

# What Does My BoundaryWise™ Agent Know?



Every year thousands of real estate transactions go wrong because the agents on either side of you didn't pay enough attention to the critical elements of the land being transacted. Homebuyers are often enamoured by the house and the yard, and sellers go to great lengths to stage the house itself. However, few people realize how many issues can arise for both buyer and seller as a result of hidden and missed land-related issues.

## **WHAT CAN GO WRONG?**

Countless buyers suffer disappointment, or worse, end up in legal battles, title insurance claims or heated disputes with their neighbours because of disagreements over property boundaries, fence locations, encroachments and easements. It's unpleasant to say the least!

Sellers too fall prey to unnecessary risks when their agent doesn't fully understand or disclose critical information about the property. These "trailing liabilities" can come back to haunt you many years after you thought the deal was done.

## The BoundaryWise™ Designation

Your agent has completed The BoundaryWise™ Accredited Education program from Protect Your Boundaries. This means that they have knowledge, tools, and processes to help your home purchase or sale go through with the least amount of land and boundary-related risk.

## DID YOU KNOW?

- ▶ 49% of residential properties in the GTA have 1 or more hidden boundary issues?
- ▶ 85% of these are not covered by Title Insurance.
- ▶ And the single most common event that causes them to become real issues is the sale and purchase of the property!



## WHAT IS THE SOLUTION?

Focused “boundary due diligence” by your agent can save you thousands of dollars and untold stress and disruption both as a buyer and a seller. Never forget that you are buying land and as such it’s critically important that you make sure that everything to do with your property is in order and free of unwanted surprises after the fact.

## THE BOUNDARYWISE™ ACCREDITED EDUCATION PROGRAM

That’s where the BoundaryWise™ Accredited Education Program for Realtors comes in. We at Protect Your Boundaries are land surveyors with deep expertise in residential real estate. We have been informing, supporting and educating Ontario’s top Realtors for over 5 years, helping them help you make smarter buying and selling decisions.

## DON'T ALL REALTORS LEARN THIS?

Unfortunately not. Boundary, Easement and Title knowledge has never been a focus of the Real Estate governing bodies. And that’s not good for you. That’s why we stepped in to fill the gap and help those Realtors who are true professionals develop the knowledge and processes to support you better.

## ISN'T THAT MY LAWYERS JOB?

It used to be, but sadly the introduction of Title Insurance has drastically limited the amount of pre-close due diligence your lawyer will do. There is an overreliance on Title Insurance to fix everything and anything that might go wrong after the fact – something that is just not true.

Only up-front boundary due diligence by the buyer, strong disclosure on the listing and a full analysis of title, easement and survey documentation will protect your deal.

## WHAT DOES MY BOUNDARYWISE™ AGENT KNOW?

The BoundaryWise™ Designation that your agent has earned has taught them where the boundary, title and easement risks lie in every transaction and how to spot them. They know which documents to find and how to interpret them to your best advantage, and how to explain any potential issue to you in a way that you’ll understand. Most importantly they have the expert team at Protect Your Boundaries behind them, always just a phone call away, to help out when you need the pros to get involved.

## FIND OUT MORE

Visit us at [www.BoundaryWise.ca](http://www.BoundaryWise.ca).

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