

How to Save Big \$ When Selling Your Home!

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Practical Ways to Save Money When Selling!

Selling a home can be an expensive proposition. There are simple ways to be fair with prospective buyers and not turn them off and to get more funds on your side of the ledger at closing time. I will address savings methods in the 7 sections below: **(Do not miss point # 7!)**

- 1) Make sure your agent is knowledgeable. There are customary closing costs for buyers and sellers on a transaction and if your agent is not aware of these, you may get stuck with a fee customarily paid by the buyer. Often, these closing costs can differ from county to county. A good agent will make sure there is nothing out of the ordinary on your side of the ledger. A sharp agent can also read a situation in the negotiations and at times, not always, but at times shift a fee to the other side based, for instance, on buyer competition for your home.
- 2) Homebuyers should pay their own contractor inspections and property appraisals. Those can be as high as \$350-\$400 and the inspections are a buyer centered benefit where they then may ask for repairs based on that inspection. A good agent can show you in their repair requests what is reasonable and what is not reasonable.
- 3) When repairs are needed, get a repair person who costs less but is still licensed and responsible and can save you money. A good agent will know how to do this and also know good people who are qualified.
- 4) A good agent knows how to price you low enough to get offers and high enough to ensure you get the equity that belongs to you.
- 5) The buyer's closing costs that are paid by the seller can be highly expensive, but must be done at times on lower end homes. The question your agent should help you answer is, "is this the only way to sell the home?" If not, then that buyer may have to go to another seller to help get them

into a home. You cannot always raise the price to cover these costs because the house must appraise for at least the sale price to make the sale go through.

- 6) Your agent should get you enough traffic to result in enough offers so that you are not desperate when an offer finally comes. This is a part of marketing. The agent should be upselling your home's strengths instead of always down-selling your home's weaknesses.
- 7) Here is a big one. **Commission Breaks or Rebates**. The largest cost in selling a home is the real estate firm. Can they play ball with you to save you money? As the owner of MFN Realty, I can do this and usually save you more money than any other firm. I can either give you a great commission break, or I can hand you a commission rebate at closing (when I get paid) and that can be enough to really help you with something for the new home, or a trip, or whatever! MFN's savings program saves you money and using points 1 to 6 above, we are always watching and trying to improve your bottom line. This is who we are and how we have always operated.

By using MFN Realty as many homeowners have done over the years, you will be getting the most experience that is available in an agent as well as the most savings benefits that you can possibly get anywhere. See a detailed report on marketing and our firm at <http://mfnrealty.com/detailedreport.pdf> !

Call us today so we can get you a "no obligation" analysis of your home's value.

I look forward to hearing from you!

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SAVE MONEY IF YOU ARE BUYING A NEW HOME!

If you intend to buy a home from a builder, contact us before your first builder or subdivision visit and we will register you and rebate you a part of the commission we receive when the new home closes! Many of our clients have made huge \$\$\$ with this benefit we offer. Call about this service today.

SAVE MONEY IF YOU ARE MOVING OUT OF TOWN!

Our firm has a massive referral network around the US and Canada, and when you buy a home through one of our sources in your new location where you are moving, we will rebate you a part of the referral fee we earn. This can be sizeable and help defray your moving costs. You do not need us to represent you in the sale of your home for us to do this, but think of all the money you can save if we do. Call us today to discuss it.

SEE OUR DETAILED REPORT ON MARKETING, COMMISSIONS & THINGS YOU NEED TO KNOW!

<http://mfnrealty.com/detailedreport.pdf>