

TOP AGENT

MAGAZINE

JOE PAVICH JR.



With a wealth of experience and a natural gift for building relationships with his clients, Joe Pavich, Jr. stands out as a trusted guide in the world of real estate. For 21 years, Joe has been serving his clients while steadily growing his business into a powerhouse in the local market. With a seasoned team of professionals working under him, Joe helps clients new and old achieve their real estate dreams.

Joe serves the surrounding area, going wherever his clients need him. His team, consisting of executive administrative assistant Teresa Thullen and assistants Cindy Zairis, Stacy Hurley, and Julie Ciaramitaro, keep the whole process moving smoothly every step of the way so clients can have peace of mind. “We handle everything for the client,” Joe says. “All they have to do is sign the listing agreement and sign the closing documents, and we take care of everything in between. This is a stress-free process.”

About 80% of Joe’s business comes from repeat and referral clients, a testament to the trust he inspires, with those relationships standing the test of time. “I’ve had the same team for a very long time, and I think it’s refreshing for clients to come in and deal with the same people year after year,” Joe explains. “People know we will go above and beyond for them, and I make each customer feel like they’re my

only sale. Clients know I will always give them the proper advice. We don't just try to make a sale, we guide people to make the right decision."

Joe and his team have systems in place for every aspect of the transaction to ensure a seamless process every time. When it comes to marketing listings, for





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instance, Joe invests in an approach that will ensure optimum exposure. Every listing, regardless of price point, gets the same full suite of marketing materials, from photos to brochures to promotion across various websites, so that a listing will reach as many potential buyers as possible.

Outside of the real estate business, Joe is actively involved in his community, serving in the past as co-chair of the American Heart Association's Circle of Red, and contributing to the Golisano Children's Hospital and the Literacy Council, among others. When he is not working, Joe loves spending time with his

three kids, whether attending their sports games or fishing and boating together.

In the future, Joe plans to continue serving his clients and further enhance the process

to make it even easier for fulfill all their real estate needs. “I think I have the best job in the world,” Joe says. “As my business grows, the important thing for me is not to make a certain amount more, it’s to





continue being able to handle every client like they're my only client." With a positive outlook and an ability to thrive in any situation, Joe loves the challenge of helping

clients achieve their goals. "I love listening to people and finding out what they're looking for," Joe says. "No matter what, I will help them achieve what they need to achieve."



To find out more about Joe Pavich, Jr., call 239-910-0304, email pavich123@gmail.com, or visit him online at joepavichjr.com