



CLOVER  
RESIDENTIAL

Expert Guidance  
from Start to Finish



## Here When You Need Us

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Are you looking to buy or sell a property in Victoria, BC? Look no further than the our Sales Team to help you through the journey. We're a collaborative and creative group of neighbourhood sales experts with a depth of knowledge that informs every aspect of our work. Driven for client success, we invest in our relationship with each client and go the extra mile to understand their circumstances, needs, and aspirations. With the highest level of personalized service and expert advice from start to finish, we help you navigate the sales journey with ease and deliver exceptional results.



# The Difference

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## Superior Service

You can think of us as your trusted guide, mentor, and advocate as we navigate the purchase or sale of your home. It can be a stressful time and a significant financial decision, but knowing that you are being kept apprised at every stage of the process means that you'll be able to rest easy.

## Driven by Relationships

We take on clients who share our values—mutual respect, trust, and open communication—and we nurture these relationships for the long term. The same goes for our network of industry professionals, whose skill, integrity, and responsiveness ensure our clients receive exceptional service.

## Curated Marketing Strategies

Our approach to marketing is grounded in proven strategies and is deeply informed by both your property's unique personality and by your personal needs.

## Tenancy Competence

Supported by the Rental Management division, we have built a complete understanding of the intricacies of selling and buying a home that is tenanted. We'll help you successfully navigate the complexities.

## A Proven System

Our primary objective is to smoothly guide you through what can be a challenging sales process and to provide you with the best possible service. From contract execution, negotiation, marketing, handling strata and tenancy matters, conveyancing, and more, we've got you covered. Our proven system has created successful outcomes for thousands of satisfied clients over several decades.

## A Team Effort

We're proudly collaborative, and every member of our team brings specific areas of expertise while advocating for your needs. We're experts in everything from new construction, to character homes, to strata properties, to investment advice, and we work together to ensure you have the right information at the right time.

## Neighbourhood Expertise

We know Victoria's neighbourhoods inside and out. Our team has extensive personal knowledge of the people, properties, market conditions, and amenities of each community, which allows us to provide you with accurate and reliable information. Whether you're looking to buy or sell a property in Fairfield, Oak Bay, Downtown, or any other neighbourhood in Greater Victoria, we can help.



# Homeowners' Stories

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## A Better Client Experience

We're proud to have helped guide so many clients on successful real estate journeys, whether they're relocating or downsizing, securing or selling a great investment, or seeking their dream home. Buying or selling real estate can be a stressful endeavour, but we're dedicated to making it a straightforward, empowering, and even enjoyable process. Read how we've made a difference for some of our clients.



HEAR FROM OUR CLIENTS


## Barclay & Wendy Taylor

A photograph of a man and a woman standing together. The man, on the left, has a beard and is wearing a dark blue cable-knit sweater. The woman, on the right, has long, wavy blonde hair and is wearing glasses and a grey blazer over a black top. They are both smiling. The background is a wooden slat fence.

“Ole and Sales Team are amazing and their commitment to us always goes above and beyond.”

HEAR FROM OUR CLIENTS

## Nancy Belgue

A photograph of a woman with short, wavy white hair, smiling. She is wearing a black top, a leopard-print cardigan, and a large gold Gucci belt buckle. She is sitting on a white stone wall. The background is a lush green garden with trees and foliage.

“Ole and his team have been nothing short of amazing. They were supportive, sensitive, professional and very knowledgeable about the Victoria market and the properties I was considering. 10/10!”



HEAR FROM OUR CLIENTS

Kevin Suddaby

"The Sales team has consistently delivered outstanding results."

HEAR FROM OUR CLIENTS

Gary & Francois

"Ole's understanding of the real estate landscape and his ability to explain and simplify processes left an indelible impression. He proved to be an invaluable guide."



# Celebrating Success

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2360+

\*Total Residential Home Sales

\$1B+

\*In Sales

1280+

\*Strata Home Sales

30+

Consecutive Victoria Real Estate  
Board MLS® Awards for Annual Sales Volumes,  
Top Producing Agents

88%

Repeat or Referred Sales Business, 2020-2025

(\*VREB MLS® Sales Data Jan 1995-April 2025)



# The Buyer's Journey

01.

## INTRODUCTION + ASSESSMENT

Getting to Know Each Other

Disclosures + Process Review

Discussion of Needs + Wants

02.

## PROPERTY SEARCH

Listing Portal Set-Up

Showings

Open Houses

03.

## MARKET EXPERTISE

Expert Advice

Market Insight + Analysis

04.

## FIND HOME

Comprehensive Market Evaluation

Preliminary Property Research

05.

## YOUR OFFER

Professionally Drafted Contract

Presentation of Offer

Expert Negotiation

06.

## ACCEPTED OFFER

Management of Details + Deadlines

Recommended Home Service Providers

Conditions Satisfied + Deposit Paid

07.

## SUCCESS

✓ Meet Lawyer

✓ Transfer Funds

✓ Transfer Key

✓ Move In

# The Seller's Journey

01.

## INTRODUCTION + ASSESSMENT

Getting to Know Each Other

Disclosures + Process Review

Comparative Market Analysis

02.

## OUR CONTRACT

Multiple Listing Contract

Listing Forms

03.

## PROPERTY SET-UP + PRE-LISTING PREPARATIONS

Property On-Boarding

Staging + Property Prep

Marketing Shoot

04.

## MARKETING EXPERTISE

Listing Is 'Live'

Broad Market Exposure

05.

## FIND BUYER

Showings

Open Houses

Feedback

06.

## RECEIVE + NEGOTIATE OFFER

Presentation of Offer

Expert Negotiation

Offer Acceptance

Buyer's Conditions Satisfied

07.

## SUCCESS

✓ Meet Lawyer

✓ Transfer Funds

✓ Move Out

✓ Transfer Key





## Meet Your Dedicated Team

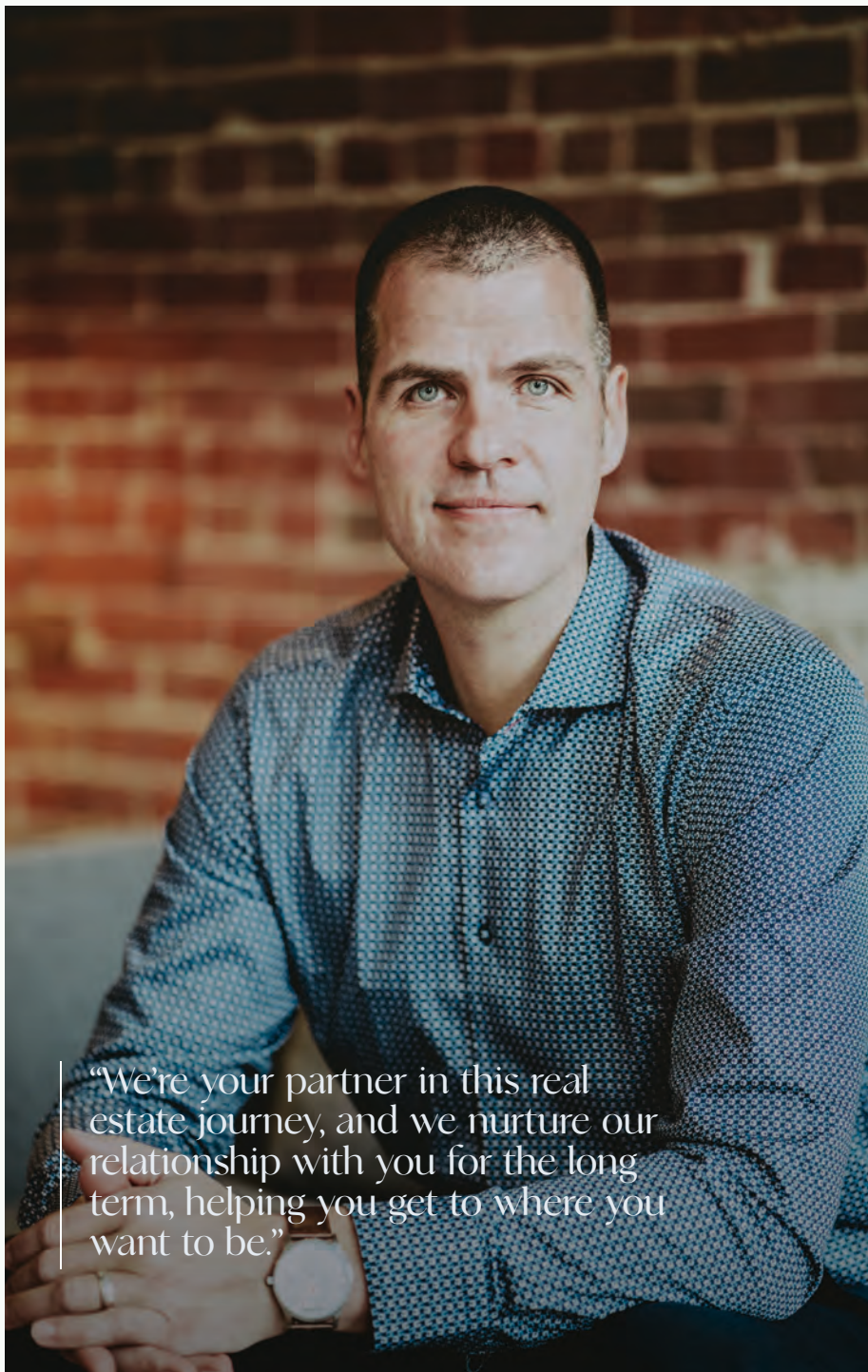
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## Let's Work Together

The success of your real estate journey depends on having specialized experts at your side. We're here for you.





"We're your partner in this real estate journey, and we nurture our relationship with you for the long term, helping you get to where you want to be."

## Ole Schmidt

**MANAGING BROKER, CO-OWNER**

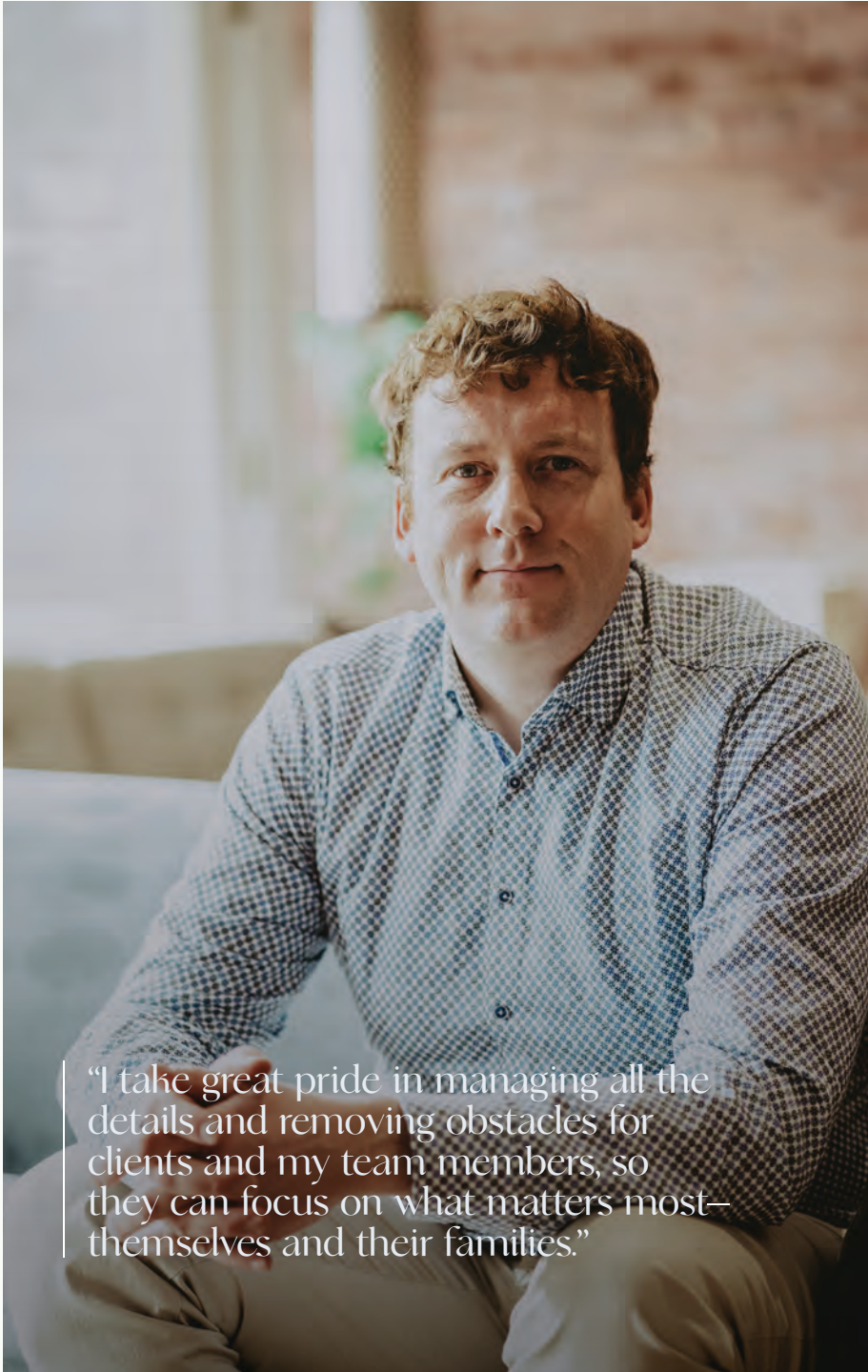
[ole@cloverresidential.com](mailto:ole@cloverresidential.com)

An award-winning real estate expert and business leader, Ole helps mentor Clover real estate colleagues and works collaboratively with the Sales team to guide buyers and sellers through their real estate journey.

With 18+ years of real estate experience, Ole has earned a reputation as a local award-winning real estate expert and business leader. Ole is co-owner of Clover and holds licenses in Sales and Rental Property Management, as well as his Broker's license. With a keen understanding of the real estate market and acumen for sales and negotiation, Ole leads the Sales Team. He has consistently been awarded MLS® Awards from the Victoria Real Estate Board, including Gold awards in 2014-2017, 2019, 2021-2024, which ranked him in the top 10% of Greater Victoria REALTORS® in terms of sales volumes.

Clover staff, clients, and fellow real estate colleagues appreciate Ole's patient, detail-oriented, and knowledgeable approach to real estate and business.





"I take great pride in managing all the details and removing obstacles for clients and my team members, so they can focus on what matters most—their families."

## Brian Ogilvie

**DIRECTOR OF SALES TEAM &  
ASSOCIATE BROKER**

[brian@cloverresidential.com](mailto:brian@cloverresidential.com)

With a background in marketing and international management, Brian brings a detail-oriented approach and international perspective to his work with the Sales Team.

As Director, Brian's main role is to be the expert on implementing the concepts, tools, and principles of both the Entrepreneurial Operating System (EOS) and the Richard Robbins International (RRI) sales training—two business frameworks employed throughout Clover and Sales Team. That means coaching and mentoring staff and agents while also helping develop and execute big strategic goals with the group.

Brian holds a Broker license in BC and is also licensed in Rental Property Management and Strata Management.

Brian helps the Sales Team track the many complex details of every sale transaction, and his marketing skills ensure the group and their listings reach a wide and engaged audience.



# Hannah Hayworth

REALTOR®

[hannah@cloverresidential.com](mailto:hannah@cloverresidential.com)

Hannah is a REALTOR® who proudly brings a business background, marketing expertise, and an international perspective to her real estate clients and career.

Hannah's passion for business led her to pursue a Bachelor of Commerce in Entrepreneurship and Service Management at the Gustavson School of Business. Over years successfully spent working in sales, marketing, and service roles, Hannah has developed exceptional communication and interpersonal skills, strengths she relies on when guiding clients through their unique real estate journeys.

She has been a national top-ranked sales record holder and has deep marketing experience, and she brings a palpable passion for real estate to every client relationship.



"I know a job is well done when our clients feel we've been unwavering in our professionalism, timely in our communications, and exacting in our standards of service."





“It’s deeply rewarding helping people turn dreams into reality. Serving and supporting clients through the process is an honour.”

## William Johnson

**REALTOR®**

[william@cloverresidential.com](mailto:william@cloverresidential.com)

William is originally from New Westminster, BC but moved to Toronto at a very young age. His family eventually returned to the West Coast and put roots down in North Vancouver. After completing his studies in business and philosophy at Capilano University, William became interested in the study of wine and worked to achieve his Sommelier accreditation. His appreciation of wine and entrepreneurial spirit led him to open a restaurant in Vancouver.

The most valuable skill William learned through ownership was adaptability; the old saying, ‘anything that can go wrong, will go wrong,’ is especially true in a restaurant. Being adaptable and able to find solutions quickly to issues has translated well into his real estate career.

Family life and becoming a father created a desire to shift focus and help guide people through their own real estate journey, and William and his family relocated and put roots down in Victoria. He committed himself to excellence as a REALTOR® and focused on providing exceptional service for his clients. He takes pride in helping the community build their future by securing their dream home.



"Delivering an exceptional client experience begins with a team of motivated professionals who share our values and uphold the high standards our clients expect."

## Alana Fitzpatrick

### **DIRECTOR OF OPERATIONS**

[alana@cloverresidential.com](mailto:alana@cloverresidential.com)

Alana brings extensive experience from her work in social and co-op housing in Toronto, where she excelled in managing complex responsibilities with a commitment to professionalism and excellence. She is known for her ability to enhance operational efficiency, foster strong communication, and drive consistent performance across teams.

At Clover Residential, Alana plays a pivotal role as Director of Operations, where she oversees the implementation of large-scale projects and provides strategic guidance on new initiatives. Her global perspective, shaped by her upbringing in the British Virgin Islands and Vancouver Island, and her diverse experiences in Victoria, Toronto, and internationally, allows her to bring fresh insights and innovative solutions to the organization. Alana's expertise in streamlining processes and her keen understanding of the client's needs are instrumental in delivering exceptional service and driving the company's success.



"My focus is on making sure every step of the process is clear and straightforward for our clients. Real estate can be complex, but it doesn't have to feel that way."

## Jenny Dyer

### **ADMINISTRATIVE ASSISTANT**

[jenny@cloverresidential.com](mailto:jenny@cloverresidential.com)

Jenny is a vital member of sales team, known for her extensive real estate expertise and her ability to ensure the seamless execution of property marketing and sales processes. She excels in managing the many details of sales conveyancing, making sure each transaction is handled with precision and care. Her support keeps the team well-informed and fully equipped, driving efficiency and success in all aspects of their work.

Jenny's proactive approach and meticulous attention to detail have been instrumental in enhancing the team's ability to deliver exceptional, personalized service to clients. Her warm, approachable demeanor and strong relationships with both clients and suppliers make her a trusted and invaluable part of the team, contributing significantly to sales team ongoing success.



# Rental Management & Real Estate

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## Proudly Local for Over 30 Years

When you're looking to rent valuable assets such as an investment property or family home, you need professionals you can trust. Whether you're down the street or halfway across the globe, Clover Residential is here to help you make important decisions and realize your goals.

## Talk to us about our Rental Management Services

[cloverresidential.com](https://cloverresidential.com)  
394 Moss Street Victoria, BC, V8V 4N1





Where you want to be.  
Wherever you are

[CLOVERRESIDENTIAL.COM](https://cloverresidential.com)