

# Steps to a SmartClose®

## Step 1

Read the enclosed information and talk to your Agent or Broker to understand how SmartClose® can work for you.

## Step 2

Sign the attached SmartClose® Application and give it to your agent or fax it to the number on the SmartClose® Application Form requesting that you be contacted by a SmartClose® Representative.

## Step 3

A SmartClose® Representative will call you to answer questions and help you determine how best to proceed.

## Step 4

An experienced real estate lawyer will contact you and help you along the way to a successful and smooth closing.

# Deferred Closing Costs Option for Home Buyers...

### Deferred Closing Costs Option

Sometimes people find they need a little help with their cash flow when they're buying a new home. RE/MAX offers the Deferred Closing Cost option for just such instances. This option allows you to defer your closing costs for up to six months, interest-free in some cases subject to approval. This includes legal fees, title insurance premiums, land transfer tax and all other applicable taxes, applicable registration costs and program fees. A small administration fee applies.

### Automatic Approval Available!

RE/MAX is pleased to offer our Deferred Closing Costs Option on all transactions processed through our SmartClose® program. Our program offers automatic approval when you have negotiated your mortgage with one of the following lenders:

- Bank of Montreal
- Scotiabank
- National Bank of Canada
- CIBC Mortgages Inc.
- CIBC Mortgages Inc., trading as FirstLine
- Canadian Imperial Bank of Commerce (CIBC)
- TD Canada Trust
- Royal Bank of Canada
- President's Choice Financial

If your mortgage is through another financial institution, you may still be able to take advantage of this program by calling our help desk at 1 877-777-1210.

Our Deferred Closing Costs Option provides you with *financial breathing room by deferring your closing costs for six months, interest free.*

| Deferred Closing Costs Loan Amount | Administration Fee |
|------------------------------------|--------------------|
| \$750 to \$3,000                   | \$199              |
| \$3,001 to \$10,000                | \$249              |

Call **1 877-777-1210**

with any questions you have or visit [remax.ca](http://remax.ca)



SmartClose® is a registered trademark of RE/MAX Ontario-Atlantic Canada Inc.



SmartClose®

For more information contact:  
**1 877-777-1210**





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Many buyers and sellers do not already have a real estate lawyer. Buying or selling a home is stressful enough without having to worry about finding a lawyer and how much the closing will cost. SmartClose® can solve both of those concerns.

To help you along the way, SmartClose® uses all the necessary due diligence to ensure a smooth closing. A real estate lawyer with specialized knowledge will be assigned to you to ensure that you understand all of your rights and that all details and legal requirements are properly completed. Your lawyer makes certain that your ownership is clear and unencumbered, and that you will be able to sell your property in the future without legal difficulties. And all of this is done for you at one low fixed price.

## Benefits of the SmartClose® Program

- **Cost is set:** All the elements for a thorough closing are included. The vast majority of real estate closings are completed without complication. In extraordinary circumstances additional disbursements may be necessary to complete the transaction.
- **Worry free:** SmartClose® utilizes specially selected lawyers experienced specifically in real estate transactions.
- **Title insurance is included:** Title insurance provides coverage for, among other things, loss or damage resulting from fraud and forgery pertaining to the insured homeowner's right of ownership in real estate.

**About title insurance:** Title insurance is a special kind of insurance that protects against loss and fraud, forgery, title defects and survey problems. It can insure against problems that could affect future ownership. We believe that the title insurance policy\*\* offered with SmartClose® is the most comprehensive title insurance policy in Canada. For title matters covered under the policy, the insured may be compensated both for loss or damage experienced and for legal costs incurred in defending the title.

Title insurance offers greater coverage than a traditional Opinion/Lawyer's Certificate of Title, and is accepted by lending institutions in place of a survey. This means it can eliminate many costs and delays often associated with home closings.

With the RE/MAX SmartClose® Program, your title insurance policy protects you for as long as you own your home.

- **Convenient:** SmartClose® is easy to process. You don't have the stress of finding a lawyer and determining what steps to take.
- **Close to home:** Your SmartClose® lawyer is selected to be near a location that is convenient for you.

## Buyers

Many legal services add extra costs during the process. SmartClose® has a comprehensive Purchase Program Service at a Fixed Price\*.

- Legal representation
- Review of Agreement of Purchase and Sale
- Title search
- Title insurance
- Arrangement for funds transfer
- Preparation of one mortgage
- Execution search
- Conveyance fees
- Miscellaneous expenses
  - Photocopying charges
  - Fax charges
  - Courier charges
- Final report

**Price: \$1199\***

For purchases exceeding \$500,000 an additional cost of \$0.70 for each \$1,000 in excess of \$500,000 applies.

## Sellers

Many legal services add extra costs during the process. SmartClose® has a comprehensive Sale Program Service at a Fixed Price\*.

- Legal representation
- Review of Agreement of Purchase and Sale
- Conveyance fees
- Payout arrangements for existing mortgages
- Miscellaneous disbursements
  - Photocopying charges
  - Fax charges
  - Courier charges
- Final report

**Price: \$549\***

\* Price excludes registration fees (if applicable), land transfer tax and G.S.T. In extraordinary circumstances additional fees and disbursements might be incurred to complete the transaction and where practical you will be advised of such charges in advance.

\*\* First Canadian Title insurance policies issued by FCT Insurance Company Ltd. Services by First Canadian Title Company Limited. The material is intended to provide general information only. Some product/services may vary by province. Prices and products offered are subject to change without notice.

Note: The SmartClose® program was designed for residential transactions only.



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## SmartClose® Application Form

Fax to: 1•866•387•3215

YES, I am interested in being contacted by a SmartClose® Representative

### Customer & Transaction Information

Select the type of transaction:  Resale  Purchase  
 New Home

Customer name \_\_\_\_\_

Telephone: \_\_\_\_\_ Preferred contact time: am / pm

Address \_\_\_\_\_

City: \_\_\_\_\_ Closing/Funding Date: \_\_\_\_\_

Province: \_\_\_\_\_ E-Mail \_\_\_\_\_

I am interested in Deferred Closing Costs Option  Yes  No

Special Instructions (i.e. Language preference, French speaking representative, lawyer instructions etc.) \_\_\_\_\_

SmartClose® was referred to me by: RE/MAX Sales Representative

### Mortgage Information (if applicable)

Lender Name: \_\_\_\_\_

Mortgage Reference Number: \_\_\_\_\_ Amount of Mortgage: \_\_\_\_\_

FOR COMPLETION BY THE CUSTOMER

**ACKNOWLEDGEMENT AND CONSENT**  
*First Canadian Title is committed to protecting your privacy and personal information. The personal information you provide is kept confidential and is used to underwrite, assess and control risks, and issue and administer policies of title insurance. For our complete corporate Privacy Policy, please visit our website at [www.firstcanadiantitle.com](http://www.firstcanadiantitle.com) or contact our Privacy Officer at 1.800.307.0370 or [privacy.inquiries@firstcdn.com](mailto:privacy.inquiries@firstcdn.com).*

*In selecting the SmartClose® Program the customer acknowledges that the program price includes a referral fee of \$60 for a purchase or \$50 for a sale to be paid to RE/MAX Ontario-Atlantic Canada Inc. If selecting the Deferred Closing Costs Option the client acknowledges that the program price includes a referral fee of \$50 to be paid to RE/MAX Ontario-Atlantic Canada Inc.*

I / We acknowledge having read and understood the foregoing and consent to the collection, use and disclosure of my / our name(s) and telephone number to the employees of First Canadian Title for the purpose of arranging a fixed cost home closing service or the Deferred Closing Costs Option and consent to First Canadian Title arranging for us to be contacted for other products or services relating to the transaction. \_\_\_\_\_  
Customer Signature

Insurance by FCT Insurance Company Ltd. Services by First Canadian Title Company Limited

Please detach