

Buyer-side options

- Gap coverage: full / partial with cap / none (restructure terms)
- Trade-offs: credits, inspection scope, closing flexibility
- Rebut appraisal: new comps, corrections, extension to re-evaluate

Seller-side options

- Concessions vs time: partial credit vs price adjust vs re-list timing
- Possession or inclusions to preserve net
- Challenge appraisal (RFR) or re-order if justified

Timing moves and concessions

- Extension to source funds or re-verify value
- Escrow holdback for repairs affecting value
- Staged credits tied to milestone dates