



SHADI BULTAIP GHATTAS

Real Estate Broker

CONTACT DETAILS

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LANGUAGES

- English
- Spanish

TOP SKILLS

- Customer Service Excellence
- Creative and Engaging Marketing
- Negotiation and Risk Management
- High-End Property Marketing
- Educating and Guiding First-Time Buyers
- Lifestyle and Community-Centered Home Matching

CERTIFICATIONS

- Seller Representative Specialist (SRS)
- Accredited Buyer Representative (ABR)
- Master Certified Negotiation Expert (MCNE®)

I'm an Ottawa real estate broker whose story began as an international student searching for new opportunities and a place to call home. That journey taught me the true value of community, trust, and meaningful connection, lessons that continue to guide the way I work today.

Real estate, for me, has never been just about buying or selling homes. It's about people, about understanding their goals, earning their trust, and helping them move confidently into their next chapter.

Being part of GoodStory has felt like a natural step in my own journey. I've had the privilege of watching the team grow from its earliest days, built on the belief that real success comes from helping others achieve theirs. The relationships I've built with clients, families, and friends, are what drive me every single day. My purpose is to guide people through one of life's biggest decisions with honesty, professionalism, and genuine care, and to help them live their own good story.

MY GOOD STORY A PROFESSIONAL SUMMARY

Originally from Panama, I moved to Canada in 2015 with a clear vision of building a meaningful future through hard work, creativity, and purpose. With a background in architecture, I developed a deep appreciation for design, detail, and the way spaces shape how we live, a perspective that naturally carried into my career in real estate.

My parents' values of integrity, perseverance, and lifelong learning continue to influence everything I do. My father always reminded me to work smart, save, and invest in real estate, advice that not only guided my own path but also inspires how I help others build stability and create opportunity.

Today, as part of GoodStory in Ottawa, I draw on that foundation to help clients turn life transitions into rewarding experiences. Whether guiding first-time buyers, supporting families, or working with newcomers, I focus on creating clarity, confidence, and connection through every step of the process.

A FEW GOOD STORIES—TESTIMONIALS

- “I genuinely think the marketing work he and the team did made a world of difference in showing our place to its full potential, and we felt like total VIPs working with them.” — Desirea Odjick, former client
- I’ve honestly never worked with a group of professionals who have been so caring, so genuine, so thorough and so good at what they do. I never doubted for a second that I was in the best possible hands....” — Stef Wright, former client
- “Shadi is a tenacious negotiator with an eye for detail and style. It was a real pleasure having him in our corner.” — Marcel Timmermans, former client

WORK EXPERIENCE

LICENSED REAL ESTATE BROKER

GoodStory • Powered by RE/MAX Hallmark - Ottawa, Canada

June 2018- Present

I had the privilege of witnessing GoodStory take shape from its earliest days, working alongside its founders, Jen and Leo, as their vision grew into a team defined by creativity, trust, and genuine connection. Those same values have guided my own approach to real estate ever since. Since becoming licensed in 2018, I’ve been dedicated to helping people through some of life’s most meaningful transitions. At GoodStory, we believe real estate is about people first — and my goal is to make every client’s experience as smooth, transparent, and rewarding as possible.

What I do:

- Guide clients through buying, selling, and leasing with patience, strategy, and care
- Oversee every stage of the transaction — from marketing and negotiations to final contracts
- Build lasting relationships grounded in honesty, expertise, and results
- Help clients make confident, informed decisions and feel proud of their next chapter

MARKETING & OFFICE SUPPORT / REAL ESTATE TRAINEE

RealEstate.Co / Future GoodStory - Ottawa, Canada

June 2016- June 2018

- Created and managed marketing campaigns for listings, including social media content, print materials, and property branding.
- Assisted with transaction paperwork, documentation, and compliance.
- Provided day-to-day operational and administrative support to the team, including client communication.
- Supported daily team operations while gaining hands-on real estate trainee experience, shadowing the lead broker to learn client relations, negotiations, and transaction management.

SUSTAINABLE BUILDING ADVISOR

CBRE Panama - Panama City, Panama

February 2014 - April 2015

- Reviewed and ensured compliance with all LEED® project certification requirements for both construction and operational phases.
- Conducted inspections of construction and property maintenance to meet LEED® standards and reported findings to the U.S. Green Building Council.
- Managed and reviewed contracts for maintenance, repairs, and renovations to align with LEED®-EBOM (Existing Buildings: Operations & Maintenance) criteria.
- Coordinated monthly meetings with property owners and administrators to review performance reports and maintenance updates.
- Oversaw LEED® Online training, supervision, and certification processes for project professionals.
- Maintained continuous communication with the Green Building Certification Institute (GBCI) and coordinated the installation of LEED® plaques upon certification.

ARCHITECT ASSISTANT

SKETCH Studio - Panama City, Panama

2014

- Supported architects with design development, space planning, and drafting using AutoCAD and SketchUp.
- Conducted site visits to document existing conditions and assist in measuring, photographing, and reporting project progress.
- Researched materials, finishes, and building systems to support design decisions and specifications.
- Contributed creative ideas during team design discussions and brainstorming sessions.
- Built detailed physical scale models to illustrate design concepts and support client and internal presentations.

VOL PROCUREMENT & GENERAL ASSISTANT

BYBLOS INTERNATIONAL S.A. - Colon, Panama

2007-2010

- Communicated directly with suppliers and manufacturers in China to coordinate orders, shipments, and product specifications.
- Assisted with wholesale floor sales, supporting regional clients and maintaining strong customer relationships.
- Collected rent from tenants and maintained organized records for accounting and reporting purposes.
- Supported day-to-day operations, including inventory tracking, logistics coordination, and client correspondence.
- Provided administrative and customer service support to ensure efficient store management and smooth business operations.

EDUCATION

Humber College

2023

Real Estate Broker Program

Algonquin College

2016-2017

Project Management, PGCert

USMA, Panama

2010 - 2015

Structural Architecture, BArch

OREA Real Estate College

2017 - 2018

Project Management, PGCert

Algonquin College

2015-2016

Green Architecture, PGCert