



When three powerhouse real estate experts team up to bring together their individual strengths in construction, development and traditional real estate transactions, the outcome is the creation of an entirely new type of real estate team. That is precisely what happened when Paul Carpio, Derik Palmieri and Christopher Pillari decided to join forces. They launched the aptly named Elite Group New Jersey out of Keller Williams City Life JC, and focus on both Bergen County and Hudson County, with a special emphasis on residential new construction and redevelopment, and commercial development.

According to Derik, Paul Carpio was already a household name in terms of success in construction and development. Concurrent with his work with traditional buyers and sellers, Derik originally served as Paul's agent, helping to find flips for him, along with other developers. In time, they brought their licenses to Keller Williams City Life and formed The Carpio Palmieri Group. Meanwhile at Keller Williams City Life, Christopher had built a thriving, and highly regarded business as Pillari Properties, and had established himself as the real estate agent of choice for countless buyers, sellers and veteran reputable builders.

Having heard about each other's respective groups and having mutual builder contacts, it became increasingly clear that they shared a common goal that set them apart from others. When they started discussing the idea of forming an entirely new type of real estate team, a whole lot of planning went into the decision. "Our goals are long term," explains Derik. "We are big picture by design." Paul elaborates, "We are looking to get into bigger developments for ourselves, while building a large book of builders to represent. It's what the three of us are best at, so our business plan revolves around developing real estate." Christopher agrees, "Paul, Derik and I share a vision that I instantly recognized after meeting them. I knew that the three of us could build something that no other traditional agent had done, and create an experience for the client that encompasses all aspects of real estate."

Paul explains further, "A majority of builders and developers don't feel comfortable with most agents, wholesalers or anyone bringing a project to the table because they feel their interests aren't being considered. We understand their concerns since we build and redevelop ourselves. We want to build lasting relationships. Our vision is to build a business that lasts for generations and becomes a respected leader in the real estate industry."

"We want to build lasting relationships. Our vision is to build a business that lasts for generations and becomes a respected leader in the real estate industry."

Their reputation for integrity indeed precedes them in many of their meetings with buyers, sellers, builders, and developers. "Recently, we advised one of our developers to pass on three different properties," Derik explains. "A \$1 Million sale isn't worth it to us if it's only going to be a one-off. Our success is contingent on our clients' success, and we're more interested in protecting that than getting an immediate commission. We are looking for long-term relationships by doing what is in the best interest of our clients."

Paul adds, "We understand that side of the business more than most agents, from construction budgets to financing placement and cost. We provide a unique model that changes the misconception builders and developers have. We are in the trenches every day finding great opportunities for our team to build and develop. We practice what we preach which makes it advantageous and convenient for others to work with us, as our vision and needs are the same."

This unique model includes a detailed OM that includes financial, construction and market analyses, presented in a builder/developer language. Derik explains, "We have been doing this long enough to where we can break down project costs to a high degree of accuracy, which is the first step to impressing these types of clients."

While the team is committed to helping developers and builders, they remain steadfastly dedicated to continuing to provide premium service to traditional buyers and sellers as well. "We spend an enormous amount of time, money and effort marketing our clients' listings," Derik says proudly. "Our marketing is top-notch."

In addition, the three top producing agents take their

role as mentors to newer agents very seriously and have been selectively adding to their team. Those who aren't interested in learning the construction and development side of the business need not apply. "We want agents who see the bigger picture and are committed to learning the other aspects of the business. It is a huge advantage in real estate to understand construction," says Derik. The Elite Group New Jersey currently consists of its three founders, Paul, Derik and Christopher, along with three young, successful and growing agents: Steven Betancurth, Elizabeth Ocampo, and Ekaterina Marciante. Rounding out the team is their full-time admin/team manager, Daniela De Bari. "Everyone on our team has excelled in the industry and represents what we are building in a brand," Paul explains. "We also wouldn't be where we are today without the great support of Keller Williams. The leaders of the company provide us with great opportunities to succeed and expand our business much quicker than at other brokerages."

Not surprisingly, as far as the future is concerned for Paul, Derik and Christopher, the sky is the limit in terms of where the team is headed. "We love real estate, both the residential and investment aspects. It's challenging and every day is different. We are looking forward to continuing to establish ourselves as both the residential and construction real estate team of choice in New Jersey," says Derik. "We are looking to build a business that can be tailored to every individual client, whether it is helping sell a home, finding or building a home, consulting with investors, or simply assisting with a new kitchen renovation," Christopher continues. "We are also looking to expand into larger development projects and having a property management division to help service some of our larger apartment building projects. We are looking ahead and we are all passionate about our vision."

The Elite Group New Jersey

Keller Williams City Life JC | Jersey City, NJ

201.685.4244 | [www.theelitegroupnj.com](http://www.theelitegroupnj.com)