

101

Condo School For Realtors

2019

1. Condominiums Intro & Basics

What are Condominiums and how to explain Condos in simplicity to your clients.

2. Types of Condos

What are they and why it is important to know the differences.

3. Unit Factors

What are they and why do Realtors and Condo Owners need to about them?

4. Legal Unit # & Civic

What are they and what are the differences?

5. Parking, Storage and Other Owner Designated Area

Types, difference in each and where to find that info in the condo documents.

6. Titles

How to pull a title, what information is on them and can there be red flags?

7. Insurance

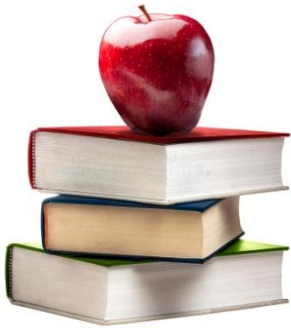
What condo corps are required to insure and what the home owner is required to insure. What happens when the condo does not have all the necessary coverages?

8. Reserve Fund Studies

The simple facts to understand them and explain them to your clients.



CONDOLYZERS



102

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1. Condo Fees

What is included in them (understanding how to read the budget and bylaws for this info), how often can they change, can really low fees be a bad thing?

2. Special Assessments

What are they and how to talk to your clients about them?

3. Arrears

What to know about arrears on a unit listed for sale?

4. Estoppel Certificates

What are they, what is on them and when to obtain?

5. Legislation for Condos

Documents that mandate rules for condos. Changes in legislation that Realtors should be aware of. What rules should Realtors be familiar with to help their clients with a purchase?

6. Cannabis

An important topic for buyers and what Realtors need to know about this matter.

7. Occupancy Restrictions

Can condos put restrictions on age, children, room-mate situations, # of people allowed to live in unit, etc?

8. Renters

Can an Owner rent out their condo? What do they need to know?

9. RPR's

Are they always necessary for Condo sales?

10. Law Suits

When to disclose this information.

11. New Development Condos

Is there anything different you need to know about new development condo sales?

12. Documents

List of required documents for a buyer, how to get them, how much can be charged, what to do if the association is not providing what you need?