

TOP AGENT

MAGAZINE

Joe Pavich Jr.



Back in the late 1990s, Joe Pavich Jr. was in the midst of a career with Enterprise Rent-A-Car. He'd always been interested in real estate, but until then he had never considered the possibility of becoming an agent. He knew he wanted a job that would allow him to be his own boss, affording him limitless potential and creativity. That's when he realized how perfectly his skillset in client care with Enterprise would transition to the world of real estate. Inspired by the challenge of a new professional path, Joe earned his license

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and hit the ground running as a full-time agent in 2001. In his first month, he sold three homes—an early indicator of the many successes still to come. Now, seventeen years later, Joe is an industry leader with the highest sales in the world by *Realty World International* and has received the Chairman Award for highest sales in the World six years in a row in a company nearing 1000 offices across the nation. Joe is a leader, with a reputation defined by knowledge, integrity, and trust, plus a personal touch. To date, he has personally sold more than \$600,000,000 in real estate in southwest Florida's competitive marketplace.

Joe services buyers and sellers across the southwest Florida region. There, he works with the full-time support of a dynamic staff that includes



Executive Administrative Assistant Teresa Thullen, and two assistants, Caroline Bennett and Julie Ciaramitaro. “I have an incredibly talented staff that really focuses on supporting our clients,” Joe says. “We have a seamless process in place, and when I receive a call from a potential client, they meet with me directly. I’m able to handle a high volume of business because I am able to delegate duties to my staff who genuinely cares and we’re able to work closely together to support our clients.” Beyond his collaborative approach, Joe cites industry knowledge and forthright communication as some of the core tenets of his working style. “I listen to my clients,” Joe says. “Whether I’m working with a buyer or a seller, I focus foremost on what my clients’ needs and goals are. I always look at the transaction from their perspective. I always put their needs first and I never sell something to a client that I don’t believe in.” All told, Joe has managed to drive roughly 80% of

his business through repeat and referral clientele alone—a testament to the lasting relationships he nurtures along the way. “We were the first real estate office in Estero, founded by my father in 1997. Mainly, what sets me apart is my branding, time in the market, referral base, and our high level of experience,” Joe says. “I am able to sell a home faster and for more money. We have a great team here and when people work with us, they realize we create a very stress-free process where things progress smoothly. We have three full-time assistants on-call 24/7, so we’re always reachable with immediate responses to whatever questions a client might have. We’re a very hands-on office and that gives our clients a strong sense of confidence as they go through the process.”

When embarking upon the house-hunting process, Joe applies his in-depth local knowledge to ensure buyers benefit from a comprehensive overview of



each locality. “I know every single community in and out,” he says. “When I meet with my clients, I consider what type of pricing and lifestyle they’re looking for, down to the detail—from whether they play golf or want a pool, to whether they’re looking for a single-story home or otherwise. When listing with clients, we discuss their timeline and get all the information necessary to time their transition properly.” In fact, from buyers to sellers, countless clients have shared their winning experiences alongside Joe. One client who sold his house with Joe in May 2018 had this to say about his experience: “I was very impressed with Joe and his team during the process of selling our home. His market insight, strong work ethic, and strong investment in marketing our home resulted in an offer after only twelve days. Joe was always available to answer our questions, and update us on any and all developments. Joe’s marketing is simply incred-

ible, I had my home listed with another agent for one year and Joe sold it in one week. I would highly recommend Joe to anyone looking to sell or buy a home in Southwest Florida.” On the buyer’s side of the closing table, another of Joe’s clients remembered him for his detail-oriented service and above and beyond delivery: “As out-of-state buyers, Joe and his team provided incredibly invaluable local assistance with our second home buying process. He and his team went above and beyond in providing real estate broker assistance. They guided my wife and I through the entire buying process: finding suitable sites, selecting our best choices, financing options, closing process, and even provided incredibly helpful post-closing assistance, like transferring utilities and providing us with an exhaustive list of local service providers. They really made a difficult process pain-free, relaxing, and enjoyable! Joe is top on my list!”



Joe's approach to marketing is similarly detailed and includes a variety of cutting-edge tools that showcase listings in their finest light. Beginning with a home assessment to ensure homes are market-ready, Joe then leverages professional photography, drone video, and 3D Matterport tours to ensure listing presentations are both high-quality and immersive. From there, exposure across the leading online listing platforms and social media, through video postcards, and on Joe's highly-trafficked website ensure online visitors are courted

in style. Whether customizing marketing materials for television, smartphones, magazines, or otherwise, Joe's approach is comprehensive and attuned to detail.

In the community, Joe gives back through a variety of local and regional charities and organizations, including sponsorships for Super Kids, New Horizons, the Florida Stingrays, Alico Family Golf, the Literacy Council, Golisano Children's Hospital, Southwest Florida Family Businesses, and the



American Heart Association's Circle of Red. When he finds spare time beyond the office, Joe most enjoys time spent with his family and loved ones—his wife, Jenn, and their children Joey, Juliana, and Jacob. He also enjoys Florida's idyllic outdoors and staying active.

Finally, with nearly two decades of superlative service under his belt, Joe Pavich Jr. considers what he values most about his chosen path. "Every day is different and that keeps things fun and challeng-

ing. It's so rewarding to meet a buyer or seller's timing on a transaction to make it as seamless as possible. A lot goes on behind the scenes, and we take our roles seriously," he says. "Beyond that, it's incredibly rewarding to build lasting relationships with my clients. People continue to come back to me and work with me because they trust my team and me, and know that I will get the job done. It's so rewarding that my clients rely on me to help make a milestone decision like buying or selling a home."

To learn more about Joe Pavich Jr.,
email pavich123@gmail.com, visit joepavichjr.com,
<https://property> call (239) 910-0304, or visit
his Facebook, LinkedIn, Twitter, Instagram