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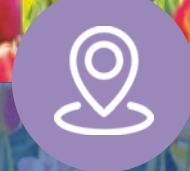
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Congrats to all who made our All-Stars Under 30 special edition! We appreciate everyone who nominated these individuals and for each of you who contributed to making this happen. A special shout-out to Andy Schwartz and Lynn Bernardi from Stylish Detroit for the time spent on the photo shoot and to Becky Alley from Capital Mortgage Funding 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.

- Chris & Terra Csotty, Owners/Publishers



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

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BENJAMIN COCKRUM

PREFERRED REALTORS®, LTD.

Age: 28
Are you an independent agent or do you have a team?: The Packer Group
What year did you get licensed?: 2017

FAST FACTS:
What are you proud of in your career?
Helping people achieve their goals

What is important to you right now?
Family, health, fitness and mental peace

Tell us one thing on your vision board or bucket list!
Go to Thailand and Vietnam

Tell us about a challenge you have overcome — personal or professional!
In 2021, I competed in a natural bodybuilding show, and I took first place. Training for the competition was a second job — from working out twice a day to dieting and posing at the end of the day while selling real estate full time.

In 2022, I attempted to break the world record in pull-ups, and I did fail during that attempt. I learned a lot throughout the years,

and I'm always trying to grow and get stronger, physically and mentally.

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

Who do you admire and why?
Sylvester Stallone — becoming someone who you knew you wanted to be and believing in yourself, even if everyone made you question your journey. The underdog story helps me relate to my life. The underdogs always fight the hardest to prove they are worthy.

My father — the hardest working man I know

What is your superpower?
Pull-ups and pound-for-pound lifting ability

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



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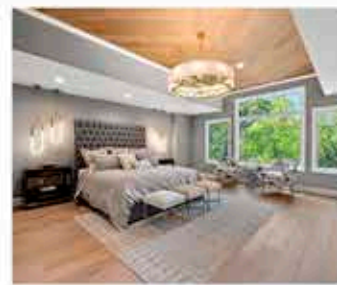
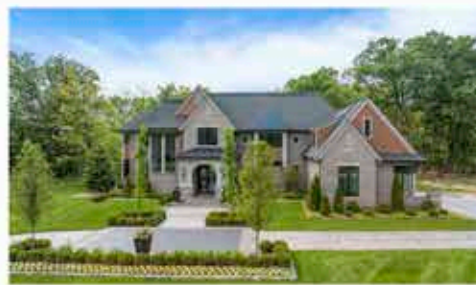
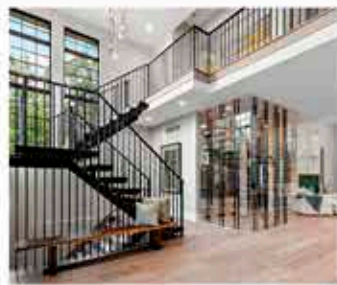
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ZACK DAHER

KELLER WILLIAMS LEGACY

Age: 24

Are you an independent agent or do you have a team?: Nick Jaafar & Associates

What year did you get licensed?: 2022

FAST FACTS:

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

My greatest and most important risk that I have taken was to step away from my academic career and pursue a professional one in real estate. I've always been pressured to be an achieved and established individual. My brother is an anesthesiologist, so that always led to all eyes to be on me. What is Zack getting into next? Will he finish school? Will he leave his server role? I heard it all, and I always heard about how important it is to get your degree and to maintain your academic career. Which, in turn, is very true — though, with the transition to online classes in 2020 due to the pandemic, I knew that I wouldn't be able to let go of my need for visualization, social interaction, and conversation. One day, I finally decided it was time to drop the classes and get motivated. I had to take the risk, and I finally decided to take the jump into studying for the real estate exam.

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

An item on my vision board that consistently comes up, year over year, is to travel more. I want to travel to places such as Turkey, Egypt, Italy — you name it. I also want to be able to meet someone I can help in every one of the places that I go.

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

Food, plain and simple. I'm not huge on sports, video games and concerts, and I don't have any musical or artistic abilities. One thing I can do, though, is point you in the direction of the best burger in town, let

you know what the latest and greatest Mexican spot I tried over the weekend was, and what my order is at your local Mediterranean cuisine. I'm a tall guy with a fast metabolism; I like to eat!

Who do you admire and why?

My greatest influence in the business thus far is my former manager Nick Jaafar, who is now my team lead at Keller Williams. I told Nick that I wanted to join the industry, and he let me know before I started studying for the test that he was interested in forming a team in the coming year, and I would be welcome to join. We had a great working relationship as he was the one who hired me as a server. The night before taking my real estate exam for the sixteenth time, he told me to write down "I will pass" 100 times, and I did exactly that. The next morning, I finally passed. I remember calling him just screaming in joy.

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

I always wanted to be a lawyer, because I was fascinated by those true crime TV shows. I would find it so interesting to see the details of such cases unravel with such intricate parts. I loved how lawyers were able to bring together a case with their intellect and imagination, along with real laws.

► all-stars under 30 honoree

Photo by Stylish Detroit



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Photo by Stylish Detroit

KYLE DE LA ROSA

SOCIAL HOUSE GROUP

Age: 21

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

What year did you get licensed?: 2022

FAST FACTS:

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

Choosing a “risky” career path that is filled with my fears to face — all in order to chase my dreams.

What are you proud of in your career?

How much I have grown — not only as a professional but also as a person.

What is important to you right now?

Family will always be most important. Other than that, I would say my success, my health and, of course, my cats, LOL.

What are you most thankful for?

I’m most thankful for being so blessed to have such a solid family that has my back no matter what.

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

Personal: Being more social. I use to be a very introverted person. Over the years, I’ve had to do things an introvert would not want to do, which formed my social personality.

Professional: Considering I joined real estate at 19 years old, I have overcome a lot! I hated talking on the phone. I lacked confidence, knowledge, social skills, psychological skills and negotiating skills. I’m super proud of myself for how much I have grown.

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

The gym. I cannot imagine not having the gym. It makes me feel good. It takes off my stress and improves my mental health, and it has even taught me life lessons.

What is your superpower?

If I have to pick, I’d say being likeable, LOL. People have told me that I have a very likeable personality, so I choose to leverage that, and it seems to work.

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

At first, I wanted to be an NHL player. I played hockey for about 15 years — my whole childhood — but around 15 years old, I wanted to be a very successful entrepreneur, which is why I do what I do today.



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Photo by Stylish Detroit

ROB DUZAK

NATIONAL REALTY CENTERS

Age: 28

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!

After high school, not following most of my peers who went straight to a university. I decided to go my own route, which, at the time, I really didn’t know what it was.

What is something you’re excited about for 2024?

Another summer of memories on the lake with good friends and family

What is important to you right now?

Building passive income through real estate investing

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

Currently on my vision board is a lake home for Airbnb purposes.

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

I couldn’t live without energy drinks. I’m nowhere near as productive without them.

Who do you admire and why?

My parents, for always guiding me in the right direction and offering the best advice.

What is your superpower?

My superpower would be being able to take 20-minute, midday power naps and feel completely refreshed.

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

With a love for animals, my dream job was to be a veterinarian.



ERIKA HERNÁNDEZ

RE/MAX LEADING EDGE

Age: 21

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!

I can't really think of a risk I've taken. I'd say maybe when I dropped out of college my first year and then decided to get my real estate license. I was really scared to disappoint my parents.

What are you proud of in your career?

I'm proud of my progress since 2021. I once believed it wouldn't get easier or better, but it has! I've already assisted many families. Initially, I doubted if anyone would trust me due to my young age — I began at 18 and now I'm 21.

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

One thing on my bucket list is to go to Greece.

What are you most thankful for?

I'm thankful for a couple of things, actually. I'm thankful for my brokerage, which has helped me grow my business. I'm also thankful for my amazing boyfriend, who is also my preferred loan officer. I'm very thankful that we crossed paths when I got licensed because he has enriched my life in numerous ways.

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

I can't live without Cheetos spicy popcorn and an ice-cold Coke.

Who do you admire and why?

I deeply admire my mother. When she came to the U.S. in 1998, she had very little. My parents had to leave my siblings in Guatemala for a better life here, which was a tough decision. She worked two jobs to maximize her earnings. In 2014, my dad had a stroke, and she had to quit one of her two jobs, leaving her with only one job to take care of both of us. Despite the challenges we faced, she always remained strong, and that's why I admire her a lot.

What is your superpower?

My superpower is being able to talk to anyone and start a conversation. I'm very personable.

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

I wanted to be a civil engineer. That's what I aimed for when I started college, but the stress of college and personal challenges interfered with my plans.



MOE KHARROUBI

RE/MAX TEAM 2000

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!

A risk that I've taken in my life would be joining real estate. Going from a salary job to a full commission-based job was the scariest thing of my life, but I've decided to believe in myself and go out there and do what was necessary to become successful.

What is important to you right now?

Mental health and being healthy so that I can be there for my clients and my family!

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

My goal is to close \$25 million in sales and double my business!

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

When COVID-19 hit and they shut everybody down, we sat at home with no

income. We had to start getting creative with ways of showing properties. I was doing digital tours and FaceTime tours — selling properties like that.

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

My MLS!

Who do you admire and why?

I admire my broker, Eddie Mallad, because he's always so positive no matter what. He's always got a solution.

What is your superpower?

Finding and winning properties!

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

A business man. I always had dreams of me in a suit with my feet on the desk, talking about something.



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LAURA MEHALL

PROVIDENCE PROPERTIES

Age: 27

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?

Making the top 500 in Wayne County in my first full year.

What is something you're excited about for 2024?

I am looking forward to pushing myself even more and seeing what else I can accomplish.

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

Professional: Double my sales of what I had in 2023.

Personal: Make more time for me and take a vacation.

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

I used to struggle really bad with social anxiety. It was a big leap out of my comfort zone to get into real estate. Even going out into big crowds was extremely uncomfortable for me. I have been able to overcome this by

really understanding where that anxiety came from and by pushing myself out of my comfort zone to see that it's not as bad as I thought it was.

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

Coffee!

Who do you admire and why?

I admire my husband. He always sees the good in people and has a way of seeing all sides of a story, really viewing things from every perspective.

What is your superpower?

Making the best out of any situation

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

A lawyer



JUSTINE NAVARRE

DWELLINGS MICHIGAN

Age: 28

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

What year did you get licensed?: 2019

FAST FACTS:

What are you proud of in your career?

I take immense pride in my perseverance. The real estate industry demands resilience, and I've refused to yield to its challenges. Each day, I commit myself to continuous improvement — a journey that I cherish deeply, especially considering my humble beginnings. It's this unwavering dedication that I hold as a source of great pride in my career.

What is important to you right now?

At this moment, my family takes precedence above all else. Their steady support has been a cornerstone of my journey, serving as my greatest source of encouragement. I consider myself incredibly fortunate to have such a strong support system by my side.

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

One ambitious goal I have on my vision board is to travel more! Specifically, I envision acquiring a bus that I can convert into a home on wheels, to embark on a trip throughout the entirety of the USA and potentially explore international destinations as well. This adventure embodies my desire for exploration and discovery, and for embracing diverse cultures.

What are you most thankful for?

I'm most thankful for the incredible support system I have. I'm also deeply appreciative of the clients who've placed their trust in me, despite my relatively young age in the industry. And, of course, my broker Shannon Hall and the support staff at Dwellings deserve a special mention for their guidance and support throughout my career.

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

Can I say three things? My Bible! Dogs! And my Stanley cup.

Who do you admire and why?

I have immense admiration for my parents. Their unwavering resilience has always left an impact on me. Despite facing various challenges, they consistently prioritized providing for our family, ensuring that we had everything we needed. Their steadfast commitment to our well-being, regardless of the circumstances, serves as a constant source of inspiration for me.

What is your superpower?

Patience. In both personal and professional aspects of my life, I've found that maintaining a calm and composed demeanor, even in the face of adversity, allows me to approach challenges with clarity and resolve. Patience has been my guiding force, enabling me to navigate complexities with grace and perseverance.

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

When I was younger, particularly between the ages of 12 to 15, my dream was to become a teacher. The idea of shaping young minds and imparting knowledge always held a special appeal to me. Even though my aspirations may have evolved since then, the desire to make a positive impact on others has remained a constant driving force in my life.

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NATHANIEL RICHARDS

KELLER WILLIAMS PROFESSIONALS

Age: 19

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

What year did you get licensed?: 2022

FAST FACTS:

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

The risk I have taken that was the hardest struggle was leaping forward into this career and not listening to others around me when they were saying it's not possible.

What is important to you right now?

The most important thing to me right now is building deeper connections with my SOI and being able to work fewer hours per day through automation.

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

One thing on my vision board is a \$4.4 million home in South Carolina that I want to live in with my family, beachside.

What are you most thankful for?

I am most thankful for the connections I have made along the way and for my team atmosphere that keeps the heat and always drives me and my team to push and go forward.

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

I cannot live without Celcius. That is honestly the lifeline of my business, LOL.

Who do you admire and why?

I admire my mother the most. She was taken advantage of in multiple relationships but raised four amazing kids as a single parent and did an excellent job doing the absolute best she could. My 'why' is her. Seeing her become a homeowner is a dream of mine, and I want money to be something that she is not controlled by for the remainder of her life.

What is your superpower?

My superpower is listening to understand. I've been told by 99% of clients that I am patient, unassuming and curious. I honestly feel good being able to do that for others because it wasn't something as common for me within my home.

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

I dreamt of becoming a filmmaker, working on the sets of independent movies.



ALI SHAMI

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RE/MAX TEAM 2000

Age: 28

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 left the family restaurant business to pursue real estate full time, which was two months after getting married in 2020, which was also the start of the pandemic.

What are you proud of in your career?

I've done over \$25 million in volume in the past five years, with the first two years being part time without a single lead, and with the first three years of my career, no advertising.

What is important to you right now?

My wife, Oala, and my daughter, Amelia

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

\$20 million in volume in 2024

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

Getting married at 23. At that age, it's not an easy task, and there are a lot of bumps in the road. My wife and I were able to not stress about the small things and look at the bigger picture.

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

The gym, because it keeps me mentally focused.

What is your superpower?

Being able to talk to anyone in a room

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

Obviously, to become a real estate agent. Helping others has always been a passion of mine, and I thought this was the best way to do so!



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ZACHARY VAN ELSLANDER

SAROS REAL ESTATE SERVICES

Age: 28

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

What year did you get licensed?: 2019

FAST FACTS:

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

I played football at Northwood University and wanted to play Division I football, but I didn't have any offers, so after my freshman year at Northwood University, I transferred to Western Michigan University to walk onto the football team.

What are you proud of in your career?

That I am one of the youngest in my office and also one of the highest earners in the office for the past two years.

What is something you're excited about for 2024?

The thing I am looking forward to the most is marrying the love of my life and best friend in June.

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

One day I would like to travel to Japan and eat at one of their best restaurants.

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

I had a really low-earning year in my second year in the industry, and I found it hard to support myself and didn't initially think this was the right fit for me. After hours and days and weeks of being persistent, working with clients and finding new deals and just being in the weeds, kicking up new opportunities, I was able to have my best year yet the following year, selling just under \$10 million.

Who do you admire and why?

I admire Tom Brady because of his work ethic and constant drive to be a better version of himself. His competitive edge is unmatched, and I align with some of his overall life values!

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

I dreamt of becoming an astronaut so that I could see space and change the world one day.





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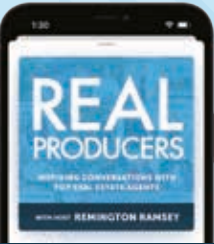


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COLTON WEISENSTEIN

SOCIAL HOUSE GROUP

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!
Making the leap into real estate. I quit my day job abruptly in February of 2021 to dive into real estate full time from my previous career in the auto body collision industry. At this time, I chose to risk everything I had to make real estate my main occupation. While owning a home at the time, having a family to provide for, and owning new vehicles and powersport toys, I was truly risking it all to make a name for myself as an agent.

What are you proud of in your career?
I am most proud of the fact that I have chased my dream and made it into a reality. I have surpassed my previous career's annual income and nearly doubled it in my best year-to-date (2024). Beyond this, I am proud of the assistance that I can provide to other agents in the industry and within my brokerage.

What is something you're excited about for 2024?
I have personally switched brokerages, so I am looking forward to

creating new business practices and relationships with a fresh network of industry leaders.

What is important to you right now?
Customer service for my clients is always most important. Aside from this, I am currently looking to focus on growing my presence in the community.

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

Tell us one thing you can't live without (family & phones don't count)!
Realistically, I could not live without the internet. This is my gateway to success in many different ways via social media and multiple listing service sites.

What is your superpower?
The ability to help clients feel completely comfortable with me as we navigate the homebuying or selling process together.

When you were younger (say, 12-15 years old), what did you dream of becoming?
When I was younger, I dreamt of becoming a veterinarian and was looking to help animals.





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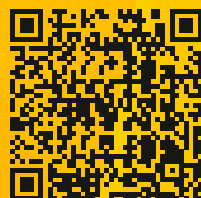
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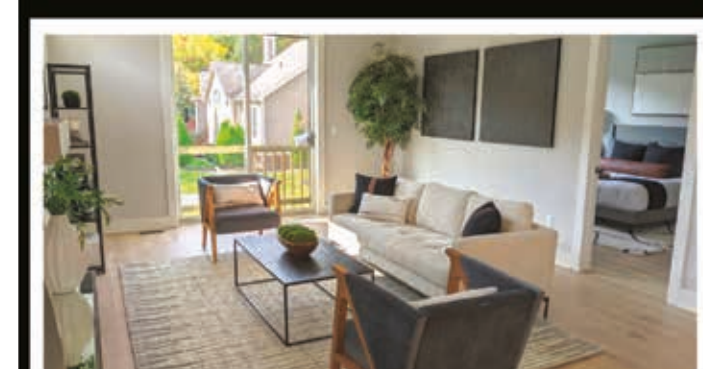
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