

CAMPBELL · MARIC
REAL ESTATE GROUP

FOR AGENTS / MOVING TO OTTAWA

Your client is moving to Ottawa. We'll take good care of them.

When a client of yours is heading to Ottawa, you want someone local you can trust with them. Here is how we work with relocating buyers, how a referral works, and what you can expect from us along the way.

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The Campbell-Maric Group · eXp Realty, Brokerage · Updated November 2026

01 · WHO WE ARE

A local team for your client's move.

The Campbell-Maric Group is an Ottawa real estate team at eXp Realty, Brokerage. A lot of our work is with people moving here: new jobs, federal and military postings, families coming home. Relocating buyers are usually choosing a neighbourhood they have barely seen, on someone else's timeline, and that is the part we are good at.

We treat a referred client the way you would want them treated: patiently, honestly and with no pressure.

Neighbourhoods from a distance

We shortlist areas by commute, schools and budget before your client visits, and tell them what the streets are really like.

Video tours and focused visits

We walk homes on video, then plan a short visit around the best options so they can decide in a weekend.

English and French

We work with clients in either language, on both sides of the river.

Federal, military and tech moves

We know the timelines of public service, Canadian Armed Forces and Kanata North tech relocations.

02 · WHY LOCAL MATTERS

Ottawa is easy to get wrong from away.

Ottawa is a city of more than a million people that stretches from downtown towers to suburbs like Kanata, Barrhaven and Orléans, and out to villages and farmland. Where a buyer lands shapes their commute, their schools and their weekends more than in most cities.

Ottawa or Gatineau

Across the river is Quebec, with different rules for buying, taxes, health care and schools. We help clients weigh both sides.

Four school boards, two languages

English and French, public and Catholic. School boundaries often decide the street, not just the neighbourhood.

A big city with many markets

Prices, competition and housing types change a lot from one area to the next. We price and negotiate street by street.

Timing

Spring is busiest, and many military postings land in the summer. We help clients plan around both.

03 · HOW IT WORKS

How a referral works.

Simple, written down and done brokerage to brokerage.

01 **Introduce us**

Call or email us with your client's name, contact details and timeline, or use the form on our contact page.

02 **We reach out quickly**

We contact your client, usually within one business day, and learn what they need.

03 **Referral agreement first**

Before we start, we confirm the referral in writing through eXp Realty, Brokerage. We agree the terms with you directly.

04 **Updates at every milestone**

You hear from us at the points that matter: first showings, offer, firm sale and closing.

05 **Your client stays your client**

If they move again, we send them back to you.

04 · BOTH WAYS

Clients leaving Ottawa? We refer them out too.

When an Ottawa client is moving to another city, we look for an agent there we trust. If that could be you, tell us your city, your brokerage and the kind of clients you work with best. We keep a short list, and we call before we refer.

Free tools your client can use right away.

- Moving to Ottawa: our relocation guide for buyers, with neighbourhoods, schools and buying from away
- Ottawa Market Pulse: a short weekly email on what sold and what is new
- This weekend's open houses across Ottawa, by area, every Friday
- Every new-build community and builder promotion in the city
- Real estate, defined: plain-English videos on Ontario terms

SEE THE RELOCATION GUIDE FOR BUYERS ⟶

REFER A CLIENT

Have a client moving to Ottawa?

Send us their name and timeline, or call to talk it through. Every referral is arranged brokerage to brokerage under a written referral agreement with eXp Realty, Brokerage.

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