

ELEVATE

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Realtors® to Watch Under 40 Class of 2023



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The RASM Young Professionals Network (YPN) and RASM is proud to announce the Class of 2023 for the fourth annual “Realtors® to Watch Under 40” program. Each year, this program recognizes Realtors® who represent excellence in leadership, community involvement, and everything else that makes a well-rounded Young Professional succeed in real estate. These individuals are rising stars in our local real estate community.

In RASM, only 6 percent of members are aged between 18-29 and 12.7 percent are aged between 30-39. With more and more young professionals starting their careers in real estate earlier than before, these five young professionals are showing their drive to succeed and setting an example for the next generation of Realtors®. They have excelled in their educational and professional development pursuits, have shown strength in their production and sales skills, and have passionate goals that will take them further in their careers; truly showing up as ones to watch over the years. RASM is proud to recognize and applaud this inspirational group of young go-getters who share the common bonds of determination, professionalism, dedication, and perseverance.

MEET THE CLASS OF 2023

Jesse Bauer, Realtor®, Sarasota Gulf Coast Homes, Keller Williams On The Water Sarasota
Obtained Florida Real Estate License: 2021
Current Age: 32



Jesse Bauer is a Realtor® with Sarasota Gulf Coast Homes, Keller Williams On The Water Sarasota, who specializes in residential single-family homes, vacation homes, luxury homes, and new construction condos.

Jesse has been recognized as a Top Producer for his team and brokerage, he is a member of the “Home Run Club” (obtaining at least one new listing, one written contract, and one closing in a single month), and he was named as a 2023 Top Realtor® by SRQ Magazine..

Jesse has a background in facility and building management but decided to make a career move to real estate, thanks in part to his wife's encouragement.

Jesse's future goals in real estate are focused on the continued growth of his skills and expanding his client base. He will also focus on building relationships with existing clients by offering exceptional customer service to ensure their experience is truly one of a kind. Another goal of his is to expand his knowledge of real estate by obtaining designations and attending industry conferences and workshops.

"Simply put, I want to be the best! I want to be THE name you think of when it comes to a successful real estate agent in the Sarasota and Manatee area. I want to establish myself as a leader in the local real estate community by becoming more involved in industry organizations and networking with other professionals. By building a strong reputation and brand, I hope to attract more high-profile clients and grow my business even further."

Jesse credits his early success in the real estate industry to his unwavering commitment to fight for his clients and treat them as family.

"I approach each transaction with a genuine desire to secure the best outcomes for those I represent. This mindset has allowed me to build strong relationships based on trust. Guiding clients through important milestones, such as finding their dream home or navigating complex transactions, has been incredibly rewarding. The heartfelt feedback and expressions of gratitude from clients serve as a constant reminder of the value I bring to their real estate journeys. These achievements, though early in my career, fuel my passion for real estate and inspire me to continue delivering exceptional service to my clients."

Jesse is also passionate about sharing his expertise with other agents, especially those who are just starting out in the industry.

"Having gained valuable insights over the past few years, I always find joy in sharing my knowledge with fellow young Realtors®," said Bauer. "This industry demands serious commitment and goes beyond the glamour depicted on TV shows. I strongly encourage others to surround themselves with a supportive professional network. In my own journey, I owe a substantial part of my accomplishments to my team, Sarasota Gulf Coast Homes. I also encourage others to actively seek out opportunities to learn and grow beyond formal training. By surrounding yourself with accomplished individuals who are willing to share their knowledge and support, you'll be equipped with the tools and guidance necessary to thrive in this competitive industry."

As a young Realtor®, Jesse's career is just beginning, and being recognized for his achievements is an encouraging sign that he is on the right track.

"Receiving this award is truly an honor, and I'm grateful for the recognition," said Bauer. "It validates the hard work and dedication I've put into my real estate career thus far. It's incredibly fulfilling to see that my efforts have been acknowledged by RASM, who have identified my potential as a rising professional in the field. This award also serves as a testament to the trust and satisfaction of my clients. It affirms that I'm making a positive impact and successfully meeting the needs of my clients."

Coy Carter, Broker Associate & Realtor®, Wagner Realty Obtained Florida Real Estate License: 2016 Current Age: 28



Coy Carter is a Broker Associate and Realtor® with Wagner Realty who specializes in residential single-family homes, second-home vacation properties, and property management.

One of Coy's future goals in the real estate industry includes managing a brokerage that handles full-service residential real estate. To achieve this goal, he has focused on building an impressive resume of continual education while building a successful real estate career.

Coy has a master's degree in business administration

from USF, and he will be completing a second master's in organizational leadership in December 2023 from SEU. He has also completed the challenging RASM Leadership Academy, earned the Florida real estate broker's license, and he has earned the Florida real estate instructor's license. In addition to being a Top Producer at Wagner Realty, Coy has also earned the company's Executive Award for 2020–2022.

For Coy, the real estate profession has appealed to him from a young age.

"Real estate has always been something that I've known I wanted to do," said Carter. "Growing up, I found a common theme in the books I read from entrepreneurs explaining the opportunities that exist in real estate for individuals who wanted to create 'something out of nothing.' That intrigued me, and after college, I got the opportunity to intern at a local brokerage. I loved every bit of it once I got started and got focused."

Coy is also passionate about giving back to the community. He is a board member for the non-profits Sarasota Habitat for Humanity (2020-current) and Big Brothers, Big Sisters Sarasota Community Board (2021-current). He is also the Keeper of Records and Vice Guide Right Director (2022-current) for the Sarasota (FL) Alumni Chapter of Kappa Alpha Psi Fraternity, Inc., and was the USF Sarasota Manatee Alumni Chapter Chair from 2021-2023. In addition, Coy has served as a Bayside Community Church Volunteer at the WBC Campus since 2021.

Of all Coy's many accomplishments, he is especially proud of his record of serving others with humility, integrity, and respect.

"Thinking of advice for other young Realtors®, I recommend having service and humility at the top of your purpose when dealing with others - customers, other agents, the community, as well as business partners. It could be just a simple act of kindness during a small interaction. That goes a long way in creating the right kind of relationships for your business."

Earning the "Realtors® to Watch Under 40" will most likely be one of many accomplishments in a long career for Coy and his fellow award-winners.

"I am humbled and grateful to receive this award. Winning this award, for me, means that my hard work and perseverance toward being at the top of my game as a Realtor® is being recognized.

**Lily Lopez, Realtor®, Coldwell Banker Realty -
Downtown Sarasota
Obtained Florida Real Estate License: 2021
Current Age: 32**



Lily Lopez is a Realtor® with Coldwell Banker Realty, Downtown Sarasota, who specializes in residential single-family homes, second-home vacation homes, as well as commercial properties. She has received the Short Sales & Foreclosure Resource (SFR®) designation, and she has an associate in arts degree from the State College of Florida.

Lily is a very successful Realtor® who strives to be a mentor for other agents. As an immigrant from Nicaragua, Lily moved to America as a young child and worked hard

to learn a new language, culture, and way of life.

“I am very honored to receive this award,” said Lopez. “It allows me to be a role model for other young real estate professionals, to be able to inspire them to achieve the same things. I’m a highly motivated person who sets goals, and if you work hard, you can do great things. As an immigrant, I am especially proud to show others that these types of achievements are possible and that wonderful opportunities are available for everyone when you focus on your goals.”

Like many agents, real estate is not Lily’s first profession. She previously worked in the customer service and medical fields, and her experiences provided her with invaluable communication, organizational, and leadership skills that have served her well in her real estate career today. She was thriving in her previous profession, but when life abruptly changed due to the coronavirus in 2020, Lily found herself drawn to the real estate industry.

“As the pandemic hit, I realized that I needed a change,” said Lopez. “I needed a career path that allowed me to prioritize my three children in the best possible way. “I found that the flexible nature of the real estate industry was a perfect fit for my schedule, family, personality, and skillsets. I am a very social person who enjoys making connections and networking, and family is everything.”

Lily is actively engaged in various community organizations and initiatives. She has been a member of the Women’s Council of REALTORS® Manatee Network since December 2021, and in recognition of her commitment and leadership skills, she has had the privilege of serving as the First Vice President of WCR Manatee in 2022 and now in 2023. In addition, Lily is a member of the RASM Professional Development Committee, where she enjoys shaping the growth and success of our members. She is also a member of the Young Professionals Network, where she strives to make a meaningful impact and mentor other young Realtors®.

“I love to encourage other young agents,” said Lopez. “It can be scary when you’re first getting started. However, my biggest advice for agents is not to be afraid to fail, to make your ideas a reality, or to take chances.

We are all going to fail along the way, but that is how we learn, grow, and do it better the next time.”

Lily’s future real estate goals are centered around continuously learning, networking, and collaborating with her fellow agents, specializing in working with the local community, and building a strong reputation among her peers and the community as a leader.

“I understand the importance of staying up to date with industry trends and regulations, so I am committed to continuously expanding my knowledge and honing my skills,” said Lopez. “By actively networking and forming connections with other professionals in the field, I aim to foster collaborations, share insights, and create a supportive network that will propel my career forward.”

**Brooke Mailloux, Realtor®, Florida Suncoast Real Estate, Inc.
Obtained Florida Real Estate License: 2019
Current Age: 28**



Brooke Mailloux is a Realtor® with Florida Suncoast Real Estate, Inc., who specializes in investment properties, residential single-family homes, and second-home vacation properties.

Brooke has earned the Resort & Second-Home Property Specialist (RSPS) designation and has completed the C2EX endorsement through the National Association of REALTORS® (NAR).

Brooke was named both the RASM “Newcomer of the Year” in 2021 and the RASM “YPN Member of the Year” in

2022. She has also received the “Hustle Award” through Florida Suncoast Real Estate, the Realtor® Spirit award from Women’s Council of REALTORS® (WCR) Sarasota 2022, and she was nominated for the Manatee Young Professionals (MYP) award. In addition, her office won the Small Business of the Year award by the Manatee Chamber of Commerce in 2022.

Brooke currently serves as the YPN Chair 2023, and is on the committee for Florida REALTORS® YPN, and she is a Florida REALTORS® Director.

Being connected with the local community is very important to Brooke. She is involved with the Manatee Chamber of Commerce and sits on the Leadership Board within the Manatee Young Professionals (MYP) group. She also volunteers with the MYP for various projects, including beach clean-ups or helping pack food for the non-profit group, Feeding Empty Little Tummies. She has also been heavily involved with the Women’s Council of REALTORS® (WCR) for several years and has worked with them on community service projects.

Brooke’s future goals in real estate are to continue her involvement within RASM and the community. She hopes to become actively involved in NAR and plans to apply for NAR’s class of “30 Under 30,” a program that highlights rising stars in the real estate industry.

“I am proud of how far I have come, but this career is not easy,” said Brooke. “My advice to other young agents

is to keep pushing and don't let your doubts get in the way. Take one day at a time and appreciate even the little wins because they will lead to something big."

Brooke's love for her clients, her profession, and the support she has received from her colleagues and friends has been a driving contributor to her overall success.

"I am humbled to win this award," said Mailloux. "But I have a whole flock behind me at Florida Suncoast Real Estate that has supported me since day one, helping me get through all the bumps in this career. Each of them has helped me get to where I am today, and I am beyond grateful for them. Along with those within RASM who tapped me on the shoulder to be more involved with the Association. It takes a community to help you succeed in a small business, and I am so thankful for mine."

**Elena Stefanoski, Realtor®, Director of Agent Development, Preferred Shore Real Estate
Obtained Florida Real Estate License: 2020
Current Age: 37**



Elena Stefanoski is a Realtor® and Director of Agent Development with The Casella Group at Preferred Shore Real Estate. She specializes in international properties and clients, single-family homes, second-homes, and relocations, as well as commercial, industrial, and office properties.

Elena has earned the prestigious Real Estate Negotiation Expert (RENE) designation, Short Sales & Foreclosure Resource (SFR®), and Resort & Second-Home Property Specialist (RSPS).

She also has a Bachelor's Degree in Public Relations and Journalism from Indiana State University.

In August of 2022, Elena was named the Director of Agent Development and Recruitment on her real estate team with Preferred Shore. She is responsible for finding talent, training, and mentoring her team members and new agents to help them achieve their real estate goals. Her team has been awarded as one of the "top teams" in the brokerage for 2021 and 2022.

Elena was awarded the "2022 Macedonian Diaspora 40 Under 40" within the Macedonian community nationwide through the United Macedonian Diaspora (UMD). UMD's "40 under 40" initiative is a celebration of accomplished young Macedonians globally who demonstrated great leadership and positively impacted their communities and professions before the age of 40.

"If I had to summarize the keys to my success, they would be having a positive mindset, persistence, and hard work. I am a first-generation immigrant from Macedonia. I came to America at a young age and didn't speak English at all; now, I speak multiple languages! I wake up every morning ready to tackle the day. It's important to not lose sight of the goal. It's easy to get discouraged, but having a positive attitude helps me stay on task. As the saying goes, 'extraordinary things happen by doing ordinary things for an extraordinary period of time,'" added Stefanoski.



When it comes to her clients, Elena is very focused on thorough communication to ensure that they comprehend all the complicated sale and purchase options. She prides herself on always making herself available to handle any questions, providing up-to-date market and product knowledge, and guiding her clients successfully through the transaction.

In addition to being a busy and successful Realtor®, Elena is a wife and mom of three. She is very active in the community and is heavily involved in all her children's activities.

Elena's future goals are to continue to grow and succeed while she helps others in the industry reach their goals and be successful. In the future, she hopes to mentor others through education, teaching classes to new agents to pass down her vast industry knowledge and expertise. She believes that helping others will also benefit her own growth as we learn together and gain through experiences.

"I am honored to be recognized for this award as it highlights all the hard work I have poured into my career over the past three years since starting my real estate profession," said Stefanoski. "My advice to others is to just 'go for it.' There will never be the right time to start. If you are thinking about a career in real estate, just go for it. As my mentor has always advised me, strive to do 1% better each day, and with time and persistence, you will reach 100%."

SPECIAL THANKS

Special thanks to Clive Daniel Home for opening up their showroom for our photo shoot of this year's REALTORS® to Watch recipients.

Founded in 2011 by father-son duo Clive and Daniel Lubner, Clive Daniel Home is Southwest Florida's premier destination for luxury home furnishings and custom residential and commercial interior design services. Since its inception, the brand has won more than 430 awards for design excellence, including Best New Showroom in the USA. With an 85,000 square-foot flagship in Naples, a 70,000 square-foot showroom in Boca Raton, and a 65,000 square-foot showroom in Sarasota, Clive Daniel Home offers an unparalleled mix of contemporary, traditional, and casual designs. Check out their ad on page 14. •