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20/20
REALESTATE

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For a Clear Vision of your Real Estate Needs

Entrance & Parking in Rear

preferred
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highlight

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(Creative Mind Productions)

WALTER
Marchowsky

20/20 Real Estate ...

The future looks sharp for 20/20 Real Estate! Launched three years ago, the brokerage has become one of Philadelphia's fastest-growing real estate companies. With 40 talented agents, three strategic locations, and one incredible support staff, 20/20 Real Estate is on track to close more than \$200-million in 2021.

"At 20/20 Real Estate, we explain the details of the home buying and selling process to clients so that they have a clear understanding of what to expect," says Broker/Owner Walter Marchowsky. "While we have our own vision of success, our client's vision is what's most important. We love helping people reach their real estate goals through a series of well-defined, perfectly executed steps."

Walter's interest in real estate was sparked at a young age. He grew up helping his uncle renovate properties, and when he was 18-years-old, he started investing in real estate. "My first daughter was just born, and I knew I could support her and build generational wealth through real estate," he says. "So I purchased my first duplex in the Frankford Section of Northeast Philadelphia. Then I converted the walk-out basement into another unit, where I lived for a few years while growing my portfolio to include multiple investment properties."

Back then, Walter's goal was to retire at 50. But 50 is just around the corner now, and he's not planning to slow down anytime soon! Three years ago, he launched

20/20 Real Estate as a one-stop shop for real estate needs, including residential sales, new construction, development, and investments. The company also offers property management services like tenant acquisition, leasing, rent collections, maintenance, and evictions.

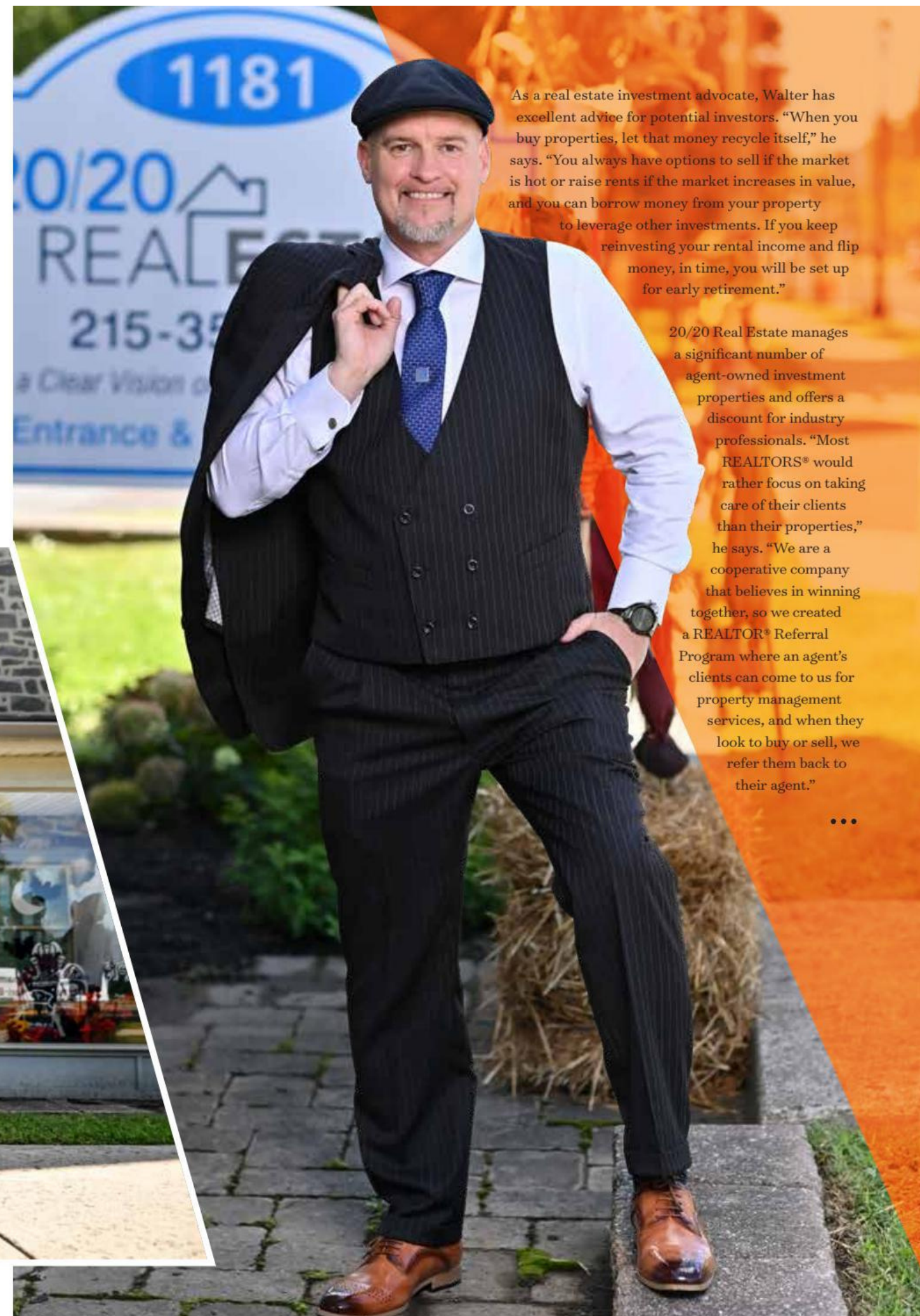
"We are a full-service company, but what really sets us apart is our dedication to providing the ultimate client experience," Walter says. "Utilizing the most advanced technology, 20/20 Real Estate provides seamless transactions while offering old-school, in-person service. We intentionally placed our offices in highly-traveled areas of the city and suburbs for maximum visibility and accessibility. And

we have an incredible, diverse team that reflects the population we serve. Some of our agents are fluent in Spanish, Arabic, or Vietnamese! Our goal is to make the process as easy as possible for our clients while building long-term relationships."

Clients love how 20/20 Real Estate goes above and beyond for them. "We listen to their needs and make sure they understand all of their options," Walter says. "And we are always accessible. It takes self-motivation, time management, and money management skills to succeed in real estate. My best advice to new agents is to develop a marketing plan and a budget. Then stay consistent to see what works best for you."



WE HAVE AN INCREDIBLE, DIVERSE TEAM THAT REFLECTS THE POPULATION WE SERVE.



As a real estate investment advocate, Walter has excellent advice for potential investors. "When you buy properties, let that money recycle itself," he says. "You always have options to sell if the market is hot or raise rents if the market increases in value, and you can borrow money from your property to leverage other investments. If you keep reinvesting your rental income and flip money, in time, you will be set up for early retirement."

20/20 Real Estate manages a significant number of agent-owned investment properties and offers a discount for industry professionals. "Most REALTORS® would rather focus on taking care of their clients than their properties," he says. "We are a cooperative company that believes in winning together, so we created a REALTOR® Referral Program where an agent's clients can come to us for property management services, and when they look to buy or sell, we refer them back to their agent."

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Known for being a passionate, hard-working, family man who has built a successful business, raised a family, and enjoys life to its fullest, Walter says success is finding the perfect balance. “Now that three of my four daughters are adults, and my youngest is about to be 16, my fiancé and I can focus on our careers and take nice vacations,” he laughs. “I have been on the grind since I was 18, and I am looking forward to enjoying some “me” time. But I love spending time with my family and grandkids. We’re very active and enjoy riding ATVs and pontoon boats, fishing, tubing, going to the beach and amusement parks, and having family barbecues where we throw the ball around.”

While Walter makes juggling work and life look easy, he hasn’t lost sight of his original vision to provide an exceptional real estate experience to as many people as possible. “Now is not the time to relax,” he smiles. “I’m looking forward to building 20/20 Real Estate and helping my team grow their businesses. They are a dedicated, determined, hardworking group, and I appreciate every single one of them. I’m also thankful for our loyal clients, who continue to support us with their repeat business and referrals and are the foundation of our future success.”



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