

## Release Frequently Asked Questions

1. Can my real estate agent reserve a lot for me?

Yes, your real estate agent can reserve a lot for you but please ensure you are available by phone on the release weekend in case your real estate agent or our Sales Professionals need to contact you. Your agent will need the appropriate documentation outlined in point 9 below.

2. How can I get more information on pricing and lot availability?

Pricing and lot availability will only be shared with those who attend the release in-person. Lot premiums may apply, please expect an additional \$50,000 to \$200,000 from our starting pricing, depending on lot size and features.

3. What are your release day promotions, and when do I have to choose one?

On our semi-detached homes, we are offering a Finished Basement **OR** 2.99% Mortgage Rate Buy Down. On our 30ft detached home we are offering a Finished Basement Accessory Apartment **OR** 2.99% Mortgage Rate Buy Down. Choice of promotion will be required at time of reservation on release day and cannot be adjusted afterwards. If you choose to not take one of our promotions, no alternative will be provided.

- Finished Basement: Includes bedroom and/or living space, and a 3-piece bath.
- 2.99% Mortgage Rate Buy Down: Applicable for 2 years and is finalized at the time of closing with a firm mortgage approval from purchaser's choice of lender. Maximum discount of up to 2.7% off purchaser's signed rate.
- Finished Basement Accessory Apartment: Available on lot 79 only and includes 1 bedroom, a 3-piece bath and kitchen. This does not include appliances.

4. Do you cooperate with realtors?

Yes, we cooperate with realtors at a rate of 2%. Realtors must be present at the signing of the purchase agreement but is not required at registration.

5. Can a real estate agent work with more than one customer?

Real estate agents are permitted to work with more than one customer. However, a real estate agent may only reserve one lot.

6. What happens if I am unavailable on the release weekend?

Unfortunately, if you are unavailable to attend, you will not be able to purchase at this release. The reason for this policy is to ensure we can assist all interested parties in a timely manner, as many other people will be ready and waiting for their turn.

Please note, that if your real estate agent is working with our Sales Professional on your behalf, they must be able to contact you as well. If they cannot reach you and do not have the appropriate documentation (outlined in point 9 below), we will still have to move on to the next customer.

7. What if the lot or plan I wanted is not available when you get to me on the list?

We highly recommend that you have a few back up choices in case your first choice of lot is not available. Our sales team will do their best to help you find a lot and plan that works for you.

8. If my first choice is unavailable, how long do I have to make a decision?

We understand that purchasing a new home is a big decision. Our sales team will do their best to help you narrow down your options from what is available but if you cannot make a prompt decision, our Sales Professionals will have to move on to the next person in line.

9. What do I need to have with me to reserve my lot?

- The name(s) of the purchasers
- A valid form of ID for the purchaser
  - Driver's License is accepted
  - If your realtor is reserving your lot for you, they will need a photocopy of your I.D.
- A deposit in the amount of \$5000 can be completed via:
  - A cheque
  - If your realtor is reserving for you, you must provide them with a cheque made out to Fusion Homes in the amount of \$5000

10. Can I add another buyer?

Yes, you can add more than 1 buyer to the reservation.

Please note that you can only add a buyer. You are not permitted to change or remove the name of the buyer on the reservation.

11. What is a reservation agreement?

A reservation agreement reserves your lot and plan for 5 days until an agreement of purchase and sale can be completed. You will be required to put down a deposit of \$5000 to reserve your lot.

12. What is an agreement of purchase and sale?

Your agreement of purchase and sale is the legal documentation for purchasing your home. This agreement will be conditional for 5 days after signing to allow you to obtain a mortgage approval. At the time of firming the balance of your deposit will be due.

13. Do I need a mortgage approval?

Yes, we do require a mortgage approval. If you do not have a mortgage specialist yet, we have included the contact information for our preferred lender below:

Cortney Hansen - RBC Mortgage Specialist  
519-841-4349  
[cortney.hansen@rbc.com](mailto:cortney.hansen@rbc.com)

14. When do I pick the finishes for my home?

Your Sales Professional will share the timeline for you to complete your selections once your agreement of purchase and sale is finalized.

15. Do you allow assignments?

No, we do not allow assignments.