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If you are interested in contributing or nominating someone for a feature, please email us at [Chris.csotty@realproducersmag.com](mailto:Chris.csotty@realproducersmag.com) or [Terra.csotty@realproducersmag.com](mailto:Terra.csotty@realproducersmag.com).

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*Congrats to all who made our 20 Under 30 Special Edition! We appreciate everyone who nominated these individuals and for each of you who contributed to making this happen. A special shout-out to Andy Schwartz and Lynn Bernardi from Stylish Detroit for the time spent on the photo shoot and to Mortgage Center for sponsoring the shoot. The photos look amazing! If you have a special issue you'd like to see us do, email [Terra.Csotty@n2co.com](mailto:Terra.Csotty@n2co.com).*

- Chris & Terra Csotty, Owners/Publishers



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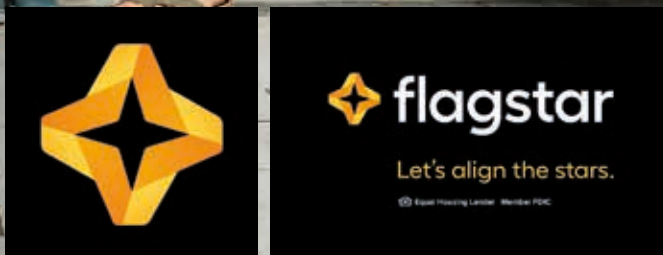
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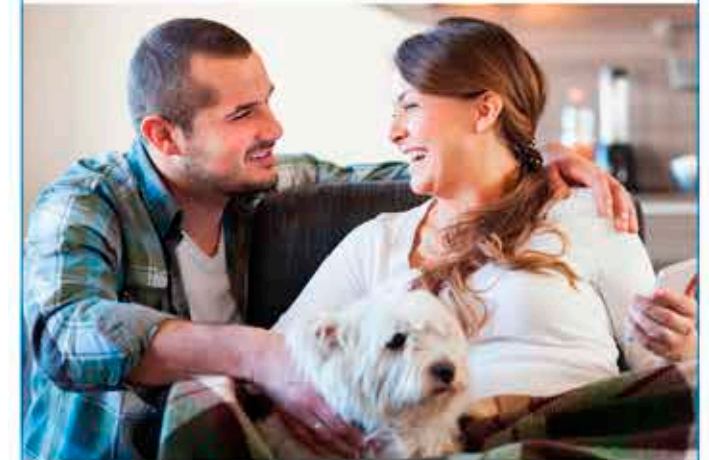


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# CURT SHEWELL

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having empathetic leadership in any type of business. I'm in the real estate industry, where this book hits home for all of us in this space.

Drawing on personal stories and lessons learned, it highlights the power of collaboration and adaptability, and of serving others to achieve success.

### Describe your book in seven words or less.

Empathetic leadership: Keys to real estate success.

### What do you hope your readers take away from your book?

I hope readers gain a deeper understanding of the transformative potential of empathy in leadership and feel empowered to apply these principles in their own careers, fostering success and making a positive impact.

### What was your favorite part of the writing/publishing journey?

My favorite part was the opportunity to reflect on my experiences and distill them into actionable insights. It was incredibly rewarding to share my knowledge and perspective with others who are passionate about leadership and changing people's lives for the better in a genuine way.

### What was your least favorite or most challenging part of the writing/publishing journey?

The most challenging part was finding the time and discipline to dedicate to writing amidst my busy schedule. Balancing my professional responsibilities with the creative process required a significant amount of focus and commitment. You want your book

to serve others and inspire people to make positive changes, and there is the underlying fear that what you're writing may not have the impact that you are hoping to provide.

### Who helped you write your book, and/or who do you pay tribute to in your book acknowledgments?

I received invaluable support from my wife, family, assistant, and colleagues throughout the writing process. Their encouragement and guidance played a crucial role in bringing this book to fruition. I pay tribute to those who have inspired and supported me on this journey — from the earliest stages of my career to the present day. Special thanks to Chris Voss for allowing me to be a part of this incredible book and to my great friend Nick Nanton for always inviting me in the right rooms with the right people.

### Do you hear from your readers much? What do they say?

Yes, I receive feedback from readers regularly, especially those who have taken advantage of the free giveaway included with the book purchase. They often express gratitude for the bonus video conference call, highlighting how the personalized guidance has helped them apply the principles of empathetic leadership in their real estate endeavors. It's heartening to hear how the book and the bonus offer have positively impacted their professional growth and mindset.

### Where can readers purchase your book? What formats of the book are available?

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Empathetic-Leadership-Successbooks-Publishing/dp/B0CXBPQJNB

### Where can readers learn more about you and your book?

Readers can learn more about me and my book by visiting my website or following me on social media @curtishewell.

### Do you have any tips or advice for aspiring writers?

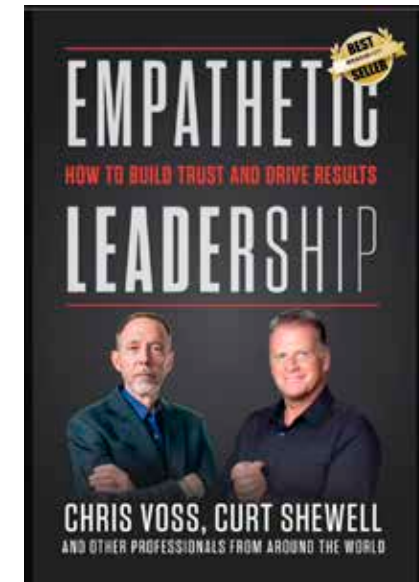
Don't be afraid to write imperfectly in the beginning; you can always revise and refine later. Additionally, read widely and learn from other authors in your genre. Finally, believe in yourself and your story — your unique voice and perspective are what will set your writing apart. Be authentic.

### Do you plan to write another book in the future, or do you currently have

another writing project in the works? Yes, I am actually an author in "Resilient A.F.: Stories of Resilience." It's a collection of stories of resilience from around the world. Telling your story can be a powerful part of your healing journey, and we created a safe space for people to share and read stories of resilience. It was a different kind of project for me, but it was nice to do something more personal than just strictly business.

### Is there anything else you'd like to share about your writing process, your book or the reception of your book?

Embrace the journey of promoting your book and engaging with readers — it's incredibly rewarding to hear how your words have impacted others' lives. Finally, don't forget to celebrate your accomplishments along the way, no matter how big or small. Being a part of any book is an achievement to be proud of!



Do you know someone in the real estate industry who wrote a book? Reach out to [terra.csotty@n2co.com](mailto:terra.csotty@n2co.com) to get highlighted for free.

**YEAR OF PUBLICATION:** 2024

**GENRE:** Business

**PUBLISHER:** SuccessBooks

**CO-AUTHOR:** Chris Voss

### What inspired you to write your book?

I've always been a huge fan of Chris Voss. He has inspired so many of us in the real estate and sales spaces. He has shared so many of his experiences, and it inspired me to do the same.

I met with some friends at a party, celebrating my episode of "My Story" featured on Amazon Prime, and was presented with the opportunity to co-author in Chris' new book on empathic leadership.

It allowed me to share insights and experiences from my journey in real estate leadership, emphasizing empathy and selflessness, which I thought was a great fit for me.

### Please provide a short summary of your book and its key themes and/or messages.

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# DIMITRI ABRO

▶▶ 20 under 30

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ANTHONY DJON LUXURY REAL ESTATE

Age: 27

Are you an independent agent or do you have a team?: Hotel Company

What year did you get licensed?: 2021

### FAST FACTS:

Tell us about a risk you have taken in your life!

Getting into real estate three years ago was a risk. I have my bachelor's degree in operations and supply chain management and a master's degree in business administration, so throwing away that secure lifestyle was a risk, but I do not regret it for one second.

What are you proud of in your career?

I am proud that after a year and a half into the business, I was promoted to team lead at Anthony Djon Luxury Real Estate. I'm truly grateful for the opportunity from Anthony, and it has been a dream come true. In my three years, I've done almost \$30 million in sales volume with no prior sales experience, and I am extremely proud of that.

What is important to you right now?

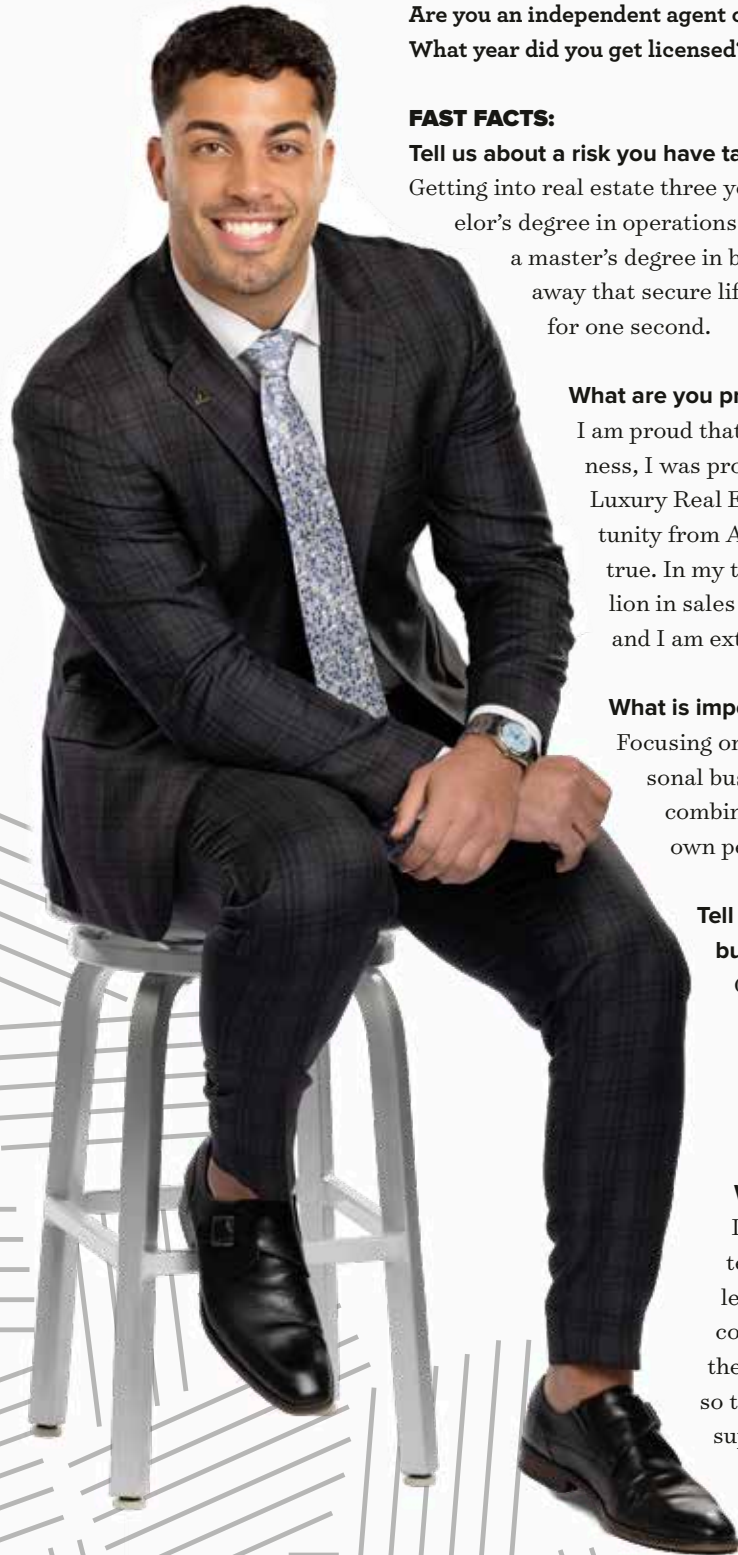
Focusing on my team's growth and on my own personal business. I want Hotel Company to do a combined \$100 million for the year, and in my own personal business, \$20 million.

Tell us one thing on your vision board or bucket list!

One thing on my vision board is getting married in 2024. I was lucky to get engaged to the girl of my dreams in August of 2023, and I am excited to finally tie the knot this year.

What are you most thankful for?

I am most thankful for my support system at work and at home. I have a great leader/mentor in Anthony Djon, who coaches and pushes me every day to be the best agent and man I can be. I am also so thankful for my family for constantly supporting me in everything I do.



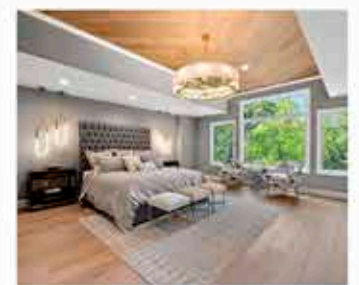
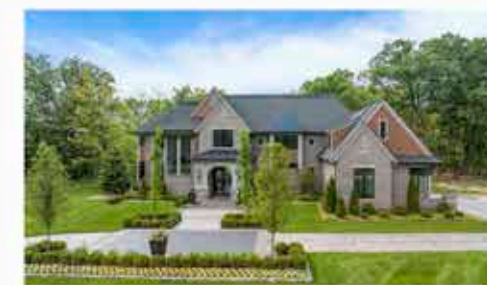
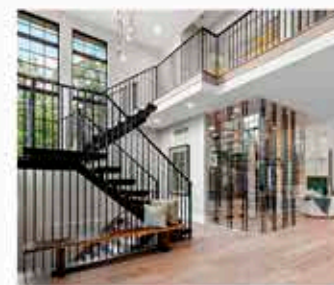
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▶▶ 20 under 30

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# LAITH ALKHAFAJI

KELLER WILLIAMS DOMAIN

**Age:** 30

**Are you an independent agent or do you have a team?:** Independent

**What year did you get licensed?:** 2018

### FAST FACTS:

**Tell us about a risk you have taken in your life!**

I'm an immigrant, so taking risks is a common practice in my life. One of the risks I've taken to start my real estate journey was when I cashed out my 401k at age 24 and took my last two weeks of PTO at my previous job to take the real estate course, take the exam, and transition over to real estate with the expectations of earning minimum income in the first 3-6 months. I passed my exam on the first try because I had no other option. In my first 12 months in the industry, I ended up making the most I've ever made in a single year.

Another risk was when I was 16, my family and I left our country in 2010 and moved to San Diego, California, to so much unknown. I didn't know anyone there and didn't speak English.

**What is something you're excited about for 2024?**

Launching a team. I'm also on track to grow my business by 40% over 2023.

**Tell us one thing on your vision board or bucket list!**

Career: start a real estate coaching/training agency to help our industry hold its values and standards.

**Personal:** by age 35, have enough residual income to not have to work anymore and be able to help others do the same.

**Recreational:** visit Banff National Park in Canada by summer of 2025.

**What are you most thankful for?**  
My #1 fan and supporter — my wife.

**Tell us one thing you can't live without (family & phones don't count)!**

Work. I am a workaholic, and I enjoy it.

**Who do you admire and why?**

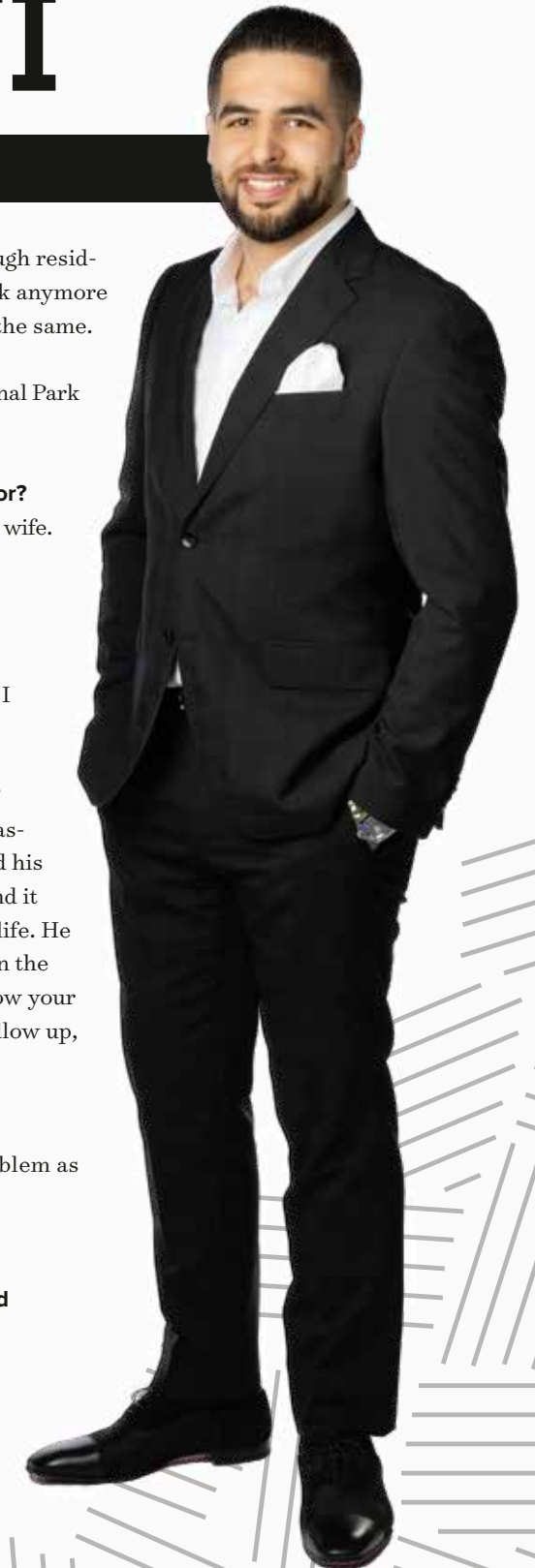
Ryan Serhant — He built a massive business from zero. I read his book "Sell It Like Serhant," and it changed my business and my life. He simplifies work and focuses on the most affective activities to grow your business such as The 3 F's (follow up, follow through, follow back).

**What is your superpower?**

I see every challenge and problem as an opportunity.

**When you were younger (say, 12-15 years old), what did you dream of becoming?**

Inventor



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# EVAN ▶▶ 20 under 30 Photo by Stylish Detroit

# BASSY

LOCHIRCO REALTY

Age: 24

Are you an independent agent or do you have a team?: Independent

What year did you get licensed?: 2021

### FAST FACTS:

Tell us about a risk you have taken in your life!

Buying my first duplex

What are you proud of in your career?

Being able to help so many families and pay off my parents' mortgage

What is something you're excited about for 2024?

Buying and investing in real estate

Tell us one thing on your vision board or bucket list!

A Rolls-Royce Ghost with a white exterior and red interior

Tell us one thing you can't live without (family & phones don't count)!

The internet and gym

Who do you admire and why?

Ben Mallah. He's a huge real estate investor who got me excited about real estate as a whole.

What is your superpower?

Talking to people

When you were younger (say, 12-15 years old), what did you dream of becoming?

Professional soccer player



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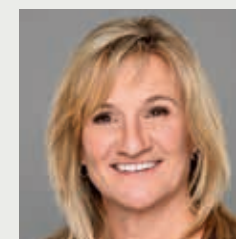
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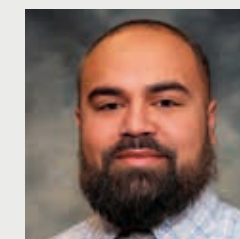
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**Michelle Schwartz**

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NMLS License 476769  
[michelle.schwartz@dfcufinancial.com](mailto:michelle.schwartz@dfcufinancial.com)  
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**Zach Toilolo**

Loan Officer  
NMLS License 1473162  
[zach.toilolo@dfcufinancial.com](mailto:zach.toilolo@dfcufinancial.com)  
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# DAVID BINKLEY

**BROOKSTONE, REALTORS®**

**Age:** 24

**Are you an independent agent or do you have a team?:** Independent

**What year did you get licensed?:** 2022

## FAST FACTS:

**What are you proud of in your career?**

Overall, I'm proud of my commitment to do the boring tasks daily, which have ultimately led to long-term success. I'm also very proud that, in my first year of being licensed, I sold 48 units and \$10 million solely from 100% cold calling.

**What is important to you right now?**

Sticking to my daily schedule even though I'm through the honeymoon phase, crushing my goals for 2024, and slowly building my team.

**Tell us one thing on your vision board or bucket list!**

I really want to sell over 100 homes a year, and I can't wait until that day comes!

**What are you most thankful for?**

My mentors in the business — specifically, Brandon Mulrenin, Jeff Glover, and Taylor Kerrigan.

Without their help, I would've sold a handful of homes and probably already got out of the business. I'm forever grateful for their guidance.

**Tell us about a challenge you have overcome — personal or professional!**

A back injury in 2020 forced me out of the construction business, which I loved. I found a way to keep doing what I love — building lifelong relationships with clients from scratch.

**Tell us one thing you can't live without (family & phones don't count)!**

Bone-in ribeyes

**Who do you admire and why?**

All of my mentors listed above. Jeff Glover and Taylor Kerrigan, in particular, have been vital to my successes. Both are great leaders.

**What is your superpower?**

I would say my ability to get beat up on the phones daily, deal with constant rejection, and remain consistent and positive.



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# MACKENZIE BOBBY

ANTHONY DJON LUXURY REAL ESTATE

**Age:** 23

**Are you an independent agent or do you have a team?:** Team Foxtrot

**What year did you get licensed?:** 2020

**FAST FACTS:**

**Tell us about a risk you have taken in your life!**

The biggest risk I took was getting my real estate license right out of high school, but it was definitely the best decision I ever made.

**What are you proud of in your career?**

I am proud of being in the top 500 in Oakland County and being ranked #5 in my office last year in volume. Also being featured in the January issue of Real Producers this year as a rising star.

**What is something you're excited about for 2024?**

To improve my sales skills and knowledge in the business

**Tell us one thing on your vision board or bucket list!**

To be on the cover of Real Producers and to

produce over \$20 million a year. To possibly have my own team.

**Tell us about a challenge you have overcome — personal or professional!**

My age was difficult for me at first, but over the years, I have overcome the obstacles. I was able to overcome it by getting more knowledge and closing more deals. I have always done research and master-minded with agents to learn more.

**Who do you admire and why?**

My dad. He has always been an inspiration to me in the business. He is the hardest worker I know.

**What is your superpower?**

Negotiating, LOL

**When you were younger (say, 12-15 years old), what did you dream of becoming?**

I have wanted to be a real estate agent since I was 16.



# KATIE EULER ▶▶ 20 under 30

Photo by Stylish Detroit

FULL CIRCLE REAL ESTATE GROUP

**Age:** 29

**Are you an independent agent or do you have a team?:** Independent

**What year did you get licensed?:** 2021

**FAST FACTS:**

**Tell us about a risk you have taken in your life!**

My husband and I have a background in construction and interior design as well as flipping homes. I feel like you take risks with each home you flip because you never know what's going to happen until it is on the market and sold!

**What are you proud of in your career?**

I'm proud of how I've built my business to be a referral-based business by forming genuine connections with my clients.

**What is important to you right now?**

My family is always most important to me, first and foremost. I have four kiddos who are 9, 6, 4, and 2 years old. That being said, the most important to me business-wise is that my clients are always taken care of and walk away happy!

**Tell us one thing on your vision board or bucket list!**

I want to hit \$10 million in sales volume in 2024.

**Tell us about a challenge you have overcome — personal or professional!**

I would say that — as a woman — when you have children, especially multiple children, it's very easy to lose who you are besides being a mom, which is what happened to me and is one of the reasons I got into real estate. I can sincerely stand here and say I have found my true authentic self again, and I am so proud of her!

**Tell us one thing you can't live without (family & phones don't count)!**

One thing I couldn't live without is definitely sleep.

**What is your superpower?**

My ability to adapt and thrive in stressful situations.

**When you were younger (say, 12-15 years old), what did you dream of becoming?**

A nurse



▶▶ 20 under 30

Photo by Stylish Detroit

# CORBIN GEARHART

FULL CIRCLE REAL ESTATE GROUP

**Age:** 30

**Are you an independent agent or do you have a team?:** Independent broker

**What year did you get licensed?:** 2018

**FAST FACTS:**

**Tell us about a risk you have taken in your life!**

As cliché as this sounds, the biggest risk I've taken in my life was opening up my own real estate company at such a young age. I have three young children, and to risk everything for something I'm passionate about was scary, but it has been worth it in every way.

**What are you proud of in your career?**

I'm proud that I lead over 40 agents while being a broker for only a year and a half and doing no recruiting. It has been great to see like-minded people getting attracted to the culture we have.

**Tell us one thing on your vision board or bucket list!**

My biggest goal in life is to travel. I've never left the U.S., and it would be life-changing to see what's out there firsthand.

**Tell us about a challenge you have overcome — personal or professional!**

I became a mom at 19. I dropped out of college and my now-husband and I truly worked our way from the bottom. We shared a car, we lived paycheck to paycheck. We worked so hard for what

we have, and I know statistically we shouldn't be where we are, but we've crawled our way out.

**Tell us one thing you can't live without (family & phones don't count)!**

I can't live without my Kindle. I can read a full 400-page book in one day!

**Who do you admire and why?**

I admire my grandmother, who helped raise me and passed away in 2016. She was full of love, light and kindness. I hope to emulate that.

**What is your superpower?**

My superpower is my drive. I'll do anything it takes to reach my goals, and I'm crazy enough to believe I can do anything I put my mind to.

**When you were younger (say, 12-15 years old), what did you dream of becoming?**

I dreamed of being a social worker, lawyer and teacher. I ended up going to school for social work, but now I feel like I can use components of all of those in real estate. I get to help people, work on contracts, and teach and mentor other agents!



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# NICHOLAS HARRIS

EXP REALTY

Age: 28

Are you an independent agent or do you have a team?: Best Life & Co.

What year did you get licensed?: 2021

▶▶ 20 under 30

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#### FAST FACTS:

##### Tell us about a risk you have taken in your life!

The biggest risk I have taken was making the jump from the health and exercise industry into real estate. I did this at the beginning of the pandemic, knowing the risk I was taking, and I am so glad that I did! I am able to help people with their biggest investments or profits from a sale, and I get to become friends with all of my clients!

##### Tell us one thing on your vision board or bucket list!

My wife and I love to travel, and we don't get to travel enough, so my big bucket-list item is to spend a full year traveling around the world with my wife and daughter and hitting all of the locations.

##### What are you most thankful for?

I am most thankful for the ability to wake up every morning around the people whom I love and do what I love to do. I got into real estate with the goal of helping others achieve their homeownership visions, but I quickly realized that it is just as rewarding for me to be a part of that process. I am thankful for so many things, including my family, my clients and my career, and getting to wake up every day and do what I love.

##### Tell us one thing you can't live without (family & phones don't count)!

I cannot live without golf! The ability to golf on a beautiful and sunny day is something that I will never take for granted. It is so calming and stress-relieving for me, and it's a time when I get to go outside and step away from the business of work and just enjoy nature and be with friends and family.

##### Who do you admire and why?

I admire my wife, Mary, more than she will ever understand. She is my rock and the foundation of our family. I am so blessed to be able to call her my wife and best friend. Her father passed away from COVID at the very beginning of the pandemic, and her strength in and from that situation is something I seek to live every day. She is the greatest wife, mom and friend anyone could ask for.

##### When you were younger (say, 12-15 years old), what did you dream of becoming?

My #1 goal in life was to become a professional baseball player. Although I was blessed enough to play college baseball, that is where my career ended, haha.





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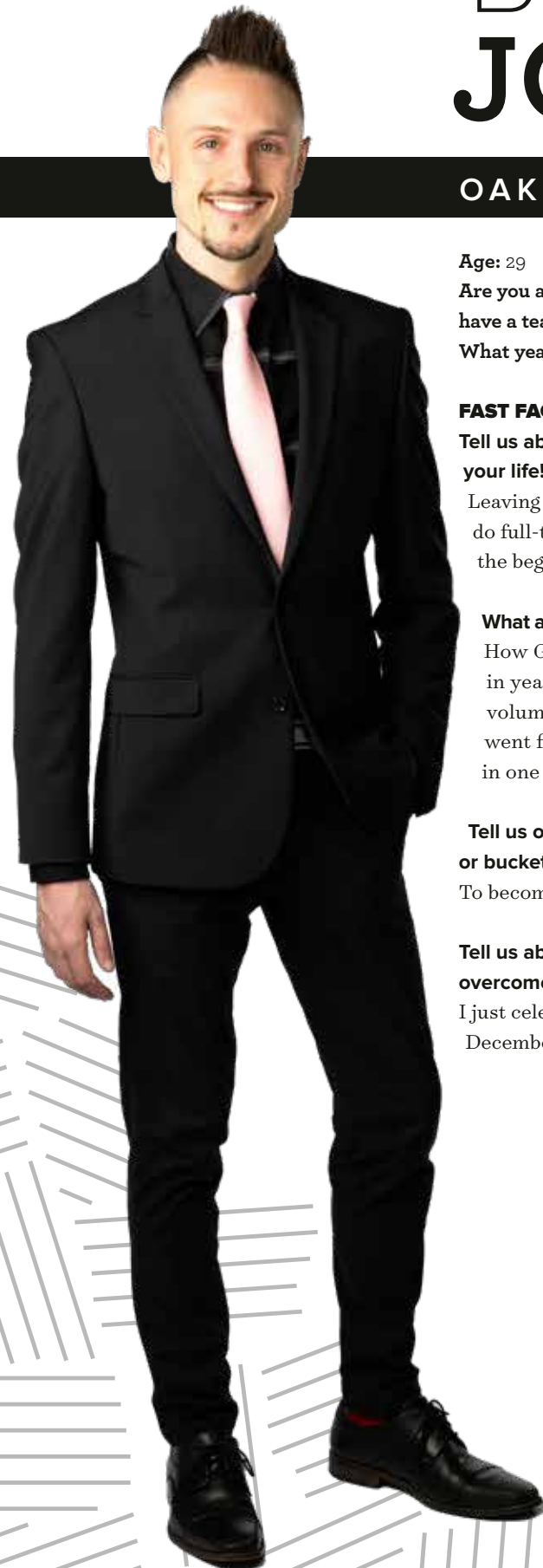
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# BLAKE JOHNSON

OAKLAND REAL ESTATE GROUP



**Age:** 29

**Are you an independent agent or do you have a team?:** Independent

**What year did you get licensed?:** 2015

**FAST FACTS:**

**Tell us about a risk you have taken in your life!**

Leaving my commercial office job to do full-time residential real estate in the beginning of the pandemic!

**What are you proud of in your career?**

How God has continued to bless me in year over year growth in sales volume and closed deals. I also went from top 500 agent to top 300 in one year.

**Tell us one thing on your vision board or bucket list!**

To become a broker in 2024!

**Tell us about a challenge you have overcome — personal or professional!**

I just celebrated 10 years of sobriety on December 29, 2023!

**Tell us one thing you can't live without (family & phones don't count)!**

Going to church! Sundays rejuvenate me and keep me grounded and focused.

**Who do you admire and why?**

My grandpa — a hard worker who ran a successful business but keeps God and his family at the center of it all.

**What is your superpower?**

Communication! I love talking to people. My mom is a communications professor at Eastern Michigan University, so I'm always critiquing and working on ways to be a better communicator in-person and on social media.

**When you were younger (say, 12-15 years old), what did you dream of becoming?**

I always drew pictures of large houses! Whether it was selling them or wanting to build one. At the time, I wanted to go into the nursing profession, but God led me to this point of still helping people and having that personal interaction with others!

►► 20 under 30

Photo by Stylish Detroit

# SEAN KONJA

KELLER WILLIAMS PROFESSIONALS

▶▶ 20 under 30

Photo by Stylish Detroit



**Age:** 30

**Are you an independent agent or do you have a team?:**

Independent agent with Glover Agency

**What year did you get licensed?:** 2018

**FAST FACTS:**

**Tell us about a risk you have taken in your life!**

Leaving the medical field for real estate

**What is important to you right now?**

Growing as an agent to best serve my clients

**Tell us one thing on your vision board or bucket list!**

Owning another investment property

**Tell us about a challenge you have overcome — personal or professional!**

Selling 100 homes in a calendar year. Something that seems impossible at times yet is very achievable with hard work.

**Tell us one thing you can't live without (family & phones don't count)!**

My Escalade V

**Who do you admire and why?**

My father, who is a fantastic leader and my role model since I was young.

**What is your superpower?**

My quick understanding of situations and high awareness/attention to detail

**When you were younger (say, 12-15 years old), what did you dream of becoming?**

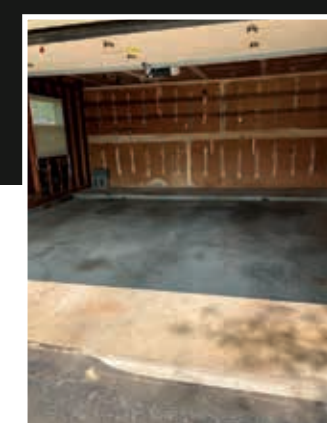
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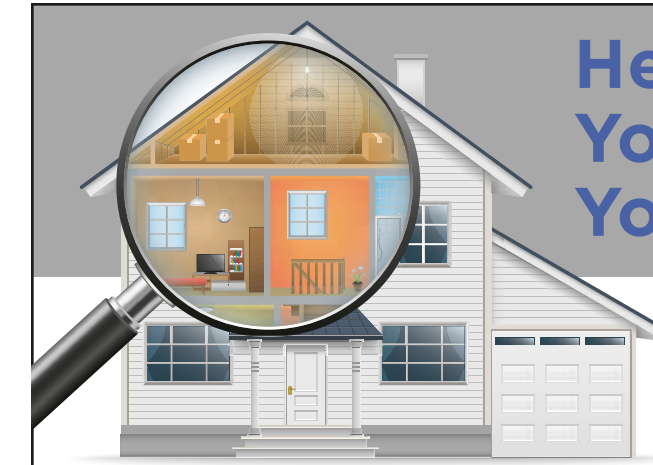


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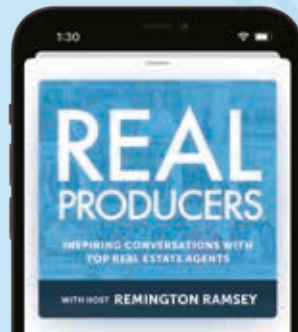
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# NYSRETE LLESHAJ

ANTHONY DJON LUXURY REAL ESTATE



**Age:** 29

**Are you an independent agent or do you have a team?:** Independent agent with Team Delta

**What year did you get licensed?:** 2022

**FAST FACTS:**

**Tell us about a risk you have taken in your life!**

A risk that I have taken in my life includes pivoting into real estate. Prior to beginning my journey as an agent, my career goal was to be an HR leader. I graduated from Oakland University with a bachelor's degree in human resources management. Shortly after graduating, I realized that my degree concentration decision was based on my passion for building honest and long-lasting relationships with others. I have always loved homes and real estate, so I decided to jump into real estate full-force to combine both of my passions. It was definitely a risk starting from the bottom again and becoming a student once more.

**What are you proud of in your career?**

I am extremely proud of helping over 60 families find homes that they love and will build precious and everlasting memories in.

**Tell us one thing on your vision board or bucket list!**

Traveling to Albania with my family is

definitely on the top of my bucket list. My parents were both born in Albania, so I cannot wait for the opportunity to circle back to my roots!

**Tell us about a challenge you have overcome — personal or professional!**

A challenge that I have overcome personally includes getting married young and becoming a mom at a young age. Juggling being a mom, working full time, and obtaining a bachelor's degree all at the same time was definitely a challenge. However, it was extremely rewarding, and it molded me into the resilient person I am today.

**Tell us one thing you can't live without (family & phones don't count)!**

One thing that I cannot live without is books. I absolutely love reading. It is therapeutic and keeps my constant love for learning fulfilled.

**What is your superpower?**

My superpower is positivity. I constantly remain positive in stressful situations and try to ease my clients, family, friends, and others around me.

**When you were younger (say, 12-15 years old), what did you dream of becoming?**

When I was younger, I dreamt of becoming a teacher. I love teaching and coaching.

▶▶ 20 under 30

Photo by Stylish Detroit

# DEANNA MCGOWAN

GOOD COMPANY REALTY

**Age:** 28

**Are you an independent agent or do you have a team?:** McGowan Real Estate

**What year did you get licensed?:** 2021

**FAST FACTS:**

**Tell us about a risk you have taken in your life!**

I quit my good-paying, good-benefits corporate job to become a real estate agent because I was miserable in corporate America and finally decided to follow my heart.

**What are you proud of in your career?**

I am proud that I have built an organized process from start to finish for my clients so that they're never wondering where they are at in the process of buying or selling. I am proud of building a system which will allow me and my husband to continue to grow our team while ensuring that every agent we bring onto our team is handling transactions in a way that puts our clients at ease and creates smooth transactions and repeat clients. Most of all, I am proud that I had a little baby girl last July who I get to bring along to my real estate adventures.

**What is something you're excited about for 2024?**

Continuing to grow our team and bring on more agents!

**Tell us one thing on your vision board or bucket list!**

A trip to Greece with my husband and daughter!

**Tell us one thing you can't live without (family & phones don't count)!**

Sushi!

**Who do you admire and why?**

My husband, Cain! He is not only an agent on my team but also a full-time firefighter at the Dearborn Fire Dept. He works 24-hour shifts, and after a night of zero sleep, plays with our daughter, works on the house that we are updating, and takes care of anything needed for real estate. He is also the nicest and most patient person you could ever meet.

**What is your superpower?**

Being a mom!

**When you were younger (say, 12-15 years old), what did you dream of becoming?**

I wanted to be an interior designer! I always loved and appreciated home décor. I would watch HGTV with my dad all the time, and I was so inspired. I used to draw my room and plan out how I could re-decorate or move things around to make things more aesthetically pleasing.



# GRACE MULCAHY

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**Age:** 25

**Are you an independent agent or do you have a team?:** Independent

**What year did you get licensed?:** 2020

**FAST FACTS:**

**Tell us about a risk you have taken in your life!**

Dropping out of college to pursue real estate in the middle of a pandemic!

**What is important to you right now?**

Maintaining originality and full authenticity. My goal is to always keep it real with my clients and myself.

**Tell us one thing on your vision board or bucket list!**

I want to travel the world! I would also love to own a home on Lake Michigan one day.

**What are you most thankful for?**

My family and friends. They keep me grounded and light up my life.

**Tell us about a challenge you have overcome — personal or professional!**

I have overcome a lot of fear! I began my real estate career on a team, and after a year

with the team, I really struggled to make the decision to leave. I knew it was time to see what I could do, and I'm so grateful I took a chance on myself.

**Tell us one thing you can't live without (family & phones don't count)!**

My cats, Louie and Bear — my babies!

**What is your superpower?**

My ability to empathize with people

**When you were younger (say, 12-15 years old), what did you dream of becoming?**

A doctor



# ALAN JAY ROBINSON

CENTURY 21 CURRAN & OBERSKI

Age: 30

**Are you an independent agent or do you have a team?:** Independent

**What year did you get licensed?:** 2013

**FAST FACTS:**

**Tell us about a risk you have taken in your life!**

I moved back to Michigan after finishing school in New York City to pursue a career in real estate. Simultaneously, I ended a relationship and went into debt to focus on said career. Fast forward eight years later, and it has been the most rewarding pivot in my life yet.

**What are you proud of in your career?**

I would say I'm most proud of my 5-star reviews. I adapt to each client, offering the most tailored service possible with the best outcome possible. My clients know this, and I am grateful for them for sharing their experiences with me on the internet!

**What is important to you right now?**

Sustaining quality services while scaling. I never want to be stretched too thin where I am unable to give the full scope of services that I would like to provide.

**Tell us one thing on your vision board or bucket list!**

Travel more to experience new cultures. I am scheduled to visit Barcelona this year in July!

**Tell us one thing you can't live without (family & phones don't count)!**

My car, LOL. I drive a red MINI Cooper. Her name is Cherry, and she's fun. Many people know me from my car. Not too many agents or friends drive a red MINI Cooper.

**Who do you admire and why?**

Nancy Robinson. She is my aunt and also a real estate agent. I admire her because of her discipline, dedication to her clients, and ethics. She is the fairy godmother of real estate to many!

**What is your superpower?**

Empathy. I'm very good at listening to understand versus listening to respond. When you listen to understand, you can communicate the most effectively.

**When you were younger (say, 12-15 years old), what did you dream of becoming?**

An actor. That is what I studied during my time in New York City.

▶▶ 20 under 30

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# RAPHAEL ROUFAIL II

**BROOKSTONE, REALTORS®**

**Age:** 29

**Are you an independent agent or do you have a team?:** Independent

**What year did you get licensed?:** 2021

**FAST FACTS:**

**Tell us about a risk you have taken in your life!**

Going into real estate after leaving graduate school.

**Tell us one thing on your vision board or bucket list!**

Looking the best this summer and traveling at least three times this year.

**What are you most thankful for?**

God, career, and family

**Tell us about a challenge you have overcome — personal or professional!**

My personal and professional challenges have been finding adequate time to be by myself. When working in this career, you definitely never get a break. I truly believe that if you want to get far, you have to be on point, seven days a week. My professional challenge is juggling so many different clients at once.

**Tell us one thing you can't live without (family & phones don't count)!**

My German shepherd

**Who do you admire and why?**

My grandfather. He worked for 45 years. Started at 5 a.m. and got home late every day of those 45 years. I find it incredible how much a body can withstand and accomplish.

**What is your superpower?**

Sales

**When you were younger (say, 12-15 years old), what did you dream of becoming?**

An architect




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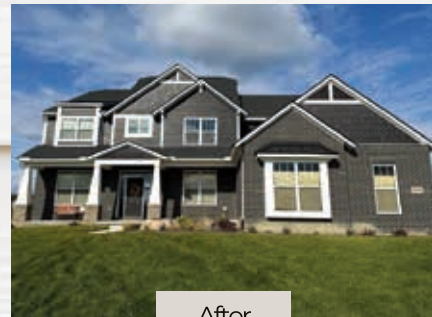
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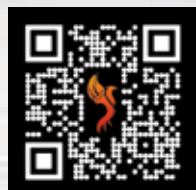



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▶▶ 20 under 30

Photo by Stylish Detroit

# EVAN SANTINI

ANTHONY DJON LUXURY REAL ESTATE

**Age:** 26

**Are you an independent agent or do you have a team?:** Independent

**What year did you get licensed?:** 2017

**FAST FACTS:**

**Tell us about a risk you have taken in your life!**

I stepped out of real estate in 2021-2023 to join the restaurant industry. I decided to come back into real estate at the beginning of 2023 and had one of the biggest years of my life.

**What is important to you right now?**

Building back my business and working on finalizing my builder's license

**Tell us one thing on your vision board or bucket list!**

Sell \$20 million in real estate

**What are you most thankful for?**

My supportive girlfriend and brokerage team

**Tell us about a challenge you have overcome — personal or professional!**

Returning to a tough market after losing a lot of money in the

restaurant industry and not having a set pay and building back the commission to make sure that I can keep my lifestyle rolling.

**Tell us one thing you can't live without (family & phones don't count)!**

My dog, Loui. He is currently asleep under my desk.

**Who do you admire and why?**

Fredrick Eklund. He has built an amazing business and has great energy when he sells homes.

**When you were younger (say, 12-15 years old), what did you dream of becoming?**

A business owner



# KELLI SCOTT

▶▶ 20 under 30

Photo by Stylish Detroit

## KELLER WILLIAMS DOMAIN

**Age:** 30

**Are you an independent agent or do you have a team?:** Christina Gennari Real Estate Group

**What year did you get licensed?:** 2020

### FAST FACTS:

**Tell us about a risk you have taken in your life!**

I was introduced to the world of real estate in 2015 after buying my first home. After the sale and purchase of two more homes within a few short years, I realized that I was becoming fascinated with the real estate world. I had wanted to make the switch to agent from automotive supplier sales for several years. I remember having multiple meetings with Christina Gennari about how to make the transition, but the idea of leaving my stable, well-paying job was scary. I finally did it in February of 2020! I jumped into real estate full time into transaction coordinating and marketing while getting my license and never looked back. I took a huge risk to follow my growing passion, but it has definitely paid off!

**What are you proud of in your career?**

I'm really proud of the dedication I've made to educate my clients. I specialize in first-time homebuyers. As a first-time homebuyer, the process can feel very daunting. My goal is to make buying a house feel as stress-free and enjoyable as possible! I want my clients to always feel comfortable and confident in the decisions they are making. Buying a home is likely the biggest investment they'll make in life! Confidence and comfortability comes from education. I love getting to sit

down and do a buyer consultation where we go over an outline of the process and what to expect up front. I aim to educate every step of the way and always make myself available for questions.

**What is something you're excited about for 2024?**

Last year, I was fortunate enough to help some of my good friends buy their first home in anticipation of their first baby! I absolutely love getting to help family and friends with their real estate goals! My clients joked that we should apply to be on House Hunters, and I agreed and said that it would be so fun (not thinking it was going to go anywhere). Fast forward a few weeks later, and I get a call from the HGTV producers about an interview. We go through a series of interviews and were accepted! Filming the show with my friends and clients was one of the best experiences of my life. Our episode aired in March of 2024, and the outpouring of excitement and encouragement has been amazing!

**Tell us one thing on your vision board or bucket list!**

I love to travel and go to places I've never been before. Sipping Aperol spritzes on the Amalfi Coast is on my vision board! Traveling to all 50 states is a big one on my bucket list. I think I'm at number 20, so I still have a ways to go!

**What are you most thankful for?**

I'm so thankful to be part of a team of such powerful women! I think it's rare to find the culture that we have on our team, and I'm so grateful for that. These women push me to be the best I can be and are the best support system both professionally and personally.



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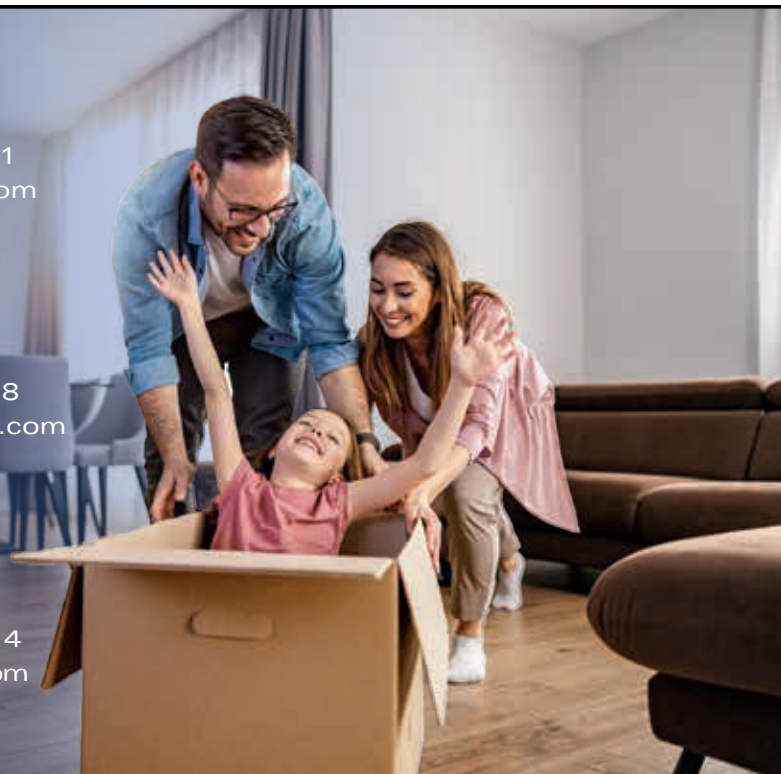
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▶▶ 20 under 30

Photo by Stylish Detroit

# ANGELA SNEDEKER

DOBI REAL ESTATE

**Age:** 30

**Are you an independent agent or do you have a team?:** Independent

**What year did you get licensed?:** 2017

**FAST FACTS:**

**Tell us about a risk you have taken in your life!**

I graduated college in 2016 with the plan to get my master's degree in occupational therapy. I didn't feel passionate about it, and I ended up dropping my admissions. I spoke to my dad, a commercial broker, and he said, "get your real estate license and figure it out," so I did!

**What are you proud of in your career?**

My goal in life has always been to help people, and I am so proud that I get to do that in a different way. I'm also proud to have been in Hour Detroit magazine for various things, and I got to be recognized as a Real Producer!

**What is important to you right now?**

I'm a new mom to a sweet little girl. Providing for her, my

husband, and my bulldog are the most important things to me.

**Tell us one thing on your vision board or bucket list!**

I want to see Paris in the winter.

**Tell us one thing you can't live without (family & phones don't count)!**

Sweets! I'm a sugar addict!

**Who do you admire and why?**

My mom. She is one tough lady!

**What is your superpower?**

I'm hyper-focused. I fixate on something and obsess until I finish the job. I think that's why I love real estate; I'll do whatever I can to find you a house, and I won't be happy until you are!

**When you were younger (say, 12-15 years old), what did you dream of becoming?**

I wanted to be a veterinarian or a hippotherapist. I wanted to help people and I love animals, so I wanted to do something in those fields.



# RYAN VANDENBOOGAART

▶▶ 20 under 30

Photo by Stylish Detroit

## REAL ESTATE ONE - ROCHESTER

**Age:** 27

**Are you an independent agent or do you have a team?:** Independent

**What year did you get licensed?:** 2016

**FAST FACTS:**

**Tell us about a risk you have taken in your life!**

I started in this career when I was 18, working the front desk and then worked my way up to become an agent. Within a few short years, I became a top-producing agent in the office. I gave up the opportunity to go away to college to pursue a career in real estate; I have not looked back since.

**What are you proud of in your career?**

I started selling when I was 20, and now at 27, I am a top-producing agent, and I can use real estate to provide for my family.

**What is important to you right now?**

My family. My wife and I brought our daughter into this world in November of 2023, and they are my world.

**Tell us one thing on your vision board or bucket list!**

I have so many dreams. Professionally, I would love to own and/or run my own office one day. Personally, I want to keep growing my family.

**Tell us one thing you can't live without (family & phones don't count)!**

My car! I spend countless hours in my car every day. I could not survive in this career without my car!

**Who do you admire and why?**

My uncle Carl. He was a high school dropout and joined his brother's painting business. A few years later, they sold the painting business and started in real estate. His brother built one of the largest RE/MAXs in Ontario, retired early, and sold it to Uncle Carl. My uncle was the role model I looked up to when I got into real estate and has helped me throughout the years to become the best agent I can be.

**What is your superpower?**

I am a mental GPS. I can logistically take myself anywhere in Metro Detroit without a GPS. I still use my GPS to ensure I am taking the fastest route.

**When you were younger (say, 12-15 years old), what did you dream of becoming?**

I wanted to own an auto body shop and build custom cars like you see on TV.



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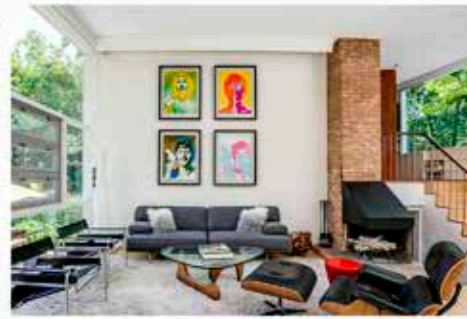


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# ERICA WEST

KELLER WILLIAMS SHOWCASE



**Age:** 26

**Are you an independent agent or do you have a team?:** Independent

**What year did you get licensed?:** 2020

**FAST FACTS:**

**What is something you're excited about for 2024?**

In 2024, I'm excited to immerse myself further in my real estate investing journey. Currently, I'm wrapping up my first fix-and-flip, and it's been fascinating to be involved in the process firsthand. My plan is to reinvest the proceeds into a multifamily property next.

On the more personal side, I am so excited about the yoga retreat in Mexico I'll be attending this year. It's something I've been anticipating for a long time!

**Tell us one thing on your vision board or bucket list!**

I am so proud of my vision board this year. It's surprising how many items on the board have already manifested into reality. A bucket-list item of mine is going to New Zealand. The exact image on the vision board is me, floating on my back in a lake in New Zealand, surrounded by mountains on a sunny summer day. Just soaking it all in. The image right next to this one is me, speaking at a conference, surrounded by other business owners ... That is also on the bucket list!

**What are you most thankful for?**

I am grateful for the coaching in my life, including two coaches and several cherished mentors. Their guidance, support, and wisdom have been invaluable on my journey. My involvement in real estate coaching goes beyond transactions: It fosters personal development through self-reflection, goal-setting, and a growth-oriented mindset. This keeps me aligned with my goals and intentions. Coaching also plays a significant role in my personal life, where it addresses the entirety of my being. Having an outlet to keep myself accountable to the life I want to create is something I deeply value.

**Tell us one thing you can't live without (family & phones don't count)!**

Yoga, meditation, movement!

**What is your superpower?**

In a world where connections are key, I believe my superpower is building rapport quickly. I have a way of creating instant connections with people — whether it's in a business setting, a social gathering, or an off-chance encounter. I can find a way to connect and make others feel comfortable and understood.

**When you were younger (say, 12-15 years old), what did you dream of becoming?**

Neuroscience. I wanted to study the human brain and behavior. When I was really little, an actress ... Or a firefighter!

▶▶ 20 under 30

Photo by Stylish Detroit

▶▶ testimonial spotlight



We've worked with Hyport Digital for 7 months. At the start of our relationship with Hyport we really didn't have knowledge of 'digital marketing strategies.' Their approach was to educate us on the topic, while at the same time they learned about our business and how to incorporate digital marketing into our world. We directed our efforts to localities that we find our best clients. After identifying these areas, we've seen exponential changes in our SEO Keyword rankings. In a short time, we've moved from between 50th to 100th rankings in Keyword rankings to the top 5 to 10 where we've targeted. We've also moved up to the 1st page in these areas as well, far from where we began the campaign. We'd recommend them highly.



-Johnna Stuck, Changing Places Moving

Want to hear more about Hyport Digital? Reach out to Terra.Csotty@n2co.com or 586-615-8749.



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OAKLAND COUNTY



# 2023 BY THE NUMBERS

Here's what the top 500 agents in OAKLAND COUNTY sold

\$5,959,183,184

SALES VOLUME



14,348  
TOTAL TRANSACTIONS



29  
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AVERAGE SALES VOLUME PER AGENT



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