



Some of the common hurdles that slow or stop an escrow transaction are:

BUYER:

- The Buyer does not have the additional funds needed to close transaction
- The buyer brings a personal check for closing
- Husband/wife comes to sign without spouse
- Escrow Officer was not aware of marriage, separation, divorce, sole and separate property, death of a joint tenant, etc., making all papers incorrect
- One of the spouses is out of town
- Buyer signs loan papers incorrectly
- Judgments arise during escrow period
- Buyer does not have proper info for notary
- Buyers make a major purchase on Credit

SELLER:

- Demands on existing loans are not yet in escrow
- Releases are not yet in escrow
- Judgments arise during the escrow period
- Did not disclose to Realtor that homeowners dues are due on the property.
- Seller does not have proper info for notary

FIRE INSURANCE

- The policy wasn't ordered soon enough - escrow cannot order without lender's instructions
- The policy reads incorrectly -addresses, names, etc.
- The coverage is not for the correct amount
- The buyer used an Out-of Town (State) insurance agent

TERMITE & PEST CONTROL:

- The inspection was done on the wrong property
- No report, inspection or clearance has been received in escrow
- The clearance was not completed
- The addresses are incorrect -the Lender will not accept
- Certain areas were not checked but a clear report was issued - the lender will not accept

LENDER:

- Points/Interest rate goes up: parties are not notified
- Miscellaneous charged were made and not disclosed to parties
- The Lender has called for additional conditions

What Causes Escrow Delays?

- Not returning the calls to escrow when they try to verify a new escrow
- Not giving vesting information at opening
- Forms turned in Incomplete or Late! (i.e., missing S.S.N. or S.I., no insurance company)
- No loan information so demand can be ordered
- Initials Missing on forms and documents
- Signatures Missing
- Grant Deeds Signed but not Notarized
- Grant Deed not in at closing
- Not returning Paperwork in a Timely Manner
- If you know about a PROBLEM-Don't keep it a Secret!
- Lack of Communication between Agents, Escrow and parties.
- If you know about Loan Approval Give Escrow a Heads Up!
- Get the Insurance Agent's name and Information to Escrow A.S.A.P

What Can the Agent Do?

- Have your property profile when you open escrow
- Have new lender information so Cert. Instructions can be sent out with no delays
- Have purchase contract & all counters with you so all terms are clear at opening
- Know the other agent's phone number so information can be verified quickly
- Get all escrow papers back as quickly as possible. If you are not a notary, feel free to send them in to Escrow to sign Grant Deed. This is often a last minute hold up.
- Be sure the S.I. is returned quickly this shows all the judgments, etc. (Very Important to do this early)
- Be sure to complete all paperwork. Loan info for Seller, Insurance for Buyer is often not completed
- Check each page of instructions that they initialed and signed correctly and did not miss any spots.