



THE SIX BULLETPROOFING THE TRANSACTION ISSUES AND SOLUTIONS

ISSUES	HOW THINGS GO WRONG	SOLUTIONS
1. INSPECTIONS AND REPAIRS	<ul style="list-style-type: none"> Unexpected findings Report complexity Costs and who pays Timetable for repairs Doubt about worthiness 	<ul style="list-style-type: none"> Seller gets pre-inspection Attend with buyer and/or seller Pre-negotiated limits Select and supervise vendors Prepare and reassure buyer
2. APPRAISALS	<ul style="list-style-type: none"> Won't support the price Won't support the loan Doesn't match the CMA 	<ul style="list-style-type: none"> Provide appraiser with research Find additional buyer funds Appeal the appraisal
3. LOAN APPROVAL AND FUNDING	<ul style="list-style-type: none"> Application delays Documentation problems Buyer credit issues Lender failure to approve Lender failure to fund Buyer credit changes 	<ul style="list-style-type: none"> Select originator – get preapproval Assist buyer with paperwork Get credit counseling for buyer Reapply with corrections Parallel applications Give pre-closing credit warning
4. OTHER CONTINGENCIES	<ul style="list-style-type: none"> Sale of the buyers' house Third-party approvals Estate, relo, short-sale approvals Clouded title 	<ul style="list-style-type: none"> Take back-up offers Know who and communicate Know who, how, and timetable Preliminary title search
5. CO-OP AGENT	<ul style="list-style-type: none"> Bad advice or communications Inattention to details Poor vendor selection 	<ul style="list-style-type: none"> Clarify the messages and intentions Own the process and communicate Provide selection list and back-up
6. DEADLINES	<ul style="list-style-type: none"> Inspections and repairs Closing date Occupancy Approvals/Documentation 	<ul style="list-style-type: none"> Confirm appointments and progress Build in buyer and seller flexibility Pre-set dates, limits and penalties Manage the closing checklist

FIGURE 61