



RealEstate . *Business*

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When Closings Get Messy

What holds up closings? Liens. Stubborn people. Money. And so much more.

You think you've seen it all in this business? Au contraire! One reason you're in real estate is that it offers fresh challenges around every corner – particularly when you think a transaction is about to be done and dusted.

And then, the twist.

Here, professionals reveal the wrench thrown in the spokes right before a closing and how, in most cases, they problem-solved to get the deal done.

A wee dispute

At the closing table, the seller announced that he wanted to keep the porcelain toilet seat cover, citing sentimental value. Referring back to the contract, I pointed out that the toilet seat cover was part of the toilet and therefore included as a fixture. After nearly an hour of back and forth and several conversations out of the room, the seller ultimately acquiesced and agreed to part ways with the toilet seat cover. *Michael R. Feldman, lawyer, partner, Romer Debbas, New York City*

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