

One Stop Shop Helps EXIT Realty N.F.I. Change Lives

Pensacola, Florida (**Grassroots Newswire**) **May 11, 2021** --With everything under one roof from real estate assistance to closing, EXIT Realty N.F.I. is setting themselves apart while helping change lives.

EXIT Realty N.F.I. Owner/Broker Ranae Stewart, based in Pensacola, said her business is unique because they have all aspects of real estate under one roof from residential and commercial assistance, a title company, which she owns, to an in-house lender as well as property and HOA management.

“A new agent can get the support and help they need from a broker, title company and lender so this gives them a big advantage in the market for their clients and the service they can provide,” Stewart said. “For me, our business is special because it is about personal growth and helping others. This is what drives me at the end of the day.”

With 21 years of experience with EXIT, Stewart has seen a lot of highs and lows in the real estate business. When she bought in 2000, it was a good opportunity to grow quickly. And, she did, previously owning regional rights to the state of Georgia growing from three agents to 200. Today, she is sharing candor and honesty which can definitely help others grow their business.

“I’ve had a lot of success and was good in real estate but was not a good human. I wasn’t able to show I really cared. I took a six-month sabbatical in 2016, and, through prayer based on praise, gratitude and love, changed my heart. Today, it is no longer about real estate. It is about helping people,” Stewart said. “The last five years, with a change of heart, has definitely changed my business. The bonds and relationships developed are because people know I care. The word gets around when people know you genuinely care.”

Culture and career opportunity are why she believes in EXIT 21 years later.

“Our competition is all about ego and which team member is doing the best,” Stewart said. “We’ve created a culture that is good for everyone – agents and clients. In EXIT, a rising tide lifts all boats! Why would anyone get into a profession where you don’t have career, where there is no future or retirement benefits or where you won’t grow by not sharing with other people?”

Previously, Stewart said she was in a profession where it was “all about me.” She worked with a doctor on multi-level marketing and was attracted to EXIT because of its single-level residuals and the philosophy of people helping people.

In real estate, usually you are as good as your last deal reflects Stewart and this is where EXIT Realty is unique.

“When I am recruiting people, I am actually offering them a career. Today, with EXIT you can help someone grow and you don’t care if they get ahead of you. Embracing the philosophy of EXIT, you will find a different level of living and it is important to have the right leaders like Tami (Bonnell) and Janice (Petteway),” she said.

And, the residual system is an important difference with EXIT but so is helping people understand you care and are available she says. “This starts at the top. Corporate is always there when I need them and so are Regional Owners Kenny Lynn and Stacy Strobl. This is a huge support system.”

If you are considering buying a franchise, don’t do it alone she advises. “There is a reason some people don’t make it in corporate America in the first couple of years. Within EXIT, there is opportunity and support, more than I’ve had at any other time in my life. Working with our founder/chairman Steve Morris and CEO Tami Bonnell is so enriching, They do care about you. Kenny and Stacy are there when you need them but no one is micromanaging and I love that.”

Most people won’t share secrets or give advice which is a huge difference for EXIT, we are allowed to share and care, Stewart says, and she could never go back to a traditional real estate company.

“My best advice for new agents to be successful is meet strangers, make cold calls and get out of your comfort zone,” she says. “Always begin with the end in mind. What do you want your future to look like. Be a listing machine.”

And, Stewart’s agents are successful. Commercial broker Gary Watson was recognized in February as top sales broker for CoStar, the largest commercial real estate information and analytics provider in the country which tracks all sales and leases nationwide. His work also earned top sales firm status for EXIT Realty N.F.I.

Supporting community is important to Stewart and her team with Habitat for Humanity being one of their annual worthy causes which they support with a golf tournament. Previously, they have raised over \$35,000 which corporate has matched.

Ultimately, Stewart says perseverance and emotional resilience have worked for her.

“With all of my years in real estate, the EXIT system works but you also have to believe. I grew so fast from before the market crashed it was incredible. I’ve always believed EXIT is a better system. The opportunities are endless and amazing. You can’t even imagine. Once you get it, it is definitely a wow moment,” Stewart said.

For more information about EXIT Realty N.F.I., please call 4125683948. EXIT Realty N.F.I. is located at 7139 N 9th Avenue.

About EXIT Realty:

EXIT Realty is a company founded and built on human potential. A full service, forward-thinking, real estate franchisor with offices across North America, EXIT has to-date paid out more than a half a billion dollars in single-level residual income to its associates. The Expert Marketing Suite™ including geolocation Smart Sign™ technology gives sellers an edge in a competitive marketplace. The Focus on Good Health blog promotes wellness at work and home. A portion of every transaction fee received by EXIT Realty Corp. International is applied to its charitable fund. To-date, more than \$6 million has been pledged to charity. For more information, please visit www.exitrealty.com and www.joinexitrealty.com.

