

SELLING HUD HOMES



Who can sell HUD (Housing & Urban Development) homes? Any licensed broker, and their agents, can sell HUD-owned homes... if they have a "NAID" number and understand the process. NAID stands for a Name and Address Identifier. Learn the features of selling HUD-owned homes at this "brown-bag" seminar.

SELLING FEATURES OF HUD-OWNED HOMES

- HUD allows you to determine commission and pays up to a 3% selling commission
- HUD can offer an exclusive time period for owner occupants to purchase their properties before investors
- Offers are submitted to HUD online directly by the selling broker
- HUD accepts the offer with the highest acceptable net to HUD within one business day of the bid deadline if the property remains unsold beyond its initial bid period
- Many properties qualify for a regular FHA 203B or a FHA 203k rehabilitation loan
- HUD offers special sales programs like its "Good Neighbor Next Door" (GNND) program

LOCATION

KEARNY MESA SERVICE CENTER

Instructor: Cory Shepard

Wednesday, Feb. 27, 2013

Time:

12:00 p.m. – 1:30 p.m.

Check In:

15 minutes prior to start



Location:

SDAR's KEARNY MESA SERVICE CENTER
4845 Ronson Court, San Diego, CA 92111

Prices:

RMS MembersFREE (must register)
REALTOR® Plus Members \$8.50
SDAR REALTORS® \$10
All Others \$20

Lunch: Bring a bag lunch. SDAR will provide drinks and chips.

REGISTER ONLINE WWW.SDAR.COM

☐ **Yes, sign me up for Selling HUD Homes**

☐ **Yes, I have read the Cancellation Policy. Initial** _____

Name: _____ Member #: _____ Phone: _____

☐ Home ☐ Office Address: _____ E-mail: _____

Amount: _____ Signature: _____

Return to: Greater San Diego Association of REALTORS® • 4845 Ronson Court, San Diego, CA 92111 • Phone: (858) 715-8040 • Fax: (858) 715-8090



Cancellation Policy: Reservations for programs requiring payment will not be processed until payment is received. If you must cancel your reservation, a full refund will be issued if cancellation is received, in writing, three (3) business days prior. SDAR reserves the right to cancel or reschedule any program. If cancellation occurs, SDAR will issue a full refund. In the event of rescheduling, SDAR will send immediate notification and transfer all reservations (including payments) to the new date.

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