

TOP AGENT MAGAZINE



NICK KYTE

From the time Nick Kyte was eight years old and had his own paper route, he grasped the idea that a strong work ethic and taking good care of your customers were key elements of running a successful business. “I watched first-hand how my mom and dad worked so hard to provide for us, but also spent time with my brother, sister and I, so we understood that hard work paid off. For that, I am truly fortunate and I know that’s the reason for my thriving real estate business,” says Nick.

As a real estate sales representative with Coldwell Banker First Ottawa Realty, Nick serves the same area he grew up, which makes his knowledge of the city and all it has to offer second-to-none. “I was born in Ottawa and raised in Nepean, although I’m not someone who looks solely at one certain area or neighborhood. I know the entire city extremely well,” says Nick. “I’ve seen Ottawa continue to grow in demand over the years, as residents new and old want to be part of this vibrant and developing city.

Although communication with his clients is of the utmost importance to Nick, it doesn’t stop once the transaction is complete. “I hold two client appreciation parties annually, where I invite all my clients and people who have referred their friends, family and business associates to me so I can show appreciation. It’s always a great time and everyone gets a chance to mingle, enjoy great food and drink and just have an enjoyable evening,” says Nick.

However, make no mistake - it’s not all play and no work. When it comes down to it, Nick is high-energy and creative in coming up with ways to provide options in any situation. “My negotiation style allows for my clients to get top dollar and sell in a reasonable time frame based on the market. I’m solely focused on providing value for my clients during and after the sale.” One way Nick is able to expand on what he offers is having a large network of contacts. “Clients come to me for referrals for renovations, lawyers, mortgage brokers, and furniture companies, to name a few. I love this because I get to support other local businesses that share the same philosophy, which is based on client appreciation.”

In addition to running his business, Nick devotes his time to various charitable causes such as the annual Crohn’s and Colitis Martini Madness event and the Light the Night walk benefiting the Leukemia and Lymphoma Society. “I feel that being part of these great causes not only enhances my life, but the lives of those in my community and who are close to me.” In his spare time, he enjoys working out and spending time with his wife, Lisa, for whom he is extremely grateful for. “I’m lucky to have her support—and the support of my friends and family, as well.”

Recognized for his achievements, Nick received the Rookie of the Year award in 2012, and in 2014, he placed in the Top Ten for his brokerage, as well as receiving the International Sterling Society Award from Coldwell Banker International. He was recently invited to participate on a panel for a Coldwell Banker Canada event that focused on the impact social media and technology have made on the real estate industry. However, if you ask Nick what he is most proud of achieving, he won’t hesitate to tell you it’s the loyalty and trust he’s gained from his clients.

Nick has so much in store for the future of his business, but for now he says, “I’ll continue to be of value to my clients—past and present—and strengthen those relationships. I truly love marketing my clients’ homes for sale and that will continue to be a main focus for expanding my business.”



FOR MORE INFORMATION ABOUT NICK KYTE OF COLDWELL BANKER FIRST OTTAWA REALTY, PLEASE VISIT NICKKYTE.COM, CALL 613.728.2664 OR EMAIL NICK-KYTE@COLDWELLBANKER.CA