



RE/MAX Du Cartier A.S. - Commercial Division
A Powerhouse in Multiresidential and Commercial Real Estate

RE/MAX Du Cartier A.S.
Commercial Division
1290 Bernard Avenue
Outremont H2V 1V9

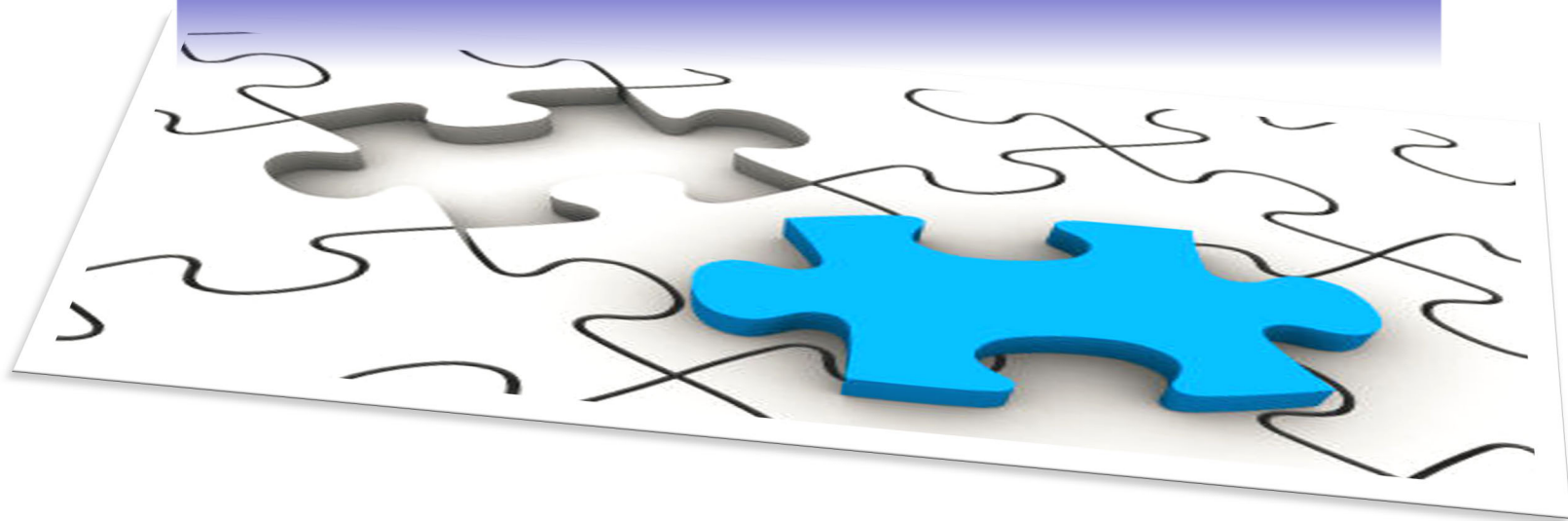
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RE/MAX Du Cartier A.S. - Commercial Division

OUR MISSION STATEMENT:

Grow our client's real estate portfolio both profitably and strategically with the utmost sense of integrity and responsibility.





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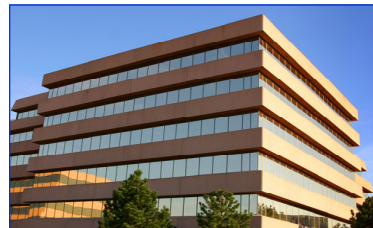
We are a real estate agency that exclusively focuses on income properties, specifically multiresidentials, office towers, shopping centers and new developments.

Our professionals speak numbers all day long... cash flow, capital repayment, value appreciation, NOI, ROI, mortgage financing and refinancing, exit strategy, etc.

We are a sub-franchise of RE/MAX Du Cartier Inc., Quebec's largest real estate agency with annual sales of ± \$1.5 Billion, 6 branches in Montreal and surrounding areas and 350 real estate brokers.



RESIDENTIAL BUILDINGS



OFFICE TOWERS



SHOPPING CENTERS



NEW DEVELOPMENTS

OUR CORE COMPETENCY...

Examples Of Some Multiresidentials Most Recently Sold



THE TEAM

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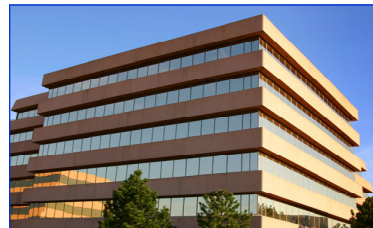
RE/MAX Du Cartier A.S. is headed by Albert Sayegh who counts 30 years of business experience.

Here is a brief overview:

- . Graduate of HEC Montréal + Executive education at Harvard Business School, similar to an e-MBA
 - . 11 years - IBM Canada. Last position: Marketing Operations Manager, Eastern Canada - Computer Division
 - . 18 years - Real Estate Broker specializing in income properties (multi-residential and commercial buildings)
 - . Often ranked « Top Ten Individual Broker in Quebec » out of ± 4,000 RE/MAX brokers in Quebec
 - . Hundreds of million of dollars in multiresidentials and commercial transactions
- . Member of the Canadian Commercial Council of Realtors®, Quebec Professional Association of Real Estate Brokers, OACIQ - the province's real estate governing body (Organisme d'autoréglementation du courtage immobilier du Québec) and RE/MAX International Hall of Fame.



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THE SERVICES

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The array of services we provide positions us as a leader in Quebec's multiresidential and commercial real estate space.

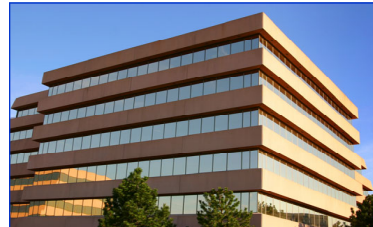
The service level provided by our team of professionals for the sale, purchase, finance and refinance of land, buildings and new developments is unparalleled according to leading industry experts.

At RE/MAX Du Cartier AS, you'll find all real estate services under one roof:

- Bankers with experience in income properties and new developments
- Engineers for Environmental Site Assessments
- Chartered Accountants for advisory services
- Lawyers practicing real estate law
- Investment Advisors
- Professional Appraisers
- General Contractors
- Property Managers
- Land Surveyors



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SELLING

Thinking of Selling a Building?

Selling well your building or shopping center is our first and foremost objective. By working with us, you will have access to one of Quebec's top performing professional teams in investment properties.

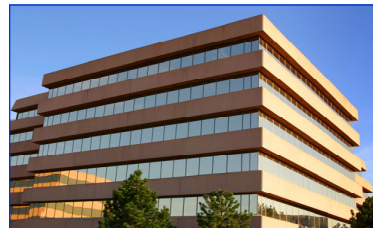
We know full well how to smartly package a property, big or small, to promote it, attract serious buyers and command a high selling price. We count hundreds of sold properties in our portfolio, and as many clients who year-over-year work with us to acquire and dispose of real estate assets.

We are a full-service agency that also does mortgage financing to our buyers' clients.

Industry professionals and clients vouch for our reputation and banks in particular are happy to see us in a transaction, knowing that the file that will be presented to them (new financing or refi) will be complete and most accurate.



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BUYING

Thinking of Buying a Building?

Finding the right investment property that meets clients' expectations/business model is not easy. Selecting the very right property that has the upside and delivers the projected return is even harder. This is where and when our professionals come into play.

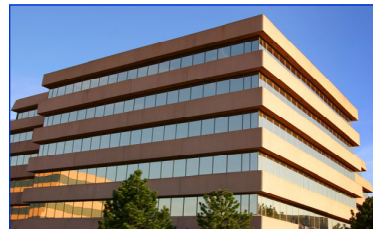
Here is our modus operandi when acquiring a building for a client:

- Scout the city for the right property
- Run our financial and profitability metrics
- Conduct a detailed due diligence
- Find and negotiate mortgage financing
- Tender a purchase offer and finalise the transaction

Needless to say, we leave no stones unturned when it's time to buy a building. It's our mission. Our core competency!



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FINANCING

Thinking of Financing or Refinancing a Building?

RE/MAX Du Cartier A.S. negotiates mortgage loans, interim financing, bridge loans and other credit facilities on behalf of buyers and sellers to facilitate and firm up a transaction. Our financing experience speaks volume considering our loan arranged portfolio.

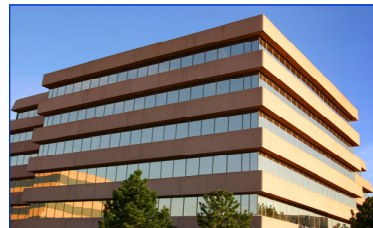
Financing small or large residential buildings, new developments, office towers or shopping centers is one of our agency's expertise and "raison d'être".

RE/MAX Du Cartier A.S. can, should buyers request it, take charge, start to finish, of a loan application: presentation to different lenders, compare term sheets, negotiate terms and conditions and finalize all the fine prints.

The agency is a full-service, end-to-end real estate agency member of l'Autorité des marchés financiers as well. Talk to us and your CPA and financial advisors will be glad you did!



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ADVERTISEMENT

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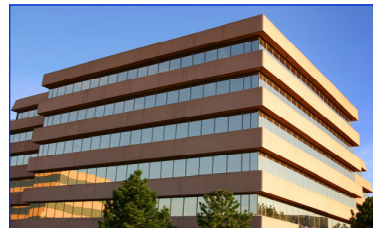
Each building we advertise for sale is unique. Each has its own pros and cons, be it the type of property it is, location, size, tenants, current rent, current condition, asking price, zoning, etc. This is why advertising is individually crafted and individually tailored to each building. The objective being to attract the right buyer and sell at a high price.

We generally consider when selling a building:

- . Email campaigns to our proprietary database of 1,500+ clients, investors and real estate professionals.
- . Ads in loopnet.com, a solely dedicated website for investment properties in North America.
- . Ads in The Gazette, La Presse+ and other papers in different cities.
- . The Remax-Quebec website, the most visited real estate website in Quebec with \pm 1,000,000 unique visitors each month
- . Social media: Facebook, Instagram, Linked-in, Google+, etc.



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FEEDBACK

Feedback From Clients and Industry Professionals...



Jack Cankul - Client

« ... Dear Albert, I am happy to write these few lines to your clients. Out of the gate you're not the typical real estate broker we meet every day... You bought and sold for me 7 buildings in the past 3 years, all multi-residentials ranging from 7 to 40 apartments. You sold 4 and bought 3 all in the same consistent manner whereby you held a thorough due diligence and ended up mastering the properties better than any participant. I'm always confident about recommending your services to friends and family and thank you for your continued exceptional service and attention. »

Rénaud Dugas - Client

« ... My building was listed for many months with another broker and it did not sell. I signed a new mandate with you and you quickly gave me smart advice on how to improve building's aesthetics and curb appeal, in order to sell it and sell it well. You advertised in Montreal's papers and to your own client database, and lo and behold 9 offers were received... and it's a client of yours who acquired the property. The selling price was right on the money and impressive was the time it took you to complete the transaction, start to finish! »

Robert Grondin - Banker

« ... I deal with many real estate professionals and it's rare to meet ones who have your experience in commercial lending. It's a whole different ballgame to finance an income property than a house or a condominium. It's a speciality on its own that has its own set of rules and regulations, and it's confusing and even quite tricky at times. I can comfortably attest to your experience that's unquestionable and must add that working with you all these years and your team has always been a pleasure. Wishing you and your agency continued success. »

Yasmine Bensalem - Notary

« ... It's my pleasure to inform your clients of your in-depth understanding of the income property market, be it multi-residential or commercial buildings. The number of transactions I see you completing in a single year and their sheer size confirm my confidence. Needless to say that the files you submit to my office are always complete and always well presented, despite the difficulty and complexity of some. There has never been a surprise at any closing and that's rare. Indeed, very very rare... I have little else to add, other than kudos to you and your great team. »



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