

How To Get Seller Credit

Seasoned R.E. Agent

- Getting seller credit can be done in a highly driven sellers' market, but the agent representing you will make or break this part of the transaction. You must have a seasoned agent.
- However, it is not as just asking for it. It depends on the house that you are asking for the seller credit on. It depends on many conditions. This is where your Real Estate becomes crucial. If you do not have a seasoned agent, getting seller credits is next to impossible.

Conditions To Consider For Seller Credits

- How new is the property?
- Is the property condition excellent or poor?
- Has it been recently renovated or flipped?
- How aesthetically pleasing is it?
- Beautiful?
- Or Shamrock Green carpet and gold trim in the bathrooms?
- Is the seller in a hurry to sell?
- Has the house fallen out of escrow all ready?

Bad Conditions For Seller Credits

- X House has been on the market less than 10 days.
- X Newly built or recently renovated
- X Owned by an investor
- X Seller recently purchased home
- X Seller is not in a rush to sell
- X Depends on the Price Point, See Scale

- ☐ \$700,000-\$1,000,000 - 2
- ☐ \$600,000-700,000 - 3
- ☐ \$500,000-600,000 - 4
- ☐ \$400,000-500,000 - 5
- ☐ \$300,000-400,000 - 7
- ☐ \$50,000-300,000 - 10

(Scale 1 through 10)
1-2 - Easy
3-4 - Moderately Easy
5-6 - Strenuous
7-8 - Very Strenuous
9-10 - Expert

Good Conditions For Seller Credits

- ❖ Been on the market for more than 20 days.
- ❖ Building credits into your offer.
- ❖ House needs updating.
- ❖ House is in poor-fair condition. Stained Carpets or dirty flooring.
 - ❖ Marks on wall/paint fading.
 - ❖ Small items broken.
 - ❖ House is very dated or old styling.
- ❖ Seller is in a rush to sell a home.
- ❖ House has fallen out of escrow a few times and the seller is over it.
- ❖ Other reasons disclosed by the seller.

Seasoned Agents Required!