having to go out and find a contractor. Whether or not the client uses us to do the work, just having that information at our buyer’s fingertips really helps a deal go through and allows them to see if it makes sense for them.”



This practical knowledge builds trust. Buyers and sellers know they’re working with people who truly understand homes, not just transactions. And for developers, the brokerage has become a trusted partner, helping to market and sell new construction projects across the region. At present, they’re working with 16 different new builds in communities like Melville, Dix Hills, Plainview, and Syosset.

“Developers are seeing what we’re doing and really taking to us as well. We’ve been really successful because we’re developers ourselves. That’s been a huge part of our business in the last year.”

For agents considering where to build their careers, David and his partners emphasize one thing: they know exactly what it’s like to be in the trenches.



“It’s important for agents to be able to bounce ideas off of owners of a company who are also out there selling every day. We understand what they’re going through because we’re going through it ourselves.”

That translates into a supportive, hands-on culture. New agents are encouraged to shadow top producers, work high-end open houses, and get real-world experience alongside leaders who are actively selling. The company also invests in resources like an in-house media team that provides professional-quality video and social content to all agents at no cost.

As David puts it, SRG Residential is ideal for agents who are hungry, entrepreneurial, and ready for something different. There’s no corporate red tape, no distant leadership team handing down directives. Instead, agents have direct access to the owners of the company.

It’s this accessibility and alignment that make the brokerage attractive to both new and experienced agents. For those looking to learn, there’s unparalleled mentorship. For seasoned producers, there’s the flexibility to run their business their way, with leadership that actually listens and supports them.

“We’re constantly looking at ways to expand and bring new people onto the team.”

In just a few years, David and his partners have taken their vision from a start-up idea to a powerhouse local brand. But for them, this is only the beginning. Their goal isn’t simply to grow in numbers—it’s to continue redefining what a real estate company can be on Long

Island: locally rooted, agent-focused, and built to last.

“We built something from absolutely nothing to where we are today, and our goal is to continue to build a brand and business that will be here for a long time and leave behind a strong legacy.”



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- Conforming Loans
- Loans for Self-Employed Borrowers
- Investor-Friendly Options (DSCR)
- FHA/VA
- Foreign National Program
- Reverse Mortgage Options
- Multi-Family Lending

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