* Unit Sales Points
  + Three Sides of Sunlight Exposure
  + No Dark Spots in the House – Tons of Light w/Windows and Skylights
  + 100 SF Larger than other units
  + Armitage Exposure with Foliage Privacy
  + Garage recently insulated behind drywall to better keep heat in unit
  + Current Owners Installed New Laundry, Disposal 2015,2016
  + 2012 Water Heater and High Efficiency HVAC
  + 2013 High Efficiency A/C Condenser
  + Gas Fireplace
  + Surround Sound Speaker
  + Alarm System (owned)
  + 3 full ensuite bathrooms
  + 3 private outdoor spaces including off-kitchen grilling deck and roof top deck
  + Unique architectural details (high ceilings; tons of windows; low maintenance)
  + Ceiling above garage recently insulated
  + Extra parking in driveway for temporary parking
* What’s paid for in the assessments:
  + Snow Removal
  + Spring/Fall Exterior Cleanup
* What Unit Owner is Responsible For
  + Electric Bills
  + Water Bill
  + Gas Bills
  + Roof
  + HVAC
  + Fee Simple Ownership
* Important Condo Information
  + All owner occupants
  + $6-7k in reserves
  + $1000 Budgeted for Driveway Taxes now contested so no longer owed. Budget didn’t change so most likely that will go towards an eventual roof project when needed.
* Potential Questions (only answer if question brought up)
  + Q: Why are the owners moving?
    - A: Found great opportunity in the neighborhood and increase size
  + Q: How Long Have Owners Lived Here:
    - A: 3 Years then rented for less than a year
  + Q: What is the owner to renter ratio?
    - It is currently above 100% owner occupants. No rental restrictions besides short term rentals are not allowed.
  + What Furniture/Fixtures are Included?
    - Everything in the home