

Real Estate Terms Everyone Should Know

It is important to ask your Real Estate Agent any questions you may have, or any clarification you require. This list is intended to provide an introduction into Real Estate terms.

1. **Appraisal:** This is done by a licensed appraiser and determines how much the property is worth. This is very common during the Home Buying process for the Buyer's bank to need an appraisal done on the Seller's home.
2. **Market Evaluation:** Very different from an appraisal, a market evaluation can be done by a Real Estate Representative by pulling comparisons and letting you know what you could list your home for in the current market.
3. **Offer to Purchase:** This is the agreement between the Buyer and Seller indicating the terms under which the Buyer's agree to buy the home. This is a legally binding contract.
4. **Closing Costs:** These are fees that you pay on the closing date to become the official new owner. They can include things such as lawyer fees, and transfer fees.
5. **Conditional Offer:** An Offer to purchase a home, but there are certain conditions that the offer included before the offer is firm. The conditions have a time limit and can either be fulfilled, waived, or amended in order to firm up the offer.
6. **Counteroffer:** This means the offer is in sign back, this is a new offer made by the Seller or Buyer when rejecting the previous offer.
7. **MLS:** This is how the listing is identified, or searched.
8. **Closing:** The date in which the transfer of ownership from the Seller to the Buyer occurs.
9. **Commission:** What the Seller pays the Listing and Selling agent when the offer closes.
10. **Dual Representation:** This refers to a Real Estate Representative or Broker that is representing both the Seller and the Buyer in the transaction.
11. **Easement:** The use of someone else's land for a specific purpose.
12. **Encroachment:** The intrusion on a neighbouring piece of property.
13. **Grandfather Clause:** A provision in which an old rule continues to apply.
14. **Listing Broker/Agent:** This person represents the interest of the Seller in a transaction.
15. **Buyer Broker/Agent:** This person represents the interest of the Buyer in the transaction.
16. **Notice of Fulfillment:** The legal statement that states a specific condition that was in the offer has been fulfilled.
17. **Waiver:** This is the legal statement that states the person who is benefiting from the specific condition in the offer, is choosing to waive this condition from the offer.
18. **Amendment:** This is the legal statement amended what was originally in the offer.
19. **Purchase Price:** Also referred to as the sale price, is the amount that the Buyer is paying the Seller for the property.
20. **Survey:** A legal document outlining the measurements and location of the property.