

# **Closing & Funding**

# How Quickly Can You Close

- I'm glad that you asked me that question... and we definitely try and close as quickly as possible
- Once you SELL YOUR HOME to us.. We'll schedule a time that's convenient for you to have our "funding" inspection.... And when we get the official all clear...we'll order the title work and get the transaction scheduled for closing as quickly as possible...typically two weeks

# I Need To See A Proof Of Funds From You Before I Sign The Contract

- It would definitely not be a problem to get you that information Mr.Seller... I want you to feel 100% comfortable and confident when you SELL YOUR HOME TO ME that you've made the right choice
- We have several sources for the funding of your deal...once we have the funding inspection and get our final approval then we can give you a proof of funds letter or anything else you need.

# I Want A Bigger Deposit (Versus Just \$100)

- And that would not be a problem Mr. Seller. How much of a deposit did you want?
- And I can understand where you're coming from ... you want to know that when you COMMIT TO ME that you've officially sold the property and it's a done deal...right?
- As soon as we have the final funding approval we'll be able to increase the deposit so that you can FEEL CONFIDENT that everything is moving along

# When Will I Get My Money

- I'm glad that you asked me that question.
- Once we get the final funding approval ...we'll put you in contact with the title company / attorney that is handling the sale... they will ask you how you would like to be paid ... and will make all the arrangements with you.
- They are fully license and insured and will make sure that you get 100% of your money at the closing of the transaction.

# Why Can't You Give Me The Deposit Money

- We typically put the money in escrow with whomever is doing the closing for the transaction ... and they will give you proof that the money is in their account also ...
- But rest assured that once we get the final approval we will quickly schedule the closing of the property so that you can get you full proceeds ... as fast as possible

# How Do I Know This Is Not A Scam?

- I can certainly understand that you want to make sure this is 100% above board and there is no funny business.
- We deal only with licensed and insured title company / attorney to make sure that everything is done 100% correct.
- You'll be able to communicate with them directly ... and if any time you wanted to have someone else look over the documents we'll cooperate so that you can FEEL COMFORTABLE AND CONFIDENT...

# Will I Ever Meet You In Person

- That's a great question....It's interesting how with technology you can transact most things simply over the phone, fax or email
- However, the one person that you'll be directly in contact with ... and the most important one ... is the title / escrow agent... since they are the ones that will taking care of the entire transaction



# How Fast Can You Close

- We always try and close as quickly as possible
- Once you APPROVE THE AGREEMENT we'll start the process of scheduling our funding partner to approve the property ...
- And once that is completed ...which is mostly a formality ...we could schedule the closing within a few weeks...

# Why Does The Contract Say 45 Days To Close When You're Paying All Cash?

- We'll always attempt to close within a few weeks after we get our funding approval...
- The standard date on the contract is 45 days just in case there are any liens or issues with the title of the property...
- If there's nothing then we'll definitely be closing much much sooner than that.

# Can I Use My Own Title Company

- Typically the title company is dependent our funding source.
- We'll definitely try and accommodate your request..... Or at the least if you had someone in mind to look over the documents for you ... we'll coordinate with them to make sure you **FEEL COMFORTABLE** about everything

# Should I Start Moving As Soon As The Contract Is Signed

- Best for you to wait till we get the official funding approval... it's a formality really .. But in rare instances we may need to have a few funding sources look at the property for a final approval... and that may add a week or two to the process...
- So just hold off until you get the final ok from me...