

## **56 Types of Turbulence you Could Run Into when buying or selling a home:**

Selling your home is like taking an airline flight across country. When you start on your trip you have no idea how the trip will go. Neither does the pilot! You could run into 56 different types of turbulence, or you could have a smooth flight and land on time.

Certainly the pilot will try to use his or her experience to navigate around the storms and go for the smoothest flight plan, but if they are honest, they can't promise a turbulent-free trip. Their job is simply to get you to your destination in the least time and with the least aggravation, while keeping you informed throughout the trip.

Attached is a somewhat humorous list of the 56 different types of turbulence you might run into. This list is not all encompassing, but it catches most of the common issues. While some of the items are "picky" to some, they are very real and fearful to others.

Please take a minute to review the list.

As your Real Estate Consultant (Realtor), I see myself as the pilot of your plane. My job is to assist you in getting your home sold for the most money, in the least amount of time, with the fewest aggravations. Or if you are buying a home, to find the best home money will buy.

I can't promise you no turbulence, but I can promise you that I'll utilize my experience and expertise to take you on the smoothest flight that I can. If we do hit turbulence, I won't bail out on you. I'll be your teammate throughout the flight until we get you safely to your destination.

Rest assured your advocacy is my number one goal, and that means you must be delighted with the service I provide and deliver beyond your expectations during the process.

As always, should you have any questions or concerns, please don't hesitate to call me.

The 56 Types of Turbulence:

The Lender:

Lender does not properly pre-qualify the borrower.

Lender decides last minute they don't like the borrower.

Lender decides they don't like the property.

Lender wants property repaired prior to closing.

The market raises rates, points, or costs.

Borrower does not qualify because of a late addition of information.

Lender requires at last minute, a second appraisal.

The borrower does not like the fine print in the loan documents that are received 3 days before the scheduled closing.

Lender loses a form or misplaces the entire file.

The lender does not simultaneously ask for all needed information from the buyer, they ask for information in bits and pieces.

Lender pulls a "bait & switch" on the buyer.

Lender does not have the money, so makes up some excuse for rejecting the buyer or delaying the transaction.

The Buyer:

Did not tell the truth on the loan application.

Did not tell the truth to their agent.

Submits incorrect tax returns to lender.

Lacks motivation.

Source of down payment changes.

Family members or friends do not like the house buyer chose.

Is too picky regarding condition of house.  
Finds another property that is a better deal.  
They are "nibblers" (always negotiating) and angers seller/lender/agents.  
The buyers bring an attorney into the picture.  
They do not execute the paperwork in a timely manner.  
They do not bring their money to escrow via a cashiers check.  
Job change, illness, divorce, or other financial setback.  
Comes up short on money they stated they always had.

#### The Escrow/Title Company:

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

#### The Seller:

Loses motivation (i.e. job transfer did not go through, etc.)  
Illness, divorce, etc.  
Has hidden or unknown defects that are subsequently discovered.  
Home inspection reveals small defects that the seller will not repair.  
Removes property from the premises that the buyer believed was included.  
Is unable to clear up problems or liens.  
Last minute solvable liens are discovered.  
Seller did not own 100% of property as previously disclosed.  
Seller thought getting partners signatures were "no problem" but they were!  
Seller leaves town without giving anyone Power of Attorney.  
The notary didn't make a clear stamp when notarizing the sellers signature.  
Seller delays the projected move-out date.

#### The Appraiser:

The appraiser is not local and misunderstands the market.  
No comparable sales available.  
Appraiser delays (too busy, etc.)  
Makes important mistakes on appraisal or brings in value is too low.

#### The Inspection Company:

Too picky with conditions and "scares" the buyer.  
Infuriates seller.  
Makes mistakes.  
Delays report.

**For assistance in buying a home please contact:**

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