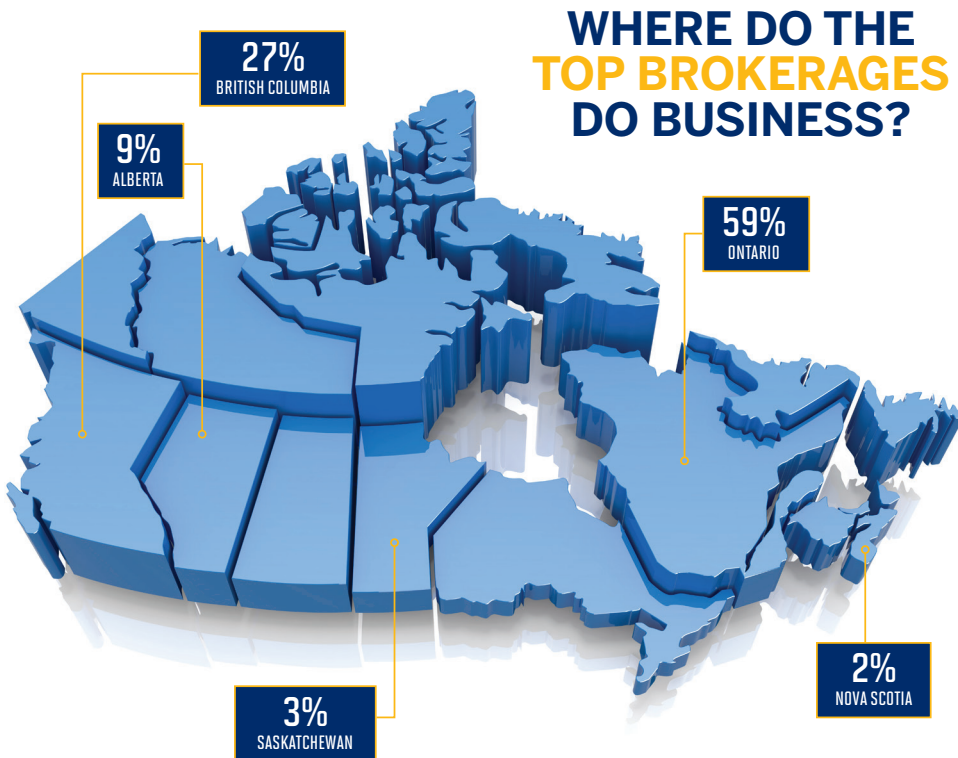


# TOP BROKERAGES 2018



## CRUNCHING THE NUMBERS

**9**

Average number of years in the business

**28**

Average number of agents per brokerage

**597**

Average number of transactions per brokerage

**\$277million**

Average volume funded per brokerage



## BLUETREE MORTGAGES WEST

Kelowna, BC

BlueTree Mortgages expanded from a single location in Kelowna to a new

brokerage, BlueTree Mortgages West, and now has offices in Edmonton, Coquitlam, Kamloops, Victoria, Nelson and Prince George. Under its new brokerage model, BlueTree Mortgages West has become one of DLC's top 15 brokerages for 2018.

"Our brokerage has successfully

maintained a 'family feel' through a very significant expansion period," says partner Andrew Macrae, highlighting how BlueTree agents express genuine interest in each other's success and are eager to collaborate with each other.

One BlueTree tradition that has been carried over to BlueTree Mortgages West is the company's annual three-day team-building event, Bluetreepalooza, which allows agents across all offices to build new friendships, strengthen existing relationships and brainstorm new ideas that can be applied in their day-to-day practices.

BlueTree also organized its first Evolve Mortgage Conference in January, with participants from brokerages and networks throughout Western Canada. BlueTree designed the conference to add value not only to its team, but also to the mortgage industry at large.