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Jim Pappas

Service Beyond Expectations

I HAVE BEEN A REALTOR FOR
11 years.

I DECIDED TO BECOME A REALTOR BECAUSE:
My decision to become a Realtor was the inevitable consequence of my long experience and interest in real estate. I have owned investment properties, both residential and commercial, for over three decades. When I decided to sell World Wide Travel, a career in real estate was my first and only choice.

DESIGNATIONS AND MEMBERSHIPS IN PROFESSIONAL ORGANIZATIONS INCLUDE:
Lancaster County Association of Realtors, Pennsylvania Association of Realtors and National Association of Realtors. I earned a ranking as the #1 Realtor in individual sales for all Prudential Homesale Services Group offices for 2009, 2010, 2011 and 2012. My total sales for 2013 exceeded $30 million and recently was awarded Prudential's highest and prestigious honor: Chairman Circle diamond for 2013.

MY WORK STYLE:
I do all my own listing, selling, marketing and negotiations; Lisa Larsen, a licensed PA Real Estate Agent with vast real-estate experience, manages all of my transactions.

MY AREAS OF INTEREST/ EXPERTISE INCLUDE:
I work with a variety of price ranges and types of customers: from first-time homebuyers using FHA financing to million-dollar luxury-home sales, along with business-savvy investors with multiple investment units. My real expertise is working with people and helping them to take steps toward their life goals, whatever they might be.

I PREFER TO REPRESENT:
I am happy to work with both buyers and sellers; my business is comprised almost evenly of both.

A BUYER/SELLER SHOULD SEEK MY SERVICES BECAUSE:
Availability: If the need arises (and I am available), I take phone calls at midnight, while on vacation and even on public holidays. This means that buyers can always connect with me to set up a showing on a new listing and sellers can have their urgent questions answered if necessary, plus will know that any prospective buyer will always be able to set up showings for their property.
Experience: I have seen and successfully navigated just about every situation that can impede a real-estate transaction. I work to cultivate excellent working relationships with all fellow Realtors, mortgage companies, settlement companies and various other real-estate-related services.
Enjoyment: I always try to make the home-buying and selling experience pleasurable for all my clients. There are times when financial or personal distress can make this difficult or impossible, but in the majority of cases, I believe my clients enjoy spending time with me during our interactions, and in many cases long after their transaction is complete.

MY MARKETING PHILOSOPHY:
While I invest heavily in print ads, mailings and open houses, I believe very much in Internet-based marketing. My listings can be found on every major real-estate search engine, and in many cases are showcased and highlighted. I also believe very much in word-of-mouth exposure. Many of my listings have sold simply because I mention them to personal or business relations and other Realtors who I know have clients in a particular price range.

MY COMMUNICATION STYLE:
I have a very relaxed, jocular nature. As long as the transaction proceeds smoothly, my clients can always expect me to greet them with a smile and an easy aura. Lisa Larsen has an excellent system for managing the variety of detailed requirements for a successful transaction, which helps to avoid hurdles and surprises. However, when urgent and important matters arise, I give clients my focused attention until all issues are understood and addressed.

IN MY OPINION, THE KEY ELEMENTS BUYERS ARE LOOKING FOR IN TODAY'S HOMES INCLUDE:
Every buyer is looking for something different in the qualities of their home. However, everyone is looking for a sound investment. Whether you intend to stay for decades, will be moving in a couple of years or are unsure of what the future holds, getting a home at a fair price and having confidence that it will appreciate well over time are unequivocally good attributes for any buyer.

MY INVOLVEMENT IN THE COMMUNITY INCLUDES:
I contribute to various charitable organizations every year, and I sponsor different men's and women's tennis tournaments in the area.



PICTURED: Jim Pappas

CLIENT TESTIMONIAL

"Jim was the agent to buy our first home and then to sell that same home when I had to relocate for my job two years later. As a purchasing agent, he encouraged us to look at as many other homes as possible and was very patient with us as first-time home buyers. As a selling agent, he handled the sale quickly and professionally, even as we were residing in another state. We highly recommend Jim Pappas for both buyers and sellers."

– Matt and Kristen Brower

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