

TOP AGENT

MAGAZINE



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DAVIES

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Jesse Davies always had real estate in his blood, with family history in the industry dating all the way back to 1974. Marking the humble beginnings of what would become a lifelong career, Jesse started out mowing lawns and doing property inspections for the family business to pay off his car. After graduating University, he earned his broker's license and ultimately became the associate broker for his firm. From there, the rest is history. Ten years after his diligent start in the industry, Jesse has amassed a decade of experience, grounding his working philosophy on a commitment to hard work, client-centric care, and creative problem solving.

Jesse primarily serves the southwest Calgary area, specializing in the southwest and northwest inner-city quadrants. He's currently works under the banner of RE/MAX where he leads, mentors, and guides a tightknit team of two other agents, Samantha and Ryan. Since making the switch to RE/MAX a year ago, he's been named a Top 10 Agent for the month of May, a designation reserved for top producers at his brokerage. Today, Jesse works with all kinds of properties across the Calgary region, with a particular affinity for condominiums. In addition to his attention to detail, Jesse operates at the highest level of integrity, navigating every transaction with forthright communication and composure. Accordingly, he has garnered a professional reputation defined by trustworthiness, and his clients know they can look to him for wise counsel as they assess their options. At the root of his approach, Jesse's ultimate objective is to create lifelong relationships with those he serves, and with a sizable 50% rate of repeat and referral business his goal is in his grasp. "I love what I do, and my clients can tell," Jesse says. "I get to know their hopes and dreams and ultimately help them achieve those things. It's rewarding."

As for his marketing efforts, Jesse applies a tailored eye to each property. He provides staging recommendations to his clients to prepare the property for the market and, after identifying and targeting specific demographics, Jesse utilizes mailers to advertise his listings. In our digital age, Jesse has also taken the time to grow a significant following on social media outlets, leveraging this network to advertise and connect with potential buyers. Of course, more traditional efforts like exposure on the MLS and hosting open houses adds visibility in-person and online alike. To stay in touch with past clients, Jesse sends a monthly newsletter to update

people on new trends in the industry, while keeping matters light by including fun diversions, like new recipes and things to do in and around Calgary. In considering what he loves most about his daily routine, Jesse reflects: "I like having the freedom of an entrepreneur, working as hard as you want and the rewards that follow." All in all, Jesse leaves a memorably positive impression on those he serves, who remember him for his loyalty, responsiveness, and the comforting sense that he was never too busy to serve their needs.

In his coveted free time outside of the office, Jesse loves partaking in the joys of family life, spending time with his ten-month-old son, Carter and beautiful wife, Andrada. Together, they enjoy getting out and exploring the outdoors. Jesse also enjoys playing sports—competing in men's hockey, playing on a mixed softball team, and even enjoying the occasional round of golf. As for the future of his business, Jesse plans to continue growing his network and nurturing his team, staying ahead of the curve when it comes to industry innovations and trends. Now, with ten years of insight in his arsenal and a continued passion for the family business, the future is surely without limit for Jesse Davies and his team.



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