



## 10 Tips for a Successful Real Estate Closing

- 1 Property Condition Disclosure Statement included, unless foreclosure or Power of Attorney (Yes, even rentals will need one!)
- 2 Provide contact information for clients when you send the Agreement of Purchase & Sale
- 3 Amendments – ensure all are given to the lawyer and lender
- 4 New Home Construction – ensure reasonable time for construction and use extra wording if clients are basing the build on a model home (i.e. for allowances)
- 5 Condition deadlines – get written notification of all, or get extensions if not able to meet in time
- 6 Use plain language but be as specific as possible – for repairs before closing, include a monetary value if not completed
- 7 Remove items (or list exclusions) that are not included in the sale prior to showings
- 8 Let us know if the client will not be here on closing
- 9 Tell clients about closing costs (especially Deed Transfer Tax)
- 10 Ensure walk-through results are communicated early (can't be done at 5 p.m. on closing day)

*Our Residential Real Estate Team is proud to handle the highest volume of Residential Real Estate practiced by any Law Firm in Halifax – Dartmouth and Nova Scotia, which includes a large number of migrations under the Land Registration Act.*

