

Joe Pavich Jr.

Broker Associate, Realty World J. Pavich

The name you can trust and the leader in real estate

What is unique about your company?

What is unique about me is not only that I can get your home sold for the highest price, but I make this a "Stress Free" process for my buyers and sellers. I have a system in place to take care of everything for my client through the entire process from beginning to end. It starts with getting the home "Real Estate Ready" after the initial meeting with the seller to getting any repairs done after the home inspection and everything in between. When my buyers or sellers hire me, they get me.

How do you describe your management style?

I have three full-time assistants who do not sell homes, but who assist me through the process. My management style is not to micromanage but to trust and delegate accordingly. I truly feel I could not have a better team. Teresa, Caroline and Julie are simply the best. We have a great system in place and we all put the customer first. I couldn't be happier with my team. They are more than just a team, they are like family.

What/where was your first job?

My first job was at Burdines in the Edison Mall in 1994. I sold men's clothing. I really enjoyed this job at the time. I developed many relationships and had many repeat customers.

How do you know you are doing a good job?

By communicating with buyers and sellers through the process and by asking them "How do you feel the process is going so far?" and "Is there anything you feel we could improve on?" After every sale we ask the customer to give us a review online.

What is the most satisfying part of the work you do every day?

The most satisfying part of the work I do every day is knowing my customers are completely satisfied. It is also satisfying for me to come up with a game plan for a client's needs and making it happen.

WHO AM I?

NAME: Joe Pavich Jr.
TITLE AND COMPANY: Broker Associate of Realty World J. Pavich
YEARS WITH THE COMPANY: 18
YEARS IN SOUTHWEST FLORIDA: 29
NATURE OF BUSINESS: Residential Real Estate Sales
EDUCATION: A.A. Business
HOMETOWN: Chicago, Ill.

How do you relax/unwind?

Spending time with my wife Jenn, 8-year-old son Joey, 6-year-old daughter Juliana and 3-year-old son Jacob. One thing I make a point of doing is having dinner with my family every night.

What is the most significant change you've seen in your industry over the last year?

There are always significant changes in real estate, whether it be supply, inventory, demand or interest rate. The real estate market is strong. If the homes are priced right and marketed properly, they will sell.

What improvements, innovations or changes do you foresee in your industry?

There are tons of innovations and changes. Every day someone comes up with something new, but it all boils down to consistent marketing and client base. It is important to learn about all the new marketing tactics and pick the ones that work best for me. I want to stay ahead of the curve, and when I meet with the seller for a listing appointment, I'm doing things that no one else is doing.

How are you responding to changes in the local economy?

The real estate market is always changing. The key is to have the foresight and anticipate the change before it happens.

What's your superpower?

My superpower is the ability to make buying or selling a simple and somewhat stress-free process. I ask the right questions to buyers and sellers. I find the "right" home quickly when working with the buyer and get the "right" price for a seller. Another superpower is my market knowledge of 18 years of full-time real estate experience in Southwest Florida. No matter what price range, neighborhood or area, I know it well. I help people make life-changing decisions on the biggest purchases of their lives. I feel I can be put in any "real estate situation" and come up with a game plan that will get the job done.

How are you recruiting new talent into your organization today?

Mostly by word of mouth and referrals. I look for integrity, honesty, focus, drive, ability to multi-task, ability to take constructive criticism, extremely hard working and always putting the client first.

Who is a mentor to you within your industry?

My Mom and Dad have always been, and will continue to be, the biggest mentors to me. They are the biggest reason I am who I am and where I am today.

What wise words would you tell young people entering the work force today?

Answer your phone right away when it rings and do everything possible to make the client happy. Take constructive criticism and put your ego aside. Learn, don't think you know everything. It's a marathon, not a sprint. Focus on one thing and give it 110 percent. ■



Joe Pavich Jr.



THE NAME YOU CAN TRUST IN REAL ESTATE



J. PAVICH REAL ESTATE
REALTY WORLD



JOE PAVICH JR.

JOE PAVICH, JR.
239.910.0304
WWW.JOEPAVICHJR.COM
JPAVJR@EARTHLINK.NET