

# featuredagent

magazine



AUSTIN  
BERGMAN



# AUSTIN BERGMAN

Living an authentic life sounds aspirational, but getting to that point isn't always all rainbows and roses. Just ask Austin Bergman of the Carroll Group at Compass, and he can tell you firsthand just how difficult it might be. But he can also tell you just how sweet the outcome is.

Upon purchasing his first home at the age of 19 with the gal who would later become his wife, Austin was a bit disappointed in the level of service they received from their real estate agent. Immediately upon closing their transaction, both Austin and his then-girlfriend decided to get their real estate licenses and went on to open their own brokerage in their hometown in Virginia. They married, had children, and found great success in the industry as the #2 brokerage in Richmond, all while Austin was concealing the fact that he was gay. After 17 years, Austin decided enough was enough. He came out to his family and colleagues, and when he did, his life changed drastically. "It was not easy, Austin stated.

"In fact, it was very traumatic but I knew I had to do it in order to live my authentic life."

After the upheaval, Austin packed his bags and headed south to Fort Lauderdale, Florida, where he teamed up with high-end broker, Chad Carroll. "I wanted something different. I didn't want to go back to being a hamster on a wheel like I was in Virginia," Austin said. "Moving here was a joy! Chad took me under his wing and it was like a dream come true. I finally realized who I was meant to be."

Today, Austin has achieved astonishing success in the luxury real estate market, but it's taken a lot of hard work and resilience to get there. When your average sales price hovers right around \$2.5 million, your clients expect a bit more than your run-of-the mill marketing strategies, and that's right up Austin's alley. He recently acquired a listing for a home that boasts a 140-thousand





“I’ve always been eccentric, but now when I get an idea, I really run with it.”

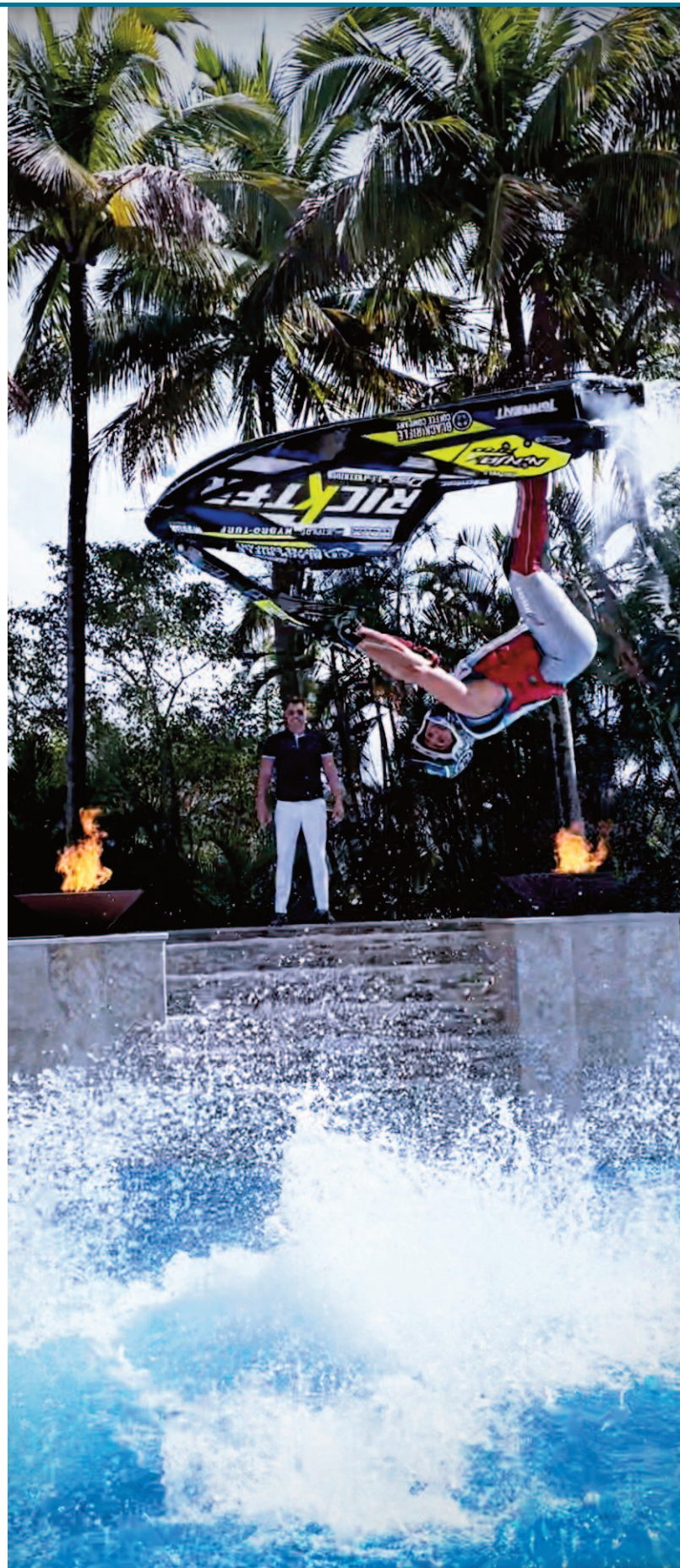
---

gallon swimming pool, and what better way to show it off than to film an Olympic jet skier doing backflips in the pool? “The things I do to market a property are things no other agent would even think of,” says Austin. “I’ve always been eccentric, but now when I get an idea, I really run with it.”

Believing wholeheartedly in his authenticity in life and in business, he also credits his honesty as a reason for his success, as well as his high level of referral and repeat business. “I’m a truth-teller. You can never be successful in this business by lying and cheating clients,” he explains. “I’m not one of those people who will say anything to get a deal. I will always tell the truth.”

Although he has been the recipient of countless awards and accolades throughout his many years in the industry, Austin gets more personal satisfaction from helping other real estate professionals with advice. He created the networking group, Business Networking International, to connect real estate professionals and small business owners as a way of generating referrals for each other. “As a real estate agent, you want to teach clients to call you first whenever they need a business referral. This group is like a walking, talking Rolodex,” says Austin. “There was nothing like this when I moved here so I created it myself.”

Additionally, Austin authored a book entitled, “You. The Real State of Life,” that tells his story of overcoming his own adversity to become exactly who he was destined to be. The book is meant to be an inspiration to anyone, in any industry, and in all walks of life. He is also involved with SMART Ride, which is a two-day, 165-mile bike ride from Miami to Key West that donates 100% of the proceeds to those affected by HIV/AIDS in Florida.







“I’m excited to show people what it takes to be a good real estate professional and how to dominate in your area.”

When he’s not busy with work, Austin enjoys spending time with his boyfriend and their Goldendoodle, hanging out at the beach and enjoying all that Florida has to offer. He also loves to entertain friends with massive parties at his home or on his boat, and enjoys spoiling his clients with fun gifts as a way to say thank you.

Looking ahead, Austin is excited to see the premier of the reality series he is currently filming, “Beyond the Closing,” with Kevin Harrington of Shark Tank. The series involves 10 real estate agents competing over a 90-day period. “It’s not just about sales, it’s more of a

story about how we conduct our businesses and what we do after the closing,” Austin stated. “I’m excited to show people what it takes to be a good real estate professional and how to dominate in your area.”

More importantly, he simply wants to continue to share his story of hope and authenticity with others. “I really just want to spread the message that you cannot be you until you are YOU,” says Austin. “I used to wake up and hate the person I saw in the mirror. Now, I wake up and laugh my butt off because I can’t believe this is the life I get to live!”

## AUSTIN BERGMAN

THE CARROLL GROUP | COMPASS | FORT LAUDERDALE, FLORIDA

954.913.5357 | [AUSTIN@THECHADCARROLLGROUP.COM](mailto:AUSTIN@THECHADCARROLLGROUP.COM)

[WWW.THECHADCARROLLGROUP.COM](http://WWW.THECHADCARROLLGROUP.COM)