

*You
were Asking*



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Offer Financing

The biggest struggle for most first time buyers is coming up with the down payment and arranging the necessary financing. With the older baby boomers starting to sell off their now too large homes and techies entering the market, there may be financial opportunities for both.

Many boomers are in the process of downsizing and don't need large sums of cash from their home sales. If you are one of them, offering easy seller financing will greatly increase your sales price and the number of buyers who will want to buy your home. Although institu-

tional mortgage financing is readily available today, you can create an ideal investment for yourself and realize a quicker home sale if you can carry back a first or second mortgage.

Of course, you must insist on a reasonable down payment of at least 10 to 20 percent of the sales price in assurance of the buyers' good faith.

Most professional Realtors can arrange a credit report on the prospective buyers which will shed light on their credit worthiness.

Your bank manager and accountant can assist in the paperwork

details of the transaction. With today's dismal return on investments, this might be just the investment you're looking for. And, the best part, is, it's close to home!

If you need help deciding, I can help!

Jamie M. Edwards, B.A., FRI, CRB, CRS is the Broker of Record for J.M. Edwards Associates Inc. and Past President of the Realtors Association of Hamilton-Burlington, Burlington Chamber of Commerce, and the Ontario Real Estate Association.