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2025 Ones To Watch - Rising Stars: Jay Carnevale, Avison Young

May 23, 2025 - Spotlights



Jay Carnevale
Senior Associate

“Thoughtful, intelligent and a terrific teammate, Jay Carnevale is a rising star in our industry. Jay is a broker that wears out his shoe leather, tireless in his efforts to identify prospects and service clients on Avison Young’s North brokerage team. Our team is continually impressed by Jay’s work ethic and his focus on including the team in his pursuits, ensuring that clients receive the best of Avison Young. Jay also gives back to the community. He is a member of the St. John’s Prep Alumni Board and a member of Team Impact’s Young Professionals. We are proud to have Jay at AY.” - John Dolan, Principal & Managing Director at Avison Young.

What’s one challenge you’ve overcome in your career so far, and what did it teach you? The biggest challenge any young broker must overcome is the fear of failing. In my time as a broker since graduating from college in 2020, the Greater Boston market has experienced its challenges. Hi-rise downtown towers and suburban office parks were no longer the epicenter where people went daily to work. Nobody knew what the future would hold, and it’s still evolving day by day. There is no single solution for any one client, and the best part of what we do is use our creativity and market knowledge to procure sensible solutions when times are tough. Difficulty doesn’t deter possibility.

Who has played a pivotal role in your development, and how have they influenced you? My two senior colleagues, Michael Dalton and Jason Levendusky, have been great mentors, demonstrating how to be an effective broker through actions and teaching moments. They’ve been behind me every step of the way, coaching me to convert conversations into meetings into business. I feel honored every day to learn from two seasoned veterans in our industry. They encourage me to be bold in my approach, ask the extra question, prospect intentionally, present the best version of myself, and above all, they’ve shown me that the “old school” approach is still the most effective.

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