

# **Paul Maranger, B.Com., MBA**

**Broker and Senior Vice President, Sales at Sotheby's International Realty Canada**

Toronto, ON, CA

Paul Maranger is one of Canada's top Realtors with Sotheby's International Realty Canada and co-founded Paul and Christian Associates.

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## **Biography**

Paul has the credentials you would expect of someone ranked in the very top 1% of Toronto real estate brokers. He combines an impressive academic background (B.Com. and MBA) with six years of banking experience to provide his clients with exceptional real estate and investment insight. Paul successfully completed two negotiation courses through the Harvard Business School's Executive Education division. His unique talent for helping sellers and buyers alike arrive at sound decisions may be attributed to his sensitivity, as an identical twin, to what makes people unique. That is what the real estate business is ultimately about: helping buyers and sellers get to a decision that's uniquely right for them. The media often seeks Paul's opinion on luxury real estate trends, market conditions, insights and design, with television appearances on Lynda Reeve's House & Home and Style by Jury; and print/on-line media in Style at Home and Toronto Life magazines, in addition to frequent commentary in The Globe and Mail. After earning his B.Com. in 1989, Paul headed off to Paris and spent a year teaching English and fine-tuning his French. Then, after earning an MBA, he crossed the ocean again for one more year and worked for one of France's major financial institutions. In 1992, his financial career eventually brought him home to Toronto, where he worked in the areas of Private Banking (CIBC) and Commercial Credit (Scotiabank). Paul is passionate about architecture, fine food, language, live theatre, opera, and symphony. An avid traveler, Paul also offers a cultured and cosmopolitan perspective to his clients. Once a year, Paul travels to a Spanish speaking country to study the language and brush up on his skills. Places such as Buenos Aires, Santiago Chile, Mexico City, Guadalajara, Madrid, Medellin, Bogota, Montevideo, Guatemala, Sevilla and Costa Rica are on the list of places he has attended private language centres to keep his language skills up. Paul provides the highest level of real estate service to local and international home buyers and sellers, with a curated focus on architecturally significant and premier homes, country estates, and downtown condos in the prestigious areas of the Greater Toronto Area. Since entering the real estate industry in 1997, he has been a consistently top-ranked agent nationwide, each and every year.

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## **Availability**

Keynote, Panelist, Host/MC

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## **Industry Expertise**

Real Estate Services, Real Estate Dev/Ops

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## **Areas of Expertise**

Luxury Real Estate, COVID-19, International Sellers, Real Estate Advisor, Condominiums, Senior/Retirement Residences, International Buyers, Residential Real Estate

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## **Affiliations**

Toronto Real Estate Board, Canadian Real Estate Association, Ontario Real Estate Association

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## **Education**

**University of Windsor**

M.B.A. Business Policy and Strategy

**McMaster University**

B.Com. Marketing

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## **Testimonials**

**Gail Misra**

Paul and Christian are fantastic advocates for the sale of our home. They did an exceptional job of marketing our house, and we felt confident about their advice throughout the process. The Paul and Christian team is highly professional, motivated, caring and well-informed. It was a great experience working with them.

**Sherry Mandin**

Dr. Mandin and I had a home selling experience that was unique to any other in the most positive of ways. Both Paul and Christian were highly knowledgeable, sensitive to details and the marketing tools implemented were far and above our previous experiences.

**Anne Walker,**

Paul Maranger and Christian Vermast were called upon to guide me through a difficult experience: the sale of my mother's home. The stakes were high, as the proceeds would have to fund good quality intensive care for the rest of her life. The pressures were enormous; the timeline was short. Their background work on every aspect of the market pertinent to the property was thorough and impeccable, their knowledge of the true factors to be considered was manifest, and the presentation of their assessment and of the options available was solid and supportive of me and of my mother's best interests. So was the follow-through. The nature and location of the property required expert positioning and the casting of a wide net. As a result of their expertise and efforts, the house sold in less than two weeks and for a very good price indeed -- one that I hoped for, but did not expect. Paul and Christian provided excellent and respectful sounding boards for each other, and for me. The support and steadfast encouragement I received, during a complex and charged process, was as important as the impressive result achieved.

### **Fedora and George Horner**

This is our third real estate transaction with the help of Fran, Paul, and Christian. They have assisted us every step of the way, even when we encountered unexpected difficulties. In the end they found us a buyer who loves our house as much as we did. We appreciate the solid and committed support and would not hesitate to engage their services in the future. Thanks to all involved

### **Diana Cianciusi**

Paul, Christian, and their team were a pleasure to work with. They are professional, responsive and kept us well informed at all times. The team is knowledgeable about the market and gave us excellent guidance on changing market conditions and using different marketing platforms to reach potential purchasers. All of these factors contributed to a successful sale of our property.

### **Judi Ghert**

It was a pleasure to work with a team as dedicated to excellence and approachable as Paul , Christian, and other staff members at Sotheby's Toronto. They were steadfast through difficult days and better ones, along the way to the successful sale of my condo. My sincerest thanks! Judith Ghert

### **Hande Bilhan**

This is our second home sale with Paul and Christian Associates and we couldn't recommend them more. Whether selling or buying a home, you will be in great hands. They are consummate professionals who are very knowledgeable, strategic and detail-oriented. They provide a concierge-style 360-degree service where you really don't have to worry about anything. Bonus: incredibly fun and pleasant team to work with!

### **Abubakar Khan**

The Team is simply outstanding! They sold our condo at a record-high price, in just a few days. Thank you Paul and Christian!! ? you are the best and a genuine pleasure to work with. The Team?s strategic, thoughtful and professional work achieved remarkable results for us. We highly recommend them.

### **Stuart Solway**

Thank you Paul and Christian for the stellar job you did selling my mother's home. All of the stages of the process were handled with great aplomb, from the pricing, staging and marketing to the eventual sale of her home. Your calm demeanor and astute negotiating skills helped my mother achieve well over asking on her property ? and we appreciated you being there, with tips and advice right up until the day of closing. You are true professionals who I would recommend in a heartbeat.

### **Celyne Darling**

Paul and Christian provided me with the best professional advice for the sale of my house. Always positive, helpful, available.... and they also have at the disposal, the best crew to help you prepare your house to be listed. First time selling a home, as I have been at this address for 34 years. I couldn't have had better people to take care of selling my house . A very positive experience. Thank you!

**Stephen Parkhill**

Selling your home in a volatile market can be a very stressful and downright scary experience. Yet Paul and Christian's professionalism, in-depth knowledge of the market, and advice put us at ease as we navigated the showings, open houses, and offers. Paul and Christian have the unique ability to very efficiently steer the process while still making us feel like we're having a coffee and chat at Starbucks! An absolute pleasure to deal with. And the house sold!

**Arlene Teti**

I can't say enough about Paul and Christian - from the moment I met them with the professionalism and clear competency and expertise on the market. While my home appeared to be more difficult than first anticipated to sell, Paul and Christian persisted in various strategies and "emotional" support and I always felt they had my very best interest at all times. They are an incredible team that can balance the optimism of your sell with the pragmatism of the market conditions, which in my case changed drastically through the listing. But we were able to refocus after a cooling off period and sold the house within a week. Paul and Christian treat the selling of your home as if it is their home and there is nothing spared in every detail of the service they provide. I will highly recommend them to anyone who is looking for someone to sell their home, it truly is one of the best experiences with this team!

**Claude Lamoureux**

The team did a great job in presenting the house and a strategy to sell it...we dealt mainly with Paul and all the interactions were very professional, he stayed on top of the schedule of visits and seemed to have followed up with all the agents involved. The material presented to us was first class and the pictures/web/brochure were top quality, resulting in a quick sale at a good price. Lorraine & Claude Lamoureux

**Serdar Atav and Malcolm Gunter**

We had the pleasure of having Paul and Christian serve as our real estate agents when both buying and selling our condominiums in the summer of 2017. We were very pleased with the professionalism of their services and would highly recommend them to represent you when seeking to buy or sell real estate, especially in the Toronto market. Although we hope our new home will be our last, if circumstances should change, we would definitely use Paul and Christian again.

**Argia Cowle**

Dear Paul and Christian , I am very happy that you came into my life and made my house sale so much easier. During such an emotional time in my life, it was comforting to know you were there to hold my hand. With fond regards.

**Richard Fischer**

Excellent overall experience, strategy and process, especially given the challenging times. Additional services e.g. photography, staging etc. , were well chosen. Entire approach was professional and considerate to both myself and the buyers. Definitely would recommend to others.

### **Linda and Frank Gardner**

Over the years, we have since gone through many transaction in real estate and I am proud to say that Paul and Christian's attention to client's buying needs coupled with their own vast international experience and business acumen makes their service truly unique. I would proudly recommend the team to people who value the effectiveness of a hardworking and efficient professional team that will put your interest first.

### **George Hately**

This is to record my thanks and gratitude to the Paul and Christian Team who this summer achieved the sale of my house in which I had lived for over 51 years and guided me in finding an appropriate apartment in which to live. I heartily recommend the Trilogy Team as a firm to be retained by any person who has any real estate needs.

### **Martha Weaver**

Thanks so much for helping me through the sale of my home last summer. It's been home for more than twenty years and it was difficult to part with. You helped me understand the reality of the market while also helping me achieve close to my target. The three of you were readily available to assist with questions and offered tremendous encouragement through what was a longer process that I had hoped for. After two previously short but unsuccessful listings in the two years prior with other realtors I would not hesitate to praise your team as having been the most proactive and reliable.

### **Dan Leibn and Alex Flynn**

Thank you so much for your patience, kindness, humour & eternal optimism as we embarked on our purchase & sale this last year. As always, it was a complete joy to work with you.

### **Giancarlo and Melissa**

We could not be happier with the job that the team did during the sale of our home. Since we had only been purchasers previously, the sale of our condo brought with it many new challenges and risks that the Paul and Christian Team guided us through. They were very helpful and understanding throughout the entire process; from the moment we met them at our home until the closing date, they were with us every step of the way. The same can be said for all of the staff on their team when we needed their services. We most certainly recommend their services to anyone buying or selling their home. Simply put, they're the best!

### **Lloyd Kelly**

Paul and Christian at Sotheby's International Realty Canada, managed the listing and sale of our home with sound advice, solid expertise and outstanding professionalism. The Trilogy Team walked us through each step of our sale, reassuring us that we were priced appropriately to capitalize on our greatest personal investment while remaining competitive and realistic. This ensured that our home was priced in the most attractive price range that would bring the greatest attention possible, resulting in an effective and efficient sale for our home. Selling luxury homes takes great experience, reach and coverage. Sotheby's offers premium marketing expertise, and gorgeous collateral, necessary in today's competitive real estate market. Without a doubt, the Paul and Christian Team provided us with the confidence and experience that we needed to sell our home, every step of the way.

**John and Jean Green**

May we take the opportunity to express our thanks to the Trilogy Team for the outstanding service you provided in the sale of our home on Balmoral Avenue. We have just about got over the shock of moving out of number 86, which has been our home for fifteen or so years. It has been more difficult than we imagined but I have to say that the blend of empathy and discipline with which you approached the project was a tremendous help and importantly, of course, it got the job done. Both Jean and I would unhesitatingly recommend the Trilogy Team to other prospective sellers. Thank again and all the best for the new year.

**Deborah Firestone**

I chose Sotheby's to sell my home because of your reputation of excellence and prestige. Another reason I chose Sotheby's is because of Christian Vermast who is a good friend of mine who has earned his great reputation amongst my group of friends. Both Christian and Paul Maranger presented themselves elegantly and are both total gentleman. This spring real estate market was different than last as we all know so I was a little tense at times as to what the actual outcome would be. Christian and Paul were always punctual with contacting me in a timely manner and with showings, both making the sale of my home less stressful. Christian and Paul's "bottom line" conversations with me were done calmly and explained thoroughly. I was also very happy with the marketing of my home, in print and the video done which was so elegant and beautiful. Thank you Christian and Paul for everything.

**Sandy Delory**

From the beginning of the process to closing the sale, Paul and his team did an exceptional job. Very proactive, professional and responsive, excellent at communicating and having all bases covered. We were also very happy with the subcontractors Paul brought in. They got so much done from minor repairs to staging, allowing us to be in market on our target date. I would not hesitate to recommend Paul and his team to friends and family. They made the process seamless, which is never easy.

**Susan Charendoff**

Thank you for helping us sell our parent's home. We appreciate all of your attention to detail and support throughout the process.

**Dale Durand**

Great experience. We suspect that we ended up in a tough selling market. Very satisfied with the end result. Paul, Christian and their team were terrific to deal with.

**Judy Holm**

We met with Paul Maranger and Christian Vermast on the recommendation of a friend, who had recently sold her house and was happy with the experience. We had been wary of sales agents. Throughout the entire process, from first meeting through the angst of decluttering to the actual sales process and after, Paul and Christian were unfailingly cheerful, polite, well informed and provided good advice. Our house sold in one and a half weeks and we were very pleased with the experience and the outcome. We would highly recommend Paul and Christian to any home owner considering putting their house on the market.

**Lorolie Royer**

Thank you Paul and Christian for your professionalism and support with the sale of my home. Your optimism and positive approach is commendable and it has been a pleasure working with you both, Thank you also to each and every one of the friendly and helpful administrative staff in your office.

**Michael and Marilyn Appleton**

Marilyn and I were thrilled with every aspect of the service rendered to us by Paul and Christian Associates with respect to the sale of our condominium. The marketing materials provided by Trilogy were outstanding and we received many positive comments in this regard. Also, in particular, the guidance provided to us by Paul Maranger with respect to determining the exact right time to list our unit for sale and the perfect time to accept the offer that we finally accepted and which to our delight the sale was closed precisely on schedule. Marilyn and I will also be more than happy to recommend the services of Paul and Christian to our friends, relatives or others we may meet who may be appropriate. We both wish Trilogy and all of its members the very best for continued success in the future. Our very best wishes.

**Carrie Greschner**

Paul and Christian were all very professional. I found them also very responsive and easy to work with. They worked well together, each bringing different expertise to the table! They attracted quite a lot of attention to the property given that it was not the ideal weather or time of year to show it. Thank you

**Marie-Paul Gallop**

Paul and Christian were exemplary and performed way over our expectations!!! Paul and Christian gave us good strategic advice on pricing our house properly, were very responsive to all our queries, and gave us excellent advice and help to get our house ready for the market. Their negotiating skills worked very much to our advantage in the wildly successful sale of our house. We cannot recommend them more highly.

**Beena Narwani**

Within moments of meeting the Sotheby's team of Paul, Nancy Lee and Christian, we knew the sale of our home would be in the hands of experts in the luxury residential market. Their straightforward and sensible guidance and slick marketing materials were pivotal in showcasing our home to solicit the "wow" factor. Despite the tough market conditions, they got us immediate and lots of attention from potential buyers with a sale in 10 days. Paul and his team were always responsive and within reach to quickly address our questions with a touch of humour as well. This is the team you want on your side to face the challenging transaction of selling your home.

**Kim Ward**

Bravo Paul and Christian Associates!! You work so well together. To come to consensus based on three people's opinion was definitely VERY helpful. Thank you for doing an excellent job.

**Daniel Byrne,**

Paul, Christian and the team did an excellent job selling our house. The property was priced perfectly and well marketed and the process was smooth and efficient.

### **Christine Scramuzzo**

I am so happy our family used Sotheby's International Realty to sell our family home. Paul, Christian and their team were very professional and did a fantastic job not only selling the home in less than a week but through the whole process of getting the home ready, explaining everything, and always able to respond to any questions we had. We are truly grateful to Paul, Christian and their team. I would highly recommend them. Sincerely, Christine

### **Liam McQuade**

We had the great pleasure of working with Paul and Christian on both sides of our transaction. At times the calming voice(s) in what is always a fraught process and at others the firm voice(s) of reason prompting us into action. We were demanding and deeply engaged clients; which both Christian and Paul responded to with grace and good humour. They know their business and are confident in rendering their counsel, all the while showing respect for the interests and perspectives of the client. We are very content with how both sides of the transaction concluded. Having these gentlemen negotiate our way through the process was "almost" painless. Highly recommend them to any clients looking for good counsel and effective outcomes.

### **Dan Shapiro**

It has truly been incredibly impressive to observe you and your team in action. Creativity, sound advice and efficiency together achieve a potent combination. Again, many thanks.

### **Oksana + Paul Komarnicky**

We would like to thank you both for your dedication, hard work and encouragement. Selling our house was not an easy task but your entire team kept at it and it finally sold. We are so happy.

### **Marina Unger**

Paul and Christian have both been amazing. This condo was a challenge, a little out of the ordinary. In spite of that I had confidence in your approach and you succeeded. Thank you very much.

### **Peter Lavigne**

Paul Maranger provided us seasoned guidance and excellent project management resulting in the sale of our property. He marketed the home very well recommending a star stager, a very talented photographer, and provided responsive publishers. His experienced team was large enough to hold many open houses and showings during a challenging period in the market. Paul listened to us, was highly accessible, and communicated well throughout. Paul thanks to your entire team!

### **Robin Wigdor**

Paul and Christian are the consummate Realtor professionals. From their initial review and listing price research through photography, floor plan preparation, outstanding brochure and web presence through finally settling the sale agreement, they were knowledgeable, experienced, helpful and always competent. We've already recommended them to others and won't hesitate to do so again in the future.

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