DOWNTOWNMONTREALCONDO.CA

Seller’s guide

Everything to prepare to sell a condo in central Montreal, in 8 steps. Free, read it here or download it.

1. Run your numbers

- Your mortgage balance and prepayment penalty: ask your lender.
- Mortgage discharge fees at the notary (paid by the seller).
- The broker’s fee, if you sell with a broker.
- Tax: a principal residence is generally exempt. For a rental or investment condo, talk to an accountant.

2. Gather the documents

- Deed of sale (title) and certificate of location (the buyer’s notary may require a recent one).
- Declaration of co-ownership and building by-laws.
- Minutes of recent meetings, the syndicate’s financial statements and budget.
- Contingency fund study and maintenance logbook.
- Municipal and school tax bills, statement of your condo fees.

3. Disclose what you know

- With a broker, the “Declarations by the seller” form is mandatory.
- Without a broker, the legal warranty of quality still applies: disclose the defects you know of (water damage, approved work, special assessments).

4. Set the right price

- Compare with recent sales in your building and neighbourhood, not with the city average.
- Ask for a free valuation on downtownmontrealcondo.ca.

5. Prepare the condo

- Declutter, do small repairs, repaint if needed.
- Bright photos, taken by you or a photographer: never copied from another site.

6. Market it

- With a partner broker: a Centris listing and your building’s profile here.
- Without a broker: list your condo for free in “For sale”.

7. Negotiate the offers

- The promise to purchase sets the price, inclusions, signing date and conditions (inspection, financing, review of the syndicate's documents).
- Meet the stated deadlines to accept, refuse or counter.

8. At the notary

- The buyer usually chooses the notary and pays their fees.
- Taxes and condo fees are adjusted to the date of sale.
- Hand over keys, fobs, remotes and codes at possession.

This guide gives general information. It is not legal, tax or financial advice: consult a notary, an accountant or a broker about your situation.

Questions? Talk to an expert, for free:
downtownmontrealcondo.ca/en/contact/