

**Funding and Closings**

**“We Have Funding” or “We Have Funding Approval!”** When the Escrow officer states these words at the closing table, it’s time to celebrate, swap keys, take pictures and wrap up any final details for the new buyers and the sellers. Proceed and payoff wires can then be released, checks issued and recordings can happen. Table funding has changed a lot over the past few years and there are a few things that can make funding easier for all involved.

Closings rarely ever happen with buyers and sellers at the table together since the Covid days. For funding purposes, the seller should always close **before the buyer**. Why? If you have a lender with funding conditions (meaning, no money is disbursed until the lender says so)-these documents are typically required to be signed by the seller before they give funding approval. Then, the lender requires the review of these signed documents.

1. Signed & notarized warranty deed/special warranty deed/beneficiary deed/trust deed,etc.
2. Signed seller’s CD
3. Signed settlement statements (this is not always the case, but some funding lenders require these as well)
4. FHA/VA seller signed required documents-these include agent signatures
5. All or some of the buyers signed loan documents

If the seller signs after the buyer and there are funding conditions, your buyer won’t be able to get the keys and move in until the lender has approved all required docs. Escrow officers have to follow the lenders closing instructions because the lender is an insured party of the transaction.

The best closings for title and all involved do not have funding conditions! The amazing team at Signature Lending does not have funding conditions-which can truly make the closing much quicker and joyful. Nothing is worse than having to sit and wait….and wait….and wait after signing has occurred. That is not the title company’s choice, rather a requirement of the selected lenders funding conditions. It can also be a hindrance if the funding lender is out of state, and does not understand table funding, and will not send the wire until all funding docs are reviewed. So best bet-seller(s) sign first, buyer(s) signs after!

Hard Money Lender Closings/