



TOP 5 SELLER QUESTIONS

Is GST payable?	<ul style="list-style-type: none"> • As with other CRA rules, there are exceptions to who must collect and remit GST. You must charge and collect GST if you are selling a new residential, commercial or agricultural property
RPR v. Title Insurance – what are they?	<ul style="list-style-type: none"> • RPR stands for “Real Property Report” and is a survey of the property showing the location of the house and all structures (e.g. decks, garages) • The RPR should also have a Certificate of Compliance (with municipal bylaws) from the Town, City or County and can be in the form of either a letter or a stamp and a signature from the municipality on the RPR itself • The benefit of having the RPR is that it provides written confirmation regarding whether there are any buildings that encroach between adjacent properties and whether the location of the buildings comply with the bylaws (e.g. side yard minimum) • Title Insurance can be used when the Seller doesn’t have an RPR with Compliance and the Seller should ensure it is a condition of the contract (and the RPR clauses are crossed out of the contract) when the house is listed • Title Insurance will cover any issues that would have been identified had there been an RPR at the time of sale as long as the Seller had no previous knowledge of the defect • Title Insurance will expire when the Purchaser resells the home which is why some Purchasers will insist upon an RPR

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	<ul style="list-style-type: none"> • Title Insurance is a fraction of the cost of an RPR with Compliance
Who holds the Deposit?	<ul style="list-style-type: none"> • The Deposit is payable upon signing the contract and a second Deposit may be payable upon removal of the Conditions • The Realtor holds the Deposit in trust until the lawyer advises that it is releasable upon Closing, whereby the Deposit is used to offset the Realtor commission • The Deposit is non-refundable once the Purchaser has removed all of the Conditions
How and when do I receive my sale proceeds?	<ul style="list-style-type: none"> • On the day of Closing, the Purchaser's lawyer will receive the funds from the Lender or client and direct deposit them into the Trust Account of the Seller's lawyer; • Upon receipt of the funds, the Seller's lawyer will contract the Realtor to release the keys • Vacant possession must occur by noon on the day of Closing and the property must be in substantially the same conditions as when it was viewed by the Purchasers • The first priority for the Seller's lawyer is to pay out the mortgage to avoid additional interest from accruing • Thereafter, the Realtor's commission and sale proceeds owed to the Seller are paid out
What do I do with my Property Insurance, Tax and Utility payments?	<ul style="list-style-type: none"> • Ensure the property insurance is cancelled or transferred to the new home • Ensure any monthly property tax payments collected by the municipality are discontinued • <u>DON'T FORGET</u> to disconnect the utilities – otherwise the new Purchasers may enjoy gas and electricity at the Seller's expense