



What is a real estate contract?

Types of real estate contract/  
agreement

- 1. Purchase contract
- 2. Development contract / Off the plan contract
- 3. Lease contract
- 4. Auction contract
- 5. Real estate assignment contract

Contract writing considerations  
for property settlement

What to include in your real  
estate contract of sale?

- Down payment amount
- Mortgage and financing conditions
- Attorney approval clause
- Inspection period
- Closing date
- Contingency clause
- Cooling off period

Who prepares a contract of sale  
during the home-buying process?

When to break a contract of sale?

Reasons buyers cancel the sales  
contract

Consequences of breaking a contract  
for the buyer

Reasons a seller cancels the contract  
of sale

Consequences of breaking a contract  
for the seller

An attempt to force a purchase

Seeking monetary compensation

Sued by real estate agents

What is the backup contract?

When to make the contract  
subject to an environmental  
check?

Should you get your solicitor's  
approval before signing a  
contract?

What are the risks for property  
buyers after signing the contract?

The bottom line