

Local Realtors take over real estate franchise

TIFFANY LEWIS TELEGRAPH-JOURNAL



Local realtors Bob McVicar and Shirley Roach-Albert recently purchased Sutton Group Aurora Realty Ltd. in Saint John. PHOTO: TIFFANY LEWIS/TELEGRAPH-JOURNAL

SAINT JOHN • Two local Realtors are using their knowledge and connections in the city to grow their newly acquired franchise.

Shirley Roach-Albert and Bob Mc-Vicar recently purchased real estate franchise Sutton Group Aurora Realty Ltd. in Saint John. The two bought the franchise from Sutton Aurora in Newfoundland.

The pair have been realtors in Saint John for a combined 22 years, and said they are confident their knowledge and

networks in the city will make for growth of the company.

“Part of what Shirley and I are excited about is the fact that we’re local people and now we own the local office, so this office is no longer owned folks from somewhere else,” McVicar said. “We live here, we’ve got deep roots here [with] strong track records in the Saint John real estate markets so people know who we are and we know the market very well. We think we can take our strengths and our knowledge of the local market as local people and turn that into better client service for our customers, our clients, and we think we also have a good place to work with other fellow Realtors if they want to join us as we go forward.”

Roach-Albert said they hope to attract other Realtors.

"Our intention certainly is to grow Sutton here locally and get the message out of what a terrific company this is, a hundred per cent Canadian-owned and we feel with strong local leadership the business will be able to attract other top-notch Realtors," she said.

Sutton Group Aurora Realty Ltd. opened in Saint John in October 2016. McVicar says most of their business "come from people in other parts of the country moving to Saint John."

"This is a much stronger phenomenon lately than most people are yet aware of," he said. "And it's one of the things that really begun to drive the real estate market here which has become very strong within the last 18 months."

In a press release by Sutton Group Aurora Realty Ltd., McVicar stated he is looking forward to many aspects of the ownership including business growth.

"We're eager to hit the ground running with renewed focus on growing the business, recruiting more top-notch realtors to our already strong team, and adding to the strength of the Sutton brand in our region," McVicar stated in the release. "I've often said I should have gotten into real estate 20 years earlier – it's the most rewarding work I've ever done. I'm looking forward to elevating real estate for my clients and my colleagues."