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2024 Ones to Watch - Rising Stars: Casey Valente, Newmark

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Casey Valente
Associate Director

Newmark

“Casey and his partner oversee the private capital group at Newmark. Since 2020, we have averaged at least 50%+ YOY increase in sales volume. Persistency, hard work and being a team player are a few of the key drivers to Casey’s success.” - Luis Alvarado, Chief Revenue Officer & East Region Market Leader at Newmark.

In the last 12 months what accomplishment are you most proud of? Commercial real estate is constantly evolving. Market conditions dictate our industry and the past 12 months has been challenging to say the least. That said, the brokers who excel in these climates, pro-actively become creative and think outside the box. In keeping to this, my partner Joe Alvarado and I have successfully found different angles within the business to build our team. In 2023, despite macroeconomic headwinds, we had our best year as a team.

How do you balance your rising career with your personal life? As a broker, you can win or lose a deal within hours. Every minute of the day is important but it’s easy to let work consume your life in some capacity. I try to sustain a routine managing “work/life balance” through a balanced schedule. Spending time with family & friends, playing golf or pickleball, are all very important to me and something I cannot live without.

Who are the key people in your life that have contributed to your success? Both my mom and dad are the backbone of my success. The first three years of commercial real estate brokerage make or break your career. Being 100% commission based, I was fortunate enough to have parents who supported me through difficult times and believed in my goals. I am forever grateful for that.