

THOMAS J. CRIVELLO

BROKER/OWNER

TOMMY CRIVELLO REAL ESTATE GROUP

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What distinguishes your approach to business?

My approach to business is simple; I answer my phone, I show up on time and I give my very best to each and every client. If someone has entrusted me with selling their property, I don't just put the property in the MLS and hope it sells. I lay out a business plan which is tailored to every property. I provide professional photography, drone aerial views, interior/exterior photos, twilight shots, and video/virtual walk through. If the house is vacant, I virtually stage each room to show its full potential. For vacant land I provide drone shots with house renderings for visual reference. No lockboxes...either myself or one of my agents accompany all showings. I like to be able to explain all the features of the property and answer any questions the buyer may have.

What gives me a competitive advantage over my competition?

My faith, military training and attention to detail are my greatest assets. I wear "three hats". My first hat - I have been in the construction industry for over 30 years and involved with all types of home construction. I can easily identify the quality of materials used in the construction process. In 2002 I became an appraiser. By 2007 I owned the largest appraisal firm in Broward County. This is the second hat I have worn. I can evaluate a property from a collateral point of view, the way the bank looks at it. Everything is fact based, no guess work. My final hat is a salesperson. In 2009, I transitioned to a full-time Realtor. Since then, I have sold over \$333,863,000, and have participated in 375.5 transactions. In 2022, I ranked #23 out of over 15,000 Realtors in Broward County with 31.5 transactions. This year, I have sold over \$33,000,000 from 19 transactions, I am currently ranked #25.

