

GREATER QUEBEC CITY AREA

Advisory Services

Your advisor in every
dimension of your
real estate.



CBRE

www.cbre.ca

We create the real estate solutions of tomorrow.

At CBRE, we create the real estate solutions of tomorrow, so businesses and people thrive. We do this through our leading perspectives by our experienced professionals who are global in scale but local in implementation.

Our mission: Ensure that our professionals are always fully equipped to better serve you.

Our priority: Clients' satisfaction and delight.

We think creatively but act pragmatically, and collaborate across markets and service lines when necessary – to bring you the best-in-class real estate solutions.



Transaction Process

The broker's role

We assist and guide occupiers in a constantly moving world.

Established Network

We have built strong relationships with property owners and maintain constant contact to stay in the know on the latest changes in lease availability, rent rates, capitalization rates and market variations. Our network generates positive and efficient negotiations.

Legal Considerations

We are very familiar with unique and uncommon clauses such as redevelopment clauses, letters of intent vs. offers to lease, continuing occupancy clauses and restrictive clauses.

Leveraging Our Expertise

We use our expertise to create an environment of uncertainty with owners, which allows us to obtain the most favourable terms available. We have a proven track record of reducing costs and enhancing renewal incentives.

Marketing Process

We also accompany you in the roll-out of a marketing campaign tailored to your needs and your real estate assets, powered by advanced tools and professionals.

Financial Stakes

We have a deep understanding of transaction breakpoints, free rent standards, estimates and calculations of tenant improvements and building renovation plans. All of which could affect the quality of life within the workspace or impact the operating costs of the building.

Real-Time Market Intelligence

We are able to guide our clients through a wide range of variables such as:

- Current demand levels;
- Comparative study of other transactions within the market and across multiple properties;
- Suggested selling prices based on comparable properties, area and market availability. We take care of your property and put our team to work to make the transaction as beneficial as possible for you at every stage;
- Current rates for comparable buildings, available space, already developed space that fits a client's needs;
- Sort through potential sites by visiting locations that match the needs of your company.



Solutions Scaled to Your Ambitions



Marketing of lease and sublease opportunities



Lease renegotiations and renewals



Space expansion & consolidation



Project management & custom construction



Workplace analysis & strategies



Lease analysis & restructuring



Disposition & Acquisition



Financial Analysis

A team driven by your ambitions

Our collaborative approach is based on our in-depth knowledge of the Greater Quebec City market.



By aligning with your business needs, we develop and execute creative, customized real estate solutions to achieve your best possible outcome.



Patrick Soucy
Executive Vice President

Philippe Lambert
Vice President

William Grenon
Associate Vice President

Maxime Paquet
Associate Vice President

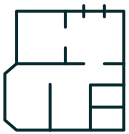
Maxime St-Pierre
Associate Vice President

Our team in numbers

Our extensive track record demonstrates our expertise of the real estate market, as well as the harmonious and meticulous nature of our transactional process.



1,200+
Number of transactions



18 M SF+
Total leased and sold space



\$800 M
Value of assets sold



\$213 M
Our largest transaction

Transaction support

Our clients in the National Capital Region will benefit from an even higher level of service as we strengthen the links that unite our activities with other markets, while taking greater advantage of our world-class network, tools and technologies.



Louis Karam
Senior Vice President &
Managing Director
CBRE QUÉBEC



Dominique Desmarais
Business Operation Manager



Alessandro Migliara
Manager, Research



Sarah Goyette
Translator



Chad Grenier
Graphic Designer

Our Clients

Renowned companies have chosen our team to represent them in building an innovative solution for their real estate needs, both provincially and nationally.

We are proud to offer a quality service for every transaction.

They called upon us

*Outstanding quality of service and professionalism.
When we communicate with them, they respond quickly.*

Martin Lafrance
Technologies Ueat



They provided a great service and the team does a very good follow-up on our file. They call regularly and make sure everything is correct. We will continue to work with them.

Joanne Roberge
Medicago



[...] input during discussions is always relevant and interesting. I greatly appreciate your expertise, professionalism, background experience, and the way you communicate information to us! It is all to your credit. It is very enriching.

Bruno Gagné
Société de l'assurance automobile du Québec



Pure
Leasing and Sale
1.9 M sq. ft. under management



iA
Leasing
920,000 sq. ft. under management



BTB
Leasing
800,000 sq. ft. under management



Leclerc
Real estate sale
790,000 sq. ft.



Medicago
Real estate portfolio restructuring and renewal
760,000 sq. ft.



Labbat
Real estate portfolio restructuring
700,000 sq. ft.



Distribution Stox
Real estate portfolio restructuring
705,500 sq. ft.



Telus
Portfolio restructuring
650,000 sq. ft.



Colabor
Expansion and renewal
470,000 sq. ft.



Regus
Expansion and renewal
287,800 sq. ft.



Pepsico
Relocation and renewal
174,000 sq. ft.



PriceWaterHouseCoopers
Expansion and relocation
125,000 sq. ft.



L'ORÉAL CANADA
Relocation and renewal
125,000 sq. ft.



BFC
Relocation
120,000 sq. ft.



Promutuel
Real estate portfolio restructuring
120,000 sq. ft.



Williams Pharmalogistique
Relocation and renewal
117,000 sq. ft.



CAA-Québec
Relocation and renewal
112,000 sq. ft.



Desjardins
Custom construction and renewal
81,000 sq. ft.



Metro
Real estate sale
77,000 sq. ft.



Groupe Investors
Relocatioin and renewal
70,000 sq. ft.



BDO
Relocation and renewal
65,000 sq. ft.



Mallette
Expansion
45,000 sq. ft.



Radio-Canada
Real estate portfolio restructuring and renewal
47,000 sq. ft.



Échafauds Plus
Real estate sale
43,000 sq. ft.



CNESST
Renewal
40,000 sq. ft.



Norton Rose Fullbright
Renewal
40,000 sq. ft.



Norda Stelo
Relocation and renewal
25,000 sq. ft.



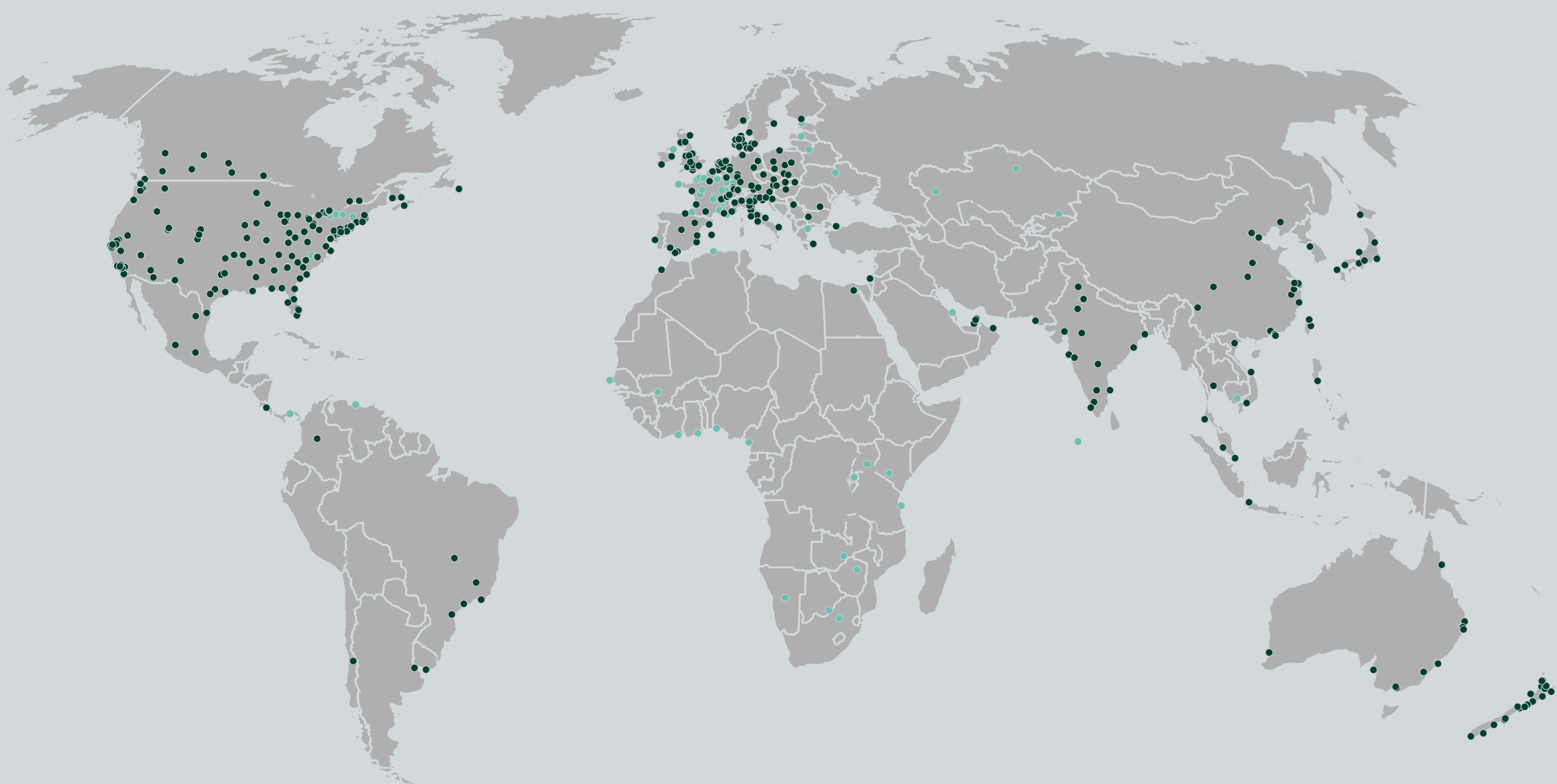
Thibert Logistique
Relocations
22,000 sq. ft.



Ville de Québec
Relocation
21,000 sq. ft.



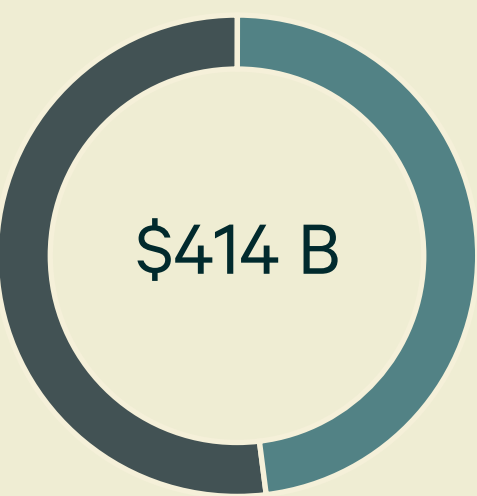
Vanderlande
Relocation
21,000 sq. ft.



● CBRE offices ● Affiliates, jointed ventures, and strategic alliances

CBRE 2025

Total Transactional
Value



Sales	
\$199.8 B Value	13,200 Transactions
Leasing	
\$214.2 B Value	62,925 Transactions

(\$ US)

How may we assist you?



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1. Chartered Commercial Real Estate Broker carrying out his activities with the business corporation Patrick Soucy inc.
2. Commercial Real Estate Broker carrying out his activities with the business corporation Immobilier Philippe Lambert inc.
3. Commercial Real Estate Broker carrying out his activities with the business corporation William Grenon inc.
4. Commercial Real Estate Broker carrying out his activities with the business corporation Maxime Paquet services immobiliers inc
5. Commercial Real Estate Broker carrying out his activities with the business corporation Maxime St-Pierre Services Immobiliers inc.

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