



## Real Estate Talk: Finding a moving company

### Description

# A good broker can be a great reference for service providers

By **Joseph Marovitch**

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A good broker will not only sell a client's property and search out a new one to purchase, but they will also provide services to make the process easier. If the client requires an inspector, mortgage broker, surveyor, contractor or mover, the broker should have names and numbers at their fingertips of providers the broker has used and recommended in the past, which brings me to a sad but true story.

There was a client who was renting a house and for whom I purchased a condominium. The client requested that I recommend a good insurance company and a mover, which I did. However, the client decided to use a moving company I did not recommend because it would be less expensive.

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The company the buyer used did not own its own trucks. Instead, the company contracted individuals who owned their own trucks. In this situation, the company acts as a broker rather than a moving company. The buyer then related to me the experience the day after the move.

On the day of the move, a truck pulled up in front of the rented house my client was leaving at 10 am rather than the arranged 8 am. Three men exited the truck and began to load the furniture and boxes as my client observed. After three hours, the truck was loaded and the driver asked my client for \$3000 upfront. My client told the driver that the office where he ordered the movers from indicated payment was to take place after the move. The driver said payment is upfront and, if there was no payment, the men would unload the truck in front of the house. The client decided to go to the nearby bank and withdraw the funds. While my client entered the bank, the movers parked their truck behind my client's car so he would not leave without payment.

My client indicated that the movers were rude and they broke some of the furniture in the truck during the move. My client called the company after the move to request payment for the damages and was told it is not their



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responsibility and that they do not have insurance against damages since all the movers are outside contracts. The owner of the company suggested my client speak to the driver of the truck. The move was complete, and my client decided to call the ordeal a learning experience not to be repeated.

To avoid this type of ordeal, here are a few recommendations:

- Always go online or speak to previous clients to get references for the company to be considered.
- Make sure the moving company has insurance against damages.
- Acquire the rates, payment terms and service in advance in writing.
- Check if the moving company is a member of the [Canadian Association of Movers](#) (CAM).
- Ask how long the company has been in business.
- Check at least three movers for rates, service, and references – compare.
- Sometimes a deposit is required but never pay the full amount up front.

‘Know that you get what you pay for, and good professional movers are a safe bet compared to your cousin and his/her three friends and a rented U-Haul.’

On average, a move within the same city costs \$75 to \$150 per hour for three movers and a truck. Therefore, the average move is \$1000 to \$4,500.

Know that you get what you pay for, and good professional movers are a safe bet compared to your cousin and his/her three friends and a rented U-Haul. Novice movers can get hurt and never have liability or damage insurance.

Should you have questions or comments, please refer to the comments section at the bottom of the page. As well, to view past articles, [click here](#).

Next article: **Second home lakefront opportunities**

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## State of the market

Home sales have dropped by **22%** in May, according to the [Canadian Real Estate Association](#) (CREA). This is no surprise as interest rates rise. With rising rates, more houses enter the market, and fewer buyers are available to purchase.

‘There will be a cooling-off period where prices drop, but after a few months we should see prices rise again.’

This is not a bad thing. As rates rise and buyers diminish, prices level off, and the market becomes more stable. There will be a cooling-off period where prices drop, but after a few months we should see prices rise again. Montreal is a target market for foreign and national investors as we have more opportunities than other major cities in Canada. The Quebec market is still undervalued. Look for future opportunities off-island.

Have a great week, and stay safe.

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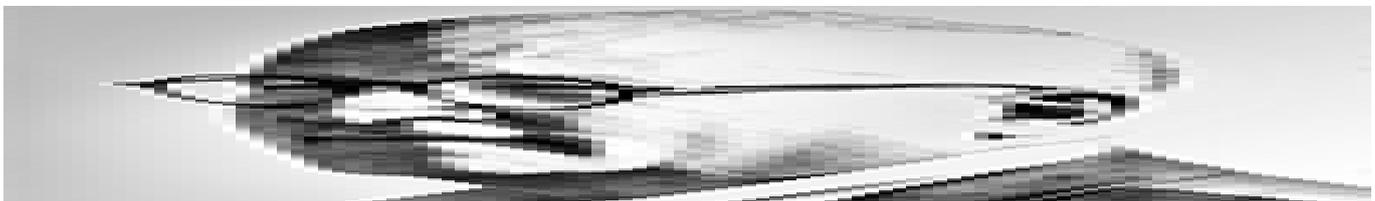
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**Joseph Marovitch** has worked in the service industry for over 30 years. His first career was working with families from Westmount and surrounding areas, hosting children between the ages of 6 to 16 as the owner and director of Camp Maromac, a sports and arts sleep away summer camp established in 1968. Using the same strengths in caring for the families, such as reliability, integrity, honesty and a deep sense of protecting the interests of those he is responsible for, Joseph applies this to his present real estate broker career. Should you have questions please feel free to contact Joseph Marovitch at 514 825-8771, or [josephmarovitch@gmail.com](mailto:josephmarovitch@gmail.com)



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