

Laughter and warmth take the stress out of real estate

We were about 10 minutes into the interview, when I realized, we were laughing a lot and she already had my life story while I still knew very little about her. Then again this was Mary Nute, sales representative with Royal LePage, a very warm, outgoing woman, with an utterly infectious sense of humour.

“Relationship is paramount in this business,” says Nute. “My goal is to have people come back to me with their next home purchase or sale and to refer their children to me.”

In fact Nute who celebrates her 25th anniversary with Royal LePage has had many clients refer their children to her over the years.

“She’s a great personality to deal with,” says Earl Conway a former client who has referred many friends and relatives to her.

Conway has reason to remember Nute, after all she sold his condo and helped him purchase a new home in a stunning three days.

“I like to spend time with people and walk them through the whole process and of course I’m very accessible.”

Mary Nute, sales representative, Royal LePage, Kanata.

“It was very painless and not very stressful,” he says with some wonder – doubtless the laughter helped.

A well honed skill for listening and learning about people, and the patience and humour to guide clients through the complexities of the real estate business are Nute’s hallmarks.

“I like to spend time with people and walk them through the whole process and I’m very accessible,” she says.

A career real estate agent, Nute knows her way around the daunting paper work



A delightfully well rounded and humorous lady, Royal LePage sales representative Mary Nute, is a joy to work with according to her clients.

involved in completing a real estate transaction – whether buying or selling. As she sees it her job is to help people, and that means ensuring she has all the right contacts in her arsenal – whether real estate lawyers, building inspectors, or

says Conway.

Himself an old hand at remodeling and renovations, with a well honed eye for the aesthetics of his environment, Conway was constantly surprised by Nute’s eagle eye as she showed him around some potential homes.

“In two of the homes we looked at, she was pointing out potential problems that I wasn’t even catching – she’s super honest and very up front,” says Conway.

Deeply committed to her family, this mother of three and grandmother of five, still finds time to shoot hoops with her eight-year old grandson, when she isn’t running, with her granddaughters, taking yoga classes or volunteering in the community.

any other professional relevant to the transactions.

“She is very knowledgeable, so there’s never a waste of time,” says Paul Coderre, who has called on Nute to handle four purchases and sales.

According to her clients she’s always reachable, and returns calls within 20 minutes at the most. Even more valuable is Nute’s inherent integrity.

“She won’t pull the wool over your eyes and she won’t send you off in the wrong direction just to make a sale,”



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