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Cover photo courtesy of **Michelle Reed Photography**



If you are interested in contributing or nominating REALTORS® for certain stories, please email us at SWFL@n2co.com.

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FAQ

ABOUT THIS MAGAZINE

By **Andrew Regenhard**, Publisher



If you just made the 2023 Top 500 producers in Fort Myers and are new to our publication, you may be wondering what it's all about... "FAQs About This Magazine" answers the most commonly asked questions around the country regarding the Real Producers platform. My door is always open to discuss anything regarding this community — this publication is 100 percent designed to be your voice, and to connect, elevate the industry, and inspire!

"Nomination: (Name of Nominee)," and explain why you are nominating them to be featured. It could be they have an amazing story that needs to be told — perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, or they give back to the community in a big way. The next step is an interview with us to ensure it's a good fit. If it all works out, we put the wheels in motion for our writer to conduct an interview and for our photographers to schedule a photoshoot.

Q: WHO RECEIVES THIS MAGAZINE?

A: The top 500 agents in Fort Myers. We pulled the MLS numbers (by volume) from January 1, 2022, to December 31, 2022, in the Fort Myers area, cut the list off at number 500, and our new 2023 Top 500 distribution list was born. This magazine is free exclusively to the top 500 agents in the area each year. This year, the minimum production level for our group was \$8.1 million in 2022, based on data reported to MLS.

Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

A: It's really simple — every feature you see has first been nominated. You can nominate other REALTORS®, affiliates, brokers, owners, or even yourself! Office leaders can also nominate Realtors. We will consider anyone brought to our attention. Because we don't know everyone's story, we need your help to learn about them.

A nomination currently looks like this: You email us at swfl@n2co.com with the subject line,

Q: WHAT DOES IT COST A REALTOR®/TEAM TO BE FEATURED?

A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! We are not a pay-to-play model. We share real stories of Real Producers.

Q: WHO ARE THE PREFERRED PARTNERS?

A: Anyone listed as a "preferred partner" in the front of the magazine is a part of this community. They will have an ad in every issue of the magazine, attend our quarterly events, and be a part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One or many of you have recommended every single preferred partner you see in this publication. We won't even meet with a business that has not been vetted by one of you and "stamped for approval," in a sense. Our goal is to create a powerhouse network, not only for the best Realtors in the area, but the best affiliates, as well, so we can grow stronger together.

Q: HOW CAN I RECOMMEND A PREFERRED PARTNER?

A: If you have a recommendation for a local business that works with top Realtors, please let us know! Send an email to andrew.regenhard@n2co.com.



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Welcome 2023 TOP 500 AGENTS!



Dear Real Producers of Fort Myers,

This month, we are announcing the new Top 500 agents in the Fort Myers area. If you're receiving this publication, you are one of them. Congratulations! Many of you have been with us all along, but there are also many who have just made it into the Top 500 this year, based on stellar sales performance in 2022. For those who are new to our community, welcome! If you have any questions about the magazine (perhaps you'd like to be featured?) or our events (you should definitely attend, they're killer!), please don't hesitate to reach out to me personally. I'm looking forward to connecting with agents new to the Real Producers platform and with many whom I haven't had the opportunity to meet who've been here for a while.

In January, we celebrated the 2022 launch of this publication at The Club at Renaissance. Thank you to everyone who came out and joined us. What a fantastic time and a great way to kick off the year! Check out photos from the Fort Myers Real Producers Launch Party on page 14 in this issue. If you missed it, be sure to catch our next event, being scheduled for sometime in May. Keep an eye on your inbox for details!

We look forward to seeing everyone again soon!

Very respectfully yours,

Andrew Regenhard

Owner/Publisher
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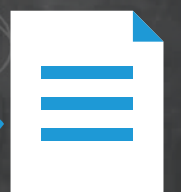
BY THE NUMBERS

HERE'S WHAT FORT MYERS' TOP 500 AGENTS SOLD...

16,299

TOTAL TRANSACTIONS

\$6.5B
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9,741 LISTING SIDE
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FORT MYERS REAL PRODUCERS LAUNCH PARTY

JANUARY 19, 2023

Photos by **Jake Maciosek** and **Samuel Saum**

What a fantastic gathering we had at our big launch party at The Club at Renaissance on January 19th! Thank you to everyone who came out. It was great to see you all! Whoever missed this amazing event ... you need to be sure to catch our next one!

We're very grateful to **The Club at Renaissance** and **Brian Rigsby** for allowing us to host our Fort Myers Real Producers Launch Party at their amazing country club, and for donating a complimentary golfing and fine-dining experience for one lucky winner of our raffle that night!

Congratulations to the lucky winner of our raffle, **Rhonda Keane Milligan**. Thanks to everyone who purchased a

raffle ticket, we raised \$4,500 for the Hurricane Ian Relief Fund!

A huge thank-you, as always, to our wonderful event sponsors: our headline sponsor, **Lauren Maxwell, of The Maxwell Team at CrossCountry Mortgage**; our beverage sponsor, **Woods, Weidenmiller, Michetti & Rudnick**; our 360 photo booth sponsor, **HouseMaster**; our food sponsor, **Venture Title Services**; our show car sponsor, **Jaguar Land Rover of Fort Myers**; and last, but not least, our supporting sponsors: **Moore Lending Group, NRL Mortgage, and JAXI Builders** (boutique high-rise tower, ONE). And, of course, to all of our volunteers, who helped our event run

smoothly. We could not have done it without you all!

Big shout-outs to our vendor partners: **5 Star Valet** for their help with parking; **Lightworks** for event production; **Winfield Street Coffee** for the delicious food; and **Corrafilm** for an exciting video of the event we hope you've seen by now on social media. Our photographers, **Jake Maciosek** and **Samuel Saum**, took fantastic photos of the event. Check them out on the next few pages!

Once again, thank you all for being a part of our Real Producers community. We're so grateful to everyone who came out and joined us for our first-ever Fort Myers Real Producers event. We can't wait until the next one!



For more information on all Fort Myers Real Producers' events, please email swfl@n2co.com.









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From the Desk of the PRESIDENT



By **Mike McGraw**,
President of
Florida Realtors®

FLORIDA MOVES TO ADDRESS ONGOING PROPERTY INSURANCE CRISIS

The Florida real estate market has thrived in recent years, as more and more people move here seeking sunny weather and low taxes. Despite the market's success, a serious problem is threatening to unravel everything — the rapidly rising cost of property insurance.

Deal after deal brings a new set of challenges as home insurance has become more and more difficult to afford. What is even worse is that one of the main reasons policies are getting more expensive is because the major carriers have all left Florida due to the high levels of litigation. Consider that Florida represents 9 percent of all property insurance claims filed nationwide, but accounts for more than 79 percent of all property insurance litigation in the country. Something is definitely rotten in the state of Denmark.

Thankfully, lawmakers recognized Florida's insurance woes and are taking action. After several legislative efforts in the past three years to enact "guardrails" reforming the system, the Florida Legislature, supported by the governor, just took major action in December to create a market that hopefully will entice insurance companies and capital back to Florida. So what, exactly, has changed?

The most significant reform contained in the new law is the elimination of one-way attorney fees in property insurance cases. Industry experts have long blamed one-way fees, which allow the policyholder

to recover attorney fees but never the insurer, for driving up costs that lead to financial losses and higher homeowner premiums. The new law also prohibits the use of Assignment of Benefits (AOB) in property insurance-related claims. AOB is where homeowners "assign" their post-loss insurance benefits over to a contractor who deals directly with the insurance company. Additionally, the new law focuses on helping provide affordable reinsurance, which is important backup coverage, to private insurers.

These changes, along with the deadline for policyholders to report a claim being reduced from two years to one, and from three years to 18 months for a supplemental claim, are intended to help reduce the occurrence of frivolous lawsuits.

Another important part of the new law is a measure that seeks to move policyholders from the state's insurer of last resort, Citizens Property Insurance Corp., into the private market. The state-backed insurer is oftentimes unable to charge rates competitive with private insurers, creating a disincentive for policyholders to get coverage in the private market. The law narrows Citizens' eligibility requirements and requires Citizens' customers, over the next four years, to purchase flood insurance, which is not included in a homeowners' policy.

Lastly, the new law aims to assist consumers when they file a claim with their insurer to encourage

faster payments of claims. Among other things, it reduces the time for insurers to pay or deny the claim from 90 to 60 days, reduces the time for insurers to review and acknowledge a claim from 14 days to seven days, reduces the time for an insurer to begin an investigation from 14 days to seven days, and reduces the time for an insurer to conduct a physical inspection from 45 days to 30 days. It also allocates \$1.7 million for the Office of Insurance Regulation to investigate bad-faith carriers and hire and retain the staff they need to properly regulate the industry.

It's important to note that these reforms likely will not lead to immediate rate reductions for homeowners. Rather, they are designed, at least in part, to draw investments in the insurance market and spur competition.

The sponsor of the new law, Senate Banking and Insurance Chairman Jim Boyd, put it best: "Private carriers, hopefully, and I believe they will, will be thriving ... and want to bring capital to this market. National carriers will want to come back to this market and participate. That drives opportunity. That drives competition, which will drive rates down."



Mike McGraw

Mike McGraw is the 2023 president of Florida Realtors® and a broker-associate with RE/MAX Central Realty of Apopka.

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RECAP OF EPISODES 55-58

EPISODE 55 THE EPIC AGENCY

In this episode, Andrew sits down with Anna Brooks and Joelle Masterson, influencers with The Epic Agency, a dual sided agency that offers services for both brands and influencers. For influencers, The Epic Agency connects you to brands to monetize your platform. For brands, they develop strategies to elevate your internet presence through strategic influencer marketing. Anna and Joelle teach people how to connect and build the confidence to create. They explain the importance of being real and authentic when trying to

build your online presence. Anna and Joelle's strategy is helping people create real and impactful content that will organically grow your social media page and business.

Real Producers and the Epic Agency will be coming together to collaborate on a social media strategy workshop for the real estate industry. Attendance will be limited, and there will be plenty of great tips and tricks on how to create the right content for your business and to see real, organic results.



Andrew Regenhard with Anna Brooks (center) and Joelle Masterson (right)



EPISODE 56 MILES GRIFFIN

Born and raised in Naples, Florida, Miles Griffin, a top-producing agent with The Agency since 2021, has always had a passion for real estate, something that has always been a part of his life. As a kid, Miles watched his father and uncle operate their family business, which was a real estate development company. Miles later decided to join the family business in his early 20s, but after his father retired, Miles had to decide his next move. He attributes much of his sales knowledge to his father and observing him for years within the family business. His father taught him the importance of building urgency when it comes to selling.

In this episode, Miles talks about his experience working for a private club

for close to seven years and how he was able to build long-lasting relationships. His knowledge of the service industry helped shape Miles into who he is today and how he conducts business. Miles explains that he always focuses on detail and implementing the highest quality of service and how this aligns well with his current brokerage firm, the Agency, which focuses heavily on quality service. If Miles could give any advice to a newer agent out there, it would be to dive into the real estate game full force and take the leap of faith. Miles also discusses where he sees himself within the next 10 years — focusing on his family and continuing his path in real estate, as well as growing his business. In the past year, Miles closed on about 10 transactions for \$30 million and has plans to continue growing and moving upward. This past June, Miles and his wife welcomed a baby girl, their first child.



Miles Griffin (left) and Andrew Regenhard



...

EPISODE 57

NICOLE PAOLINI

Preferred Partner Nicole Paolini, with Movement Mortgage for the past year and a half, was born and raised in Western Massachusetts and eventually moved down to Florida in 2011 with her husband and two daughters. Nicole started her mortgage lending career in late 2014, but before working in the industry, she worked for a local online advertising company. Eventually, Nicole wanted to find something with more flexibility and decided to start her career in the mortgage business. One of the primary reasons for Nicole's success is her commitment to customer service. She takes pride in her availability and communication with clients. Now, Nicole's oldest daughter is working

with her, making mortgage lending a family affair. You can hear all about what Nicole has to say about working alongside her daughter in the mortgage industry.

In this episode, Nicole talks about mortgages and the value that she wants to bring when educating her clients. Nicole also discusses the opportunities she sees when it comes to the current market — which is figuring out your process and making sure you stick to it when it comes to your business and how you operate. She also explains the mortgage approval process and how to strategize about growing your business in this market.



Nicole Paolini (left) and Andrew Regenhard



EPISODE 58

SHAY TRASK

Top producer Shay Trask is a Realtor with Gulf Coast International Properties in Naples. For as long as Shay can remember, he always believed he was destined for a career in real estate. Born and raised in Iowa, Shay had the opportunity to witness his father design and build homes and develop new neighborhoods. Shay explains how his father taught him, from a very young age, the importance of hard work. He earned a degree in real estate from the University of Northern Iowa and, in 2013, obtained his real estate license and began building his business in Iowa. In 2018, Shay decided to make the move to Naples and has been enjoying what all this city has to offer.

In this episode, Shay talks about moving down to Naples and how the process was seamless due to him loving the Naples lifestyle. Shay immediately grew accustomed to the area and everything it has to offer. Shay also discusses his passion for cars, which he's had ever since he was very young. Shay is a member of the Paradise Porsche Club in Naples and participates in Crown Rally, an organization that unites hundreds of other sport, luxury, and supercar owners from across the country while raising money for multiple charities.



Shay Trask (left) and Andrew Regenhard

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By **Zachary Cohen**
Photos by **LaCasaTour**



MIRANDA PITTS

Living
(and Selling)
the Florida
Lifestyle

For Miranda Pitts, Florida has always been home. She spent the first five years of her life in Central Florida before moving to Fort Myers. Her family moved to Sanibel Island when she was in middle school and, as an adult, she's lived in Estero, Naples, and now, Bonita Springs.

"I had a really amazing childhood — living on the island, being young and free, out in nature, on the beaches," Miranda reflects fondly. "Florida has always been home."

Miranda lived out her formative years against a backdrop of pristine beaches and blue skies. Although she's witnessed massive changes in Southwest Florida over the past 30-plus years, she is as grateful as ever to call the Sunshine State home.

"Although I didn't always appreciate the lifestyle here as a teen and young adult, I love it and appreciate it again in a whole different way now," Miranda continues.

As a real estate agent, Miranda has the pleasure of selling the Florida lifestyle that has long been a part of her life.

The Entrepreneurial Itch

Miranda was always curious about living an unconventional lifestyle. In ninth grade, she asked her parents to be homeschooled — an approach that was highly uncommon at the time. For Miranda's self-motivated nature, however, homeschooling was the perfect fit.

By 15, Miranda was working as a hostess around her school schedule. Even as a teen, she was driven to work hard.



“I wanted to speed up homeschooling to graduate early because all I wanted to do was work. I loved working. I had a connection with it. All I wanted was to soak up knowledge and learn,” she reflects.

By 17, Miranda was planning her first business. Although her idea for a clothing boutique never panned out, she opened a concierge service at 19.

Over the following years, Miranda settled into a career in retail. She was particularly drawn to working for small businesses offering personalized services. Her last job before becoming a REALTOR® was as a designer for California Closets.

Finding Her Calling

Miranda had long been drawn to the real estate business. She felt it offered many of the things she enjoyed about work — a personalized approach, a focus on relationships, entrepreneurial opportunities, and a connection with the community. So in 2012, she got her license while working in retail management. She sold real estate part-time for the next six years around her other commitments.

“I had the license hanging with my broker as something long-term to go into, but I had no idea when or how I would do that. I had no plan,” Miranda admits. But then, in 2018, something shifted. “Something in me said, ‘Stop pursuing; stop looking. You have what you should be doing. You just have to go after it.’”

In 2018, Miranda transitioned into real estate full-time.

Becoming a Real Producer

Miranda’s temperament and background proved to be a perfect match for the real estate business. Personalized service is her forte. She has a passion

for marketing. She enjoys negotiating deals and solving problems.

Miranda began her career as a solo agent and soon started her own small group, the Deal Is Done Team. Now with Jones & Co. Realty, Miranda closed \$32 million in 2021 and close to \$20 million in 2022, making her the brokerage’s number one agent two years running. Miranda’s partner, Sedrick, is the team’s director of sales and her mother, Sandra, is the team’s client services processor.

“I have an honest approach. I’m prideful. That carries over into my business when I’m assisting someone. I have a high expectation of honesty in the process,” Miranda says. “And I try to make it fun.”

Taking Southwest Florida into the Future

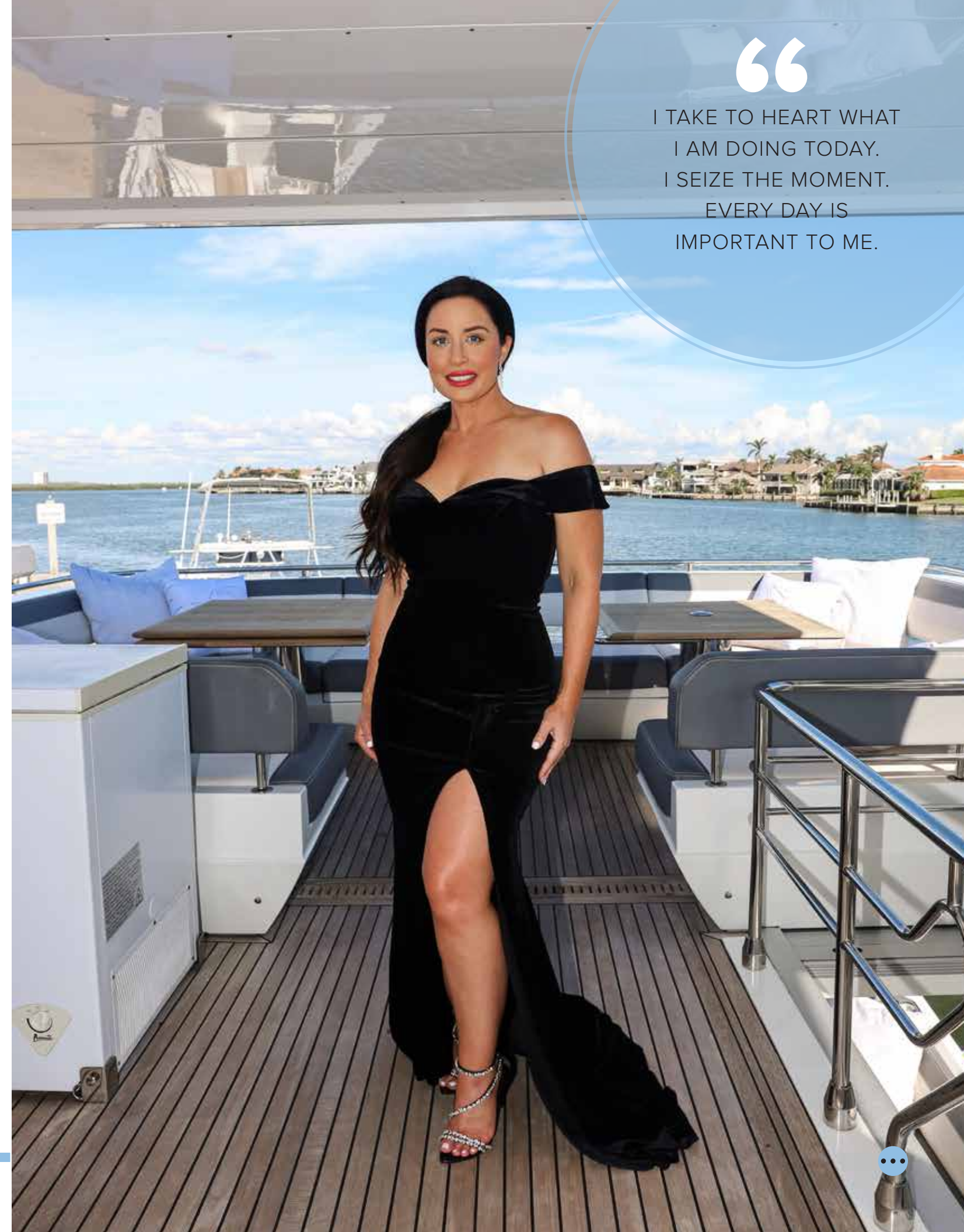
Miranda has had a front-row seat to Florida’s growth over the past 30 years. She believes that the infrastructure is well planned, allowing the beauty of Old Florida to remain



SWFL native Miranda Pitts recently purchased her own boat to further enjoy the Florida lifestyle that she sells.

“

I TAKE TO HEART WHAT
I AM DOING TODAY.
I SEIZE THE MOMENT.
EVERY DAY IS
IMPORTANT TO ME.





vibrant amongst development and modernity. To her, Southwest Florida represents the best of both worlds.

“I think we have an advantage over the megahubs like Tampa or Miami,” she says. “Even with our growth, it’s still done in a way that is authentic.”

Today, Miranda calls Bonita Springs home, which allows her to serve both Lee and Collier counties. She’s enjoying the Florida lifestyle more than ever; she recently purchased a boat and is appreciating everything the boating world has to offer — beauty, relaxation, and adventure.

“Before, I was living here but didn’t go to the beach much. I was always working and striving for something. I didn’t absorb all the amazing things our area has to offer. But now that I sell the whole lifestyle, it’s reinspired me to be an advocate of really living it,” Miranda says.

Moving forward, Miranda hopes to expand her reach into the development world; she’s currently building her first spec home. Personally, she hopes to continue living every day to its fullest.

“I take to heart what I am doing today. I seize the moment. Every day is important to me.”

FUN FACT

Miranda Pitts has diverse interests. For example, she once recorded original hip-hop crossover music with one of Miami’s top producers.

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CHAZ HAMBLING

SWFL POOL PROS



Row the Boat



What I'm driven by is simple: to be better than I was yesterday.

In his 20-plus years as the owner of SWFL Pool Pros, Chaz Hambling has taken on a philosophy made famous by University of Minnesota head football coach PJ Fleck. PJ has coined the phrase, "Row the Boat."

"No matter what happens ... we're going to keep rowing," PJ has said. "However it turns out, we're going to keep rowing... You might have success; just keep rowing. You might have adversity; just keep rowing."

This philosophy has helped Chaz get through trying times with perseverance. It's helped him push forward during times of prosperity. It's also highlighted how important it is to have a strong team by his side.

"When you row, your back is to the direction you're going, so you don't know what's ahead — blue skies and calm seas or rough waters. Whatever happens in life, you put your oars back in the water and keep rowing," Chaz explains. "Everyone has to row at the same time, efficiently, and with strength to keep the boat going straight. The boat is filled with the people

you're doing life with, who you surround yourself with. You have to surround yourself with elite men and women."

As the owner of SWFL Pool Pros, Chaz has surrounded himself with the best of the best. The same is true in his personal life. As a husband and father of five, he is committed to rowing alongside his family, through thick and thin.

"This mantra has been life-changing for us as a business and a family. I have a lot of mouths to feed and a lot of customers to keep

...



Chaz Hambling and his wife, Danielle

to pools to computer repair and IT to gunsmithing. Entrepreneurship is in our blood. It's what we know."

After helping turn around a local pool supply company, Chaz went out on his own to found SWFL Pool Pros at just 19. Over the past 22 years, he's helped the company build a reputation as one of Southwest Florida's most knowledgeable, reliable pool service companies.

One Eye on the Future

Outside the business, Chaz lives an equally busy life. He and his wife, Danielle, have a blended family of five children: Miranda (21), Eric (20), Matthew (15), Spencer (15), and Lucas (11). Danielle joined the SWFL Pool Pros team in 2019 after many years as a nail salon owner.

As his children get older, Chaz has one eye on his next move. In 2011, he brought his family to Philadelphia so his sons could play ice hockey. During this time, he built a successful insurance business in the Northeast — a business he hopes to one day return to here in Florida.

"My compass is pointing to the next step in my professional life. I have two freshman high schoolers and have to get them through high school. After that, I may sell this company and go in a different direction ... returning to insurance," Chaz reflects. "I enjoy what I do and am passionate about what I do. I plan to stay engaged in this business for years to come. At the same time, I'm not

happy, so I'm always trying to be better today than yesterday. I wake up every day thinking, 'What can I do better?' I'm always striving to be better."

Drawing on His Roots

Chaz was born and raised in Fort Myers to a family of entrepreneurs. His father and grandfather ran several bookstores in the area and, later, a car dealership.

"My family has been here since the late '40s, and almost everyone in the family is a small business owner, from concrete to construction



getting any younger. You go through a few back injuries and it gets frustrating on the body."

Regardless of the industry he's working in, Chaz is committed to service with integrity and transparency.

"No matter what, it's about doing what's right by the customer. Period. No matter what. In the insurance world, my job is to surround my clients with a bubble of protection,

and with a pool, we make sure that people are safe and can create memories. We're a support system for their fun time. We have to bring our A game every day so people can enjoy their time."

"It doesn't matter what we do; I will have the integrity and character to do it right every time."

SWFL Pool Pros offers pool cleaning, equipment, repair, and resurfacing. For more information, visit www.swflpoolpros.com.



Chaz Hambling is the owner of SWFL Pool Pros.



▶▶ cover story
By Zachary Cohen | Photos by Michelle Reed

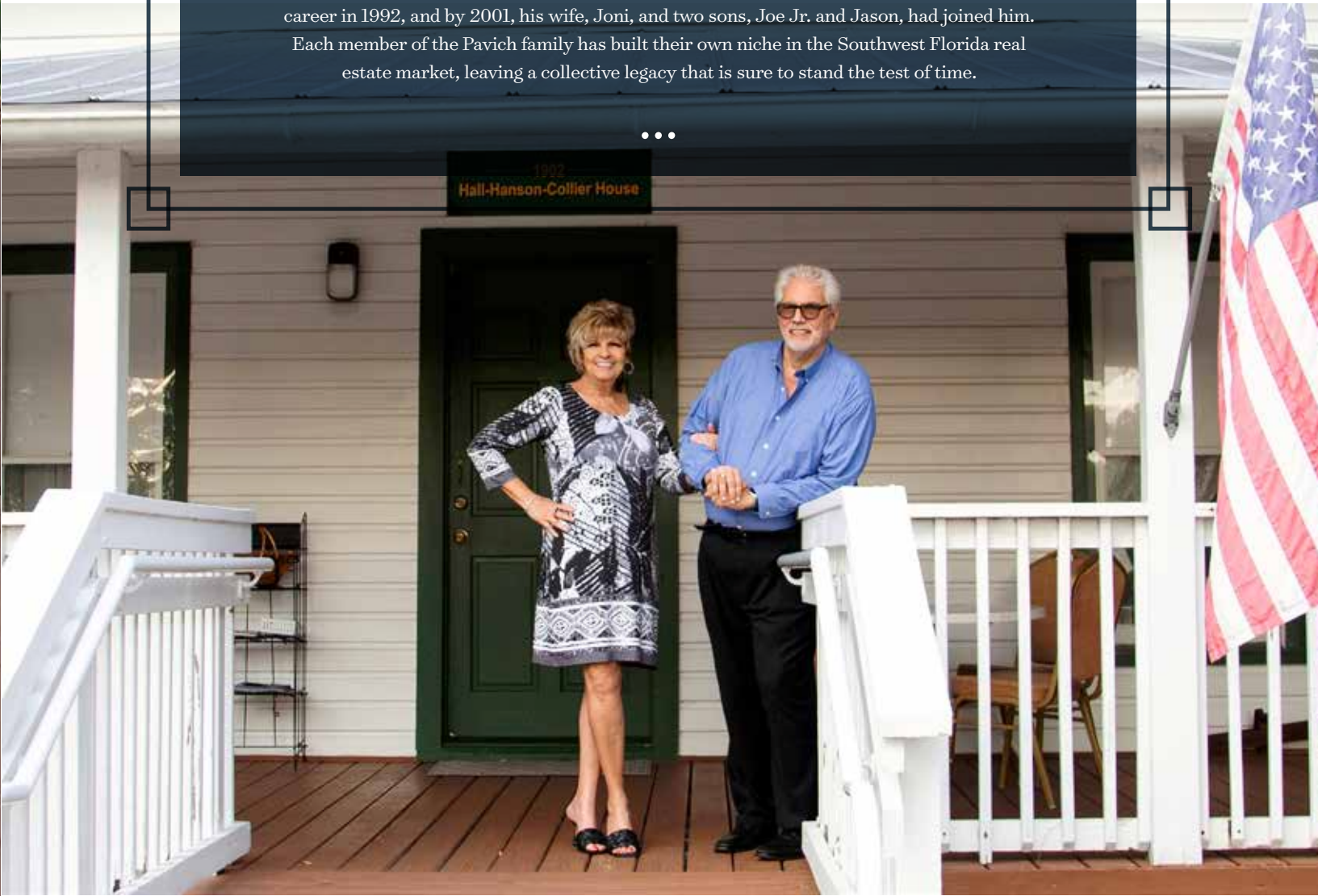
THE PAVICH FAMILY

LEAVING A LEGACY

When Joe Pavich Sr. and his family moved to Southwest Florida in 1989, Estero was still a sleepy town. Joe worked in the auto glass industry, and a career in real estate had yet to cross his mind.

Thirty-four years later, Estero is a thriving coastal town, and as top real estate agents, Joe and his family have played a notable role in the area's growth. Joe began his real estate career in 1992, and by 2001, his wife, Joni, and two sons, Joe Jr. and Jason, had joined him. Each member of the Pavich family has built their own niche in the Southwest Florida real estate market, leaving a collective legacy that is sure to stand the test of time.

...





Joni Pavich and Joe Pavich Sr. at the historic Hall House in Estero.

Landing in Estero

The Pavich family hails from Chicago, where Joe worked as a foreman for U.S. Steel. As the steel industry suffered, Joe transitioned to auto glass sales. In 1989, The Pavich family moved to Estero.

“I remember, in the middle of nowhere, we found Estero High School, a brand-new school. We built a home in Fountain Lakes. There was very little here at the time,” Joe reflects.

In Florida, Joe had intended to continue working in the auto glass industry, but a job he lined up before the move fell through and he was left to scramble to put food on the table. He initially worked four jobs to support his family before re-entering the auto glass business in 1990. In 1992, a chance encounter led him into the real estate business.



Jason Pavich (left) and Joe Pavich Jr. (right)



Joni Pavich joined her husband in the family business in 2001.

“I was sitting at home, watching the Bears game on Sunday. The doorbell rang, and it was the salesman who sold us our house. He said he needed a favor and asked me to sit in the model home,” Joe reflects. “I didn’t know anything about selling houses, but I started sitting the model home and worked myself into a role sitting the model homes on Sundays. When I got a buyer and couldn’t get paid, I decided to get my real estate license.”

What began as a part-time role became Joe’s full-time position by 1996. He helped open the first real estate brokerage in Estero in 1997 in the same location he now runs Realty World J. Pavich Real Estate.

A Family Affair

In the years after Joe Sr. began his real estate journey, his family members slowly joined him. Jason became a REALTOR® first, entering the business straight out of high school.



Joe Pavich Jr. also entered real estate in 2001.



Jason Pavich became a Realtor right out of high school.



Joe Pavich Sr.'s brokerage now has 40 agents. (The Pavich Family, from left to right: Joe Jr., Joe Sr., Joni, and Jason)

• • •

“He took it like a fish to water,” Joe says proudly. “He was the youngest real estate agent in Bonita Springs-Estero REALTORS®, and he did really well for himself.”

In 2001, Joe’s wife, Joni, and his oldest son, Joe Jr., joined the business, too, making real estate a true family affair.

Over the past 25 years, the Pavich family business has taken on different forms, but one thing has always remained steady — the family’s unwavering commitment to their craft. They have built their businesses by building relationships and serving their community.

“We don’t help people buy homes; we help them make good decisions. We have made a good name for ourselves. I started the business, and my kids took it to the next level. The boys have done very well in real estate and continue to,” Joe Sr. says.

Leaving a Legacy
The Pavich family has been a big part

“
We don’t help people buy homes; we help them make good decisions. We have made a good name for ourselves. I started the business, and my kids took it to the next level. The boys have done very well in real estate and continue to.
”

of Estero’s growth. For example, Joe Sr. is a former president of the Bonita Springs-Estero REALTORS® (twice), the Rotary Club of Estero, and the Greater Estero Chamber of Commerce.

“I’ve been involved in Estero since its infancy. I’ve done over 500 transactions in Fountain Lakes over the years. Anything that happens here, we want to be present for — sporting events, holiday events, etc. We love the people. We love the community,” Joe

explains. “We’ve evolved from a small town with cows to a destination, from an elementary school to a university, now here. We are beginning to see more younger families move to this area. I’m the current chairman of what was the Estero Council of Community Leaders, now called Engage Estero. Anything that’s happening here, I want to be involved in.”

Joe envisions turning his brokerage, which now has over 40 agents, over to his sons one day, but that day still lies in the future. For the time being, he remains at the forefront of all things having to do with Estero real estate.

“I like what I do. I will continue to broker the company until the boys want to take it over. But for now, it’s steady as she goes,” Joe says. “I just want to be known as a family man who loves my wife, kids, grandkids, and the people working for me. I want to be remembered as a good, honest businessman — a family man.

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