

Fannie Mae Philosophy on Contract Negotiations

Fannie Mae reviews all offers submitted and considers several factors when determining the response. Fannie Mae expects to counter-offer as often as necessary to net a maximum sales price. Case-specific factors may impact the response or formalized approach to an offer, including:

- 🌀 Days on market
- 🌀 Offer activity and the amount of previous offers
- 🌀 Occupancy considerations
- 🌀 Days at the current list price
- 🌀 Amount and/or timing of the next scheduled list price reduction
- 🌀 Closing costs
- 🌀 Other factors as appropriate to the specific listing