



Jim Wade grew up in a family of real estate professionals, watching both his mother and father make their mark on the industry. After graduating from college with a degree in mechanical design, Jim honed his experience in the corporate world for seven years. Then in 1992, he was ready to pursue new professional horizons and the idea of transitioning to real estate was a natural fit. Jim moved to Florida and joined forces with his parents, and his two brothers soon followed suit. Today, Jim and his family comprise The Wade Team of EXIT Realty Leaders, having expanded their business under the banner of EXIT Realty Corp International.

With two offices based in Beverly Hills and Crystal River, Jim and his team serve Florida coast to coast. With roughly 50 agents on his roster and a talented staff that oversees lead generation, social media engagement,

and transaction coordinating, Jim and his team offer a range of services and specialties that span the Sunshine State, with a proficiency in REO management, as well as residential purchases and sales. What's more, the family business also owns a title insurance company, which allows Jim and his team to see clients through, from start to finish.

While Jim's lengthy tenure in the industry is well-established, so too is his track record of success. Approximately 80% of his business is generated by repeat and referral clientele — the highest form of praise a client can offer. "The service we offer is personal," Jim says. "Because our team is well-trained and staffed by amazing people, there are huge benefits to working with us. We're also passionate about helping people make one of the most important decisions and largest investments of their lives."

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When it comes to listing property, Jim and his team leave no stone unturned. In addition to tailored marketing campaigns crafted by the team's dedicated social media marketing specialist, listings also benefit from custom websites personalized for each property. What's more, geolocation technology and targeted traffic ensure that the most up-to-date technology is applied to promote properties headed to market. Likewise, Jim is sure to tap his extensive sphere of influence when drumming up interest in a property, as his decades in the area and industry allow him to cast a wide net. "What keeps clients coming back to us is our service," Jim explains. "We believe in making every client feel important, assuring them that their investment is worthy of our fullest attention — because it is."

Jim and his team's efforts haven't gone unnoticed. Along the way, they've accrued a host of accolades and designations. For the past seven years, they were voted the Best Real Estate Company in Citrus County, an honor Jim especially values, since voters are comprised of past clientele. The Wade family and EXIT Realty Leaders were also among the first EXIT Realty Corp International pioneer franchises back in 1999, and they've gone on to successfully leverage their banner company's global reach. The Wade Team has also won recognition in the Sapphire Circle, highlighting teams that conduct over 250+ transactions, and they've consistently won Top Producer awards, as well as Bronze, Silver, and Gold distinctions for their service. "As the broker, I enjoy watching my REALTORS® succeed in their businesses," says Jim. "We strongly believe in lifting up others and fostering a family-like

atmosphere within our offices. Because of EXIT's unique formula, we are built to make sure others succeed — 10% sponsoring residuals ensure that. While we are naturally competitive, we also break away from the typical combative nature that you often find in real estate."

To give back to the community they call home, Jim and his team are active in a number of charitable and civic causes in the area. They give regularly to local schools, as well as to the area's YMCA basketball and soccer teams. They sponsor the Crystal River Rotary, Kiwanis Club of Citrus County, the local Chamber of Commerce, the Floral City Strawberry Festival, and the Crystal River Manatee Festival. In his remaining free hours, Jim enjoys time spent with his family and loved ones, and cheering on his favorite sports teams, the Arkansas Razorbacks and the Florida Seminoles.

Looking ahead, Jim has plans to continue growing his business, building upon the real estate expertise of his parents who have been active in the local industry for more than 30 years. He also has plans to continue expanding his services through additional opportunities in REO management in the Daytona Beach area. For now, Jim and the team will continue to serve clients with the superlative level of care that they've built their family business upon. In reflecting on his favorite part of his career, Jim says, "I love working with people and helping make their dreams come true. It's a wonderful thing when buyers and sellers are happy and reach their goal. I'm proud to be a part of that."

Jim Wade

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