

# Problem List

It is a wise client that prepares for problems before they happen! I also believe in this concept for our business! For this reason, I would like to share this problem checklist that keeps me busy everyday. Since no escrow is final until it is closed, the following items are potential roadblocks.

Several years of real estate experience and many successful closings have armed me with tools to overcome each and every problem encountered. However, it would be unfair for me to say that every problem can be solved. I have below a list of things that can delay or maybe even kill the deal.

## Lender

1. Lender does not properly pre-qualify borrower
2. Lender decides last minute they don't like the property
3. Lender wants property repaired or cleaned prior to close
4. Lender raises rates, points or costs
5. Borrower does not qualify because of late addition of information
6. Lender requires, last minute, a re-appraisal of property
7. The borrower does not like the fine print in the loan documents
8. Lender loses file
9. The lender does not simultaneously ask for information from the buyer, they ask for it in bits and pieces

## Seller

1. Loses motivation
2. Illness, divorce, etc.
3. Has hidden or unknown defects that are subsequently discovered
4. Home inspection reveals normal amount of defects that seller is un-willing to fix
5. Gets an attorney involved
6. Removes property from the premises that the buyer believed was included
7. Is unable to clear up problems or liens
8. Last minute solvable liens are discovered
9. Seller did not own 100% of property as previously disclosed
10. Seller thought partners signatures were "no problem" but they were!

11. Seller leaves town without giving anyone power of attorney
12. The notary did not make a clear stamp when notarizing the seller's signature
13. Seller delays the projected move-out date

### **Inspection Company**

1. Too picky
2. Scares buyer
3. Infuriates seller
4. Makes mistakes
5. Delays report
6. Finds more problems at final inspection

### **Acts of God**

1. Earthquake, tornado, fire, slides, ect.

### **Title Company**

1. Fails to obtain information from beneficiaries, lien holders, title co., insurance co., or lenders in a timely manner
2. Incorrectly prepares paperwork
3. Does not pass on valuable information fast enough
4. Does not find liens or problems until last minute
5. Does not bend rules on small problems
6. Poor service/ too busy
7. Loses paperwork

### **Cooperative Agent**

1. Won't return phone calls
2. Did not pre-qualify the client for motivation
3. Does not understand or lacks experience in real estate
4. Poor people skills with buyers
5. Gets client upset over minor points
6. Does not communicate with their client
7. Is arrogant trying to impress their client
8. Goes on vacation and leaves no one to handle file
9. Transfers to another office

### **Buyer**

1. Did not tell the truth on loan application

2. Did not tell the truth to their agent
3. Submits incorrect tax returns to lender
4. Delays paperwork required by lender
5. Source of down payment changes
6. Family member does not like purchase
7. Is too picky regarding conditions
8. Finds another property that is a better deal
9. They are "nibblers" (Always negotiation)
10. The buyers bring an attorney into the picture
11. They do not execute paperwork in a timely manner
12. Job change, illness, divorce, financial setbacks
13. Comes up short on money
14. Does not obtain insurance in a timely manner
15. Buys a big item, such as a car or furniture, and no longer qualifies

I appreciate the time you have taken to understand the challenges between contract acceptance and close. I wanted you to understand these potential problems for the following reasons:

1. A transaction cannot close until escrow has been cleared up and all of the previously mentioned problems are no more.
2. To let you know that I have a great deal of experience (18 years) in heading off these potential pitfalls and thus can hopefully make you feel more secure in that you have chosen the correct real estate agent to meet your real estate needs.
3. To make these issues clear to all parties we are working with so many problems may be discovered early and corrected.
4. To make you aware of these pitfalls so that you can warn us of any potential Problems you might see.

Please be assured that I will pay attention, and I will be diligently working towards a successful and rewarding closing.

A handwritten signature in black ink, appearing to read "Lynn Kelle". The signature is fluid and cursive, with a long horizontal stroke at the end.