

Stacie Carubba: Leading New Orleans Realtor

Stacie Carubba is Eminent, Thoroughgoing, and Results-Driven.

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There came a time, not too long after finishing college, when Stacie Carubba no longer wanted to be under anyone else's umbrella. She wanted financial independence and she wanted to carve out her own path in life. That's why she turned to real estate.



As she was earning her license in 2015, she wasn't expecting the new career to skyrocket.

But it certainly has; there's no question Stacie has found her path to success. In 2021, Marquis' Who's Who in America chose her as one of the top 1% of professionals in her field, and Biz New Orleans selected her as a top 10 real estate influencer. She's consistently named a top producing agent in the city, closing multi-millions annually. Stacie even went from being Athena's very first agent to becoming, in 2021, a partner in the firm.

The grand total she's closed? More than \$70 million — and counting.

Stacie attributes her success to following the motto of her grandfather, a band director: Results, not excuses. "Even my personal logo has a trumpet in it," she adds. "That's a nod to him because he was a trumpet player."

To get great results, Stacie combines covering all the bases, focusing on sellers' bottom line, and thinking outside the box. Meticulously staying on top of the details herself allows Stacie to give her clients the best service possible. She tailors every deal to the client's needs, and for sellers specifically, Stacie hones in on maximizing their bottom line with a robust marketing plan and listing package she's refined over the years.

As for creative problem-solving, Stacie emphasizes impressive visuals and unique listings. Capitalizing on her advertising and marketing background, she designs her own brochures and stages homes. "I add decor items to make listing photos really pop," she says. "I plan my posts

based on how they'll look on Instagram. Social media is where I get a lot of my business." Not every house is ready to be staged, of course. "For those," Stacie explains, "I'll go in and spend eight hours myself, decluttering and organizing, to make it a Wow! first impression."

Listings can be further customized by including financial assistance or incentive options. "I think of a lot of things that other agents just aren't going to do," she says.

With a successful track record behind her, and a recent newborn in her arms, Stacie's current focus is on streamlining, time management, and working smarter, not harder. Walking away from a bad deal whenever necessary, continuing to improve — she received her broker's license in 2020 — and staying at the cutting edge of marketing and technology. She appreciates Athena's help in prioritizing innovation. "We're always one step ahead, and others are taking notice. I love Athena's forward-thinking attitude."

Let the trumpet sound: Results, not excuses.

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