

L'ÉQUIPE / TEAM BROADY



BUYER'S GUIDE

514.613.2988 • info@teambroady.ca

“Our Family Helping Your Family”



We put together this brochure to help guide you through the various steps and stages of purchasing a property in Montreal. Our objective is to provide you with relevant information and sound advice from beginning to end.

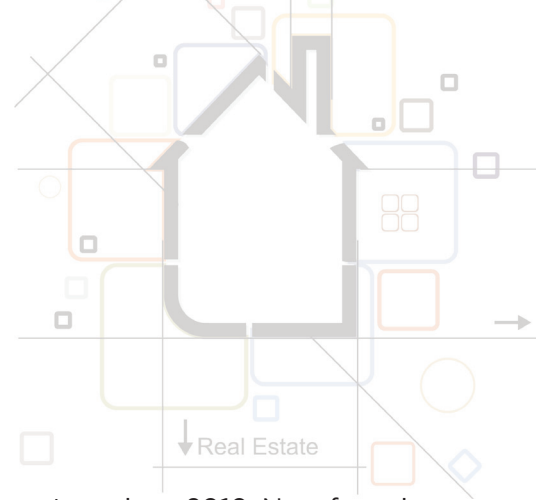
Having lived in the West Island since 1980, we are very knowledgeable about the things that matter most to you, including the schooling, recreational, and cultural facilities available in the area. You can rely on us to help you identify and target the perfect neighbourhood for you and your family.

- Team Broady

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Meet our Team



Mark Broady



514.991.3937

Mark has been working with real estate buyers, sellers, and investors since 2010. Now focusing on representing sellers, Mark prides himself on his attention to detail, his ability to inspire others, and his creative thinking. He joined Team Broady after an adventurous career in the music business, in which he co-founded and ran an independent record label. Besides his passion for real estate, Mark is an avid outdoorsman. He enjoys camping, hiking, hunting, fishing, and backcountry skiing. You might also find him practicing yoga, meditation, or pursuing some other form of spiritual enlightenment. Mark is also committed to helping make our local community a better place. He volunteers and participates in several fundraisers each year for both the Alzheimer Society of Montreal, and the Royal LePage Shelter foundation. He currently lives in Lachine with his wife and three kids.

Catherine Broady



514.891.3033

Catherine joined the real estate world in 2007, after having spent six years teaching Grade 5 at Kuper Academy, a private school in the West Island. Having always had an interest in real estate, design and renovating, joining Team Broady seemed like the perfect fit. In fact, Catherine had her first experience in real estate back in 2001 at the age of 23, when she bought her very first property. Since then, she has gone on to buy and renovate numerous properties with her husband - currently owning four investment properties together. Catherine is known for her impeccable organizational skills, and she prides herself on her attention to detail and efficiency. Catherine loves downhill skiing, golfing, hosting parties for her friends, and bowling with her new bowling league! She lives in Pointe-Claire South with her husband and little boy.

Jessica Rousseau



514.799.1536

Jessica joined Team Broady in 2022. Before pursuing a career in real estate, she spent close to 10 years in Calgary where she obtained a marketing diploma, and a bachelor's degree in communications and public relations. This led her to work for some notable Western Canadian companies, where she gained experience planning corporate events. With an eye for design and a flair for event planning she took a leap and decided to launch her own wedding planning business. Eventually, Jessica and her husband heard Montreal calling. Becoming a real estate broker seemed like the perfect fit because much like a wedding, real estate involves guiding people into making one of life's biggest moments a reality. As a buyer specialist, Jessica is armed with incredible attention to detail, and a friendly and approachable personality. Jessica ensures her clients' experiences are both positive and memorable. When she's not chasing after her twins, you'll find Jessica spending time with her horse in Saint-Lazare, working in her vegetable garden, learning how to roller skate, and of course, flexing her planning and design muscle at any given opportunity.

Renée Ouellette

Renée entered the real estate industry in 2021 and was able to learn the ropes from her mother Jane, who has been in the business since 2006. After two years working on her own, Renée decided to join Team Broady in 2023 to gain more experience while working with a fast-paced, top-producing team. She brings with her a wealth of local knowledge and is committed to providing exceptional service. A graduate of the University of Western Ontario, Renée initially ventured into broadcasting, later transitioning to sales and marketing where she honed her relationship management and customer service skills for over 20 years. As a devoted single mother of two, Renée understands the delicate balance of managing parenthood, a busy household, and a bustling career. Her passion lies in helping buyers discover their perfect home, guided by honesty, integrity, determination, and grit. Having been through a divorce, Renée has first-hand experience of the challenges that may come with it and can be a guiding light to anyone going through a divorce or separation. In her spare time Renée loves spending time with her kids, getting outside with her bernedoodle Bo, rolling up her sleeves in the kitchen, or planning her next home renovation or design project.



514.947.2568

Sherry Tu

Working with Royal LePage since 2018, Sherry joined Team Broady in 2020 as the team's transaction coordinator. In her previous life outside of real estate, Sherry had a successful career in consumer retail where she managed franchise operations for the Asia Pacific regions of one of Canada's most notable retailers. With well-honed management skills and an eye for detail, Sherry ensures that both Team Broady, and her two children Lauren and Liam, stay organized and on top of their responsibilities. When she's not driving kids back and forth from tutoring, the pool, and the hockey rink, you can find Sherry out for early morning walks in Beaconsfield with her husband David, where they have lived since 2012.



Libby Broady

Libby is the founding member of Team Broady and has served the West Island community for over 36 years. Although now retired, Libby's clientele still rely on Team Broady for all things related to real estate. She is quite the matriarch, with four kids and eight grandchildren. Throughout her career, Libby embodied the culture and values of the Royal LePage brand. She was consistently recognized as one of the top donors for the Royal LePage Shelter Foundation, Canada's largest public foundation dedicated exclusively to funding women's shelters, violence prevention and education programs. At age 78, Libby finally decided it was time to retire, after being recognized as a Lifetime Member of the National Chairman's Club, the highest sales distinction awarded by Royal LePage. Talk about going out on top! If you're looking for Libby, you may find her out for one of her daily walks along the water in Pointe-Claire, or perhaps participating in one of her many activities which include bowling, playing mahjong or bridge, golfing, skiing, or spending quality time with her family or closest friends.



Purchasing a Home

with **Team Broady**



We love **HELPING BUYERS**
find their **DREAM HOME**



That's why we work with each client individually, taking the time to understand their unique lifestyles, needs and wishes.

When you work with **Team Broady**, you get :

- ✓ A knowledgeable and professional REALTOR
- ✓ A skilled negotiator working on your behalf
- ✓ The backing of a trusted company, Royal LePage

We have the Systems in place to Streamline the home-buying process for you.

As part of **Team Broady's** Service, we commit to Helping you with your home search by:

- ✓ Screening homes in advance on your behalf
- ✓ Personally touring homes and neighbourhoods with you
- ✓ Keeping you informed of new homes on the market
- ✓ Working with you until we find the home of your dreams
- ✓ Advising you of other comparable homes that have sold and for how much

The Brokerage Contract to Purchase

If you have chosen to work with Team Broady to help you purchase a property, the next step is to sign a written agreement. The Brokerage Contract to Purchase is a simple contract designed to protect the interests of both parties.

By committing to a written agreement, we all undertake to act in good faith, and to ensure that your needs are being met by our team at all times. The contract also helps to clarify how we are compensated for our services, which we believe is something that must be completely above-board and transparent to all of our clients.



MANDATORY FORM

EXCLUSIVE BROKERAGE CONTRACT – PURCHASE CHIEFLY RESIDENTIAL IMMOVABLE CONTAINING LESS THAN 5 DWELLINGS

NOTE – This form is to be used when a written brokerage contract is signed with a natural person.

1. IDENTIFICATION OF THE PARTIES

IDENTIFICATION OF THE AGENCY OR BROKER

ROYAL LEPAGE VILLAGE

NAME OF AGENCY OR BROKER

☒ real estate agency ☐ real estate broker acting on his own account

263C, boul. Saint-Jean, Pointe-Claire (QC), H9R 3J1

cbroady@royallepage.ca

ADDRESS OF ESTABLISHMENT, TELEPHONE NUMBER, EMAIL

Catherine Broady

REPRESENTED BY

Licence number: E 2 9 9 0

☒ carrying on activities within the following business corporation:

CATHERINE BROADY INC.

NAME OF BUSINESS CORPORATION

NAME OF AGENCY OR BROKER

☐ real estate agency ☐ real estate broker acting on his own account

ADDRESS OF ESTABLISHMENT, TELEPHONE NUMBER, EMAIL

REPRESENTED BY

Licence number: _____

☐ carrying on activities within the following business corporation:

NAME OF BUSINESS CORPORATION

(hereinafter called "the AGENCY" or "the BROKER")

IDENTIFICATION OF THE BUYER

NAME, ADDRESS, TELEPHONE NUMBER AND EMAIL OF BUYER 1 AND HIS REPRESENTATIVE, IF APPLICABLE

NAME, ADDRESS, TELEPHONE NUMBER AND EMAIL OF BUYER 2 AND HIS REPRESENTATIVE, IF APPLICABLE

(hereinafter called "the BUYER")

1.1 The BUYER's identity was verified on _____ using the following document for:

BUYER 1 or his REPRESENTATIVE

☐ Driver's Licence ☐ Health Insurance Card
☐ Permanent Resident Card ☐ Passport
☐ Other ID document (with photo): _____

TYPE OF DOCUMENT

Document number: _____

PROVINCE OR TERRITORY AND COUNTRY OF ISSUANCE

EXPIRATION

Date of birth: _____
YEAR MONTH DAY

Profession or principal activity: _____

BUYER 2 or his REPRESENTATIVE

☐ Driver's Licence ☐ Health Insurance Card
☐ Permanent Resident Card ☐ Passport
☐ Other ID document (with photo): _____

TYPE OF DOCUMENT

Document number: _____

PROVINCE OR TERRITORY AND COUNTRY OF ISSUANCE

EXPIRATION

Date of birth: _____
YEAR MONTH DAY

Profession or principal activity: _____

1/5

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For information: Info OACIQ | Tel.: 450-462-9800 or 1-800-440-7170 | Fax: 450-676-7801 | info@oaciq.com | oaciq.com

BCP 20309
InstantFORMS

How We Get Paid

When purchasing a property listed on Centris, the broker representing the buyer is compensated by the listing broker who represents the seller. Each seller has an exclusive contract with their broker, with a total commission rate that's usually between 4% - 5% of the sale price. When a property is listed, the total commission is typically split evenly, with between 2% - 2.5% being offered to the buyer's broker. After the sale closes at the notary, the total commission is paid by the seller out of the proceeds of the sale, and then split between the listing broker and the buying broker. As the buyer, since you are the one paying for the property, you are in effect contributing towards the brokerage fees.

In the event that you decide to purchase a property NOT listed on Centris, such as a private sale or "For Sale By Owner" (DuProprio), then the Brokerage Contract to Purchase outlines a minimum commission fee to our team of 2%. This commission would be built into the purchase price of the property, the same way it would be if you were to buy a home listed on Centris.

"Not Without My Broker"

Our commitment to you is to be available for showings, to provide expertise and advice, and to act as consultants, guides and negotiators throughout the entire buying process. We will invest a great deal of time and effort into helping you achieve your goals. However, the buying process is different for everyone; for some it lasts only a few weeks, while for others it may take several months, even years!

As long as we have a working relationship in progress, please rest assured that we are 100% committed to providing you with the highest levels of service. We are never too busy to help you, and remember... you are NEVER bothering us - this is what we do!

We can't stress enough how important it is that you ONLY CALL US when you want information about a property. The reason is, as soon as you contact the listing agent directly, you give them the false impression that you are not represented and that you are a potential new client for them. Therefore, all requests for information, or visits to the property must be initiated by Team Broady as long as we're representing you as our clients. In the event you ever do engage in a conversation with another broker from outside of our team, we ask that you please make it clear to them that you are a loyal client of Team Broady, and let us do the talking.



The Team Broady

Personal SERVICE Guarantee



Team Broady offers you the opportunity to work with us totally risk-free. We are confident that we can assist you with the purchase of your home, and that we will meet or exceed any expectations we set up front. We have already helped thousands of families just like yours realize their objectives thanks to our expert guidance and advice.

Respect. Integrity. Trust. Confidentiality. Professionalism. These are some of the core values and principles that guide every decision we make on behalf of our clients.

Unfortunately, committing to a written agreement with a realtor can be risky. Many brokers will promise the world when it comes to representing you, but how many of them are willing to back that up with a guarantee?

Satisfaction Guaranteed: It is our pledge to provide you with the highest level of service in the industry, while doing everything in our power to minimize your exposure to risk.

Therefore, we give you the right to evaluate how well we live up to this standard. You may terminate the brokerage contract agreement at any point with no penalties or obligations if we fail to deliver on the services we promise.



Determining Your Budget & Mortgage Pre-Approval











Having a written, up-to-date-pre-approval is absolutely necessary in today's market. In fact, most sellers these days won't even consider an offer unless the buyer can prove that they have been pre-qualified. Furthermore, having a pre-approval will give you the confidence of knowing exactly what you can spend on a home before you start looking. You will also be protected against interest rate increases while you look for



your new home. We strongly recommend that you engage the services of a mortgage specialist for all of your real estate financing needs, rather than dealing with your local branch. A mortgage specialist works flexible hours and always has a replacement in case of absence. They deal exclusively in residential financing and have the expertise to handle your needs in a timely and efficient manner. Once you find the right home, the process of obtaining mortgage approval (a condition of the Promise to Purchase with a time delay attached to it), will be considerably sped up.

 To ensure your mortgage approval process runs smoothly, it's important to avoid making significant changes to your credit profile after receiving your pre-approval; i.e.:

-  Do not change jobs
-  Do not apply for new credit cards/run up existing credit cards
-  Do not finance a new vehicle/take on a new vehicle lease
-  Do not co-sign a loan for anyone
-  Do not purchase large-ticket items (like furniture or appliances)
-  Do not make significant changes to savings or investment accounts
-  Do not change bank accounts
-  Ensure the purchase price is within the budget prescribed by the mortgage pre-approval

Mortgage Specialists



Jonathan Lafleur

Mortgage Specialist

514-777-8313

jonathan.jeanlafleur@rbc.com



Martin Crete

Mortgage Specialist

514-702-3242

martin.crete@cibc.com



Nick Izzo

Mortgage Specialist

514-928-5216

Nick.izzo@td.com



Jeremiah Clark

Mortgage Specialist

438-400-9852

jeremiah.clark@scotiabank.com



Sarah Chouman

Mortgage Specialist

514-991-2390

sarah.chouman@bnc.ca



Eric Cyrenne

Mortgage Broker

514 704-8549

eric.cyrenne@vinegroup.ca



Hajer Radhouane

Mortgage Specialist

514-452-6780

hajer.radhouane@desjardins.com



Rose Unger

Mortgage Specialist

438-406-2100


rose.unger@bmo.com








Getting Ready

KNOWLEDGE is POWER

A successful home search is one that matches you with your ideal home. You can rely on our extensive knowledge of the local real estate market, our network of trusted professionals, as well as our personalised service to make that happen. As a Team Broady buyer, you can rest assured that we will take the time to get to know you, your family, and your lifestyle in order to best understand your wants and needs.

“I’d rather ask **50 QUESTIONS** and show you **5 HOMES**
than ask you **5 QUESTIONS** and show you **50 HOMES**”

 We believe that a **Successful** home search starts with **Everyone** involved having a good understanding of the following:

-  Your target neighbourhood
-  Your timeframe for moving
-  Your budget
-  What you need in a new home
-  What ‘wish-list’ items you may have
-  What flaws or deficiencies are unacceptable/deal-breakers
-  Are there any factors that could keep you from making an offer on a property (eg, having to sell your current home)



HOUSE Hunting



Understanding Market Conditions

The real estate market is always changing. It helps to understand how market conditions can affect your position as a buyer. We can provide you with the current market conditions in the area where you are looking to buy and explain their impact.

MARKET TYPE	CHARACTERISTICS	IMPLICATIONS
SELLER'S MARKET <i>The number of buyers wanting homes exceeds the supply.</i>	Small inventory of homes. Many buyers. Home sells quickly. Prices usually increase.	You may have less negotiating leverage and pay a higher purchase price for a property.
BUYER'S MARKET <i>The supply of homes on the market exceeds demand.</i>	High inventory of homes. Few buyers compared to availability. Homes on the market longer. Prices tend to drop in this type of market.	Homes may take longer to sell. More negotiating leverage in terms of purchase price.
BALANCED MARKET <i>The number of homes on the market is equal to demand.</i>	Demand equals supply. Homes sell within an acceptable time period. Prices generally stable.	More relaxed atmosphere. Buyers have a reasonable number of homes to choose from.

Things to CONSIDER

in a Multiple Offer

- **Mindset** - since 2019, the market in Montreal has been very much in favour of Sellers. This is why it is so important to be ready and willing to accept the harsh realities of these market conditions. An important question to ask yourself is, "How badly do I want this property?"
- **Strategy** - this will depend on how many other offers you might be competing against, and whether or not the Seller is holding off on responding to offers. We have the knowledge and experience to help you determine the best strategy. This can include things like when to submit the offer, what deadline to assign to it, and whether or not to enhance prior to an offer being accepted.
- **Price** - in the case of multiple offers, you must decide what your absolute maximum price threshold is. You don't want to regret losing out to another bidder by a few thousand dollars... but you also don't want to regret overpaying if you pull out all the stops. It's a tough decision to make!
- **Deposit** - in our experience - offering a deposit shows that you're serious, and that you're willing to put some "skin in the game." We also find that Sellers of a certain generation appreciate seeing a deposit with an offer - which could give you an advantage.
- **Financing** - this indicates to the Seller your cash-to-loan ratios. Some Sellers will feel more confident about a Buyer who is putting at least 20% cash down. In the case of a cash-only purchase, it's important to have a letter from a bank showing proof of funds. When purchasing with a mortgage, you must submit a pre-approval letter with your offer.
- **Conditions** - in a Seller's market, the fewer conditions attached to an offer... the more attractive the offer becomes. With every condition you add, your offer becomes less and less desirable.
- **Inclusions & Exclusions** - these items are outlined by the Seller in the Centris listing. Any deviation from what the Seller has indicated could once again render your offer less attractive.
- **Possession & Occupancy** - the Seller usually indicates their ideal dates for possession and occupancy. Once again, the more you can accommodate the Seller's wishes, the more attractive your offer becomes.
- **Covering Letter** - This is a personalized letter you can prepare, introducing yourself and explaining to the Seller what it is you love about their home. Often referred to as the "Cheese Letter", this can be a powerful tool, depending on the profile of the homeowner. Sometimes, by establishing a connection with the Seller on an emotional level, you can give yourself a great advantage over other prospective buyers.

Due Diligence - Building Inspections

We highly recommend making your promise to purchase conditional to a building inspection. The purpose of an inspection is to identify major defects which could significantly affect the integrity of the immovable.

Over the years, we have compiled an extensive list of trusted industry professionals, ranging from plumbers and electricians, to painters and handymen - many of whom we have personally used ourselves. Whatever the job entails... we have an amazing contact to recommend for you. We can also recommend laboratories that perform efficient analyses of soil, insulation, and foundation materials.

However, if a pre-listing building inspection has already been done and expert tests and receipts for repairs have been provided then perhaps you may feel comfortable waving the building inspection in order to make your offer more attractive in a competing offer situation.



The cost of a building inspection is usually around \$700 - \$1,000 paid for by the purchasers

Below are the names of a few reliable, qualified, building inspectors.

▀ Kris King - Checklist Inspections 1-844-99-check (24325) / www.checklistinspections.com

▀ Paul Duey - Pro-Inspexx (514) 966-6309 / www.pro-inspexx.com

▀ Gary Bloomfield - Enspeco (514) 945-7732 / www.enspeco.ca

Hiring a NOTARY

You will need the services of a Notary - and here again we can provide you with a list of names. In Quebec a notary handles the legal aspects of buying and selling a home rather than a lawyer. The Notary is chosen by the buyer and represents both the buyer and the seller. The buyer pays the Notary for the preparation of the Deed of Sale and its registration plus for a Deed of Mortgage if required.



Recommended Notaries

CATHERINE FOURNIER

514 505-0534

51 Cartier

Pointe Claire, Qc H9S 4R5

SAMUEL GASKIN

514-620-6332

3535 St-Charles, Suite 457

Kirkland, QC H9H 5B9

LUC BERICHON

514-695-0047

3535 St-Charles, Suite 500

Kirkland, QC H9H 5B9

NATHALIE PLANTE (Downtown)

514-933-9916

1875 René-Levesque Blvd.

Montreal, QC H3H 1R4

Plan your MOVE

Depending on the time of year, it might be difficult to find a moving company that can accommodate your moving timeline. So, as soon as all the conditions on your promise to purchase are satisfied, call moving companies for availability and estimates, book your move & start packing!



Moving Companies Recommended by Team Broady

- **ALLIANCE MOVING** – Derek Poulin (514) 815-3563
- **AMJ CAMPBELL VAN LINES** – Eric Labrosse (514) 716-2745



Change of Address

- Send out change-of-address notices/cards and arrange for post office forwarding of mail.
- Arrange for transfer of medical, dental, legal and school records if applicable.
- Notify your home insurance company of your signing date. Even if you are going to occupy the new house a few days after your signing date, you will still need your insurance in place as of the date of signing when you will become the new owner.
- Contact Hydro Quebec and Gaz Metropolitain either by phone or on-line, to advise them of the upcoming move.
- Contact cable/land-line phone/internet providers to change your billing address, and schedule technicians if necessary.

Signing DAY

As a buyer, you will have two appointments with the notary. The first will be approximately 3-5 business days prior to the agreed upon signing date. You will be required to provide the notary with your down payment including other costs such as the tax adjustments and notary fees. You will also sign for your deed of loan at this appointment.

The second appointment includes the sellers and this is when you sign the deed of sale and technically become the owner of the property. You will need proof of home insurance in place on this day.

Likely debits and credits

- Notary's fees for the Deed of Loan and Deed of Sale: payable by the purchaser (about \$1200 - \$1600).
- Cost of the full oil tank (if applicable): seller would fill the tank & purchaser would reimburse the cost of the full tank at market price.
- Water consumption: Seller will pay for their consumption up to selling; buyer will pay the water tax bill in its entirety when it comes due having been reimbursed the seller's portion through the adjustments.
- Municipal and school tax: Seller would be reimbursed any amount pre-paid (or buyer would reimburse any over-payment). Note: the next installment is the responsibility of the purchaser. No additional bill will be supplied by the city.

Obtaining Home Insurance

**HOME
INSURANCE**



After you MOVE

- The land transfer tax bill (commonly known as “Welcome Tax”) will be sent by the city about 3 weeks following the signing and you will have 30 days to pay it. The amount of tax is calculated based on the highest value between the purchase price and the municipal property evaluation. Based on this amount, a few more calculations must be done to obtain the exact amount payable. This calculation can differ slightly between the City of Montreal and other de-merged municipalities. For demerged municipalities it's best to call the city to find out how it is calculated. Here is how to calculate in the **City of Montreal**.

VALUE AMOUNT	RATE
\$0- \$50,400	0.5%
Amount in excess of \$50,400 but not exceeding \$251,800	1.0%
Amount in excess of \$251,800 but not exceeding \$503,500	1.5%
Amount in excess of \$503,500 but not exceeding \$1,007,000	2.0%
Amount exceeding \$1,007,000	2.50%
Amount exceeding \$2,000,000	3.00%

- Repairs & Maintenance (even when buying a newly-built property, there will always be costs associated with maintaining the home. In the case of older houses, you can expect to have a few repairs and / or renovations that may be needed shortly after moving in. Royal LePage recommends all buyers be prepared to spend between 1 - 2% of the sale price on general repairs & maintenance following a purchase.



Typical monthly costs incurred with home ownership are mortgage payments, insurance, property taxes, utilities and general maintenance.



HELPING YOU

is what

WE DO

Team Broady is a bilingual, multiple award winning family team serving the local community since 1988. Our awards include Top 10 in Quebec and Top 1% in Canada with Royal LePage. Our outstanding client service, extensive marketing resources and deep roots in our community have been the foundation of our continued success.

Teamwork

We have 4 full-time Realtors, a full-time Transaction Coordinator, a Marketing Coordinator, Professional Photography, Home Staging, Graphic Design and Website Management Teams at our disposal. We have more time and resources to devote to you.

Referrals

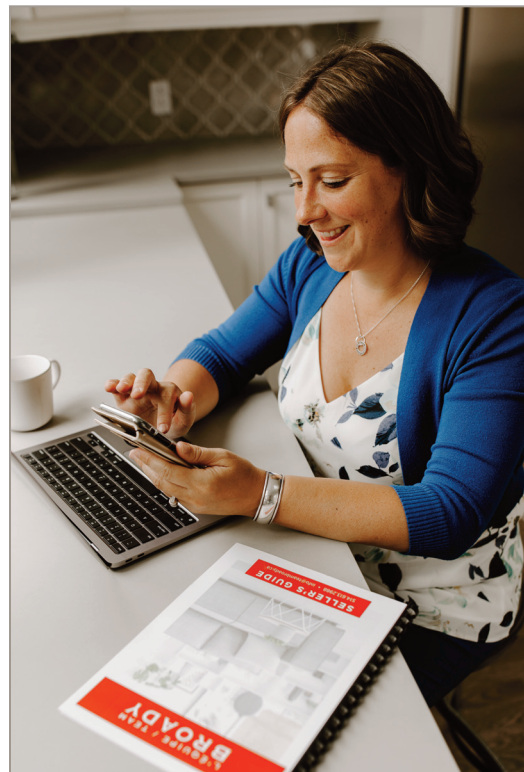
40% of our business comes from past clients, Realtor and Relocation Company referrals. Past clients want to re-hire us because of our professionalism and superior customer service. They refer their family, friends and co-workers to us for all of their real estate needs. Realtors and Relocation Companies from across North America also contact us when one of their clients is moving to Montreal, as they know that we will take great care of them.

Referrals



Communication

We understand that having your calls and emails returned promptly is important to you. Our Team is here to serve you seven days a week including evenings.



Transaction Management

Our job is not done once an offer has been accepted. We will look after all aspects and details involved in the sale right up to the signing at the notary, and guide you along the way. This follow-up includes:

- Being present at the building inspection or any other expert evaluations and advising you all the way through this process to ensure that your best interests are being protected.
- Assisting you in identifying and negotiating with trustworthy contractors to perform any required repairs after the inspection has been performed. .
- Scheduling and co-ordinating bank appraisals and submitting required paperwork.
- Staying in touch between the removal of all conditions and closing to advise you on moving preparations and to be a liaison between the buyer and seller for any after-the-sale requirements (measurements for furniture, estimates for future renovations etc.).
- Being present at the notary for the signing and ensuring that the closing process runs smoothly.
- Being a resource for you before, during and after your move.

Community

We take great pride in giving back. The Broady family has been involved in all aspects of community life in the West Island since 1980. We value this connection with the people around us and we continue this involvement as a way of showing our thanks and support. Team Broady actively supports the Alzheimer's Society of Montreal, the West Island Women's Shelter, 4 local community pools & various local sports teams.



Clients for Life

Our goal is to maintain long-term client relationships. We subscribe to the “client for life” philosophy and will be a resource to you long after you have settled into your new home.



“Our Mission is to facilitate the process of buying and selling real estate, by providing best in-class service through quality communication, education and a clear understanding of the current real estate market. Our success comes from our dedication to maintaining the highest standards of integrity and trust with our clients and colleagues. Above all, our ultimate goal is to serve the communities we live in, be a valuable resource to our clients, and to continue to fulfill hopes and dreams through Real Estate.”



Client Testimonials



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"Great end-to-end service, expertise, and advice. Handled the pitfalls quickly and with resolve. Their team dynamic was extremely helpful as they were able to have our house listed very quickly after notification of intent. Very satisfied with the process as we await final signatures and delivery. Great job!"

~ Josh & Alexandra, Beaconsfield

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"Professionalism, honesty, optimism, support, advice and superior service, that's the Broady Team! They made the journey of buying and selling a house so much easier. Their knowledge and years of experience are invaluable."

~ Marisa & Sachin Jari, Pointe-Claire

.....

"From the first contact, the approach was very professional. You can tell they know the in and out of selling a home and they take all the measures to guarantee a no surprise experience. They are good at recommending professionals to get the required services."

~ Stephane Tousignant, Beaconsfield

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"We had fantastic service from start to finish. Very quick communication and personal touch. We would highly recommend Team Broady and wouldn't hesitate to use them in the future."

~ Pascale Perreault-Smith, Pointe-Claire

.....

"I really appreciated the availability and support we received during this stressful time. All suggestions and feedback were greatly appreciated. We felt we had a friend helping."

~ Danielle Schryer, Beaconsfield

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"The expertise of Team Broady is truly impressive! Incredibly helpful and hard-working team - wouldn't go with anyone else!"

~ Susan Fischer, Beaconsfield

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L'ÉQUIPE / TEAM
BROADY

www.teambroady.ca