



Dalton Wade Real Estate Group

Dalton Wade Real Estate Group Training:

- Inspection Contingency
- Financing Contingency
- Appraisal Contingency

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Dalton Wade Real Estate Group Training:

- “As Is Contract” – Default 15 Days – Stronger Offer – Shorter Inspection Period
- Buyer Can Cancel For Any Reason – Doesn’t Need a Reason
- Only Buyer Can Cancel
- Last Day Of Inspection – Repair Items or Credit Not Fully Negotiated – Email to Listing Agent “Cancelling Contract” if Our Request is Not Meet

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Dalton Wade Real Estate Group Training:

- Financing Contingency – Default 30 Days – Need Loan Approval
- If Loan Approval Is Not Yet Received on 30th Day – Three Options 1) Cancel Contract 2) Extend Loan Approval Date 3) Go With Out Contingency
- If Loan Approval In Hand – Explicitly Notify Listing Agent In Email – If Listing Agent Not Notified – Seller Can Terminate Contract

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Dalton Wade Real Estate Group Training:

- Appraisal Contingency – Automatic With FHA or VA Financing
- With Conventional Loan – Not Automatic – If Appraisal Contingency Added – Weaker Offer
- If Property Does Not Appraise – Buyer Can Still Purchase – They Need To Bring More Cash To Table.



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