



## **“12 Days of Christmas” with Highland Lakes Realtors**

On the first day of Christmas  
My buyers said to me,  
There are some houses we would like to see

On the second day of Christmas  
Their Lender said to me,  
A Pre-Approval Letter  
For your buyers who found houses they must see

On the third day of Christmas  
The first house we did see,  
Ended up a Short Sale  
Who knows when we're closing  
We must find a home and move within 3 weeks

On the fourth day of Christmas  
My cell goes Ring-A-Ling-A Ling  
A New List of Houses  
Grandpa came along  
Only Two Hours  
Can you show us all these houses right away?

On the fifth day of Christmas  
My buyers said to me  
“WE WANT THIS HOUSE!”  
Hurry let's get in  
Dead E-Key  
Two Open Doors  
The Alarm goes off as we walk in

On the sixth day of Christmas  
My Broker texted me

Alarm turned off  
“WE WANT THIS HOUSE!”  
EWEWEW what’s that smell  
Smoke or Cat Box  
Who can really tell  
Oh let’s hurry! Can we write an offer please?

On the seventh day of Christmas  
The Contract signed today  
Seven Option Days  
3 Weeks to Closing  
“WE WANT THIS HOUSE!”  
The Inspector called  
His boot just  
Went through the roof  
But the Seller owns a Roofing Company

On the eighth day of Christmas  
The Lender e-mailed me  
Just got the Appraisal  
We need more sold houses  
Values must go up  
“WE NEED THIS HOUSE!”  
But there is good news  
Interest Rates are Faaaallling  
And we need to Quickly Lock the Buyers in!

On the ninth day of Christmas  
The Title Company  
Asked “What are all these Liens?”  
Look at Schedule C  
Do you have a survey?  
Buyers need more money  
“WE WANT THIS HOUSE!”  
Movers will be here  
To Load up  
All the Buyers things  
And We really need to close by New Year’s Eve

On the tenth day of Christmas  
The Inspector sent to me  
A 30-Page Report  
8 Summary Pages  
Faulty Circuit Wiring  
Water Heater Leaks  
Question on Foundation  
“WE WANT THIS HOUSE!”  
Overflowing Toilets  
Sinks Leak  
What could be next?  
This house sits in the Flood Plain!

On the eleventh day of Christmas  
We’re closing in 2 days  
We have Clear Title  
Where is your Disbursement  
Lender sent the docs  
Buyers sign at 10  
Find a Closing Gift  
Finally get a Check  
“WE BOUGHT THIS HOUSE!”  
Had to cut Commission  
What else is new?  
Shake hands, here’s the key to your new house

On the twelfth day of Christmas  
A big sigh of relief  
To-Do List on the fridge  
Baking still to do  
Presents still to wrap  
Football on the tube  
Empty gas tank  
Office Christmas Party  
Decorate the Tree  
“MOM, WHAT’S FOR LUNCH?”  
Cell Phone starts to ring  
Buyers need to see

This house right away  
I'm a REALTOR, there is no time for me!