

# TOP AGENT

MAGAZINE



BROCK FORKEY



---

*Top Agent Brock Forkey established Real Capital Group Property Management, a company he has owned and operated since 2008, with offices in Albany, Syracuse, Rochester, Buffalo, and Niagara Falls, as well as a corporate office in Schenectady NY.*

---

Whether you are a seller wanting to sell your home or a seasoned investor looking to expand your property portfolio, having the right Realtor can be the difference between happiness and a perennial headache. And if you are conducting that search anywhere in Upstate New York, you won't find an agent with more experience, market knowledge, and real estate acumen than Brock Forkey.

Brock began his career as an investor when he was just 23 years old, buying and selling hundreds of properties between 1999 and 2005. Those properties included both rental properties and commercial buildings such as Laundromats. He began buying and flipping homes in 2005, but recognized the looming recession as those properties became harder and harder to sell. Brock quickly pivoted





to establish Real Capital Group Property Management, a company he has owned and operated since 2008, with offices in Albany, Syracuse, Rochester, Buffalo, and Niagara Falls, as well as a corporate office handling all the back office and the day-to-day operations in Schenectady NY. RCGPM has a

large team to help manage over 900 tenants and \$100 million real estate portfolio.

“We are a full-service management company,” Brock explains. “Our brokerage helps investors buy and sell their properties, and we serve as landlords for their rental units,





---

*"We are a full-service management company," Brock explains. "Our brokerage helps investors buy and sell their properties, and we serve as landlords for their rental units, overseeing maintenance and the day-to-day management."*

---

overseeing maintenance and the day-to-day management. This would be a lot of work for an owner to manage alone, and without the right experience you're going to make mistakes. The value we bring as the region's most experienced property manager is being able to match the right people to a property, knowing that they will be able to pay their rent. We underwrite the tenant; if a tenant defaults, we will find a new one at no cost. If they have to be evicted, we will pay for those costs."

Brock's team includes owner relationship managers, tenant relationship managers, customer reps, maintenance technicians, a finance department, collection manager, leasing department, and a director of maintenance. The leasing department handles showings for the properties in the company's service areas to accommodate the over 5000 people per month who contact RCGPM looking for rentals. For owners who are looking to sell, Brock has a database of thousands of





investors, many of whom are looking to add to their portfolio. RCGPM's business development manager Anthony Campanella receives hundreds of inquiries a month from potential new clients interested in their services. Brock wishes he could help everyone, but has to settle for helping as many as he can.

"I'm very proud of what we've built, adding value to the community by creating a service that wasn't there before," says Brock. "Solving people's problems is very rewarding—it changes their lives. And I love the relationships I've developed with both my staff and my clients."





Brock looks after his community in more basic ways as well. Every year he and his team create a list of tenants who might find themselves having a hard time during the holidays. He takes his children with him to deliver Thanksgiving meals as well as food and presents on Christmas. “We never have to look hard to find people in need. They are all around us, and we will be there for them.”

Brock’s plan going forward is simple. He wants to expand his business in those cities where his company has a smaller share of the market, bring on the necessary people to help manage that growth, and continue finding ways to serve the area he loves.

