

TOP AGENT

MAGAZINE



JUSTIN MILLETTE

As a rising star in the Ottawa real estate industry, Justin Millette has lofty aspirations and the work ethic and know-how to achieve them. Justin studied Business at the University of Ottawa and landed a full-time contract with the Canadian government, but quickly realized the 9-5 routine wasn't for him. "I focused my energy on finding myself and took personality tests to help orient my career," which led him to a job in sales. After working as a financial advisor for a little over a year, he discovered that although he loved sales, he didn't like the products he was selling. "I had a few friends in real estate that I looked up to and the business really appealed to me. I wanted a job that would give me great satisfaction" Once he met his good friend—and now business partner—Max Damour, who approached him to join his agency, Justin knew he'd found his niche. "I love the tangible aspect of real estate that people really get excited about."

As a representative of the Condo Agency Team, under Sutton Group - Premier Realty (2008) Inc., Justin focuses his efforts on the condominiums and the accompanying lifestyle in downtown Ottawa. "I like the low-maintenance aspect of condo living. I live in a condo myself and I believe in that lifestyle, so I feel like I represent that well," says Justin. Recently, Condo Agency was hired by a Toronto-based condo developer to be the exclusive team selling their properties in Ottawa, both pre-construction and re-sale. "That keeps us very busy because there were over 200 units to sell when we started, between the pre-construction project, the brand new condos, and some remaining inventory from the previous project," says Justin. Because of the scope of the project, Justin gained experience and knowledge in a large array of purchasing stages, something not a lot of agents are familiar with.

Recognized for his get-it-done attitude, Justin has already made his mark on the industry, however, he continues to work hard to further establish his name in the community. "I realize the real estate game is very competitive and you have to be on the ball to stand out and be successful," says Justin. "There are so many skilled agents in the area, but I make sure to be as transparent, patient and honest as possible with my clients. I make sure they explore all their

options so they're comfortable with their decision in the end and feel like they're in good hands." Justin stresses the importance of simply being available to his clients and often works seven days a week to do so, "but I strongly believe that if you do something you love, you never have to work a day in your life. I get to develop some great relationships with my clients and help them discover our beautiful city."

Justin prides himself on - and is already recognized for - his patience, determination and quick follow-up times. "When someone calls and asks me for something, I do it right away, whether it's a document they need or even just an answer they're looking for. I will do my best to find out and quickly get back to them," Justin states. "I'm very patient and willing to take as much time as needed to find the right property. I don't want to rush them into anything only to have them regret their decision later."

As for his future in real estate, Justin aspires expand the business to include selling a wide range of property types. Having worked with developers, Justin fully understands the development and investment aspects of the business and would like to take on more of those opportunities. For now, Justin is focused on building a solid portfolio. "I've worked really hard and put in a lot of hours over the last several months and when the market became more active this spring, I really saw the payoff," says Justin. "I intend to keep working hard to build a solid reputation and get my name out there."

