



## TWELVE OAKS

### **VIP Agent Event FAQ**

**Q. *What commission rate are you co-operating at?***

A. The commission structure is 3% of the purchase price (net of HST and incentive value) per firm deal.

**Q. *How is the commission being paid?***

A. 1. 1.5% of the commission will be advanced after the expiry of the rescission period provided any purchaser's conditions have been satisfied and 90 days after the vendor is in receipt of all the following:

- A fully executed copy of the APS together with all post-dated cheques (or alternative) and purchaser's mortgage approval (as per the vendor's mortgage approval requirements), all of which received within 30 days of the date of the APS
- All deposits then due and payable have cleared vendor's solicitors bank account.

2. The final 1.5% of the commission is payable on the final closing.

**Q. *Procedure for Sales?***

A. The agent must submit a completed Purchaser Information Form (provided on our broker portal), with applicable I.D.'s, to [info@twelveoakstowns.com](mailto:info@twelveoakstowns.com)

- Our sales team will review & contact you for an appointment
- Your purchaser will be able to choose between a virtual appointment and an in-person appointment
- Please ensure that you have several options for appointment dates when both - you & your purchaser will be able to attend
- *For in-person appointments:*
  - Only 1 sale per appointment
  - 1-hour duration
  - Maximum of 2 purchasers per sale + agent for each appointment (please do not bring children to the appointment)
  - Our Guest Card & COVID-19 questionnaire must be completed & returned to [info@twelveoakstowns.com](mailto:info@twelveoakstowns.com) in advance, for each person attending including the agent
  - A mask must be worn to gain entrance to the sales office & hands must be sanitized upon entrance. The sales team will provide a mask if necessary & hand sanitization station will be present immediately inside our office
  - All deposit cheques must be filled out in advance

- *For virtual appointments:*

- Our sales team will send parties involved an invite via Microsoft Teams or Zoom
- Meeting will be 1-hour duration
- Only 1 sale per appointment
- All deposit cheques/EFT Authorization along with the void cheque must be filled out and delivered within 24 hours to sales office located at 85 Renfrew Dr., Markham, ON L3R 0N9

**Q. Do you allow deposits to be made using a company name/corporate cheque?**

A. No. We will not accept company/corporate cheques for the purchase and sale transaction.

**Q. Who are cheques made out to?**

A. All cheques are made out to **ROBINS APPLEBY LLP, IN TRUST.**

**Q. What is the Deposit Structure?**

A. **The Ridge Collection-** \$5,000 with offer, \$20,000 in 30 days, \$20,000 in 60 days, \$20,000 in 90 days, \$20,000 in 120 days, \$20,000 in 270 days, balance of 15% of the purchase price on Occupancy.

**The Moraine Collection-** \$10,000 with offer, \$20,000 in 30 days, \$25,000 in 60 days, \$25,000 in 90 days, \$25,000 in 120 days, \$25,000 in 270 days.

**The Grand Oak Collection-** \$10,000 with offer, \$20,000 in 30 days, \$30,000 in 60 days, \$30,000 in 90 days, \$30,000 in 120 days, \$30,000 in 270 days.

**Q. If signing Agreement of Purchase and Sale via DocuSign, where do we deliver cheques to?**

A. After signing via DocuSign, the Purchaser will have 24 hours to drop off all deposit cheques to our sales office located at **85 Renfrew Dr., Markham, ON.**

You will also have an option to fill out the Electronic Funds Transfer Authorization and provide same along with your void cheque in lieu of the cheques.

**Q. When do appointments start?**

A. Our sales team will contact you directly to make an appointment.

**Q. How long will appointment take?**

A. Appointments will be 60 minutes in length and only the purchaser(s) (as indicated on the worksheet) and the purchaser's agent may be present for the appointment. Please Note: we will not be accepting any name, model or suite changes during the appointment.

**Q. How will buyer receive documents once they have purchased?**

A. (a) Paper/Hard Copy Format: APS package will be provided in person, along with a USB containing the Disclosure documents (purchaser will have to sign, among other documents, Schedule "G" to the APS acknowledging receipt of same).

(b) Electronic Documents will be provided via DocuSign utilizing our electronic platform. Purchasers will be directed electronically to initialing and signing, as required.

**Q. Are assignments permitted before final closing?**

A. Yes, however, with the Vendor's written approval and upon compliance with the remaining requirements stipulated in the APS.

**Q. Is Purchasing permitted under an incorporated name?**

A. Yes, however you must have an individual (with photo ID) as purchaser #1, and the corporation as purchaser #2. (A copy of the Articles of Incorporation will also be required).

**Q. Does the Purchaser(s) have the right to lease on occupancy?**

A. No, unless this was permitted pursuant to separate documentation between the purchaser and the vendor.

**Q. What is the first Tentative Occupancy Date?**

A. Occupancy Date Winter 2021/Spring 2022

**Q. Do you allow sales to a non-resident purchaser? What is the deposit structure for a non-resident purchaser?**

A. Yes. Non-resident purchasers will be permitted to purchase, providing that:

- A total deposit of 35% of the purchase price is provided
- They are able to provide a valid mortgage approval within 30 days of the date of the APS

**Q. Do you accept P.O.A's (Power of Attorney) or purchase in Trust?**

A. We do accept P.O.A. however, all the ID verification requirements need to be complied with. Purchase in Trust is not allowed.

**Q. What is the Maintenance Fee per month?**

A. Ridge Collection \$164.95/mo and Moraine/Grand Oak Collection \$149.95/mo

**Q. When does purchaser choose colours and finishes?**

A. Purchasers will receive a phone call from a Design Consultant closer to commencement of construction.

**Q. What do clients need to provide at time of purchase of the unit?**

A. At the time of signing, every named purchaser on the agreement must have:

1. Valid photo ID (either driver's license or passport)
  2. SIN number
  3. All deposit cheques/Completed EFT Authorization along with the void cheque
- Please have your clients bring these documents when signing.  
Expired documents will not be accepted.

**Q. Do I need a mortgage approval?**

A. All purchasers will need a signed mortgage approval letter from a financial institution acceptable by the vendor or alternative. These letters will be verified for authenticity.

Only approvals from top banks or credit unions will be accepted with the following information listed:

- Full name of all purchasers as stipulated in the APS
- Current address of all the purchasers and address of the property being purchased
- Purchase price of the unit as stipulated in the APS and the amount approved by the bank

A template of the required letter is available on the broker portal.

**Q. *Where is the Community located?***

A. Twelve Oaks is located on the South East corner of King Road and Bond Crescent intersection.

**Q. *Where is the Sales Office located?***

A. 85 Renfrew Dr., Markham, ON

**Q. *What is the Anticipated Construction Start Date?***

A. Construction Start Date is Spring/Summer 2021.

### **Additional Information:**

1. Only purchasers who will be attending in person will be allowed to execute the APS on the Execution. Names of the additional immediate family member(s) can be added during the 10-Day rescission period.
2. Please ensure that your clients bring all deposit cheques/fully completed and executed EFT Authorization along with the void cheque. If they are signing APS through DocuSign, all deposits must be delivered to the sales office within 24 hours.

**The Vendor reserves the right to modify or cancel this Program at any time without notice. E. & O.E.**