TYANDAGA
HEIGHTS ON THE PARK

FREQUENTLY ASKED QUESTIONS

THANK YOU FOR YOUR INTEREST IN NATIONAL HOMES EXCITING NEW COMMUNITY OF TYANDAGA HEIGHTS ON THE PARK. TO HELP YOU PREPARE FOR YOUR EXCLUSIVE PURCHASING OPPORTUNITY, WE HAVE PUT TOGETHER THE ANSWERS TO SOME FREQUENTLY ASKED QUESTIONS.

HOW CAN I BOOK A SALES APPOINTMENT?

1. The first step is to download the blank worksheet from the Broker Portal, complete it for your client and email it to the National Homes Sales Team at tyandaga@nationalhomes.com. Worksheets are processed in order of receipt. A completed and received worksheet provides you and your client access to an appointment booking. Please ensure you complete it at your **earliest convenience.** Worksheets are due on December 7th, 2020 at the latest, but will be accepted at any time before that date.

2. As of December 7th, 2020, a National Homes Sales Representative will call you to book an appointment based on the order your worksheet is received. All broker sales appointments will be done remotely. Appointments may be completed over the phone or via Zoom or FaceTime

3. Appointment slots are offered on a **first-come, first-served basis** so book the first slot available to you for the best lot selection and to avoid disappointment.

HOW LONG IS EACH APPOINTMENT?

Typically, a Sales Appointment will last 30-60 minutes, though the actual time may vary depending on the number of questions. You will have a maximum of 60 minutes for your appointment.

WHAT SHOULD MY CLIENT DO BEFORE THEIR APPOINTMENT?

Please send your client a link to the Broker Portal. From there you will both have access to the floorplans, site plan and brochure, so be sure that you start by reading them in detail. Then, have your client choose their top 3 floorplan options.

Make sure everyone has access to a computer for the appointment and dont forget to plug in your devices!

WHAT DOCUMENTS DOES MY CLIENT NEED TO BUY A HOME?

Your client will need their Photo ID and seven cheques. A mortgage pre-approval letter is also required.

DOES MY CLIENT NEED A MORTGAGE PRE-APPROVAL LETTER TO PURCHASE A HOME?

A mortgage pre-approval letter is required. RBC representatives are offering special rates for all National Homes buyers. Connect with one today to get your mortgage pre-approval letter.

JENNA ACKERMAN
MORTGAGE SPECIALIST
JENNA.ACKERMAN@RBC.COM
289-339-6408

MARIA CAVDAMOVA
MORTGAGE SPECIALIST
MARIA.CAVDAMOVA@RBC.COM
905-399-4297

WHAT ADDITIONAL INFO WILL I RECEIVE DURING MY CLIENT'S SALES APPOINTMENT?

Your National Sales Representative will give you all pricing information, maintenance fees (if applicable), lot premiums (if applicable) and lot availability during your client's sales appointment.

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WHAT IF I WAIT TOO LONG TO BOOK AN APPOINTMENT?

Be sure to submit your client's worksheet as soon as possible to receive an opportunity to book one of the first available appointments. It's a good idea to book the earliest appointment slot available, for the best lot selection and to avoid disappointment.

If all of the appointments are fully booked, then you can sign up for a waiting list and receive a call if a time becomes available.

WHERE DO I SEND MY WORKSHEET?

tyandaga@nationalhomes.com. Please put "Broker Launch - Purchaser Name" in the subject.

WHAT SOFTWARE IS REQUIRED FOR THE VIRTUAL SALES APPOINTMENT?

We can video conference through Zoom or FaceTime. Or we can complete the appointment over the phone. To review the floorplans, site plan and other documents during the appointment, you will need to be at a computer connected to the internet.

HOW DOES MY CLIENT BROWSE THE FLOORPLANS AND AVAILABLE LOTS?

You may provide your client a link to the Broker Portal to find the floorplans and lots that are right for them. You should give your client access to this information prior to your appointment, so that they have time to browse and choose up to three floorplans. Don't forget to list all of their choices on the worksheet. Depending on the floorplans your client chose, the National Homes Sales Representative will show you the available lots.

HOW WILL I KNOW WHAT THE PRICES ARE?

We will share the model pricing with you during your Sales Appointment.

HOW DO I SECURE THE LOT MY CLIENT WANTS?

First, confirm lot availability with your National Homes Sales Representative during your appointment. Your client can then provide their information to the National Homes Sales Representative and they will prepare an agreement of purchase and sale. Your client can then sign the documents electronically.

HOW DOES MY CLIENT ELECTRONICALLY SIGN THE AGREEMENT OF PURCHASE AND SALE?

Your National Homes Sales Representative will prepare the agreement of purchase and sale for your client using the information you provide. Then, your client can sign it electronically using our secure signing software. Your National Homes Sales Representative will be there to help you with all the details.

WHAT HAPPENS IF I GET DISCONNECTED?

If your call is disconnected during your appointment, please wait and the National Homes Sales Representative will re-connect with you.

IF MY CLIENT PURCHASES A HOME, WHERE DOES MY CLIENT SEND THE INITIAL DEPOSIT AND ALL POST-DATED DEPOSIT CHEQUES?

The initial deposit cheque and all post-dated deposit cheques are due within 24 hours of the agreement of purchase and sale being signed.

You or your client will need to deliver all deposit cheques to:
Team 2000 Realty
7611 Pine Valley Dr, Suite 38,
Woodbridge, ON
L4L 0A2
416-746-1234

WHO DOES MY CLIENT WRITE THE CHEQUES OUT TO?

All deposit cheques should be written out to: National Homes (Brant) Inc.

NATIONAL HOMES
You are the blueprint™