

TOP AGENT MAGAZINE

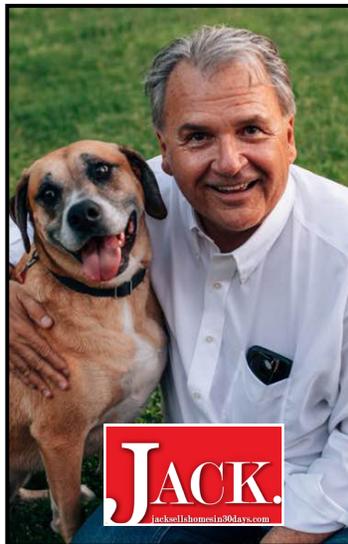
JACK RYAN

Jack Ryan is a true veteran of the real estate industry. Since earning his license 26 years ago, he's experienced it all—the market ups and downs, the highs and lows of the business—yet he remains fresh, current, and successful. It all began in the late 90s when he found himself in between jobs, selling clothing in Tuscaloosa, Alabama. “I viewed the Carlton Sheets program, and he taught me how to buy investment properties for no money down, so I bought three houses,” he recalls. “I decided to pursue my license and get into the business full time.” He went on to join a local builder's team. “And that's what made my career,” he asserts. “The owner took me under his wing and taught me the ins and outs of the business.”

Jack admits he's reinvented his business several times to keep up with the market but ultimately created Jack Sells Homes in 30 Days for Re/Max Premiere Group, serving Tuscaloosa County. “My listing clients average selling their homes in less than 30 days for over 99% of list price,” he says. With an annual volume of \$10 million, Jack's business is 100% repeat and referral clientele. He owes his continuing success to his outsource team, a selection of local vendors he brought together. “I outsource all of my business to my group, everything from professional photography to staging to lenders to repairs,” he explains.

He believes it's his friendly attitude and dedication to his clients that keeps them coming back. “My commitment to the highest level of excellence possible has helped me build a remarkable track record of delivering high quality results,” he says.

It's not surprising that Jack receives stellar reviews for his esteemed work ethic. One client recently wrote:



“5-Star Service from Jack Ryan is way too low of a rating. Jack is a straight shooter who goes above and beyond. He's a Realtor who tells you the truth about properties and that can be hard to find. Jack assists in the whole process. From the search to the loan approval to the negotiation to the close, Jack was there. Even introducing us to other local businesses that are helpful for a family moving to a new area.”

“It's a combination of my past experiences that's made me who I am today,” he observes. “Carlton Sheets taught me how to think outside the box, and my builder mentor taught me all about the negotiation process. I now use this knowledge to help my clients attain their real estate goals.”

Jack reaches out to his clientele via Facebook. “It's a great way to connect and see how they're doing,” he says. He also utilizes social media as well as the MLS and the top affiliate sites to market his listings. “I have all of the best tools, including professional photography, drone videography, and virtual walkthroughs, to showcase my properties,” he explains.

Jack believes it's important give back to the community and has been involved with the local real estate board as well as with several local charities. “One of my biggest campaigns was funding Bark in the Park Festival to benefit a quality park for dogs and their families,” he says.

Jack has no plans to retire any time soon, “I plan to keep working, so I will continue to stay on top of real estate and marketing trends to remain relevant and better serve my clients,” he says. “After all, helping people is what it's all about.”

To learn more about Jack Ryan, email jackryan44@gmail.com, visit jacksellshomesin30days.com or call (205) 886-0187