



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

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

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**Visit**  
**[www.remaxducartier-as.com](http://www.remaxducartier-as.com)**

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

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

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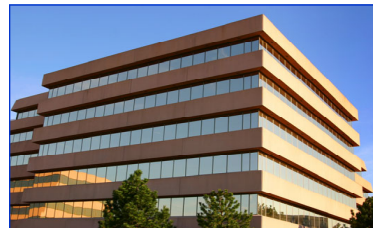
**We are a real estate agency that exclusively focuses on income properties, specifically multiresidentials, office towers, shopping centers and new developments.**

Our professionals speak numbers all day long... cash flow, capital repayment, value appreciation, NOI, ROI, financing options, exit strategies, etc.

**We are an affiliate of RE/MAX Du Cartier Inc., Quebec's largest real estate agency with annual sales of \$1.6 Billion, 6 branches in Montreal and the surrounding areas, and ± 350 real estate brokers.**



**RESIDENTIAL BUILDINGS**



**OFFICE TOWERS**



**SHOPPING CENTERS**

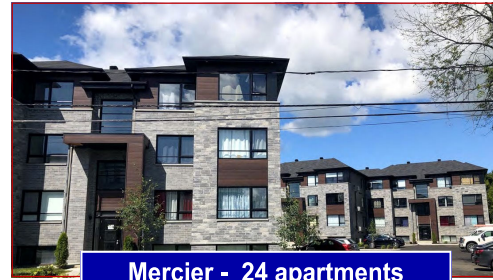
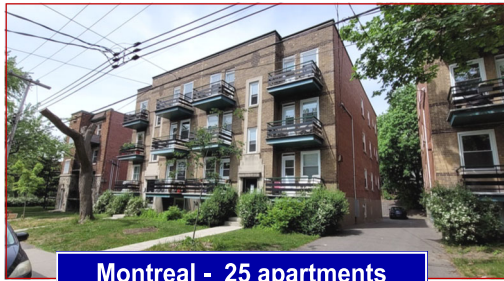


**NEW DEVELOPMENTS**



# HUNDREDS OF MILLIONS IN TRANSACTIONS

## Some Examples of Buildings Recently Bought and Sold



## THE TEAM

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

RE/MAX Du Cartier A.S. is headed by Albert Sayegh a 20-year veteran of commercial real estate.

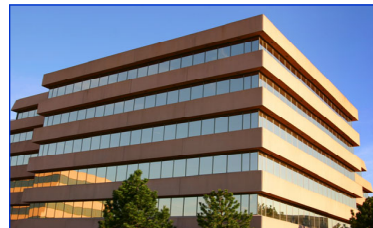
Here is a brief overview:

- . Graduate of HEC Montréal + Executive education at Harvard Business School
- . 11 years - IBM Canada. Last position: Marketing Operations Manager, Eastern Canada - Computer Division
- . 20 years - Real Estate Broker specializing in income properties (multi-residential and commercial buildings)
- . Often ranked « Top Ten Individual Broker in Quebec » out of ± 4,300 RE/MAX brokers in Quebec
- . Received in 2022 the CHAIRMAN trophy for his exceptional results
- . Hundreds of millions 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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## SELLING

# Thinking of Selling Your Building?

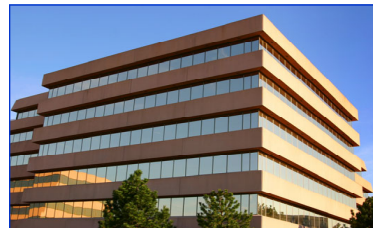
**To sell well your building is our first and foremost objective.**

By retaining our services, you will have access to a multidisciplinary team considered one of the top performing in Quebec, offering experience, know-how and a 20-year track record of successful transactions. We know how to present an income property well, regardless of size, give it its full value and attract serious buyers...

**Worth noting, by listing your property for sale with us, your property will be seen throughout Quebec by  $\pm$  4,300 RE/MAX brokers and internationally in over 90 countries by 11,000 commercial brokers. As well by real estate investors from all over the world who visit the international RE/MAX website [global.remax.com](http://global.remax.com) every day, and are looking to invest in a stable country such as ours.**



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# **No One Offers A Better Exposure For Your Buildings Than The One We Offer You.**

## **Great Visibility In Montreal, throughout Quebec, and Around The World !**

To be read carefully.

### **▲ VISIBILITY IN MONTREAL**

RE/MAX du Cartier A.S. is affiliated with the most important real estate agency in Quebec, RE/MAX du Cartier, which has 6 offices, 5 in Montreal and 1 in Laval, annual sales of ± \$1.6 billion, and ± 350 real estate brokers.

### **▲ VISIBILITY THROUGHOUT QUEBEC**

Your property cannot go unnoticed when it is seen by ± 4,300 RE/MAX brokers, who represent more than 40% of all brokers in the province. Additionally, the RE/MAX-Québec website is one of the most visited in Québec with over 2 million monthly visitors.

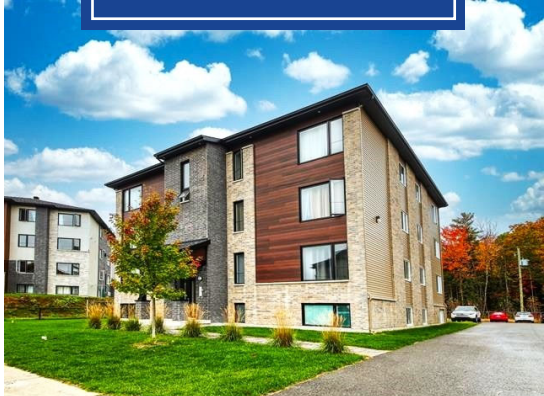
### **▲ VISIBILITY AROUND THE WORLD**

How about being part of a force of over 11,000 commercial brokers, present in over 90 countries, who together transact over 50,000 commercial real estate transactions per year? Would you like to have your building presented and sold by this one-of-a-kind marketing team?



# Current 2023 Testimonials

Testimonial  
Buying-Client  
**Saint-Jerome**



Testimonial  
Real Estate Broker  
**South-Shore**



Testimonial  
Selling-Client  
**Montreal**



*The expertise of the Albert Sayegh team was instrumental in our success in this very competitive market. They helped us navigate the various stages of the purchasing process, and through their rigorous financial analysis and optimization modeling, sound advice on how to best finance the buildings and overall real estate market experience, we were able to take an informed decision and buy these 2 buildings.*

*Most importantly, their confidence in us was crucial in giving us the push to get on this new adventure. A beautiful partnership was born!*

**Andréanne Bergeron, Actuary**

*I met Albert in a 16-unit apartment building I had just listed in La Prairie. A few days following the listing, he called me to ask me some questions about the building and the proforma. Two days later he presented me with a promise to purchase and a bank letter confirming buyer's financial capacity.*

*In short, this sale went so well, without any problems, or delays, that I asked him to list two other buildings with me, which he succeeded in selling them. Again, without any difficulties or last minute surprises. With his experience and his many contacts in the industry, things seem easy with him. It was a pleasure!*

**André Thorne, Real Estate Broker**

*I bought and sold with Albert over the past 4 years, 5 good sized buildings (from 18 to 32 units), 3 purchases and 2 sales. His marketing and sales support has always been exceptional. For the sale of my Queen Mary building which I was asking over \$10 million for, we received 10 written offers and Albert sold at full price.*

*Albert provided great advice and support throughout this sale which was, in many ways, quite complicated. No doubt that Albert understands numbers, is quite comfortable with large buildings, and has a vast contact list of serious and qualified buyers. In my opinion, without Albert, this sale would have never happened.*

**Olivier About, Investissement Denola inc.**

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# OUR SERVICES

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

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

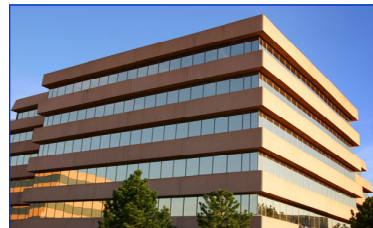
The service level provided by our team of professionals for the sale, purchase, finance and refinance is unparalleled according to many leading industry experts.

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

- Bankers with experience in multi-residential and commercial real estate lending
- Engineers for environmental site assessments and building inspections
- CPAs and Financial Advisors
- Lawyers practicing real estate law
- Professional Appraisers
- General Contractors
- Property Managers
- Land Surveyors
- Notaries



**RESIDENTIAL BUILDINGS**



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**SHOPPING CENTERS**



**NEW DEVELOPMENTS**

# FINANCING

## Thinking of Financing or Refinancing a Building?

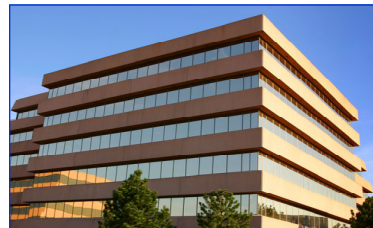
Among the various services offered by RE/MAX Du Carlier A.S. is the mortgage financing in all its forms: CMHC insured and conventional loans, interim financing, lines of credit and various bridge loans in order to propose the best and most suitable financing option at every transaction.

We work with the finest commercial mortgage specialists who handle loan applications from start to finish, including the review of all terms and conditions. This applies to the purchase or sale of a new building, as well the refinancing of an existing one.

**Offering the financing service is a huge plus for any sale of a building, big or small, considering we are in control and know exactly what's happening. No surprises.**



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# BUYING

## Thinking of Buying a Building?

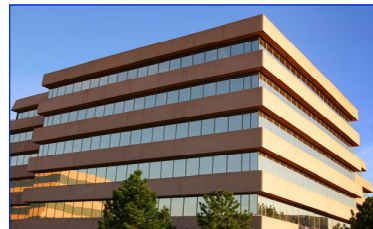
Investing in real estate and buying an income property is no easy task, as the difference between one building and another can make a world of difference. That's where we come in.

Buying with RE/MAX du Cartier A.S. is putting all the chances on your side, because we recommend the purchase of a building, big or small, only if it passes our strict due diligence review and our profitability scenarios.

**This is a promise we have been making for the past 20 years. We take the purchase of any property very seriously. Buying and selling real estate is our primary mission and essentially our raison d'être. It's all we do!**



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# **Coming to See Us Could Mean Hundreds of Thousands of Dollars More To You !**

Let's talk about your project. Stop by and see us. We have good ideas and serve great coffee.



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