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Young Realtors® Serve Generation X and Y Consumers by Bringing Special Skills to Buyers and Sellers

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More homebuyers than ever are 30 years old or younger, and a record number of Realtors® under 30--nearly 150,000--are connecting with the Generation X and Y markets. Thirty of these young Realtors® are being recognized in the June issue of REALTOR® magazine's "30 under 30"--Realtors® who have made their mark in the industry and their communities while still in their 20s.

"As new generations enter the housing market, the real estate industry must adapt to meet changing needs and ways of doing business," said Thomas M. Stevens, 2006 National Association of Realtors® president from Vienna, Va., and senior vice president of NRT Inc. "Many of our younger members add value to their clients' real estate transactions through their generational sensitivities and diverse skill sets. They don't know a real estate industry without the Internet, technology is second-nature to them, and they speak their clients' language, often both literally and figuratively."

According to data from the U.S. Census, more immigrants are becoming homeowners than ever before, and seven of this year's Realtors® under 30 are either immigrants themselves or children of immigrants. Jos Rivera Sinclair, from Northfield, N.J., is a native of Honduras, and Latino homebuyers compose 80 percent of his business. Penny Liu moved to California from Taiwan as a child and works with U.S. buyers purchasing property in Shanghai, Beijing, and Nanjing. Tempe, Ariz.'s Steven Haddad, the youngest professional on the list at age 20, speaks fluent Arabic--his father emigrated from Jordan.

Another trend affecting real estate is the growing influence of the Internet as a resource in the home search. According to the 2005 NAR Profile of Home Buyers and Sellers, 42 percent of buyers who used the Internet to search for a home were 34 or younger. Realtors® of this generation have embraced new technologies--28 of the "30 under 30" operate Web sites for their business--and many of them go beyond this basic technology. David Scher from Boston used the skills he developed in his previous career in information technology to customize an MLS listing feed to 20 different sites for his customers. Jessica Horton from Griffin, Ga., wasn't satisfied with video home tours--she markets properties with video tours of entire communities.

"Younger home buyers and sellers are already having a big impact on real estate markets across the country," said Stevens. "Our Realtor® members, whether they grew up watching I Love Lucy or IMing their friends, are honored to be bringing the American dream of homeownership to the next generation and beyond."

This year's award recipients were selected from the largest applicant pool ever. Winners of the 2006 "30 under 30" award are:

[BEN BABAZADEH](#) 27

Salesperson
Prudential Transact Commercial Realty
Daytona Beach, Fla.

[PENNY LIU](#) 27

GRI, Broker Associate
RE/MAX 2000 Realty
Rowland Heights, Calif.

[HAROLD BAGWELL](#) 28

CIPS, e-PRO, Salesperson
Coldwell Banker Ozark Real Estate Co.
Pocahontas, Ark.

[GRANT MANNING](#) 26

Broker-Owner
Century 21 Homes First
San Marcos, Calif.

[DAYNA BLUMEL](#) 28

Salesperson
Long & Foster, REALTORS®, Inc.
Alexandria, Va.

[CARA MANTOVANI](#) 28

Owner
Mantovani Real Estate
Miami, Fla.

[JESSICA KELLY BRUEHL](#) 28

Salesperson
Keller Williams Realty-Lakeway
Austin, Texas

[BO MENKITI](#) 29

Operating Principal
Keller Williams Capitol Properties, and President, The Menkiti Group
Washington, D.C.

[JASON BUCKNER](#) 23

GRI, Broker
Surf or Sound Realty
Avon, N.C.

[AMSI MORALES](#) 26

Salesperson
RE/MAX Prestige
Lowell, Mass.

[AMIE CHILSON](#) 29

Salesperson
Keller Williams-Silicon Valley
Campbell, Calif.

[STACY PEARDON](#) 29

ABR, Salesperson
Keller Williams Realty Great Lakes
St. Clair Shores, Mich.

[ROB CLAPP](#) 29

e-PRO, Salesperson
RE/MAX Results
St. Paul, Minn.

[MATT R. POWELL](#) 28

Principal Broker-Owner
Windermere Real Estate/Lane County
Eugene, Ore.

[STEVEN HADDAD](#) 20

Salesperson
Liberty Properties & Associates Inc.
Tempe, Ariz.

[JOS RIVERA SINCLAIR](#) 28

Co-owner and Sales Manager
Net Realty Group LLC
Northfield, N.J.

[KIRK HANSEN](#) 27

President-Owner
Century 21 Homes First
San Marcos, Calif.

[SHONTELL RUCKER](#) 29

Broker-Owner
Rekcur Properties
Houston, Texas

[JENNIFER HEINZEN](#) 28

Broker Associate and Director of Winery and Vineyard Sales
WineryX Real Estate
St. Helena, Calif.

[DAVID SCHER](#) 23

Broker-Owner
First Step Realty
Boston, Mass.

[JENNIFER HIBBARD](#) 27

ABR, GRI, Salesperson
RE/MAX 2000 Phoenix Metro Area
Phoenix, Ariz.

[JASON SHOAF](#) 26

Broker
Shoaf Real Estate Group
Tallahassee, Fla.

[JESSICA HORTON](#) 24

ABR, Sales Associate-Owner
RE/MAX Standard

Griffin, Ga.

[VIKTORIA TELEK](#) 24

CCIM, Commercial Associate
ComReal
Miami, Fla.

[KATIE JOHNSON](#) 28

Broker-Owner
Assist2Sell
Hometowne River Realty LLC
Onalaska, Wis.

[RUSTAN TONGG](#) 29

Salesperson and Co-Owner
Hawaii Realty Associates LLC
Honolulu, Hawaii

[CHRISTIE LEE KINCHEN](#) 27

ABR, GRI, CRS®, Associate Broker
RE/MAX 2000 Phoenix Metro Area
Phoenix, Ariz.

[ALEX WANG](#) 28

e-PRO, Broker
RE/MAX, Santa Clara Valley
San Jose, Calif.

[MIKE KORIN](#) 29

Salesperson
Long & Foster, REALTORS®
Falls Church, Va.

[MICHELLE WESTFORD](#) 26

Salesperson
John L. Scott Real Estate
Everett, Wash.

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