



BMO becomes a mortgage partner of Via Capitale

Montreal, March 27, 2014 - Via Capitale has announced that BMO Bank of Montreal is becoming a partner for mortgage financing. This agreement will allow property buyers who use a Via Capitale broker to access the services of a mortgage advisor within the BMO network who can provide them with a mortgage on advantageous terms, as well as meeting other needs.

"We are very pleased to announce this partnership with BMO Bank of Montreal, which allows us to extend our range of customized mortgage services for property buyers," said Denis Joanis, acting CEO of Via Capitale. "Our Via Capitale brokers are instrumental in a large number of mortgage applications representing several hundred million dollars each year. By facilitating clients' access to a mortgage on the best terms, we help them to achieve a better transaction."

"We welcome this agreement, which will allow us to reach a wider target audience and help them to take advantage of BMO's mortgage products and highly customized and competitive financing solutions," said François Hudon, Senior Vice President of Quebec Division and Co-Head of North American Specialized Sales for BMO. "Buyers need to be well prepared in order to acquire the right property at the right price, since this is often the most important financial decision any family makes. BMO and Via Capitale can support buyers in this process and provide personalized advice to help them realize their dreams," added Mr. Hudon.

Access to the services of a dedicated mortgage specialist permits each buyer to discuss and negotiate guaranteed interest rates, the loan term and repayment schedule, interest payment terms and preauthorized borrowing amounts, in order to obtain an assessment, make prepayments of capital or receive other related benefits.

In addition, by purchasing their property through a Via Capitale broker, buyers obtain the best mortgage repayment protection at no cost. In case of job loss or death, Via Capitale takes care of the mortgage payments (capital and interest) and any condo fees for up to 12 months after the date of signature of the notarial deed.

About Via Capitale

Via Capitale has been a leader in real estate in Quebec for more than 20 years. Its mission is to offer clients the best possible service by focusing on the human aspect, on professionalism and technology and on its network of more than 1300 brokers across the province. Via Capitale is a division of Brookfield Real Estate Services Inc., an income trust listed on the Toronto Stock Exchange ([TSX:BRE](#))

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