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Équipe immobilière

D'Astous • Cloutier

courtier immobilier résidentiel et commercial

Support
Guide

Your Real Estate Partners for a Humane Transaction

Alexandre D'Astous

Residential and commercial
real estate broker

📞 514 718-9548

✉ alexandre@equipedc.com



Vincent Cloutier- Chouinard

Residential and commercial
real estate broker

📞 438 874-4892

✉ vincent@equipedc.com



At Team D'Astous Cloutier, we are guided by precision, transparency, and a passion for real estate. Our team offers not only real estate expertise, but also genuine human representation and attentive listening. We provide support, innovative ideas, and valuable experience with every transaction.

Alexandre has nearly 18 years of experience in real estate, including four years as an agency manager. He assists his clients through property purchases or sales with transparency and integrity. His in-depth knowledge of the market enables him to anticipate challenges and offer tailored solutions, ensuring each client receives personalized guidance. In addition to his strong negotiation skills, Alexandre is known for his sincere dedication to his clients' well-being and his community, especially through his charitable work with underprivileged children.

Vincent is a dedicated broker who alleviates the stress of his customers' projects. He values human contact and is committed to being available, attentive, and transparent every step of the way. His primary goal is to ensure his customers' peace of mind by guiding them from the initial visit to the signing at the notary's office. He comprehends the challenges involved in buying or selling property and endeavors to make the experience as smooth and enjoyable as possible.

Our team combines proven expertise and strong passion with a reassuring approach, ensuring a hassle-free real estate experience. We specialize in anticipating challenges, understanding our clients' specific needs, and negotiating skillfully to guarantee successful transactions. Our goal isn't just to buy or sell real estate; it's to cultivate strong, trustworthy relationships and making sure that every choice we make contributes to the realization of your real estate aspirations. Our close collaboration ensures that you feel heard, supported, and confident at every stage of the buying or selling process. When you choose to work with us, you choose a reliable, caring partnership entirely tailored to your needs.



RE/MAX DU CARTIER
Agence immobilière - Franchisé indépendant
et autonome de RE/MAX Québec



438 227-8437
3193, rue Ontario E.
Montréal QC H1W 1P1



Your Real Estate Partners for a Humane Transaction

A real estate transaction is about much more than just selling a property. It's a crucial part of your estate, closely connected to your inheritance, retirement plans, and memories. For many people, it is a significant portion of their assets and holds both emotional and financial importance. Our approach extends beyond serving as a middleman in a property sale. We are dedicated to offering thorough solutions that maximize the market's potential.

We position ourselves as your trusted partners throughout each unique transaction, from planning to execution, to ensure successful and satisfying investments.

By collaborating closely with you, we strive to make strategic decisions that precisely align with your specific objectives and needs. We offer our expertise and dedication to support your success.

With Team D'Astous Cloutier, every transaction is approached with integrity, professionalism, and a constant focus on your financial and emotional well-being.



Tip

This guide will become your reference when selling your property.



7 Main Reasons for Selling a Property



**Family
project**



**Real estate
investment**



**Retirement
project**



**House
size**



**Change of
marital status**



**Project
financing**



**Change
in health**

And you, why are you selling?



Mission:

To establish enduring, personalized connections with our customers through transparent, professional, and empathetic service.

Vision:

We are dedicated to providing our customers with the finest experience throughout one of the most significant transactions of their lives.

Valeurs:

Act with precision, transparency, and compassion.

Understand the Seller's Declaration

We value transparency and honesty. Our priority is to highlight your property's assets while openly addressing any potential issues, in order to present your property at its best. Working together, we will ensure that all relevant information is disclosed in a professional and legal manner.

The seller's declaration is a crucial element in the sales process. It is your opportunity to give potential buyers valuable information about the condition of your property.

The key is to disclose the condition of your property to the best of your knowledge, so that you are well protected and the transaction runs smoothly.

We will make sure the legal paperwork is complete and accurate, so everything goes as planned.

With us, you will be well taken care of.



Here are some examples of topics that should be included in the seller's declaration, but not limited to:

- Roof problems (leaks, general condition of roof);
- Faulty or outdated heating system;
- Ventilation problems (poor air circulation, lack of adequate ventilation in bathrooms and kitchen);
- Insufficient insulation;
- Deterioration of building structure (framework, walls, floors);
- Window and door problems (air leaks, malfunctions);
- Renovations or construction work carried out without a permit;
- Zoning and land-use restrictions;
- Mold;
- Plumbing/electrical problems;
- Water infiltration;
- Asbestos/pyrite;
- Insect infestation;
- Pests/rodent infestation;
- Or simply a lack of maintenance over the years.

Identifying your Needs

Step 1:

Establish your ideal moving date:

Do you have a specific deadline for selling your property? For example, do you need to sell quickly, or are you flexible on timing? How soon would you like to move?

Expected price:

What price are you aiming to get for your property? Do you have a rough idea already? How much do you think your property is worth?

Sales objectives and motivation:

What are your main objectives for this sale? Are you looking to maximize profit, sell quickly, or do you have other specific priorities? What are your priorities for selling your property?

Do you have any concerns about selling your property?

Step 2: Gathering information about the property

Property features:

What do you think would make a buyer fall in love with your property?

Conversely, what would deter a buyer from making an offer after visiting it?

In your opinion, your property is:

Circle the most suitable option.

- Perfect turnkey condition
- In good general condition
- A lot of work to be done
- Turnkey in good condition
- Some work required

Property history:

Is there any important information about the history of your property, such as recent renovations, known problems, or improvements made?

Legal or financial restrictions:

Do you have any legal or financial constraints related to your property, such as mortgage liens or legal issues, notices of noncompliance with the city, or similar issues, that I should be aware of?

Local market conditions:

Do you have any information about the current local real estate market conditions? This may influence our approach to the sale. For example, are there any upcoming development projects?

Step 3: Sales strategy development

Pricing strategy:

How will you determine the selling price of your property? Are you aiming for a competitive pricing strategy or a higher price?

Property staging:

Are you ready to stage or renovate your property to make it more appealing to potential buyers?

Marketing plan :

What are your marketing expectations? Could you please provide details about your advertising and property presentation preferences?

Communication and reports :

How would you like to communicate during the sales process? How often do you want updates on the sale status of your property?

Sales Action Plan

1

Finding a real estate broker

Partner with a broker you feel comfortable with.

2

Setting your terms

Outline your terms and conditions (sale price, start date, mortgage conditions, inclusions/exclusions, renovations to be carried out).

3

Enhancing your property

Clean, decorate and depersonalize! Prepare your property for showings to attract potential buyers.

4

Listing

A professional photographer will take pictures of your property.

5

Putting your property online

Your property is on the market! Get ready now!

6

Arranging viewings

Work with your broker to establish the best times for showings.

7

Promise to purchase

Assessment of opportunities and negotiation of offers to secure the best price and sale conditions.

8

Accepting the offer to purchase

Drafting and signing the offer, counter-offer, or refusal with the buyer to establish the sale's terms and conditions within a legal framework.

9

Fulfilling conditions

Documentation, financing and inspection.

10

Preparing your move

11

Notary

Officializing the sale of your property!

12

SOLD

Congratulations! Your property is sold.

Marketing Your Home



Setting up the brokerage contract :

- Sign the contract and seller's declaration;
- Gather all documents, title deeds, and certificate of location showing the current condition of the property;
- Clean up before taking photos;
- Take photos of the property;
- Complete online registration;
- Implement the marketing plan, which includes website, Internet, Centris, RE/MAX, social networks, Google Ads, etc.;
- Install the sign;
- Start visits.

It will take about five days for the listing to be fully in place.



Promise to purchase management:

- Receiving and reviewing Promises to purchase;
- Explaining any conditions;
- Evaluating all options (accept, counter-offer, or decline);
- Negotiating the offer;
- Providing full support throughout the process, regardless of your decisions.



After accepting an offer:

- Closely monitor deadlines to ensure all conditions are met;
- Coordinate the submission of required documents and manage the financing and inspection stages (10 to 14 days after acceptance);
- Handle any issues that may arise during the transaction (if applicable);
- Follow up in the event of refusal of the submitted offers.



Purchase process completed:

- Buyer chooses a notary;
- Documents sent to the notary;
- Appointments for the deed of sale arranged;
- Verification of various adjustment amounts: municipal taxes, school taxes, condominium fees (if applicable);
- Presence of your broker at the notary's office;
- Final procedures managed (exchange of keys, contact details, etc.).

Seller's Expenses

The seller is responsible for covering the costs of the following items:



Certificate of location



Acquittance



Bank penalty, if applicable



Broker's fee + taxes



Notary (when signing the deed of sale)



Adjustments



Pyrite test

Only if necessary:

- Water analysis
- Soil analysis
- Attic insulation analysis (for vermiculite testing)
- Cleaning service
- Storage service
- Repairs, painting, etc.





The Benefits of Selling



Make a profit: If you bought your property a long time ago and its value has increased since then, selling could generate a substantial profit.



Free up cash: This transaction can free up funds to invest in another property, finance a project, pay off debts, etc.



Reduce expenses: If your property is in need of major repairs or improvements, selling it can help you reduce your expenses by avoiding additional costs.

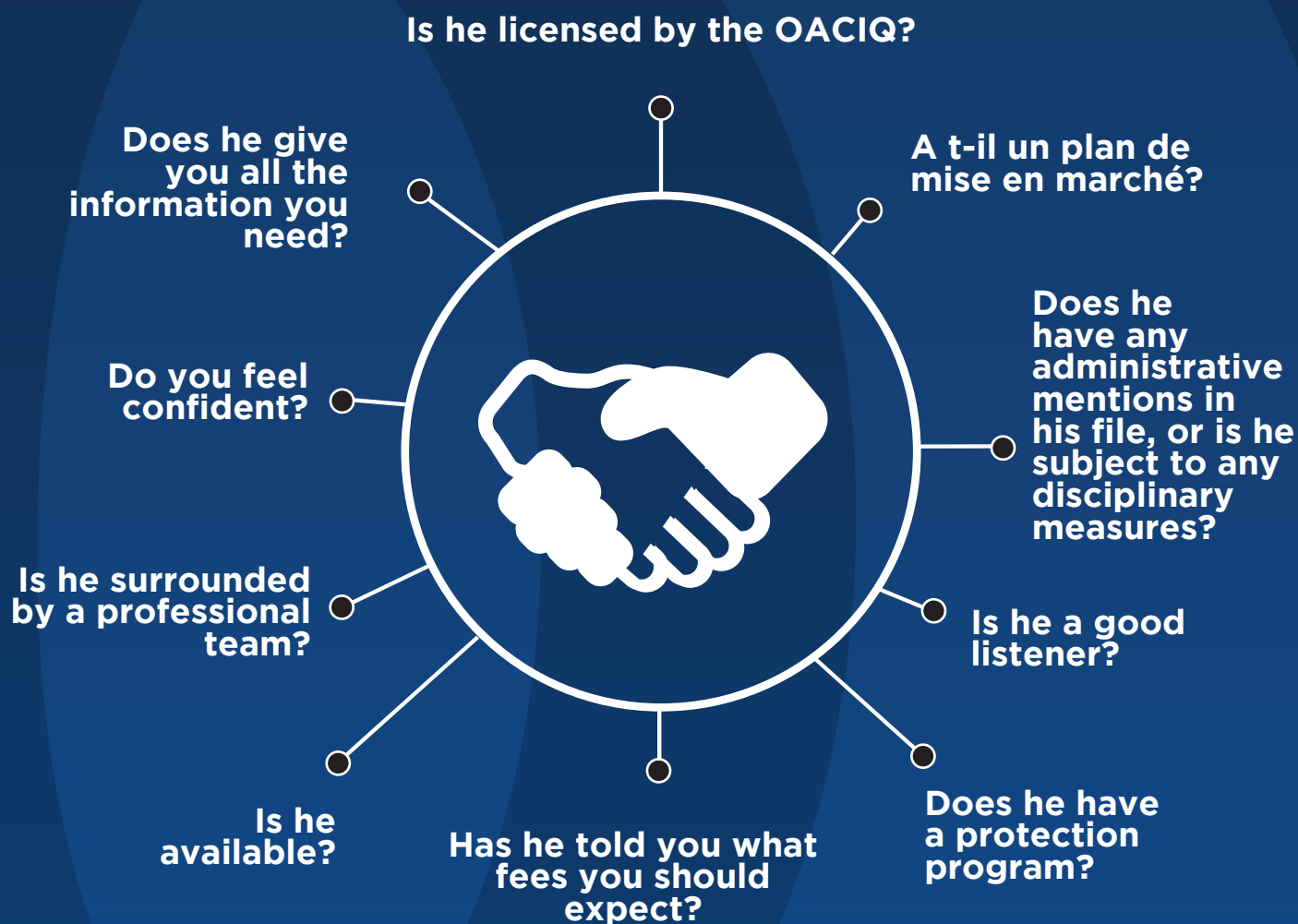


Change environment: If you are ready for a change of environment, selling can mean moving to a new neighborhood, city or even country.



Minimize responsibilities: Selling your property can help you reduce the responsibilities associated with it, such as maintenance, tenant management and so on.

Choosing Your Real Estate Broker



With us, all of the conditions listed above are an integral part of our service offer!

Required Documents

General documents

- ☐ Deed of sale/declaration of transfer
- ☐ Deed of loan/acquittance
- ☐ Certificate of location
 - ☐ To order
 - ☐ Already ordered
- ☐ Certificate of compliance
- ☐ Municipal tax account
- ☐ School tax account
- ☐ Hydro-Québec account
- ☐ Heating oil account
- ☐ Natural gas account
- ☐ Propane gas account
- ☐ Old inspection report
- ☐ Pyrite report or DB certificate

- ☐ Roof bill
 - ☐ Plumbing bill
 - ☐ Electricity bill
 - ☐ Cracking bill
 - ☐ Heat pump bill
 - ☐ Air exchanger bill
 - ☐ Oil tank bill
 - ☐ Furnace bill
 - ☐ Kitchen improvement bill
 - ☐ Bathroom improvements bill
 - ☐ Floor improvements bill
 - ☐ e/c tank bill
 - ☐ Terrace-solarium bill
 - ☐ Windows and doors bill
 - ☐ Any other improvement/repair bill
-
-

Rental agreement

- ☐ Alarm system
- ☐ Hot water tank
- ☐ Propane gas tank
- ☐ Installment purchase contract
- ☐ Keys - property, garage, shed, etc

Co-ownership

- ☐ Declaration of co-ownership
- ☐ Contingency fund and budget
- ☐ Insurance
- ☐ General meeting reports
- ☐ Financial statements
- ☐ Co-ownership by-laws

We would be happy to contact your syndicate on your behalf to obtain the necessary documentation.

Social Causes

Supporting causes close to our hearts

For more than 20 years, we have been engaged with causes and organizations that are meaningful to us. It's all about giving back. We recognize the importance of businesses contributing to society. Our results demonstrate this!

Opération Enfant Soleil

RE/MAX du Cartier has been supporting Opération Enfant Soleil since 1995. So far, RE/MAX Québec has raised more than \$25 million for the improvement of children's care, with our agency contributing nearly \$1 million.

It's not right for children to spend more time in hospitals than enjoying time in parks with their parents and friends. We recognize that, which is why we are proud to dedicate our time and effort to raising as much money as possible every year.

In doing so, we aim to increase RE/MAX Québec's total annual contribution of over \$1 million to this cause that is dear to our hearts.

At RE/MAX du Cartier, we strive to contribute to the well-being of both adults and children in Quebec.



For each reference and transaction, a donation will be made to support various causes.



La foulée des parcs

RE/MAX du Cartier has been actively involved in the Outremont community for 20 years. Over the past 5 years, Serge Brousseau and his team have been participating in the “Foulée des parcs” event. This event, which takes place in June, aims to promote active living in the neighborhood. It offers safe routes through the streets of Outremont, with distances of 1, 2, 5, and 10 km, enabling the whole family to join in. The main objectives are to encourage healthy lifestyles and to raise funds for the well-being of Outremont families.

As a proud partner of the event, RE/MAX du Cartier's kiosk is prominently displayed, offering water bottles, face painting for kids, balloons, a bubble machine, and a bike draw. The brokers are always excited to meet local residents. In 2017, Mr. Brousseau challenged himself by completing the 10-kilometer course in 59 minutes, emphasizing that “health is our greatest asset.”

La guignolée

RE/MAX du Cartier brokers, based in our office on Boulevard St-Joseph in the Plateau Mont-Royal, are preparing for their big food drive in the first few weeks of December. This event involves collecting non-perishable food items or monetary donations to assist those in need. Initially, the brokers go through the streets of the Plateau to distribute over 3,000 food bags. Subsequently, all bags are gathered and donated to Jeunesse au Soleil. This is a wonderful display of solidarity! Our brokers are undeterred by the cold and snow, and they have been carrying out this initiative for over 15 years.

RE/MAX

Programs

Tranquilli-T

The Tranquilli-T program guarantees peace of mind! Our customers can enjoy protection in the event of delays, unexpected circumstances, or withdrawal during the property sale process. You'll appreciate the support of our competent staff, who specialize in handling these unique situations. This program is specifically designed to protect you in these special circumstances.

Certain conditions apply. For more information: <https://www.remax-quebec.com/en/tranquilli-t>

Intégri-T

Our customers can benefit from additional protection to protect their legal interests in the sale of their property with regard to latent defects. This is an extremely important aspect that can have a major financial impact.

Certain conditions apply. For more information: <https://www.remax-quebec.com/en/integri-t>



RE/MAX's prestige property division provides eligible properties with unparalleled visibility and powerful advertising standards, adding value to this special category.



A little extra we like to offer our customers is a wide range of discounts from several accredited suppliers, as a great way to say thank you!

Our Partners

Mortgage

Desjardins : Halim Fakhoury

☎ 514 601-7754

✉ halim.fakhoury@desjardins.com

TD : Isabelle Yannonie

☎ 514 713.1799

✉ Isabelle.yannonie@td.com

BMO : Caroline Lizotte

☎ 514 240-4539

✉ caroline.lizotte@bmo.com

National Bank : Christine Géroli

☎ 514 945-8127

✉ christine.geroli@bnc.ca

RBC : Sophie D'Aragon

☎ 514 213-6994

✉ sophie.daragon@rbc.com

Financial planning / Investment and insurance

Myriam Capes

☎ myriam@capes.finance

✉ 514-609-4432

Wealth management advisor and portfolio manager

Pascal Lavigueur

☎ 514 879-3609

✉ pascal.lavigueur@bnc.ca

Notary

Me Charly Fortin

☎ 514 831-4232

✉ c.fortin@cfnotaire.ca

Building inspector

INSPECTOMAX : Julien Belleau Germain

☎ 514 891-8686

✉ jb.germain@hotmail.com

EYESPECT : Félix Pinsonneault

☎ 514 825-9673

✉ info@eyespect.ca

VERISPECT : Benoit Duchaine Deshaies

☎ 514 777-8373

✉ inspection.verispect@gmail.com

Surveyor

Vital Roy inc.

☎ 450 467-9329

✉ info@arpenteurs.ca

Bérard Tremblay et associés

☎ 1 800 363-1900

✉ info@berardtremblay.com

Expertise

Multitest

☎ 514 990-2063

✉ info@multitest.ca

Notes

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