

**FOCUS**

Real Estate

**IN OTHER WORDS**

**With tighter lending standards, how are Realtors getting people into homes?**



**Mary Ann Casey**  
broker and owner  
Re/Max N.O. Properties

The public has to realize that all of the traditional mortgage products are still available meaning conventional, VA (U.S. Department of Veterans Affairs) and FHA (Federal Housing Administration). With good credit scores we are still able to put buyers into homes. Interest rates are very low and pricing on homes is great. Now is the time to buy.



**Sharron Demarest**  
Realtor  
Keller Williams Realty

By working closely with a trusted mortgage originator and keeping updated on the ever-changing guidelines. I advise clients to pay off as many debts as possible, thereby possibly increasing their credit scores and qualifying ratios. I encourage the use of FHA financing for clients that fit that price niche.



**Rick Roberts**  
broker  
Avalar Realty

Realtors are educating their sellers regarding different options to help prospective purchasers with financing. Some of these options include sellers offering to pay discount points to help buy down the rate for purchasers with less than perfect credit scores. Another option is for sellers to help pay closing costs in lieu of a price reduction.



**Barbara Shelton**  
vice president of residential division  
ERA Stirling Properties

With tighter lending standards and fewer people able to secure loans, our Realtors have had to educate themselves and buyers on new financing options. Our Realtors are also working to make properties more attractive by ensuring homes are priced according to market demands and by offering generous concessions to help with closing costs and fees. Many sellers have even begun offering owner financing, if permissible.

— Compiled by Jennifer Nall



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