



HUGH MOSAHEB

Expert on All Things Real Estate

BY TORI STAFFORD PHOTOS STEPHEN WILD AND COURTESY OF HUGH MOSAHEB

Buying or selling a home is a decision that cannot be taken lightly, but neither is the decision of choosing who will assist you through the process.

Hugh Mosaheb knows the magnitude of this decision, and the intricacies of real estate transactions. For over 25 years, Mosaheb has worked tirelessly to secure his place as one of the leading realtors in the area, and this extensive experience

is one of the attributes that keeps him in that prestigious position today.

Having lived in Kingston all his life, Mosaheb has a firm knowledge of the area both as a realtor and as a resident. Mosaheb has a distinct ability to match clients' needs and interests with the right location. This ability translates into an easy and efficient home buying experience for his clientele.

Similarly, Mosaheb's keen comprehension of the local real estate market and current trends gives him the edge when negotiating. For those buying and selling property in Kingston, Mosaheb is a trusted adviser who is devoted to his clients. He strives to achieve only the best outcome in every transaction.

Mosaheb's direct, skillful and assertive style of negotiating ensures this positive end result, meaning his clients can feel safe

ABOVE Hugh Mosaheb. Feature Home 1103 King St. West—Offered at \$895,000, this exquisite, top-quality family home is located in one of Kingston's premiere neighbourhoods.



in his care and their resulting investment. "Any success I've had comes from working hard, staying on my game, and making sure my clients are fully-satisfied," he says.

Mosaheb mainly works in residential, resale, condominium sales, and new home sales, where he represents one of the city's most revered builders, Marques Homes. A force of his own in real estate, Mosaheb shines as a one-man show. His intense commitment keeps him in touch with clients' needs and wants. "My clients have one face, one name and one phone number to deal with," Mosaheb explains. "That way, I avoid the chance of miscommunication or lost sentiment."

And while working alone may mean taking on a lot of work, it is nothing Mosaheb shies away from. Still as passionate about real estate as he was the day he started, Mosaheb loves to be hands-on and thrives in the fast-paced work environment his field creates. But what truly fulfills him is the knowledge that the result of a day's work is his clients' true satisfaction and comfort. "When my buyers and sellers tell me I've done a rewarding job for them and that they're happy with the way I handled their deal," Mosaheb says, with his warm and endearing smile, "that is when I feel I have successfully satisfied my client's needs." ■

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