

Professional Profile

I am a third generation Victorian and second generation Realtor. My father, Tom Duncan, was a Realtor for thirty seven years before me. I joined the Victoria Real Estate Board in 1980 and joined my father's new franchise at that time, Century 21 Suburban Realty.

From 1992-1994, I took over the duties of owner/manager & Principal Agent of Century 21 Suburban Realty. Overseeing all legal documentation, communicating and negotiating grievances and disputes for the forty two Century 21 Realtors, along with creating motivational programs and systems for the daily operation of the company, were among my responsibilities.

In November of 1994, Century 21 Suburban Realty successfully completed a merger with DFH Real Estate Ltd. This merger resulted in the number of sales associates topping one hundred. In 1995, I returned to focus on full time marketing and sales for my individual clients.

After 14 years with the DFH Team, I was excited to commence as an independently licensed Brokerage, simply entitled Cathy Duncan & Associates Ltd. I believe independent representation benefits my clients in many ways. I consider each of the Realtors within the Victoria Real Estate Board membership to be an important Associate and would like the opportunity to explain and discuss my perspective of independent representation.

I believe in the importance of staying in a creative, positive state of mind. I am committed to providing the best of professional Real Estate Service to my clients. I am enthusiastic, energetic and possess a strong drive to succeed. You'll find my approach very direct and honest. I have found my career to be a passion. I have been among the Top 2% in sales volume and the proud recipient of the highest level of achievement awards from The Victoria Real Estate Board spanning over 3 decades.

I have been involved with numerous developments, created a Neighbourhood Association, have re-zoned multi-unit residential sites, and taken the lead in the development of Saanich's new residential neighbourhood of South Valley for over 18 years. I know my way around Municipal Halls, Official Community Plans, Engineering and the approval processes of most municipalities. I have experience in setting up Joint Ventures, and have re-zoned and built 18 town homes in 2006 and built 15 town homes at Bear Mountain in 2004.

Today I have a wonderful mature Renovation Team on hand to provide contractors rates for garden clean-up, all repairs, paint, carpet, floor coverings and deep cleaning.

My passion remains Residential Real Estate and the promotion of the individual characteristics of each of our special neighbourhoods here in Greater Victoria. I have created a specialized marketing Website located at www.CathyDuncan.com. I continue to expand my marketing ideas and promotional plans. Most recently I have incorporated drone aerial photography and video presentations of local areas. Please visit my website to see how each listing represented, is so individually promoted in its best light.

In this ever-changing Real Estate market, it's important to gather as many strengths and facts when planning to buy or sell Real Estate. Please don't hesitate to ask my opinion or advice, anytime.

I look forward to being on your team.
Best regards,

Cathy Duncan
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