



## NAR announces 30 under 30 finalists

WASHINGTON – April 4, 2012 – The National Association of Realtors® (NAR) “30 under 30” contest focuses on successful Realtors who are less than three decades old. The field was narrowed down to 50 finalists. Two Realtors from Florida made it into the top 50 – the final step before selecting the final 30: John Evans from Orlando and Justin Core from Winter Springs.

The 30 honorees will be featured in the May/June issue. To create the list, Realtor Magazine staff looks for candidates who are successful in the real estate business and demonstrate ingenuity, creativity and leadership in their careers.

In addition to being named one of the “30 under 30,” a separate Web Choice Award goes to the top 50 finalist who receives the most online votes, though Web Choice voting doesn’t play a role in the selection of the final 30. The 2012 top vote getter will be honored at the YPN event during the November Realtors® Conference & Expo in Orlando. Last year, the Iowa Realtor who won the Web Choice Award logged 95,358 online votes.

### Florida candidates

- [John Evans](#): Salesperson with Maury L. Carter and Associates in Orlando. Age: 27. 2011 individual sales volume: \$11 million; 2011 individual sides: 8

“My strategy is simple, I do what others don’t or can’t,” says Evans. “If I was going to be remembered and get business, I had to stay in front of the large land prospects on a regular basis. I target my large landowner prospects by many means: calling, mail, e-mail, and so on. I have to take a long-term approach. When situations arise in my clients’ lives where they consider selling or buying, they will come to me so I can offer my specialized services.”

- [Justin Core](#): Broker associate with Coldwell Banker Residential in Winter Springs. Age: 25. 2011 individual sales volume: \$11.5 million; 2011 individual sides: 47

“Every transaction requires a unique ingenuity, which has helped in developing my skills and forcing me to become a better sales associate,” says Core. “I take pride when telling clients I have never experienced a good market, yet my sales have continued to increase over 50 percent year after year.”

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