

Creating Pathways To Elevated Living

An Interview with Jerry Hammond, Founder and Chief Executive Officer, Hammond International Properties

EDITORS' NOTE Jerry Hammond is the Chief Executive Officer and Founder of Hammond International Properties (hammondinternationalproperties.com), a boutique luxury real estate firm in Toronto, Canada. Hammond is a leading industry expert, recognized by a diverse network of high-net-worth and ultrahigh-net-worth clientele, notable personalities and industry professionals locally and internationally. Known for his down-to-earth leadership style, Jerry is guided by a philosophy rooted in the Golden Rule—treating others as you wish to be treated. Inspired by the values championed by Four Seasons founder Isadore “Issy” Sharp, Jerry has embedded this principle into every aspect of Hammond International Properties.



Jerry Hammond

Will you provide an overview of Hammond International Properties and how you define its mission?

At Hammond International Properties, we specialize in curating exceptional real estate experiences for discerning clientele across Canada and around the world. Our mission is rooted in a passion for excellence, delivering unmatched service, forward-thinking strategy, and extraordinary results. We don't just sell homes; we create pathways to elevated living, guided by innovation, integrity, and a commitment to exceeding expectations at every turn. Every client, every property, and every opportunity is approached with the belief that luxury is not just a price point – it's a personalized experience.

This begins with the Golden Rule, a simple yet powerful principle that shapes how we serve, communicate, and lead. By treating every client with the care and respect we would expect ourselves, we build lasting relationships grounded in trust.

Will you highlight Hammond International Properties' portfolio?

We are privileged to represent some of the most prestigious residential properties in Canada, with a particular focus on Toronto and the Greater Toronto Area. From architectural masterpieces and private estates to internationally inspired residences, our portfolio reflects the evolving definition of luxury living. Beyond our local footprint, we are expanding our global offerings, curating exceptional real estate experiences for Canadians who live and travel internationally.

New this year, we are proud to have launched the Luxury Leaders Masterclass. This initiative has been thoughtfully developed to elevate the standards of luxury real estate service. Through this program, we are setting a new standard of excellence in the industry, rooted in global perspective, innovation, and unparalleled client care.

What have been the keys to Hammond International Properties' growth, and how do you define the Hammond difference?

Our growth has been fueled by a commitment to excellence, innovation, and the cultivation of meaningful relationships. We stay ahead of market trends while remaining deeply connected to the communities we serve. What truly sets us apart is our boutique approach: every client receives highly personalized service and access to unparalleled market intelligence. We are known for our “white glove” service and ability to connect the right homes to the right clients. Our global vision, combined with local expertise, allows us to deliver outcomes that

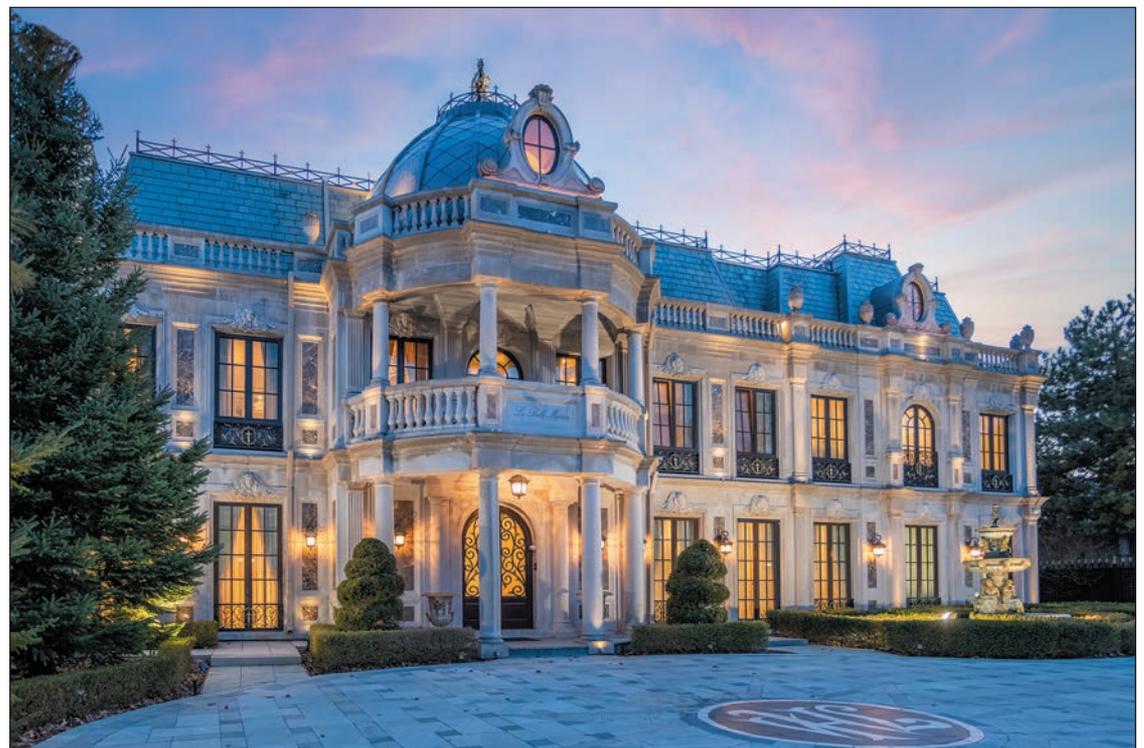
are both bold and bespoke – helping clients achieve their dreams with confidence and joy.

One of the things that truly sets us apart is our ability to create genuine connections to our properties. We are not focused on the traditional statistics like square footage or number of bathrooms – we want buyers to understand what their life will be like living in a home. This philosophy is integrated into every element of our marketing, especially how we market and feature every property.

What do you see as Hammond International Properties' responsibility to be engaged in the communities it serves?

We believe that true leadership extends beyond transactions. At Hammond, it's about making a lasting, positive impact. We are committed to supporting the vitality and well-being of the communities we serve. One of the ways we bring this to life is through The Charitable Journey, a philanthropic initiative that allows each of our sellers to designate a charity of their choice to which we donate in their honor. It's a meaningful way to turn every transaction into an act of giving.

In addition, we actively participate in hosting fundraising events and charitable



30 Fivesbire in Toronto, Ontario



100 Kennedy Street in Aurora, Ontario

awareness campaigns, using our platform to bring attention to causes that matter. Whether through mentorship programs, community engagement,

or philanthropic partnerships, we are deeply invested in supporting the neighborhoods and communities our clients call home.



113 Elgin Street in Thornhill, Ontario

How important is it for Hammond International Properties to build a diverse and inclusive workforce?

Diversity and inclusion are essential to who we are and how we lead. We recognize that the most innovative ideas and strongest teams come from a mosaic of perspectives, backgrounds, and experiences. Building a diverse and inclusive workforce not only enriches our company culture, but it ensures we are truly reflective of the global clientele we serve. Our commitment to inclusion is ongoing, and we are proud to create an environment where everyone's voice is valued, and every individual can thrive.

What advice do you offer to young people interested in pursuing a career in real estate?

Real estate is a career of limitless possibility, especially for those who lead with passion, resilience, an entrepreneurial mindset, and a commitment of service. My advice to young people is simple: be curious, be committed, and be courageous. Invest in learning about markets, people, and the art of connection. Seek out mentors who will challenge and champion you. And most importantly, approach every relationship and opportunity with authenticity and optimism. In real estate, success is not just about the sales – it's about building trust, delivering excellence, and helping people realize their dreams. ●