

# Realty World J. Pavich Real Estate

Taking the stress out of buying or selling a home

## The right questions are key to a seamless process

### WHO WE ARE

**BROKER-ASSOCIATE OF REALTY WORLD J. PAVICH REAL ESTATE:** Joe Pavich Jr.

**NATURE OF THE BUSINESS:** Residential real estate sales, specializing in working with sellers and buyers.

**YEARS IN SOUTHWEST FLORIDA:** We moved to Estero in 1989 when the population of Estero was 800.

**YEARS IN BUSINESS:** 20

**EDUCATION:** AA Business

**HOMETOWN:** Chicago

### How did you come to start this business?

My dad. He started selling real estate in the 1990s and I followed in his footsteps. Years later, I started forming my own real estate team.

### Why should people choose you over your competitors?

My seamless process makes everything stress-free for my clients.

### What is unique about your company?

Not only can I get your home sold for the highest price, but I have a system in place to take care of everything for my client through the entire process from beginning to end, including getting the home "real estate ready" after the initial meeting and making sure all repairs are done after the home inspection. When buyers or sellers hire me, they get me.

### What can our readers expect new from your business in 2021?

New marketing techniques and a new member to my team, bringing us to four excellent assistants: Teresa Thullen, Julie Ciaramitaro, Stacey Hurley and Cindy Zairis. I wouldn't be able to do what I do without them. As I grow, I will continue to grow my team.

### How is running a successful real estate office different than what you thought it would be?

It is about what I expected. You have to give your profession 110%. If you don't, you will not get the results. I am also a firm believer that you pick one career and give it your all.

### How do you know you are doing a good job?

By communicating with buyers and sellers through the process. I ask 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?

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 them to make it happen.

### What is your superpower?

My superpower is the ability to make buying or selling a simple 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.

### Who is a mentor to you in your industry?

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

### What/where was your first job?

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

### What would you be doing if you weren't doing this?

Good question ... Probably thinking about getting my real estate license. I really love what I do.

### What is one thing most people probably don't know about your company?

Realty World is an international company with almost 850 locations. ■



Joe Pavich, Jr., Broker-Associate of Realty World J. Pavich Real Estate

COURTESY PHOTOS

## THE NAME YOU CAN TRUST IN REAL ESTATE JOE PAVICH JR

Joe is a Leader in Real Estate Sales. More importantly, he is a Family Man that built his business on Integrity, Trust and Knowledge. Whether you are buying your dream home or selling your existing home, Joe provides you with that personal touch.



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