



With more than 20 years of sales, marketing and management experience, John Bevilacqua, Broker/Owner of EXIT Realty Capital's Choice has become synonymous with excellence in service, efficiency, and leadership in the upstate New York real estate market.

A licensed real estate broker for more than a decade, John loves seeing not only his buyers and sellers succeed, but does everything in his power to ensure the more than 30 agents at EXIT Realty Capital's Choice, also achieve success. Indeed, with more than \$300 Million in sales closed over his career, John's unparalleled skillset is now used to guide, mentor, and help his team of premiere agents to provide clients with unique selling propositions throughout the Capital Region of New York.

"We are hardworking, honest, and ethical," John says. "But all agents claim to be those things. We put our money where our mouth is through unique sales propositions, such as guarantees to sell homes in set periods of time, or to help buyers secure the home they want for the price they want. We guarantee our results with financial incentives if we fail to do what we say we're going to do. This has really differentiated us from other agents and brokerages," he adds.

Beginning his real estate career in New York City at the beginning of the millennium, specializing in investment multi-family housing, John quickly won the elite "National Pace Setter" award at Marcus & Millichap. In addition, he secured a position of the exclusive "Rookie Club" through being consistently ranked in the top 10% of his office in Manhattan. Since opening EXIT Realty Capital's Choice just a few years ago, he's seen remarkable, similar success.

In fact, his efforts have proven so successful that EXIT Realty Capital's Choice was recently ranked in the Albany Business Review's highly respected "Book of Lists" as one of the 2015 and 2016 Top 25 Real Estate Firms in the Capital Region, in less than 24 months. His brokerage has also become one of the Top 3 EXIT offices in Upstate

New York, with more than 200 homes sold, totaling more than \$35 Million in 2016 — even though his office is only three years old. Not surprisingly, John became a recent recipient of an exclusive EXIT leadership award for the New York region, and there's little doubt, more are on the way.

Much of John's personal success, and the success of his agents can be traced to the fact that he has always focused on continuing education, and insists upon constantly seeking opportunities for improvement. To that end, throughout his tenure in real estate, John has completed training with some of the industry's leading REALTORS®, brokers, and nationally renowned real estate trainers and coaches. In fact, today, after becoming a certified A.P.R.E.P member of the Craig Proctor elite coaching program, John now coaches real estate agents nationwide, and in Canada.

As part of his lead-by-example work ethic, John's drive to help others also extends to charitable causes, and volunteer service. He is a Director of the Board of the Greater Capital Association of REALTORS® (GCAR), and serves in its Young Professional Networkers committee, which devotes a great deal of time, effort and resources to fundraising for the Ronald McDonald House. In addition, EXIT Realty Capital's Choice participates in a referral donation program which benefits United Cerebral Palsy of Upstate New York. "We let our clients know that their referrals help kids, because we donate a portion of our commissions to this great organization," he says. Moreover, his brokerage is active in working with Habitat for Humanity, both on a local level, and through EXIT's corporate offices.

Regarding the future, John is expecting expansion, as more agents realize the benefits of the EXIT platform, complete with a guarantee to earn at least \$25,000 more over a 12-month period, than at a previous firm, or John will pay the difference. In the meantime, buyers and sellers can continue to rely upon the excellence and the effectiveness of service EXIT's agents deliver. "Through training, support, and technology, we deliver on our promises to our clients, and we are able to ensure our individual agents to succeed. For me, that is what real estate has always been about — helping others to succeed."

John M. Bevilacqua

Broker/Owner | EXIT Realty Capital's Choice | Latham, NY

518.396.5850 | johnb@ercclatham.com | www.exitrealtycapitalschoice.com | www.joinexitny.com