

Five Strategies to Increase Buyer Leverage in Sign-and-Go-Hard Transactions

A post on the website of **Allen Matkins** offers five strategies for real estate buyers to increase their leverage when dealing with a seller who requires a sign-and-go-hard transaction.

Such an agreement means the buyer must commit its deposit upon execution of a purchase agreement, without the opportunity to reclaim such investment if it discovers an undesirable condition after opening escrow, explain the authors, **Alain M. R'bibo** and **Shannon I. Snell**.

They discuss strategies that involve early access agreements, seller representations, carving out title and survey from the diligence period, expanding conditions precedent, and closing extension options.

Read the article.