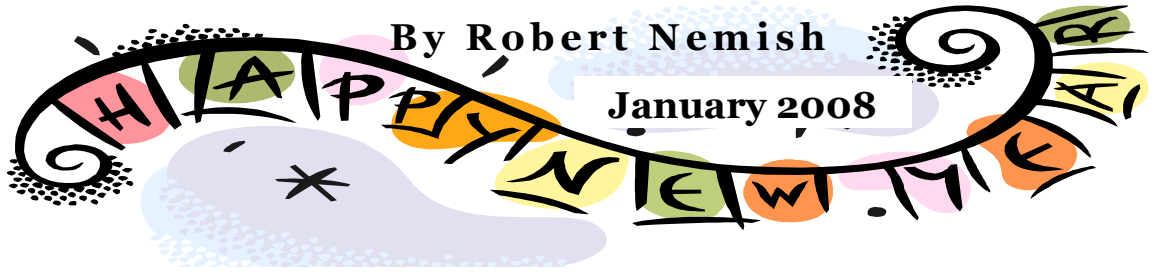




# Robert's Real News

By Robert Nemish

January 2008



**Best wishes to you for 2008!**

The beginning of each year is traditionally the time to do some planning for the upcoming months. Our plan for 2008 reflects our intent to grow our business substantially. Naturally we depend, in great part, on your goodwill, which has consistently permitted us to enjoy almost 100% of our business from our client referrals and business with previously active clients. To further grow this part of our business we have put together an extensive Referral Rewards Program. You will find the details in this newsletter and on our website and we encourage your participation in this fantastic program.

Our plans for 2008 include growth in the size of our team. Jenni, my daughter, is currently functioning as our Client Care Coordinator. Her contribution in this role over the past few months has been extremely significant and measurable. In early February she will move to her new role as Sales Partner, activating her Real Estate license and beginning to provide sales expertise to our clients on the buying side of our business. Suffice it to say, I will be spending a substantial amount of my time in a training and backup role, teaching her how to best serve our buyers' needs. I truly relish this role as it has already been so rewarding to work with someone so willing to learn. Having Jenni in the role of Sales Partner will allow us to expand the level of services and expertise we provide to our buyers. I am confident that over time you will come to recognize the improvements we plan in this area.

As our group grows you will see a change in our business's identification that is more in keeping with the growing scope of our services. As we are still at the early stages of this transformation, we ask you to stay tuned for more news in the coming months.

If your planning involves a real estate purchase or sale in the near future, part of your planning process should involve getting some expert advice on the best way to move forward. We'd love to be a part of your planning process and your choice of a Real Estate expert. After 14 years of successfully helping clients to buy and sell real estate in Victoria, we have the skill, expertise and service orientation to make your real estate transaction a pleasant and profitable one.

Whatever your plans hold for you in 2008, we wish you the very best in achieving your dreams and invite you to involve us wherever we may be of service to you.

Yours truly,

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

## **Welcome To Our New Clients**

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

**Mike & Fran Kotchan**  
(Referred by Pauline Shaw & David Kotchan)

**Suzanne Skedgel-Hill & Walter Keriliuk**  
(Previously Active Clients)

2008 □ 2008 □ 2008 □ 2008

### **What's Inside**

- Greetings from Robert
- From the Inspiration File
- Welcome New Clients
- Referral Rewards Program 2008
- Market Report
- Homeowner's Service Centre
- Buyers' Seminar Reminder
- Homes in Need of Owners

2008 - 2008 - 2008 - 2008

2008 - 2008 - 2008 - 2008

2008 □ 2008 □ 2008 □ 2008

# 2008 Referral Rewards Program!

We'd like to thank those of you who have referred your friends and family to us. Like every company, we need new clients to stay in business. If we have helped you in the sale or purchase of your home, you know the level of knowledge, detail, care and trust we bring to our clients. We assure you that we'll take the very best care of the people you send our way.

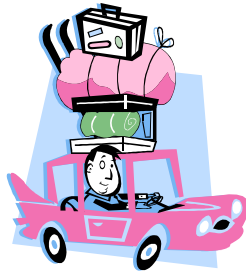
When you refer to us your friends, family or business associates you will automatically be enrolled in our 2008 Referral Rewards Program. The greater the number of referrals, the larger your reward. Following is a summary of the super rewards we have for you during 2008!

**4 Referrals**



***A trip for two to an all-inclusive resort in sunny Mexico!***

**3 Referrals**



***Need a weekend away? Enjoy a two night stay in Seattle, Vancouver or at a Vancouver Island retreat!***

**2 Referrals**



***\$500.00 Gift Certificate! Renovate or escape with this gift voucher from Rona, Home Depot, or Sears Travel!***

Simply send to us the name, address, telephone number(s) and email address of your referral and whether they wish to buy and/or sell. We will immediately acknowledge your referral and promise to keep you informed of our progress with everyone you refer to us.

Disclaimer: All rewards subject to restrictions, rules and regulations, and restricted value. Full details listed on Reward Voucher or Certificate. Black out dates apply to travel. To be eligible, all referrals received must result in a completed transaction by December 31st, 2008. Value of Reward may not be taken as a cash alternative.

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



**Robert E. Nemish**  
RE/MAX Camosun  
4440 Chatterton Way  
Victoria, BC, V8X 5J2

**Phone:** (250) 744-3301  
**Fax:** (250) 744-3904  
**Email:** robert@robertnemish.com  
**Website:** www.robertnemish.com



# WATCHING THE MARKET

## December 2007

Victoria Real Estate Board statistics are available at <http://www.mls.ca/boards/vreb/>

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

	Number of Sales	Average Price	6 Month Average
<b>Single Family</b>	187	\$624,450	\$581,419
<b>Townhomes</b>	44	\$455,026	\$419,096
<b>Condominiums</b>	120	\$332,793	\$319,419

### Client Testimonial

"We can't thank you enough for all your expertise and hard work in finding the perfect new home for us. We look forward to working with you again." ~ Selena & Darryl Huculak

# Homes in Need of New Owners



501-1010 View Street—\$367,888

- ◆ 1120 Square Feet
- ◆ 2 Bedrooms, 2 Bathrooms
- ◆ Bright & Spacious
- ◆ Mountain views
- ◆ In the heart of downtown
- ◆ In-suite Laundry
- ◆ Secure underground parking
- ◆ Sauna, Whirlpool, Exercise Area



1090 Marchant Road —\$374,888

- ◆ 3 Bedrooms, 2 Bathrooms
- ◆ Sit back and relax in front of the cozy fireplace
- ◆ Kitchen, Dining Room & 2 Bedrooms upstairs
- ◆ Family room, bedroom, laundry & storage on ground floor
- ◆ Plenty of Storage & Parking
- ◆ Located in wonderful Brentwood Bay



4609 Falaise Drive—\$429,000

- ◆ 1315 Square Feet, 0.24 Acres
- ◆ 3 Bedrooms, 2 Bathrooms
- ◆ Laminate hardwood flooring throughout
- ◆ Large level lot with plenty of privacy
- ◆ Underground sprinklers
- ◆ NO stairs!!!
- ◆ Steps away from Broadmead Village Shopping Centre & nearby Commonwealth Place

# Homeowner's Service Centre



Photo Courtesy of Ghostbusters

Who ya gonna call?

We have assembled a selection of some of our most honourable and trusted suppliers. These are people to whom we refer you, our clients, and who we know do a fantastic job every time!

## FINANCIAL SERVICES

### TD CANADA TRUST - Residential Mortgages

#### **Dick Carey**

Tel: 250-812-1787

Pager: 866-767-5466

Fax: 250-479-1145

Email: dick.carey@td.com



## FINANCIAL SERVICES

### JP KRAUSS FINANCIAL

#### **JP Krauss**

218 Quarry Drive

Saltspring Island, BC, V8K 1J2

Tel: 250-537-2240

Fax: 250-537-2995

Email: jpkrauss@telus.net

## LEGAL SERVICES

### MULLIN DEMEO

#### **John Mullin**

1626 Garnet Rd.

Victoria, BC, V8P 3C8

Tel: 250-477-3327

Fax: 250-477-0980

Email: lawyers@mdlawcorp.com

URL: www.realestatelawvictoria.com



## LEGAL SERVICES

### SALMOND ASHURST

#### **Robert J. Salmond, B.Sc. LL.B**

1620 Cedar Hill Cross Rd.

Victoria, BC, V8P 2P6

Tel: 250-477-4143

Fax: 250-477-4451

Email: robert@salmondashurst.com



## INSURANCE

### Aon Reed Stenhouse Inc.

#### **Anke Walker CAIB**

Personal Insurance Broker

6th Floor 1803 Douglas Street

Victoria BC V8T 5C3

Tel: 250-413-2260

Fax: 250-388-5164

Email: anke.walker@aon.ca

URL: http://www.aon.com/ca/en/individuals/default.jsp



## HOME INSPECTION SERVICES

### PILLAR TO POST

#### **W. J. (Bill) Parkinson**

3379 Haida Dr.

Victoria, BC V9C 3P1

Tel: 250-385-4000

Fax: 250-385-4111

Email: bill.parkinson@pillartopost.com

URL: www.pillartopost.com/victoria



## FLORAL DESIGN

### CHRISTINE'S CREATIONS FLORAL DESIGN STUDIO

#### **Christine Helminck**

3114 Harriet Road

Victoria, BC V9A 1T8

Ph: 382-5239

Toll Free 1-866-410-5993

URL: www.flowerlady.ca

Email: christine@flowerlady.ca



## LANDSCAPING

### HARMONY LANDSCAPES

#### **Rod Keays**

1884 Haultain Street

Victoria, BC, V8R 2L4

Tel: 250-893-4849

URL: www.harmonylandscapes.com



**You call Robert when you need a realtor,  
but who do you call when you need a:  
Lawyer-Haircut-Plumber-Electrician-Home Inspector-Roofer-Florist-Financial Advisor-  
Good Cup of Coffee-Fantastic meal-Other Reliable Business?**

If you don't see a supplier you need, give us a call at 744-3301, we might have someone who is perfect for you! If you would like your business to be featured in our monthly newsletter, please contact us with your business's information.

Please note: This information is available on our website under the Homeowner Service Centre tab at [www.robertnemish.com](http://www.robertnemish.com).

**AUTO REPAIR**

**ELK LAKE PETRO-CANADA**

Richard Ford  
5498 Pat Bay Hwy  
Victoria, BC V8Y 1T2  
Tel: 250-658-5432



**FIREPLACE**

**HEAT SAVERS FIREPLACE & PATIO CO.**

Warren Middleton  
2519 Government Street  
Victoria, BC V8T 4P6  
Tel: 250-383-3512  
Fax: 250-383-9599  
Email: [info@heatsaversfireplaceandpatio.com](mailto:info@heatsaversfireplaceandpatio.com)  
URL: [www.heatsaversfireplaceandpatio.com](http://www.heatsaversfireplaceandpatio.com)

**FLOORING**

**HOURIGAN'S CARPETS & LINOS**

477 Boleskine Rd., #5  
Victoria, BC V8Z 1E7  
Tel: 250-475-2401  
Fax: 250-475-1654  
Email: [sales@hourigans.com](mailto:sales@hourigans.com)  
URL: [www.hourigans.com](http://www.hourigans.com)



**FIREPLACE**

**WILK STOVE LTD.**

Kelly Wilk  
160 Burnside Rd. East  
Victoria, BC V9A 1A2  
Tel: 250-382-5421  
Fax: 250-382-5441  
Email: Service: [carol@wilkstove.com](mailto:carol@wilkstove.com) Sales: [sales@wilkstove.com](mailto:sales@wilkstove.com)  
URL: [www.wilkstove.com](http://www.wilkstove.com)



**Disclosure:** The above companies are owned and operated independently of RE/MAX Camosun. Their names and services are offered so that you may inquire about their products and the exemplary level of service they have pledged to offer to Homeowner's Service Centre members.

**!Giggle Time!**

**!Giggle Time!**

**!Giggle Time!**

"I don't jog. It makes the ice jump right out of my glass!"



"I don't exercise at all. If we were supposed to touch our toes, they'd be further up our bodies!"



# Famous January Birthdays

Born	Name	Known For...
1412	Joan of Arc	15th century national heroine of France
1452	Leonardo da Vinci	Scientist, engineer, inventor, anatomist, sculptor, painter of the Mona Lisa
1561	Sir Francis Bacon	English philosopher, statesman and essayist
1706	Benjamin Franklin	One of the founding fathers of the United States
1737	Sir John Hancock	First person to sign the United States Declaration of Independence
1752	Betsy Ross	Seamstress of the first American Flag that incorporated stars
1756	Wolfgang Amadeus Mozart	Influential composer of the Classical era
1809	Louis Braille	Inventor of Braille
1809	Edgar Allan Poe	Poet and a leader of the Romantic Movement
1820	Anne Bronte	British novelist and youngest of the Bronte literary family
1832	Lewis Carroll	Author of Alice's Adventures in Wonderland and its sequel
1880	W.C. Fields	Juggler, comedian, actor
1882	Virginia Woolf	English Novelist—Mrs. Dalloway
1899	Al Capone	American Gangster
1895	J. Edgar Hoover	Founder of the present Federal Bureau of Investigation
1896	George Burns	Academy Award-winning actor & comedian
1892	J.R.R. Tolkien	English writer, professor, philologist
1908	Ethel Merman	Award-winning stage and film musical actor

## Join our Buyer's Club!

Joining our Buyer's Club gives you access to real time searches of the entire Victoria MLS database. Our convenient "one-button" searches allow you to see:

- ◆ All the listings added in the past 24 hours
- ◆ All the listings added in the past 48 hours
- ◆ Waterfront listings
- ◆ Houses with acreage
- ◆ Houses with additional accommodation
- ◆ Houses with potential additional accommodation
- ◆ Plus the ability to specify your own search parameters.

If you are serious about buying property in Victoria BC you will find membership in our Buyer's Club a valuable tool to help you in your search. Visit our website to enroll : [www.robentnemish.com](http://www.robentnemish.com)



## JOB POSTING: Client Care Coordinator


Once Jenni is fully transferred to her new role as Sales Partner, we will be hiring a new Client Care Coordinator. As I'm sure you realize, the demands on Realtors to provide a superlative level of service is constantly growing. This position requires a well-trained, detail-disciplined administrative support person — all of which is vital to enable us to provide you with a very high level of service, be it on the sale of your property or helping you to purchase. If you know someone who has functioned well in an administrative support role in a lawyer's office or a more traditional corporate setting, please let us know so that we might attract them to our group.



## How many cookies did the kids REALLY leave for Santa?

We all indulge during the holidays: a glass of punch here, a morning eggnog there, big turkey dinners, and never-ending plates of holiday treats. Now it's time for the New Year's Resolutions...when we promise ourselves that we'll eat better, exercise more, fit into those old skinny jeans, and down the belt buckle a notch or two.

If you're among the expansive list of people whose clothes feel a tad more snug, enjoy some bulge-battling tips from our resident personal trainer:

- **Exercise** — Every little bit counts! Take the stairs 2 at a time, park in a spot a bit farther away from your destination, do situps while watching TV, take the dog for 3 walks instead of two (you'll both win!)
- Feeling hungry? Down a glass of water **FIRST**. Wait 20 minutes, and if you're still hungry then decide. 
- Trick your mind—use smaller plates!
- **DO NOT SUPERSIZE! EVER!**
- Burn baby burn—Everyone LOVES Richard Simmons!
- Buy some new workout wear...nothing feels better than looking good and keep it in plain view. You'll feel guilty not looking good!
- The foods you daydream about probably aren't good for you. Eat more vegetables.
- Don't buy treats for your spouse; you'll end up eating them too!
- Your friends over-indulged too, even the skinny ones - team up, the accountability will motivate you both!
- A calorie is a calorie. Bad things that taste good are bad. Eat more celery.
- Eat lean = look lean
- Bikini season is not as far away as you think!



### SEMINAR REMINDER

#### Kids Can't Afford a House?

Parents, Want to Help and Limit Your Risk?

Home ownership costs are rising everywhere. First time buyers often need help. As a parent you want to help; but how? How do you limit your legal and financial risks? Where does the money come from? What is the best property to buy?

How do you avoid future major repairs?

To move forward with confidence, you need answers to these questions.

These and other topics will be covered in a 1-1/2 hour **Free Real Estate Workshop** on January 17<sup>th</sup>. Presentations by Dick Carey, TD Canada Trust, Robert Salmond, Salmond, Ashurst, Lawyers, Bill Parkinson, Pillar to Post Home Inspections and Robert Nemish, Re/Max Camosun.

Seating is limited to 20 people so call Robert Nemish at 744-3301 to reserve your seat. Light refreshments and door prizes will be provided. Call now for details and help your children get started!



## From the inspiration file

“A New Year's resolution is something that goes in one year and out the other.” ~ Author Unknown

“Nothing is so embarrassing as watching your wife do something you said couldn't be done.” ~ Author Unknown

### Check out our Website! [www.robertnemish.com](http://www.robertnemish.com)

We have updated our website to help our clients in buying and/or selling their homes. You'll find all kinds of useful information including the following:

- ◆ Today's Hot Property
- ◆ Current Newsletter
- ◆ Client Testimonials
- ◆ Current Listings
- ◆ Recent Sales
- ◆ Agency Listings
- ◆ Buyer's Home Search
- ◆ Market Conditions
- ◆ Homeowner's Service Centre
- ◆ Free Home Evaluation
- ◆ Mortgage Calculators
- ◆ Robert's Biography
- ◆ Newsletter Archive
- ◆ Referral Rewards Program 2008
- ◆ And much much more!

If there are any topics you are interested in seeing in our newsletter, please send us an email to [info@robertnemish.com](mailto:info@robertnemish.com).

# FREE REPORTS!!!

If you are thinking about buying or selling your home, check out our website for free information that will help you get started!  
[www.robertnemish.com](http://www.robertnemish.com)

#### BUYERS REPORTS

- ◆ How to Buy a Home with Absolutely No Money Down
- ◆ Don't Pay Another Cent in Rent to Your Landlord
- ◆ Avoid 6 Costly Errors When Moving To A Larger Home and Save Thousands
- ◆ Buying your First Home? Money Isn't Everything!
- ◆ Powerful Buying Strategies
- ◆ Do you Need a "Buyers Agent" To Buy a Home? You Bet!

#### SELLERS REPORTS

- ◆ How to Sell Your Home Yourself in Today's Market
- ◆ Which of These Costly Home Seller Mistakes Will You Make When You Sell Your Home?
- ◆ 10 Steps You Can Take to Insure Top Dollar For Your Home
- ◆ Seller's Agent
- ◆ Seniors Selling?
- ◆ Taking The Risk Out Of Selling Your Upscale Property

**AND MUCH MUCH MORE!!!**

#### **Robert E. Nemish**

“Exceeding Expectations” With

- Trust
- Integrity
  - Knowledge
  - Service



Robert E. Nemish  
RE/MAX Camosun  
4440 Chatterton Way  
Victoria, BC, V8X 5J2



**Phone:** (250) 744-3301  
**Fax:** (250) 744-3904  
**Email:** [robert@robertnemish.com](mailto:robert@robertnemish.com)  
**Website:** [www.robertnemish.com](http://www.robertnemish.com)