



 glossary

Concession

Something given up or agreed to in negotiating the sale of a house. For example, the sellers may agree to help pay for closing costs.

Source: Federal Trade Commission.

 did you know?

61 percent

61 percent of CHFA's home finance customers are Millennials.

 interactive intersection

True or False?

You don't need to attend your home inspection.

Click for answer.

home inspection and negotiations: what to know

Completing a home inspection is key to a homebuyer's peace of mind-and may also affect final negotiations. Here are three tips to consider regarding negotiating repairs:

Ask for a credit

A seller is not likely to prioritize your repairs and there's no guarantee that they'll ensure a good job is done. Request a cash-back credit at close of escrow, and use the money to do the job on your own.

Leave your plans out of it

The listing agent may attend the home inspection with you; therefore it's wise not to discuss your future plans for the home at this time. For example, if the bathroom sink needs a repair but you mention you're going to do a full remodel, you may hurt your chances of getting a credit for the repair in the meantime.

Make a safe offer

Don't make an offer assuming that you will find issues with the inspection that will allow you to negotiate to a lower price. Always make an offer that is affordable for you from the onset and negotiate from there.

For more information about home inspectors, contact the [National Association of Home Inspectors](#) and/or the [American Society of Home Inspectors](#).

what does chfa do?

Did you know that CHFA is not only a resource for affordable homeownership, but also supports affordable rental housing and small businesses? We recently issued our [2016 Community Report](#), telling the story of a year to remember-here are some of the highlights!

In 2016, CHFA:

- **Invested in Coloradans' futures:** 6,090 customers served with home mortgage loans

"As soon as we got the keys, we went to the house and took a photo to mark our first big purchase as parents: a house for our kids to grow up in." Aly Scott, CHFA homeowner in Johnstown

- **Helped Colorado's most vulnerable populations:** 5,573 affordable rental housing units supported by multifamily loans and/or low income housing tax credits

"University Hill Senior Residences has played an important role in the community by offering elderly families who wanted to downsize their housing and stay local, an affordable option." Henry Burgwyn, Owner of The Burgwyn Company

- **Strengthened Colorado economies:** 4,486 jobs impacted by CHFA's business finance programs

"Barriers to food access are more than just the lack of a grocery store. I truly enjoy creating a space where residents can see fresh food, grow plants, and really connect with the food experience." Coby Gould, Executive Director of The GrowHaus



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