CONTACT DETAILS

- 613.902.1302
- niya@goodstory.ca

LANGUAGES

- English
- Bulgarian

TOP SKILLS

- Customer service excellence
- Negotiation and risk management
- People-first relationship building
- Problem-solving
- Strategic goal planning

CERTIFICATIONS

- Seller Representative Specialist (SRS)
- Accredited Buyer Representative (ABR)

NIYA VOYCHEVA

Real Estate Sales Representative

I'm a results-driven Ottawa real estate agent with a people-first approach and a deep commitment to honesty, transparency, and client advocacy. Clients describe me as detail-oriented, empathetic, and strategic. I combine strong market knowledge and data-driven insight with a calm, supportive presence that helps clients feel confident through every stage of the process. Whether guiding first-time buyers or helping families move up to their next chapter, my goal is to make the experience stress-free, informed, and truly rewarding — not just during the transaction, but long after closing.

MY GOOD STORY
A PROFESSIONAL SUMMARY

Real estate has been part of my life for as long as I can remember — I grew up in a family of entrepreneurs and learned early that hard work, integrity, and professionalism are what turn a business into something lasting and meaningful. After moving to Canada, I watched my parents rebuild from the ground up, showing me that perseverance and dedication can create new beginnings. That experience shaped how I approach my work today: with resilience, empathy, and a genuine drive to help others find their sense of home and stability.

As a real estate advisor in Ottawa, I focus on building lasting relationships and creating an experience where clients feel supported and confident every step of the way. Having relocated several times myself, I understand the emotions and logistics that come with change and bring that empathy to every interaction. I work with first-time buyers, growing families, landlords, and tenants, combining data-driven strategy with genuine connection to guide decisions with clarity and trust. Whether buying, selling, or investing, my goal is to make the process seamless, rewarding, and rooted in integrity.

A FEW GOOD STORIES—TESTIMONIALS

- “It was a pleasure to have Niya as our realtor. As first-time homes buyers, we had a lot of questions and she was patient in answering all of them. She is helpful and took our needs into consideration. She went above and beyond our expectations of finding us a suitable house at an incredible price. I would definitely recommend her to anyone, especially first-time buyers.” — Vanessa, former client

- “I couldn’t have asked for anyone better to make this [first home] possible. You were genuine throughout the process and your knowledge helped me to get exactly what I was looking for.” Manpreet, 2 x client

WORK EXPERIENCE

LICENSED REAL ESTATE SALESPERSON

RE/MAX Hallmark - Ottawa, Canada

February 2022 - Present

I started my real estate journey as a member of the Seyer Team within RE/MAX Hallmark, and we eventually joined forces with the GoodStory team. Both teams’ client-driven approach with an emphasis on transparency and professionalism ensured a seamless transition. As a member of GoodStory, I’ve had the pleasure of working alongside and learning from some of the best in the industry and witnessing first-hand how dedication and honesty can create a business that truly stands out.

- Guide buyers, sellers, landlords, and tenants through every stage of a real estate transaction with transparency, precision, and a people-first approach.
- Conduct detailed market research and pricing analysis to help clients make data-driven decisions aligned with their financial and lifestyle goals.
- Negotiate purchase and sale agreements, ensuring client interests are protected while maintaining strong relationships with cooperating agents and builders.

DATA ANALYST

Department of Public Safety Canada - Ottawa, Canada

September 2017 - April 2022

- Collect, clean, and analyze quantitative and qualitative data to identify trends, patterns, and actionable insights that inform business strategy and performance.
- Evaluate business processes and design workflow improvements that enhance operational effectiveness and long-term planning.
- Monitor key performance indicators (KPIs) to track progress, forecast outcomes, and guide strategic adjustments.

EDUCATION

Humber Real Estate College
2021 - 2022
Real Estate Salesperson Program

Carleton Univeristy
2014 - 2017
Bachelor of Business, Marketing