

## Tav Schembri and Remax Realty Specialists are showing the way

By Bill Rea

These have been pretty good days for Tav Schembri and his colleagues at Remax Realty Specialists.

According to the company, this was the top Remax office in Peel at the end of May, also ranking number five in Ontario, 15th in Canada and 33rd world-wide (out of some 100,000 agents).

"The secret really is being very honest and working hard," he said.

"Living in the community is a big plus," the Inglewood area resident added.

These are times of changing trends in real estate, Schembri observed. Agents need to compile complete packages on the properties they're handling. They are also dealing with changing demographics, meaning language and communication take on greater importance.

When going into a house that's to be sold, he said they take in a full team. That includes a certified stager who makes suggestions and arranges the house so it's seen at its best advantage. Schembri added it's part of the service they provide, pointing out it adds to the value of the home.

While the economy, in general, has slowed a bit in the last year, Schembri said that's not the case in this area.

"Our team has really grown in this type of market," he remarked, adding that in a busy market, it's important that everything looks nice, and that the staff is aware of the local conditions. That's where being local helps a lot, as Schembri said all of the staff at the Hurontario Street office all live in Peel Region.

"We're local," he said. "We're very aware of the local market."

Schembri, who became a grandfather in March, said he's been in the area since 1986, adding his children went to school in Caledon and played local sports like soccer.

They are also active at local events. Schembri was helping to man a display in June at Caledon Fair, and he said a portion of every sale goes to the Children's Wish Foundation.

Remax Realty Specialists has about half a dozen offices in Peel with some 500 agents all told, making them the largest Remax and real estate brokers in Peel.

He added they really try to stress honesty and integrity, pointing out people can really notice that when they see it. "That's been a big plus," he said.

