

John W. Loewy, ABR

SENIOR REAL ESTATE EXECUTIVE

EXECUTIVE PHILOSOPHY

KEY ACCOMPLISHMENTS

- Recognized by *The Wall Street Journal* and *Lore Magazine* as 46th in the nation (Top 200 out of 1.4 million) for closed transaction sides (November 2007).
- Featured on the cover of *Savvy Executive*, Volume 5, Issue 1, 2006.
- Recognized by the Greater Tampa Association of Realtors as the number one independent agent for closed transaction sides.

TRAINING / SPEAKING EXPERIENCE

- REACT Online Sales & Recruitment Training
- Trained tens of thousands of real estate agents throughout the United States and Canada.
- Trained hundreds of brokers/owners and regional owners/directors on agent recruitment, office mergers, and franchise sales prospecting.
- Announcer, 2015 EXIT International Convention
- Opening Act for John Pinette, 2013 EXIT International Convention
- Keynote Speaker, 2012 EXIT International Convention
- Breakout Speaker, 2005, 2006, 2011 Exit International Conventions.
- Guest Speaker, Tampa Bay Area Relocation Council (2007).
- Emcee, Tampa Bay Realtor Builder Expo (2006, 2007).
- Guest Speaker, University of South Florida, Alumni Association (2006, 2007).
- Keynote Speaker, Moffitt Cancer Center, 20th Anniversary Celebration (2006).

REAL ESTATE EXPERIENCE

CEO/BROKER, Align Right Realty, Tampa, Florida (2017-Current)

- Recruits, trains, and mentors agents to achieve success in real estate.
- Oversees all office operations.

PRESIDENT, Signature Real Estate International, Las Vegas, NV (2016-2017)

- Launched a new brand and sold 8 franchises in 4 months.
- Mentored new and existing brokerages in office growth and development.
- Developed company marketing.

CEO / BROKER, Exit Extreme Realty, Extreme Mortgages, Tampa, Florida (2004 – 2009)

- Grew the business from one office with three agents in 2004 to three real estate offices with 300 active agents.
- Recruited 500 agents in just under 4 years.
- Personally awarded first place in sales volume (\$30+ million) and transaction sides closed (161) in 2006.
- Personally placed second in the state for listings taken (290) in 2006, and third for gross closed commissions.
- Brokerage consistently closed 100+ transaction sides per month and an average of \$200M in total sales volume per year.
- Brokerage was consistently ranked one of the Top 5 in the state out of 160 offices, and one of the Top 10 offices in the corporation out of 1,200 in North America.
- Winner of the 2007 Esprit de Corps Award—one award given by EXIT International per year.
- Named Fastest Growing EXIT Franchise in the state out of 160 offices, and third fastest in the entire corporation in 2005.
- Recognized with the Rising Star Broker of the Year Award in 2004.

John W. Loewy, ABR —Page 2

SALES REPRESENTATIVE, US Homes, Tampa, Florida (2003)

- Successfully sold more than \$7 million in new single-family homes located in a gated, country club environment.
- Sold out the town home community in less than three months, selling 150% more than the competing sales representative.

DIRECTOR OF MARKETING (2001 – 2003), SALES REPRESENTATIVE (2001)

Citrus Hills Development, Fernando, Florida

- Hired and trained new lifestyle coordinators to entice potential customers via off-site marketing programs, and then assisted them in transitioning to real estate sales.
- Sold full-custom homes valued from \$200,000 to \$3.1 million for the largest builder in the county.
- Managed the Belmont Hills model home community in a country club environment with three golf courses, clubhouse, and related amenities.
- Worked closely with buyers by listening carefully to their needs, planning custom features, and making design suggestions.
- Succeeded in closing one out of four shoppers, exceeding quotas by 150% every month.

SALES REPRESENTATIVE (2000 – 2001)

Creekstone Homes, Colorado Springs, Colorado

- Sold new homes ranging from \$160,000 to \$350,000 to prospective buyers in an upper-middle-class neighborhood.
- Sold more than \$6 million in only five months, consistently achieving top salesperson every month.
- Created traffic through an innovative website, postcard mailings, signage, and sales flyers.
- Shopped the competition monthly to compare incentives, pricing, and sales volume.
- Ensured that model homes were always in top condition and ready for customer traffic.
- Hired, trained, and provided constructive feedback to a new sales assistant.

OWNER / BROKER (2000 – 2001)

1st Capital Realty Inc., Colorado Springs, Colorado

- Started an independent real estate agency to resell homes in the Colorado Springs market.
- Succeeded in selling all listed homes within thirty days; managed more than 45 properties.

REGIONAL SALES MANAGER (2000)

Capital Pacific Homes, Westminster, Colorado

- Managed new home sales ranging from \$200,000 to \$500,000 in six subdivisions across Colorado.
- Achieved top salesperson statewide within 45 days of hire through aggressive sales techniques, positive energy, and effective follow-up.
- Recruited, hired, trained, and supervised an assistant and 12 salespeople and provided constructive feedback.

John W. Loewy, ABR —Page 3

COMMUNITY MANAGER (1998 – 2000)

Rocky Mountain Homes, Colorado Springs, Colorado

- Demonstrated features and benefits of new homes ranging from \$120,000 to \$180,000 in three subdivisions.
- Closed one out of every four qualified buyers on the first visit; closed one of the remaining three within 30 days through effective follow-up and exceptional customer service.
- Increased net sales by 180% in two years; sold more than \$8 million in 1998 and \$11+ million in 1999.
- Accomplished more net profit than the sister company, Hallmark Builders, with half the staff— personally sold 81 homes in 1999, compared to the average 35 homes per salesperson.
- Built long-term working relationships with a local realtor base of 150 agents.
- Hired, supervised, trained, scheduled, and provided feedback for two sales assistants.
- Developed print, radio, and television marketing campaigns; managed a \$60,000 annual advertising budget.
- Placed advertisements, negotiated media pricing and terms, designed advertisements, and evaluated campaign effectiveness.

COMMUNITY MANAGER (1997 – 1998)

Richmond American Homes, Colorado Springs, Colorado

- Assumed responsibility for the Colorado Center location—one of the slowest sales locations in the company,
- Grew sales in only six months to number one in Colorado Springs. Homes ranged from \$130,000 to \$180,000.
- Closed out the Gateway Vista subdivision three months early.
- Honored with the Homebuilders Association 1997 Silver Award for achieving \$4.8 million in sales.
- Selected as top salesperson for four months.

REALTOR (1996 – 1997)

McGinnis Better Homes and Gardens, Colorado Springs, Colorado

- Sold \$1 million in resale homes in the first year through effective marketing and promotion.
- Developed client contacts through farming, door-to-door, and mall kiosk sales.

SALES SUPERVISOR (1994 – 1996)

MCI Worldcom, Colorado Springs, Colorado

- Successfully sold cellular telephones, pagers, and accessories.
- Managed the Citadel Mall retail kiosk and ensured revenue goals were consistently exceeded.
- Recruited, hired, trained, and supervised three sales representatives.
- Set up merchant account and checking accounts; made initial marketing recommendations.
- Selected as top salesperson for the division every month.
- Handpicked to fly to the Memphis, Tennessee, and Springfield, Missouri, stores to train their salespeople, who subsequently achieved 150% increases in sales the months after training.