

# featuredagent

magazine



**PABLO GALARZA  
AND THE GALARZA TEAM**



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## PABLO GALARZA

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Pablo Galarza's journey in real estate is largely a self-made family affair. In 2003, he earned his license and cut his teeth as an agent, but amidst the tumult of the downturn, he went back to school and earned a degree in business administration. Since then, he's expanded his team to include his wife Maggie, daughter Vivian, brother Hector, and an additional agent, Anthony, serving clients within a 30-mile radius of Oak Lawn, Illinois. What's more, Pablo has cultivated a reputation as an agent known for his professionalism, experience, and personal touch.

Today, Pablo spearheads his tight-knit team of five under the banner of RE/MAX 10. To date, almost the entirety of his business is driven by repeat and referral clientele who trust his expertise and proven track record. As an experienced home-flipper, Pablo

has a developed eye when it comes to spotting a home's truest potential, and he is also well-versed in both the buying and selling processes.

Beyond his individual talents, Pablo also cites the effectiveness of his team and its unique, family-style dynamic. "One of the greatest things we offer to clients is that we all work closely together as a team," he explains. "Our clients are always serviced on their schedule and there's always someone there for them."

Likewise, Pablo's experience means he's able to pair prospective buyers with the right choices in financing, making their dreams a practical reality. "Not only do we offer experience and education throughout the process, we also help clients negotiate their

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contracts competitively, and we know the lenders’ programs and officers,” he says. “That’s a big help. When clients explain their goals to us, we’re able to pinpoint what steps forward are a good fit.”

When listing properties, Pablo and his team account for every detail, including high-end documentation that showcases homes in their most immersive light. From there, visibility is secured across the leading online listing platforms and social media outlets, in addition to word-of-mouth exposure amongst Pablo’s expansive network of colleagues and past clients.

In 2019, The Galarza Team closed 104 sales and was awarded the coveted Chairman’s Award for high production. They’ve also earned slots in the Top 50 Teams within the National Association of Hispanic Real Estate Professionals (NAHREP), and enjoy a Top 1% standing within the Chicago Association of REALTORS.® Whether buying or selling on behalf of clients, Pablo and his team’s focus remain squarely on the individual at the heart of the transaction. “Even after the transaction is over, we stay in touch with our clients. We’re here for life,” he says. “We strive to have a customer-centric business model, and our goal is to always make clients feel comfortable as they move forward. I believe in being trustworthy, communicative, and direct from the get-go, and these values are central for us.” With over 200 glowing client testimonials online and a host of accolades celebrating consistently high production, Pablo and his team are veritable industry leaders.



“The feedback that we get is what’s most rewarding. We want our clients to always feel that they were given the attention they need and deserve, that they were heard, and that we were focused on their needs, above all.”

Beyond the office, Pablo and his team give back through regular client appreciation events, including family picnics, movie theater buyouts, and turkey giveaways, to name a few.

Looking ahead, Pablo intends to keep growth steady as his team and client base develops. “We have a great mix of quality culture and work ethic in our office, and we want to keep growing from within,” he reflects. “We have that family-style environment, and we want to build an office that’s a place our agents want to be.”

Now, with more than a decade of insight, Pablo Galarza considers what he most enjoys about his chosen field. “I really enjoy helping people,” he says. “The feedback that we get is what’s most rewarding. We want our clients to always feel that they were given the attention they need and deserve, that they were heard, and that we were focused on their needs, above all.”



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