

TOP AGENT

MAGAZINE

NICHOLAS
VILVANDRÉ



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Nicholas Vilvandr  of Seattle, Washington, combines an unwavering dedication to candor and transparency with a history of business development and deep interpersonal connections to fuel his real estate enterprise. “When I finally came out of my shell, I just decided to be full disclosure Nick and put in the ‘work.’ I wear my emotions on my sleeve and I’m a straight shooter and don’t sugar coat anything – whenever anyone asks me what I do to be successful in real estate, I tell them I just ... ‘be me!’”

Before entering the world of real estate, Nick enjoyed building a transportation & parking business from the ground up. “I had been working for the Westin Hotel as a bellhop, valet, doorman, and lobby coordinator for about five years,” he recalls, “and I went into the valet parking world. From Silver Cloud Valet to starting Elegant Valet and Transportation, I started selling and working parking & transportation services, special events, wineries, golf courses, restaurants, wedding venues, churches;



every street in the greater Pacific Northwest.” Relying on his foundation in the world of hospitality, Nick purchased a limousine, party bus, and town car, and he started building his own brand and product. “Eventually my company was purchased by Standard Parking – now SP Plus, a national publicly traded corporation. I

grew to the point where I operated a fleet of twenty-four buses, over sixty employees underneath me, and we started the Amazon account, the Google account, University of Washington Shuttle Account, and many others – we helped them build their various campuses. During that time I got to see some really gorgeous houses,



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so when my contract was up from my sale of the business, they hired five separate supervisors to replace me, and I started thinking about a new life in real estate.”

After obtaining his license, Nick decided to sign on with Sound Realty Group and launch his real estate career in 2009. “I was doing three or four transactions a year, mostly for family,

friends, and former clients or affiliates from the transportation world, when Charles told me he was taking the team over to Keller Williams I decided to join him. I then started taking every ‘Ignite’ course that I could possibly attend, and things really shifted after I attended ‘BOLD.’” With the mortgage industry in upheaval, Nick had to leverage every tool and resource available, and he and Charles pivoted their focus to



investment properties, multifamily and residential properties. “Multi-family can be challenging dealing with tenants and finances. It’s like selling a business, but I ended up helping my clients re-sell those properties for a big profit a few years later. I sold more multi-family properties in 2015 through 2017 than anyone else in the Northwest Region – I’ve sold over ninety multifamily properties and sold over 325 properties of all types in my career, and I have been ranked the #1 individual agent in my market center. For the past five years (with the exception of

2020), Nick has been the #1 producer, and at the time of writing, he has just closed his third largest transaction to date. “I was able to help a client that is serving the aerospace, manufacturing, and automotive machinists industries by closing on a commercial property that is to be converted into a daycare facility at a sale price of \$3,350,000. It took me a month to find the right place, and the president told me afterwards that it was “the most stress-free, drama-free experience I’ve ever had purchasing a property – Nick you did a great job!”



Nick is looking forward to bringing his success and prosperity to his neighborhood of South Park in West Seattle as well as West Hill S Seattle. “I’ve been here for twenty-two years, and my wife Jenny and I have been able to work with a large local builder - Sapphire Homes NW - to acquire land to develop and build 15 new construction homes around our current home and 3 on West Hill, and that will allow us to be able

to build our dream home we both designed on West Hill / Bryn Mawr in South Seattle. Locally we like to get volunteers together to clean-up the area, or just get out with our dog daughter, Crazy Daisy – we love our ‘W-A-L-K’s’!” He plans to bring his expertise to fruition and he aims to learn everything he can throughout the development experience to better serve his current and future clients.



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