

Bay East Consumer Guide

Overcoming Roadblocks to a Sale or Purchase

Be prepared for common challenges that can arise before closing.

Common Roadblocks

Some of the most common issues include:

- Financing changes or loan denial
- Unexpected inspection findings
- Low appraisals
- Title or ownership issues
- Delays related to another home sale

Many challenges can be resolved with good communication and planning.

How Buyers Can Prepare

Buyers can reduce surprises by:

- ✓ Avoiding major purchases before closing
- ✓ Keeping employment and finances stable
- ✓ Reviewing inspection results carefully
- ✓ Staying in close contact with their lender and REALTOR®

Preparation can help keep your transaction moving forward.

Stay Flexible During Negotiations

Unexpected issues don't mean the deal is over. Solutions include:

- Extending closing timelines
- Negotiating repairs or seller credits
- Renegotiating the purchase price after an appraisal
- Exploring alternative financing options



"Most obstacles have solutions when everyone works together."

How Sellers Can Prepare

Sellers can help avoid delays by:

- Pricing the home appropriately
- Completing repairs when appropriate
- Disclosing known property issues
- Resolving title concerns before listing

Being proactive often leads to a smoother closing process.

We're Here to Help

A Bay East REALTOR® can help you:

- ✓ With inspections, appraisals, and negotiations
- ✓ Coordinate with lenders, title companies, and other professionals