



Tips on Selling Your Home

- Price your home competitively - understand the Fair Market Value
- Market your home with advertising: newspaper and internet.
- Qualify your prospective buyers with our mortgage company. It is at no cost to you or your buyer. Know that your buyer is able to obtain the financing needed to close the deal.
- Negotiate a price and get it in writing. You and your buyer need a signed contract.
- Understand real estate rules and regulations.
- “Closing Costs” sometimes can be expensive. Negotiate all fees as part of your deal. You may agree to pay most, some or none of the closing costs associated with the buyers closing their financing.
- Under the guidelines for the most used loan programs the seller is allowed to do the following:
 - FNMA/Conventional - the seller may contribute up to 3% of the sales price towards the buyers closing costs and pre-pays. Not towards the down payment required by the lender.
 - FHA/HUD - the seller may contribute up to 6% of the sales price towards the buyers closing costs and pre-pays. Again, not toward the down payment required by the lender
 - VA - the seller may pay all of the closing costs and pre-pays. If your buyer is eligible for VA financing he/she may qualify for a 100% loan.