

Home Sales Guidance for Applicants and Realtors

ARRA Expanded Homeowners Assistance Program (HAP)

The temporary expansion of HAP during the home mortgage crisis provides certain Department of Defense and US Coast Guard personnel some protection from catastrophic financial loss. However, for the program to assist as many as possible, it is essential that applicants sell their homes at their true current fair market value.

To ensure homes are sold at appropriate prices, real estate agents and applicants selling their homes on their own, should document their marketing actions so that the process used clearly illustrates the homes were not under sold. We recommend sellers/agents maintain a log of MLS listings, dates, asking prices, prospective buyer visits, and offers, to clearly show how asking prices were lowered over time until potential purchasers visited and finally offered to buy the home.

The three Corps of Engineers HAP districts have been charged to ensure applicant homes are not sold at prices below fair market value. If a home sells in its first marketing week, it was probably under priced. In cases where it appears a home was sold below market value, the responsible district will obtain a contract appraisal to verify the selling price. If that appraised value is substantially above the selling price, the applicant could lose his/her HAP eligibility.