Emilie REIMER



Grounded, Gritty, & Growing with Purpose

BY LAURA REESE
PHOTOS BY MICHAEL GALLITELLI

There is a quiet confidence about Emilie Reimer that does not come from years in the industry, but from the way she approaches life itself. Grounded, observant, and deeply intuitive, she brings a sense of calm clarity into a fast-moving business. At the same time, her upbeat and caring nature makes her someone people naturally trust, often within moments of meeting her.

Originally from Mattituck, a small town on Eastern Long Island, Emilie grew up surrounded by hard work, community, and a strong connection to the land. That upbringing would later shape not only her lifestyle, but also the way she shows up for her clients today.

After graduating from Mattituck High School, she attended SUNY Cobleskill, earning a Bachelor of Technology in Animal Science. Her early career took her into the United States Department of Agriculture, where she worked as a Program Technician with the Farm Service Agency. There, she partnered directly with local farmers, helping them navigate programs, report crops, and access critical funding, including support during COVID.

Discovering a New Path

Emilie's transition into real estate began in 2021, but the spark started earlier during her own property purchase. What stood out to her was not just the transaction, but the process itself. Walking the land, researching parcels, reviewing documents, and seeing potential in a property ignited something she had not experienced before.

"I loved every part of it," she shares. "Being outdoors, learning the details, connecting everything together, it just clicked."

At the same time, the shift to remote work during COVID created a new perspective. While she valued her role with the USDA, she realized how much she missed in-person interaction and being part of a local community environment. Real estate offered the perfect balance of independence, flexibility, and connection.

She began as a broker's assistant while earning her license, immersing herself in the day-to-day operations of the office. That hands-on experience



helped bridge the gap between education and real-world application, accelerating her growth early on.

Building a Business with Intention

Now a solo agent with Country Boy Realty in Schoharie County, Emilie has quickly built momentum in her business. In 2025, she closed over $5.7 million in volume across 26.5 transactions, with a goal of reaching $7 million this year.

Her success is not built on pressure or persuasion, but on transparency and trust. Emilie is known for being straightforward, offering honest feedback, and creating an environment where clients feel comfortable making one of the biggest decisions of their lives.

“I read the room and adjust,” she explains. “I want my clients to know I’m on their team.”

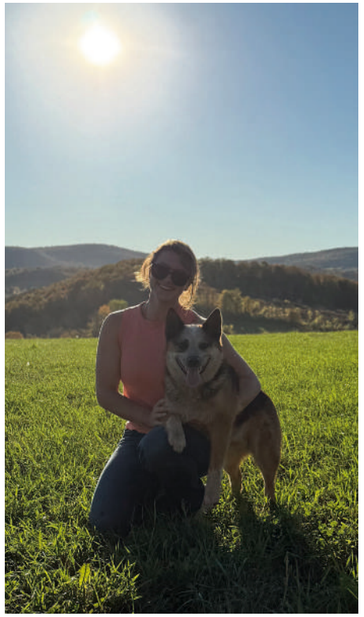
That ability to connect, paired with her strong problem-solving mindset, allows her to guide clients through every step of the process. Whether it is identifying potential in a property or connecting them with the right local resources, she approaches each situation with care and intention.

Many clients come in with preconceived notions about working with someone in sales, but Emilie naturally breaks





Emilie out on the trails in Caroga Lake, NY.



Emilie and Boomer

through those barriers. By focusing on relationships rather than transactions, she creates an experience that feels collaborative rather than transactional.

Life Beyond the Closing Table

Outside of real estate, Emilie’s life is anything but ordinary. She operates a small farm, where she cares for a wide range of animals, including horses, beef cattle, goats, chickens, and more. It is a lifestyle that requires discipline, responsibility, and a deep respect for the work that goes into it.

Her days often begin with caring for animals before transitioning into real estate, a rhythm that reflects both her work ethic and her passion for staying connected to the land. “It fuels my fire,” she shares, describing how her responsibilities outside of real estate shape who she is within it.

Family also plays a central role in her life. Though most of her family remains on Eastern Long Island, she stays closely connected, making time to visit and be present whenever possible. From fishing trips and snowmobiling to simple dinners by the water, those moments are what she values most.

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Her upbringing, especially the influence of her parents, continues to guide her. Her father, a commercial fisherman, instilled a strong work ethic and love for the outdoors, while her mother’s creativity and warmth shaped her ability to connect with others. Together, they created a foundation that Emilie carries into every aspect of her life.

Building What Comes Next

Emilie’s vision for the future is a blend of professional ambition and personal passion. Currently, the owner and manager of both a single-family rental and a short-term rental, she is focused on scaling her real estate career alongside her personal investment portfolio. Her upcoming objectives include branching into multi-unit property ownership while continuing to acquire additional short-term rentals and investment properties.

At the same time, she is focused on building a more self-sustaining lifestyle, with plans to acquire additional land and further develop her farming operation. Her interest in construction and design may also lead her into new construction opportunities, blending her hands-on skills with her professional expertise.

Through it all, her mindset remains consistent. Success is not about shortcuts— it is about showing up, putting in the work, and staying true to who you are.

“Real estate is straightforward,” she says. “You get what you give.”

