

# 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

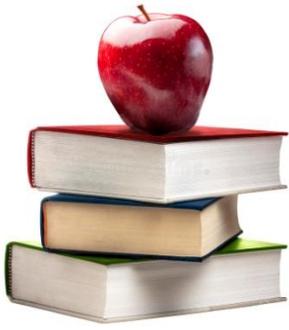
What condo corps are required to insure and what the home owner is required to insure. What happens when the condo does not have all the necessary coverages?

### 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?