



# nerej

## 2024 Ones to Watch - Industry Leaders: John Ciluzzi, Premier Commercial

November 29, 2024 - Spotlights



John Ciluzzi  
President  
Premier Commercial

Three skills that you use every day in your position:

Listening, clearly communicating to our clients, and negotiating the best deals for our clients.

Best book, podcast, or app for aspiring leaders:

“ALL IN PODCAST”, Best to stay current on all economic, political, tech and social.

Best advice for new leaders in 10 words or less:

“Early to bed, early to rise, work like hell and advertise” Ted Turner.

What recent project, transaction or accomplishment are you most proud of?

The sale of The Provincetown Inn located at the tip of Cape Cod for \$24 million. Our firm was retained in the late summer of 24' and we closed the deal within five months. Buyers from all around the world participated in a sales process that included confidentiality, qualification, tours and bidding rounds. It was one of the most exciting transactions I've ever been a part of and was truly happy for the seller and buyer.

What makes this nominee an Industry Leader?

“John Ciluzzi of Premier Commercial’s perennial ranking amongst Cape Cod’s top commercial real estate brokers in terms of transaction volume and transaction value objectively makes him an industry leader. However, beyond the rankings, John’s decades of experience, professional network, market expertise and negotiating talents set him apart. John has represented my family on multiple transactions and, through his creativity and work ethic, devised bespoke marketing strategies that maximized competitive tension on all of them, which ultimately led to successful outcomes. The level of sophistication and professionalism John brings to transactions is unmatched in the Cape Cod market and results in significant value creation for his clients. John Ciluzzi is the best commercial broker on Cape Cod bar none.” - Ryan Roy, managing member, Sea Captains Row, Hyannis.

What was one of your biggest challenges as a leader and how did you overcome it?

The recession of 2009 was a market that needed incredible patience and adaptability. I learned to assist clients in the worst-case scenarios possible. It was a very difficult time, but it helped me understand how markets can shift dynamically. It’s made me a better businessperson and prepared me to assist anyone in a workout situation.

New England Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540