Sigounis Properties
REAL ESTATE

EXIT

" THE HIGHEST PRICE FOR YOUR HOME. NO EXCEPTIONS, NO EXCUSES. "



Nicolas Sigounis

OTTAWA REALTOR®

SCAN ME

613.859.9331

SIGOUNISPROPERTIES.CA

NICOLAS SIGOUNIS

REALTOR®



Before becoming a Realtor, Nicolas built his career as a safety and compliance auditor, and sales professional, working with international clients and complex regulatory systems. This experience gave him a deep understanding of compliance, contracts, and client-focused service, skills that now set him apart in the real estate industry.

Since entering real estate, Nicolas has dedicated himself to providing exceptional guidance and support to buyers and sellers, ensuring every client feels confident and informed throughout the process. His mission is to create an experience so seamless and professional that clients are proud to refer him to friends and family.

"Buying or selling a home is one of the biggest transitions most people will ever make. I focus on protecting my clients' interests, maximizing their results, and ensuring they have a world-class experience throughout the entire process"

Nicolas continues to build his business as a Top Agent, and his team has been designed to help homeowners maximize their equity when selling their home. With his emphasis on marketing, leadership, and commitment to client service, Nicolas believes his team has only just begun. His goal is to provide the very best options to consumers who are thinking of selling their home by focusing on three things; selling the home for the highest price; ensuring clients walk away with the most money in their pocket; and providing an experience that is superior to anything else available in the marketplace.

Sigounis Properties
REAL ESTATE

RESUME

TOP-Ranked Brokerage
EXIT REALTY MATRIX

TOP 5% OF REALTORS
EXIT REALTY MATRIX

TOP REALTOR
REAL ESTATE INSTITUTE OF CANADA

TOP LISTING AGENT
EXIT REALTY MATRIX

TOP SALES AGENT FOR UNITS SOLD (115)
EXIT REALTY MATRIX

TOP LISTING AGENT IN VOLUME (31 MILLION)
EXIT REALTY MATRIX



TOP 5% OF REALTORS

Certified International Property Specialist
National Association of Realtors

Resort and Second Property Specialist
National Association of Realtors

Canadian Certified Green Representative
Canadian Real Estate Association

Seniors Real Estate Specialist
Canadian Real Estate Association

Preferred Real Estate Partner
BMO, TD, Independent Brokers

Social Media & Internet Marketing Expert

Committee Member of:

- **Lions Club of Russell**
- **AHEPA Canada:** District 23 (Eastern Canada) Lt. Governor & Chapter Vice President

INTERNATIONAL, RESORT & SECOND-HOME PROPERTY SPECIALIST

In today's global market, more Canadians than ever are exploring real estate opportunities beyond their borders, whether for investment, lifestyle, or retirement. Data shows that international and resort property ownership has surged since the pandemic, as people redefine what "home" means and where they want to live, work, and vacation.

If you're among those dreaming of a home abroad, or if you already own property overseas and want trusted support, you're not alone. My team and I are here to help make your next move confident and seamless.

As a Certified International Property Specialist (CIPS) and Resort and Second Home Property Specialist (RSPS), I work with clients across borders to identify, evaluate, and manage real estate opportunities in Canada, Greece, The United States of America and Beyond. Greece is my specialty, especially Athens and the Peloponnese including areas like Kalamata and Pilos, along with guiding clients through the Golden Visa program for residency through investment. Whether you're a Canadian looking for a Mediterranean vacation home, or an international buyer seeking secure investment opportunities in Ontario, I provide the structure, guidance, and resources you need from start to finish.

Buying or selling internationally can feel like navigating uncharted waters, with unfamiliar laws, financing quirks, and property standards that trip up even the savviest. That's where my expertise and global network truly shine: I collaborate with top foreign real estate professionals, property managers, and legal experts to handle every detail with precision, from compliance to closing. Plus, my team can seamlessly rent out your property for passive income, so your investment keeps working for you even from afar.

My goal is simple: to make global real estate ownership accessible, transparent, and rewarding. By working with a certified specialist, you gain peace of mind knowing that every decision is based on accurate information, professional standards, and your long term goals.

My clients don't just buy properties, they build legacies, invest in experiences, and secure assets that grow in value and meaning over time.

CIPS RSPS

With dual certification as a CIPS and RSPS, Nicolas upholds a higher global standard of practice, one built on ethics, accuracy, and results. His work bridges international markets, connecting clients with properties that match both their goals and lifestyles. Through strategic marketing, careful compliance, and negotiation expertise, Nicolas ensures that every home is sold efficiently, and every purchase made with confidence.



SENIOR REAL ESTATE SPECIALIST (SRES®)

- As a certified Seniors Real Estate Specialist (SRES), I specialize in helping clients 50 and older navigate the biggest real estate decisions of their lives, downsizing, selling the family home, relocating, or buying that dream retirement property, with patience, empathy, and zero pressure.
- I understand the unique challenges seniors face: reverse mortgages, estate planning, accessibility needs, local senior housing options, decluttering, moving logistics, and protecting against scams or age related pitfalls.
- My experience lets me guide you or your parents to secure retirement homes in Canada, connecting you with trusted experts: estate planners, elder law attorneys, CPAs, downsizing pros, and property managers.
- Whether you are a Canadian senior looking for a new home or a family helping a loved one downsize, I provide the structure, guidance, and resources you need from start to finish.
- I make the entire process seamless, from pricing strategies that maximize your equity, to financing options post retirement, to renting out your property for passive income so it keeps working for you even after you move.
- My goal is simple: give you peace of mind knowing that every decision is based on accurate information, professional standards, and your long term goals.
- My clients do not just buy or sell properties, they build legacies, invest in experiences, and secure assets that grow in value and meaning over time.

SRES

With his Senior Real Estate Specialist (SRES®) certification, Nicolas provides specialized guidance for clients aged 50 and over navigating downsizing, lifestyle transitions, and major financial decisions. He upholds a high standard of ethics, clarity, and strategic execution—ensuring every sale protects equity and every purchase supports long-term stability and confidence.



CANADIAN CERTIFIED GREEN REPRESENTATIVE (CCGR)

- Eco-Focused Expertise
- Certified by the Canadian Real Estate Association, I guide clients toward sustainable, energy-efficient properties in Canada, Greece, the USA, and beyond.
- Green Recommendations I Deliver
- Energy-efficient upgrades (ENERGY STAR®, smart systems)
- Renewable integrations (solar, geothermal) with rebate navigation
- Sustainable materials & water-conserving solutions
- Full energy audits aligned with LEED, Net Zero, ENERGY STAR®
- Selling Energy-Certified Homes
- Target eco-buyers with premium positioning (58% market premium)
- Highlight 10–50% energy savings + ROI
- Leverage incentives, green appraisals, visual proof
- Fast, high-value sales via global green network

Sustainable. Profitable. Future-proof.

Canadian Certified Green Representative

CREA



SIGOUNIS VS. THE INDUSTRY AVERAGE



AVERAGE LIST PRICE TO SOLD PRICE RATIO

97% vs 96.2%

AVERAGE # OF DAYS TO SELL YOUR HOME

15

40

AVERAGE # OF HOMES SOLD PER YEAR (TEAM)

1,800+

22

CLOSED SALES FROM REFERRALS

50%

15%

PEOPLE WORKING TO SELL YOUR HOME

TEAM vs SOLO AGENT

LISTING CONTRACTS

NO LONG-TERM vs 6-12 MONTHS

COMMISSION

PERFORMANCE-BASED COMPENSATION

vs

EXPENSIVE, RIGID COMPENSATION & FEES

PHOTOGRAPHY

PROFESSIONAL

vs

TAKEN ON AGENT'S PHONE

COMMUNICATION

WEEKLY COMMUNICATION

vs

BEING KEPT IN THE DARK

MARKETING PLAN

27-POINT MARKETING PLAN

vs

NO MARKETING PLAN

COMMITMENT

FULL-TIME BUSINESS OWNER

vs

PART-TIME AGENT (HOBBYIST)



MISSION STATEMENT

It is our mission to provide an experience that is so positive that you'll feel the trust, comfort, and confidence in securing a real estate agent for life.

We believe that working hard at something you love to do, with people you trust, is one of the greatest experiences in life. As a result, we provide some of the most professional, loyal, and dedicated service in the industry.

The best interest of our clients will always come first as we are dedicated to the development of long-term relationships, and earning the referrals of the people our clients care most about.

Sigounis Properties
REAL ESTATE

MY COMMITMENT TO YOU

1. I will always provide you with expert advice and consulting so that you're able to make the best decision for yourself and your family

2. I will always be 100% forthcoming about the price of your home, its condition, and what it will take to get it sold

3. I will always give you the truth regardless of the situation

4. I will always do what is right for your best interest

5. I will fight to ensure you get the most for your home in the right amount of time

6. I will always use the most effective strategies to market your home

7. I will always communicate with you proactively

8. I will always return your phone calls, emails, and text messages with urgency

9. I'll proactively spend time everyday aggressively searching for qualified buyers for your home

10. I will never lock you down to a long term contract

Sigounis Properties
REAL ESTATE

MARKETING PLAN OF ACTION

COMPLETE THE PRE-LISTING HOME FEATURE SHEET TOGETHER ALONG WITH THE LISTING PAPERWORK AND SELLER DISCLOSURES

INSTALL LOCK BOX WITH EXTRA KEYS

ORDER 'FOR SALE' YARD SIGN

COORDINATE PROFESSIONAL PHOTO SHOOT

CREATE PROPERTY FLYERS

CREATE & DEVELOP YOUR OWN PROPERTY WEBSITE

CREATE A FULL MLS LISTING AND GIVE YOU FULL ACCESS TO REVIEW BEFORE LISTING IS LIVE ON THE MARKET

PREMIUM LISTING ADVERTISING ON ZILLOW, TRULIA, & REALTOR.CA

SYNDICATE YOUR LISTING TO ALL MAJOR REAL ESTATE WEBSITES INCLUDING ZILLOW, TRULIA, REALTOR.CA & THOUSANDS MORE

CONDUCT A FULL ANALYSIS OF THE AGENTS WHO MAY BE WORKING WITH BUYERS THAT ARE INTERESTED IN HOMES LIKE YOURS

IDENTIFY AND CONTACT TOP LOCAL AGENTS IN THE AREA TO PROMOTE YOUR PROPERTY

SEND OUT 'JUST LISTED' CAMPAIGN TO MY ENTIRE SOCIAL MEDIA AND DATABASE

TARGET FACEBOOK BUYER DATABASE & FULL SOCIAL MEDIA & INTERNET MARKETING CAMPAIGN

SEND OUT 'JUST LISTED' POSTCARDS TO THE NEIGHBORHOOD

MAKE CALLS AROUND THE LOCAL AREA TO FIND QUALIFIED BUYERS

SET UP SHOWING TIME TO PROVIDE SELLER WITH REAL TIME BUYER AND AGENT FEEDBACK

PRE-QUALIFY ALL BUYERS BEFORE PRIVATE SHOWINGS

CONDUCT MEGA OPEN HOUSE EVENT UPON SELLER'S REQUEST

CREATE PROPERTY 'THANK YOU' CARDS FOR EVERY BUYER AND AGENT WHO SHOWS YOUR HOME

WEEKLY UPDATES TO TALK ABOUT ALL THAT IS GOING ON WITH YOUR LISTING AND THE SALE OF YOUR HOME

PHOTOGRAPHY







POOR EXAMPLES

OUR EXAMPLES

In todays market, the first showing takes place online.

The better photos you have online, the more buyer interest you'll have. If an agent takes their own photos with their phone or their camera and doesn't have a professional photographer, that should throw up a red flag immediately.



Studies show homes with professional photographs sell 32% faster and for more money.

**Source: PR Newswire*

Sigounis Properties
REAL ESTATE

THE LISTING PROCESS

01

SIGN THE LISTING AGREEMENT AND COMPLETE SELLER HOMEWORK

02

INSTALL LOCKBOX WITH SPARE KEY



03

ORDER YARD SIGN



04

SCHEDULE AND COORDINATE PHOTOGRAPHER

05

CREATE THE MLS LISTING AND REVIEW IT WITH YOU BEFORE WE HIT THE MARKET

06

GO LIVE!



13 REVIEW THE FINAL NUMBERS BEFORE CLOSING

12 COORDINATE & SCHEDULE CLOSING

11 COORDINATE WITH THE TITLE COMPANY, LENDER, INSPECTOR & APPRAISER



14 BUYERS FINAL WALK THROUGH

15 CLOSING!

10 OFFER CONSULTATION & NEGOTIATE ALL OFFERS

07 COORDINATE & PRE-QUALIFY ALL SHOWINGS

08 UPDATE YOU EVERY WEEK WITH FEEDBACK FROM BUYERS AGENTS

09 PRE-QUALIFY ALL BUYER OFFERS BEFORE PRESENTING AN OFFER TO YOU



MY NO RISK LISTING PROGRAM

NO HANDCUFF AGREEMENT

Unlike most other agents, I don't lock you down to any long-term listing contracts. I believe that I need to earn your business every day that I am working for you. If there's ever a time where you're not happy with the service in which I provide, just let me know and we can shake hands as friends and go our separate ways.

SAVVY SELLER PROGRAM

For a lot of people, they would still like the option of selling their own home and saving money on realtor commissions if they can. I believe they should be able to do that very thing even while listed with me. My Savvy Seller Program allows you to market your own home to your friends, family and co-workers. I believe this is a win-win scenario for you.



PERFORMANCE-BASED COMPENSATION

Compensation is 100% negotiable, and I only get paid when I produce a result that you're happy with. Otherwise, I don't get paid.

PAST CLIENT TESTIMONIALS

★★★★★

I can not express my gratitude to Nicolas. We have been searching for a property for 3 years in Ontario.. With Nick's help we finally purchased our dream home, He went beyond what a real state agent needs to do. I can't express my gratitude to this young man !! If you're looking for a home this is the person to go see !!! Thanks Nick for everything but most of all for getting us an amazing deal on our new home. You are truly awesome!!! - Nikki K.

★★★★★

My deepest appreciation to Nicolas Sigounis. After years of searching for an investment property in Greece, Nicolas helped us close on a prime location. He went above and beyond in managing the cross-border details. I am so thankful to this expert Realtor! Anyone considering Greek real estate should go to him. - *Ju H.*

★★★★★

Originally, I had myhome listed as FSBO. However, working with my real estate agent Nicolas Sigounis was an outstanding experience from start to finish. He was professional, knowledgeable, and always available to answer questions or provide guidance. His understanding of the market and attention to detail made the entire process smooth and stress-free.
What really stood out was his dedication and communication. Nicolas kept me informed every step of the way, offered honest advice, and truly had my best interests in mind. It felt like he genuinely cared about helping me achieve the best possible outcome.
I highly recommend Nicolas and his team to anyone looking to buy or sell a home. If you want someone who is reliable, hardworking, and committed to delivering great results, you won't find a better real estate agent. Thank you again Nicolas. Five stars all the way! - *Jennilee G.*

★★★★★

Nicolas was knowledgeable, efficient, and sold our home quickly and smoothly! Nicolas was always responsive and caring. He and his team worked seamlessly making for a very good selling experience! We highly recommend Nicolas for any real-estate need! - *Richard S.*

★★★★★

Nicolas went above and beyond the call of duty. From start to finish he was available every step of the way. Extremely satisfied with his knowledge of the current housing market, negotiation expertise, and guidance. I would highly recommend him to any of my family and friends, knowing they would be in great hands! - *Hollie C.*



Sigounis Properties
REAL ESTATE

EXIT

Nicolas Sigounis

OTTAWA REALTOR®

CALL TODAY

613.859.9331

SIGOUNISPROPERTIES.CA | NICOLAS@SIGOUNISPROPERTIES.CA

785 NOTRE-DAME ST, EMBRUN, ON K0A 1W1