CONTINGENCIES:

The Milestones Between Contract & Closing

Understanding the Deadlines. Managing the Risk. Moving Forward Carefully.

What Is a Contingency?

A contingency is a condition within the sales contract that may provide certain rights or obligations if specified requirements are—or are not—met within the contractual time frame.

The Important Part?

Every Contingency Has Rules.

And Deadlines Matter.

The path to closing has milestones. We'll cross them together.

Common Contingencies

Inspection Contingency
Typically one of the earliest milestones in the transaction. The specific inspection period, rights, responsibilities, and deadlines are determined by your contract.

Financing Contingency
When the buyer is obtaining a mortgage, the contract may provide certain protections related to obtaining financing. The deadlines and requirements vary depending on the contract being used and its negotiated terms.

Appraisal Contingency
An appraisal contingency is not necessarily the same as a financing contingency. Depending on the contract, the property appraising below the required value may provide certain contractual rights or options.

Home Sale Contingency
Some contracts are contingent upon the buyer successfully selling another property within specified terms and timelines.

Other Contingencies
Every transaction is different. Your contract may contain additional contingencies or addenda with their own requirements and deadlines.

The Journey From Contract to Closing

Real Estate Purchase Contract

Signed Contract

Inspection
Review, negotiate, and reach agreement.

Financing
Buyer obtains loan approval and meets financing terms.

Appraisal
Appraisal completed and meets contractual terms.

Other Contractual Contingencies
Any additional contingencies must be satisfied or waived.

Closing Day
All contingencies cleared.
We cross the finish line!

I'll track the deadlines & keep you informed along the way.

What Happens at the Deadline?

The answer depends on the specific contract.

Depending on the contingency and contractual language, a contingency may:

- Expire
- Require Action
- Require Notice
- Be Waived or Satisfied
- Provide Termination Rights

There Is No One-Size-Fits-All Answer.

I'll monitor the terms and deadlines specific to your contract and keep you informed about important milestones and developments.

A Deal Isn't Done Until It's Done.

Getting through each contingency reduces uncertainty… but the transaction isn't complete until closing.

Until applicable contingencies and contractual requirements have been satisfied, expired, or otherwise resolved, there may still be circumstances that affect whether the transaction reaches closing.

Even later in the transaction, unexpected circumstances can arise.

Be Careful with Financial Commitments.

Before making a non-refundable commitment… check with me first.

- Moving Company Deposits
- Travel Arrangements
- Storage Expenses
- New Housing Commitments
- Other Non-Refundable Costs

Think first. Check in. Protect your investment.

If your financial commitment depends on the successful closing of your property, please keep me informed so we can discuss where we are in the transaction and what contractual milestones remain.

My Role:

Watch the calendar. Understand the contract. Keep you informed.

- ☑ Track important contingency deadlines
- ☑ Monitor transaction milestones
- ☑ Follow up with the appropriate parties
- ☑ Keep you informed about progress
- ☑ Discuss potential concerns when they arise

Stay On Track!

One Milestone at a Time. One Deadline at a Time. All the Way to Closing.

I'm Here to Help You Understand Where We Are, What Comes Next & What It Means for Your Home Sale.

Questions about your contract, deadlines, or contingencies?
Please reach out. I'm always happy to help you understand the process and make informed decisions along the way.

RH
Results That Move You.

Renee Hahn
Your Naples Real Estate Expert
239.287.2576
Renee@YourNaplesExpert.com
YourNaplesExpert.com