

Get To Know Your Closer Interview Questions

- 1) How is information retained across transactions? I prefer to provide ownership documentation once for use in all future dealings?
- 2) What is your approach to 'subject to' real estate transactions?
- 3) Can you detail your experience with transactions involving IRAs and 401Ks?
- 4) Have you managed closings involving land trusts? What specific challenges do these present?
- 5) How do you handle 1031 exchanges, and can you provide examples of successful exchanges you've facilitated? What intermediary to you refer?
- 6) What strategies do you employ to ensure all legal aspects of creative real estate transactions are covered?
- 7) How do you communicate with all parties involved in a transaction to ensure a smooth closing process?
- 8) Can you describe your process for handling electronic payments, specifically ACH transactions?
- 9) In the event of your absence, how is continuity of service ensured?
- 10) Can you provide an example of how your system has successfully handled a rapid turnaround for a complex transaction?
- 11) Bonus Question: Do you offer Hold Open Title Policies?



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