

TOP AGENT MAGAZINE

TEREZA DJELJOSEVIC



Driven by a love of the business and a dedication to helping her clients achieve their real estate goals, Tereza Djeljosevic truly stands apart in the world of real estate. Her interest in the industry sprang from a deep-seated passion. “Real estate is something that’s always interested me,” Tereza says. “I always liked looking at homes, especially newer homes, and interior decorating.” With almost 8 years in the business, Tereza brings the expertise and personal touch that her clients appreciate.

As Owner and Broker of A.V.A. Real Estate named after her niece Ava, Tereza primarily serves Oakland and Macomb counties in Michigan, and works with many first-time homebuyers and investor clients. Apart from other sales, Tereza has lately been working closely with a builder on new construction, selling over 50 new



construction homes in the last 18 months. It’s easy to see why clients value the experience they get from Tereza. “Clients like my honesty, dedication, and availability,” Tereza explains. “I always make myself available for my clients and respond to them as quickly as I can. I dedicate as much time as possible to helping them.”

That strong communication continues as Tereza stays in touch with clients long after the closing, becoming a valued resource for them as homeowners. In addition to reaching out on important dates such as holidays, birthdays, and the anniversary of their purchase, Tereza says, “I always make myself available if they have any questions, whether they need help transferring utilities, arranging garbage pickup, or they need a contractor to do repairs or renovations. I have

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people I know and trust who I like to provide with those referrals.”

When it comes to marketing her listings, Tereza invests in promotion across social media to ensure optimum exposure. Also, she says, “Photography is big in marketing. I always hire a professional photographer” to ensure a home looks its best when potential buyers first see it in listing photographs online.

Outside of her real estate career, Tereza enjoys giving back to her community. She has sponsored scholarship programs, including one benefiting the local Albanian community, and donations to local government official campaigns. When she’s not working, Tereza enjoys spending time with her six nieces and nephews, as well as traveling to destinations with warmer climates and in the summertime Northern Michigan is on the top of that list.

Looking toward the future, Tereza says, “I plan on growing my brokerage bigger and hiring on more agents, eventually moving to a bigger office to branch out and help more clients. My favorite part of real estate is servicing people. I like seeing how happy they are once they find the home that they love. I enjoy being able to work hard for them and put together a good presentation for my buyers to make to the sellers. Nothing is better than seeing them in the home that they really love.”



For more about Tereza Djeljosevic,
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