



What's the most extreme thing you've ever had to do in order to close a transaction?



I had to dig up the main water line into the home, because the seller lived out of state. Then I called in the pros to finish the job.

RE/MAX DFW Associates,
Flower Mound



Buy a water heater. Two months into my real estate career, I had a listing where the buyers requested a long list of repairs from the home inspection. They insisted on one: raising the gas water heater two inches to meet current building code. My seller was infuriated by all the requests, but agreed to see how much it would cost to raise the water heater. It turned out to be much easier to buy a new water heater than raise the existing one, and he refused to pay for it. My seller told me that if I wanted to sell the house, I could pay for it. And I did just that. I was already under contract to represent my seller in his new home purchase, so I stood to make more than \$12,000 in commission.

Keller Williams Realty, Spring



I've painted walls, replaced ceramic tiles, and even helped tar a roof. I know plenty of good REALTORS® who are not afraid to break a sweat for their clients.

Goodwin, REALTORS®,
San Antonio



I had to testify in probate court twice for the same transaction. I listed property for a seller who died intestate. All my documents stated that the sale was dependent on probate court approval. I received a cash offer, filed for a court date, and kept the buyer's agent in the loop on timing, constantly reiterating that the transaction was controlled by the probate court. The court approved the transaction, but the buyer responded, "It took too long." He wasn't closing. Eventually, the house was put back on the market and another cash buyer was found. I went back to court, got approval, and closed the deal. The most important take-away for consumers: If you own real property, you need a will.

Coldwell Banker Residential,
Dallas



I closed a buyer client's transaction in his hospital room. My client had a stroke and almost died. Despite being in the hospital, he was insistent that we close on time. It was a cash transaction, and the title company rep came with me and closed the home in about 30 minutes in his hospital room. Thankfully, he has since fully recovered.

Keller Williams, Allen



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