



Potential Roadblocks To a Successful Closing

The Lender

1. Lender does not properly pre-qualify borrower
2. Lender decides at the last minute that they don't like the borrower
3. Lender decides at the last minute they don't like the property
4. Lender wants property repaired prior to close
5. Lender raises rate, points, or costs
6. Borrower does not qualify because of a late addition of information
7. Lender requires at last minute, a re-appraisal
8. The borrower does not like the fine print in the loan documents that is received 3 days before closing
9. Lender loses a file
10. The lender does not simultaneously ask for information from the buyer, they ask for information in bits and pieces
11. Lender pull a "bait & switch" on the buyer
12. Lender does not have the money, so makes up some excuse for rejecting the buyer

The Buyer

13. Did not tell the truth on loan application
14. Did not tell the truth to their agent
15. Submits incorrect tax returns to lender
16. Lacks motivation
17. Source of down payment changes
18. Family members do not like the purchase
19. Is too picky regarding condition
20. Finds another property that is a better deal
21. They are "nibblers" (always negotiating)

22. Has brought an attorney into the picture
23. They do not execute paperwork in a timely manner
24. They have not deliver their money to the title company
25. Job change, illness, divorce, or other financial setback
26. Comes up short on money
27. Does not obtain insurance in a timely manner

The Title Company

28. Fails to notify agents of unsigned or unreturned documents so that the agents can cure the problem
29. Fails to obtain information from beneficiaries, lien holders, title companies, insurance companies, or lenders in a timely manner
30. Lets principals leave town without getting all necessary signatures
31. Incorrect at interpreting or assuming aspects of the transaction and then passing these items on to related parties such as lenders, attorneys, buyers, and sellers
32. Loses paperwork
33. Incorrectly prepares paperwork
34. Does not pass on valuable information fast enough
35. Does not coordinate well so that many items can be done simultaneously
36. Does not find liens or problems until last minute
37. Does not bend rules on small problems

38. Poor service

The Seller

39. Loses motivation (i.e. job transfer did not go through, etc.)
40. Illness, divorce, etc.
41. Has hidden defects that are subsequently discovered
42. Unknown defects are discovered
43. Home inspection reveals average amount of small defects that seller is unwilling to repair
44. Removes property from the premises that the buyer believed was included
45. Is unable to clear up problems or liens
46. Last minute solvable liens are discovered
47. Seller did not own 100% of property as previously disclosed
48. Seller thought partners signatures were “no problem” but they were!
49. Seller leaves town without giving anyone power of attorney
50. The notary did not make a clear stamp when notarizing the seller’s signature
51. Seller delays the projected move-out date

The Appraisal

52. The appraiser is not local and misunderstands the market
53. No comparable sales available
54. Appraiser delays (too busy, etc.)
55. Incorrect appraisal
56. Appraisal too low

Inspection Company

57. Too picky
58. Scares buyer
59. Infuriates seller
60. Makes mistakes
61. Delays report