

Over 100 *Stress Points* the *Lending Edge Team* works hard to avoid for you!

The Buyer/Borrower:

1. Waits until the last minute to get pre-approved leaving little time to fix problems.
2. Unintentionally/intentionally omits key fact(s) during the pre-approval process.
3. Has recent lates on credit report.
4. Has unpaid past due accounts.
5. Additional debt is discovered after loan application.
6. Borrower or Coborrower loses job.
7. Income verification lower than what was stated for pre-approval.
8. Wants to use overtime/bonus income to qualify, but doesn't have acceptable history of receiving it.
9. Applicant makes large purchase on credit before closing.
10. Financial setback after application.
11. Lacks motivation to assist lender.
12. Does not get requested information back to lender promptly.
13. Gift donor changes mind.
14. Cannot locate divorce decree.
15. Cannot locate petition or discharge of bankruptcy.
16. Cannot locate tax returns.
17. Cannot locate bank statements.
18. Difficulty in obtaining acceptable verification of rent.
19. Interest rate increases and borrower no longer qualifies.
20. Wants program/rate they don't qualify for.
21. Child support not disclosed on application.
22. Alimony not disclosed.
23. Bankruptcy within the last two years.
24. Mortgage payment is double the previous housing payment.
25. Borrower/Coborrower does not have steady two-year employment history.
26. Borrower brings in handwritten pay stubs.
27. Borrower switches to job with a probation period.
28. Borrower switches from 100% salary job to job with bonus/commission income.
29. Borrower/Coborrower/seller dies.
30. Buyer's remorse.
31. Veterans DD214 form not available.
32. Comes up short of money at closing.
33. Buyer doesn't have proper "paper trail" for additional money from gifts, loans, sale of item, etc.
34. Gives cash for a deposit (which can never be verified).
35. Sale of Buyer's current home falls through.
36. Rental property income not on tax returns.
37. Wants to switch mortgage program at last minute.
38. Doesn't get Home Insurance soon enough.
39. Does not bring cashier's check to title company for closing costs & down payment.
40. Overstates property's value when refinancing.

41. House not ready to be appraised due to repair issues.
42. Had work done on home recently that resulted in a lien on the property.

The Seller:

43. Loses motivation to sell (can't find new house, job transfer rescinded, etc.).
44. Doesn't make time to meet inspectors.
45. Doesn't make time to meet appraiser.
46. Refuses to renegotiate when property fails inspection or doesn't appraise properly.
47. Causes delays that affect buyer's rate lock.
48. Removes property from the premises the buyer believed was included.
49. Cannot clear up liens on property.
50. Has to bring money to closing, so they try to change terms of the deal.
51. Discovers they have a prepayment penalty on their current mortgage.
52. Don't own 100% of property as previously disclosed.
53. Encounters problems getting partners' signatures.
54. Is unavailable to close.
55. Delays the projected move-out date.
56. Doesn't complete the contractual repairs.
57. Refuses to make repairs to pass city inspections.
58. Property goes into foreclosure during sale.
59. Misrepresents information about home and neighborhood.
60. Does not disclose all hidden or unknown defects & they are subsequently discovered.

The Realtor(s):

61. Delays access to property for inspections and appraisal.
62. Does not get necessary paperwork to the Lender in time.
63. Inexperienced in the type of property transaction (foreclosure, investment, etc.).
64. Takes unexpected time off during transaction and can't be reached.
65. Misleads their own client about facts just to get a commission.
66. Misleads other parties involved in the transaction.
67. Does not do sufficient homework on their clients or the property and wastes everyone's time.
68. Writes purchase contract and/or addendum incorrectly – seller contribution, unacceptable decorating allowance, etc.
69. Is part of the problem, not part of the solution.

The Underwriter:

70. Pulls new credit & scores have dropped, affecting approval.
71. Will not accept income calculation.
72. Will not accept Credit Explanation Letter.
73. Wants property repaired prior to closing.
74. Adds conditions after initial approval.
75. Requires a last-minute second appraisal or other documents.

76. Loses a fax or misplaces entire file.

The Property:

77. No comparable sales are available to support purchase price.
78. Property incorrectly zoned.
79. Inspection report reveals substantial problems and seller is not willing to fix.
80. Home was misrepresented as to size and condition.
81. Home is damaged prior to closing.
82. Home is not structurally sound.
83. Home is uninsurable for homeowner's insurance.
84. Portion of home sits on neighbor's property.
85. Unique home and comparable properties for appraisal difficult to find.
86. County will not approve septic system or well.

Title/Escrow Company:

87. Doesn't complete HUD-1 timely.
88. Fails to notify lender/agents of unsigned or unreturned documents.
89. Fails to obtain information from beneficiaries, lien holders, insurance companies or Lenders in a timely manner.
90. Lets principals leave town without getting all necessary signatures.
91. Loses or incorrectly prepares paperwork.
92. Does not pass on valuable information quickly enough.
93. Does not coordinate well, so that many items can be done simultaneously.
94. Does not find creative solutions for small problems.
95. Finds liens or other title problems at the last minute.
96. Fails to record documents timely/properly.
97. Won't accommodate timing for closing.
98. Fails to catch new liens at closing resulting in foreclosure issues for buyer after purchase.

The Appraiser:

99. Is not local and misunderstands the market.
100. Is too busy to complete the appraisal on schedule.
101. Will not go to public records to obtain sales transaction records not sold through Realtors.
102. Is not on the Lender's "approved list."
103. Makes critical mistakes on appraisal and brings in value too low.
104. Lender requires a second or "review" appraisal.

The Inspector:

105. Home inspector not available when needed.
106. Inspector fails to do their job properly and items are missed.
107. Inspection reports unnecessarily alarm buyer and sale is cancelled.
108. Pest inspector not available when needed.