College View Estates

Home Selling & Buying Assistance Program
Purpose of Assistance Program

- Help College View Estates Increase Neighborhood Owner Occupied Homes
- Assist Homeowners to Sell Their Home and Find Quality Buyers
- Offer Financing Tools to Match Buyer and Sellers Needs
  - Using Conventional Financing
  - Or Shared Equity Programs
Introduction of Alliance Members

- SCN (Non-Profit) Manages Alliance Program
- Joint Marketing & Education Introduce Sellers and Buyers to Program
- Seus Team with Guild Mortgage - Facilitate and Ensures Appropriate Sellers and Buyer Real Estate & Financing Representation
Stabilizing College Neighborhoods Organization (SCN) Function

- A Non-Profit Organization to Provide a Housing Assistance Project for College View Estates.
- Provides Names and Contact Information of Neighborhood Residents Involved in Project.
- Schedule Meetings; Residents (Sellers) and Potential Buyers (SDSU, Alvarado Hospital & Sellers Families)
- In Conjunction with Seus Real Estate Team/Financing Group Introduce Sellers and Buyers.
- Coordinate Overall Project.
Seus Team – Real Estate
Ascent Real Estate

- Responsible for Marketing Project with SNC to Potential Sellers and Buyers
- In Conjunction with SCN Establish and Implement a Working Relationship with Mortgage Lenders
- Ensure Appropriate Real Estate Information & Representation for Sellers and Buyers
- Provide Disclosures and Contracts as Necessary
Financing Sales Tools

- Use Traditional Financing
  - Conventional Loans with 20% Down
  - FHA with 3½% Down
  - Others Including Calpers (teachers), VA, Etc...

- Shared Equity Mortgage Financing
  - Use Seller’s Home Equity
  - Use a Neighborhood Money Pool
Summary of Benefits

- Help College View Estates Enhance
  - The Quality of Life in the Neighborhood
  - The Value of Your Home