



# Robert's Real News

By **Robert Nemish**

October 2007

## **Our Practice is Growing!**

We are thrilled to introduce the newest member of our Real Estate Team, and my daughter, Jenni Carswell.

In 2001, Jenni obtained a bachelor's degree in Kinesiology from Acadia University and practiced as a Kinesiologist and Personal Trainer in both Victoria and Vancouver. For the past 31/2 years she has provided administrative support to two very diverse companies. Most recently, Jenni was the Office Manager for a Contract Research Organization in the pharmaceutical industry.

Jenni has recently returned to Victoria, and has taken on the new position of Client Care Coordinator for Robert E. Nemish & Associates. She will be working side by side with me, coordinating the administration and learning the other ins and outs of the real estate business. She will be corresponding with you, our clients, to ensure that we are always striving to achieve our goal of "exceeding your expectations".

Having just written and passed her Real Estate Licensing Exam, Jenni is very much looking forward to her future as a practicing licensed realtor with our team.

Please join me in welcoming Jenni to our group.

Robert E. Nemish  
Your Real Estate Consultant—***For Life!***

### **2007 Referral Rewards Program**

As most of you know, I do virtually all of my business with previously active clients or referrals to their family, friends, co-workers, fellow Church members and neighbours. Each time you refer someone to us, we will recognize your referral with a small thank-you gift – a gift card for Thrifty's, Starbucks, etc. We will immediately contact your referral and have a confidential discussion with them. Should this lead to an active search for a new home or the listing of their home for sale, we will keep you informed of our progress (presuming your referral is OK with this). Throughout the process, be assured that your referral will be treated with respect and dignity and will never be made to feel under any pressure to buy or to sell. Remember, my goal is to become their **trusted real estate consultant for life**, and in doing so develop a lifelong relationship with them. When your referral buys or sells a house with us we will, upon completion, make a \$100 donation to the charity of your choice.

We look forward to receiving your referrals so we can spend 100% of our time serving you and them, rather than looking for new clients. A "hassle free" referral card is enclosed for your use.

We thank you for your past support and look forward to receiving your referrals!



#### **What's Inside**

Greetings from Robert

Referral Rewards Program

Welcome New Clients

Market Report

From the Inspiration File

***"There are no shortcuts to any place worth going"*** Unknown Author

## Welcome To My New Clients

Here are some of the new clients who became members of our "Real Estate Family".  
We would like to welcome you!

Garth & Helen  
(Previously active clients)

Dorothy  
(Previously active client)

Dave & Sue  
(Family Friend)

Jim & Kristina  
(Fellow Rotarian)

Mary Lynn  
(Referred by George & Eileen)

Anthony & Anahita  
(Open House Contact)

Bozena  
(Previously active client)

Anna & Chris  
(Referred by Helen)

Barb & Heinz  
(Previously active clients)

Barbie  
(Fellow Rotarian)

Lisa & Pete  
(Previously active clients)

Paul & Bev  
(Realtor Referral)

Louise (Referred by Helen)

***We love giving recognition to our new clients who are kind enough to refer to us their friends, colleagues and family.***

### CONDOMINIUMS

Average Prices as of September 2007

Victoria	\$322,914
Victoria West	\$433,225
Oak Bay	\$410,000
Esquimalt	\$350,475
View Royal	\$264,933
Saanich East	\$278,932
Saanich West	\$226,100
Central Saanich	\$266,333
Sidney	\$283,000
Colwood	\$291,250
Langford	\$284,447
Sooke	\$213,000
Waterfront (all districts)	\$906,863

**Greater Victoria                      \$343,462**

Source: Victoria Real Estate Board

### WATCHING THE MARKET – September 2007

#### SINGLE FAMILY HOMES

(Single detached houses, duplexes and triplexes)

Victoria Real Estate Board statistics are available at

<http://www.mls.ca/boards/vreb/>

All active MLS listings online at <http://www.mls.ca>

<u>Area</u>	<u>Number of Sales</u>	<u>Average Price (\$)</u>	<u>6 Month Average (\$)</u>
Victoria	30	\$538,094	\$527,177
Victoria West	4	\$479,225	\$432,052
Oak Bay	18	\$973,028	\$849,716
Esquimalt	13	\$424,808	\$428,251
View Royal	9	\$567,833	\$558,281
Saanich East	62	\$616,027	\$603,612
Saanich West	33	\$508,579	\$497,156
Central Saanich	15	\$744,893	\$583,411
North Saanich	12	\$694,917	\$736,862
Sidney	15	\$498,027	\$464,272
Colwood	23	\$564,112	\$503,800
Langford	35	\$490,379	\$480,806
Metchosin	5	\$764,400	\$668,195
Sooke	25	\$395,120	\$409,053
Waterfront (all districts)	7	\$965,500	\$1,162,395

**Total Greater Victoria                      306                      \$ 584,193                      \$ 572,007**

## From the inspiration file...

"Never try to teach a pig to sing, it wastes your time and only irritates the pig." --Heinlein

"Genius is the ability to put into effect what is in your mind." – F. Scott Fitzgerald

"You may have to fight a battle more than once to win it." – Margaret Thatcher

**MLS SALES & PRICES/MARKET SUMMARY** Last month's sales included 335 single family homes, 150 condominiums, 77 townhomes and strata duplexes and 21 manufactured homes. The average price of single family homes sold in September reached a new record high of \$584, 193, with the median price sitting at \$520,000.

***A referral is sending someone you care about to someone you trust.  
Thank you for trusting us with your referrals.***

**Robert E. Nemish**  
"Exceeding Expectations"  
With

- Trust
- Integrity
- Knowledge
- Service

**RE/MAX**  
CAMOSUN

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