

# The BoundaryWise<sup>™</sup> Realtor Process



Now that you are armed with the land and boundary knowledge, let's go over how to properly tackle a listing so that **you and your client can protect yourselves the best way possible.**

There are 5 steps to take to have a successful transaction:

- 1. Have the "talk"**
- 2. Get the Docs**
- 3. Do Boundary Inspection**
- 4. Build a Risk busting offer/listing**
- 5. Be prepared to face a judge**

## **1 HAVE "THE TALK"**

This involves meeting with your client and discussing their situation. How much risk are they willing to take with this new purchase?

For instance, if it is a young couple who have been living at home saving for their first home and finally have enough for a down payment, they would typically be low risk, they won't have extra money to spend on boundary issues and more research and precautions should be taken.

## **2 GET THE DOCUMENTS**

Parcel Register, Easement Instruments and a Survey plan, all online 24/7 at [www.protectyourboundaries.ca](http://www.protectyourboundaries.ca)

### 3 DO AN INITIAL BOUNDARY INSPECTION

Get the measurements from the survey and approximate the boundary location. Look for any signs that something may be encroaching or confirm if Easements are used properly. If there are some areas of uncertainty, call a surveyor (Protect Your Boundaries).

### 4 BUILD A RISK BUSTING LISTING

#### LISTING AGENT

Attach the Parcel Register, Instruments and Survey to the listing. Use the **FULL legal description** off the Parcel register, **Cite your sources** and **Disclose any suspected boundary issues** (avoid trailing liability)

#### BUYING AGENT

Conditional upon inspection of the survey & **don't use conditions in the Offer/APS to do your boundary due diligence.**

### 5 BE PREPARED TO FACE A JUDGE

Always develop and document your process, this includes any major decisions and client direction in writing. Another helpful tip is to journal all discussions with clients.

Verifying and documenting all information is essential in helping to **protect yourself and your client from any disputes and lawsuits.** It allows you to put all the information up front, or on the buying side, investigate all the information up front, to ensure this is the sale you want. It is a lot of money on the line and you want to make sure you are not buying into a situation that may cause a lot of tension and money. It is also a **great selling point for getting a higher commission rate.**



For more information visit:  
[www.boundarywise.ca](http://www.boundarywise.ca)



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