

Peter Cass – 5 Biggest Investor Errors

Presented May 2011 Exclusively to the Members of REIN™

Five Biggest Investor Errors



Peter Cass

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Error #1

- Submitting the offer without lawyer input on wording
 - Proper wording of conditions
 - Right to terminate

Error #2

- Waiving conditions before lawyer input and searches



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Error #3

- Making inspections that are by unqualified people or not in enough depth
 - Power to renegotiate



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Error #4

- Failing to have financing lined up
 - Deal may be lost over delay in lender commitment
 - Loss through Vendor remorse



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Error #5

- Due diligence that is too narrow
 - Not going to neighbours, tenants, municipality
 - The new Suite Meter trap
 - Residential Tenancies Act s. 137
 - Notices of Rent Reduction

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Cass & Bishop
Professional Corporation
3455 Harvester Rd, Unit 31
Burlington ON L7N 3P2

Tel: 905-632-7744
www.cassbishop.ca
pcass@cassbishop.ca

CASS & BISHOP
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