

## Using the power of high Fico Score when negotiating

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you to enjoy some of the better rates being offered.

It is true that good houses at the right price are moving quickly these days and buyers need to be pro-active when trying to achieve their goal of homeownership. Since the 760 Fico score you have is so exceptional, having the realtor use the actual print out of your scores when presenting your offer to the seller can bring great value.

If you visit the [www.myfico.com](http://www.myfico.com) a day before your offer is presented you can print out the page that has your actual score on it from the Fico site. On that page you will find a summary of what your score represents, your name, and the date as well.

**Q:** My husband and I are looking for a home in the area. Together we have a good income, great Fico scores (over 760), and are looking at a 20% down payment. We bid on two homes and we were either too late or the realtor said our offer was not as “solid” as others that came in.

I feel that even though this is supposed to be a buyer’s market every time there is a good house at an appropriate price, we can’t seem to get a foothold. What can we do to present ourselves better to these sellers?

**A:** First of all your scores are excellent and you should be proud of that. Anything over a 740 Fico is considered great credit and will allow

At your high level, the page will state “Your score is well above the average score of U.S. consumers and clearly demonstrates to lenders that you are an exceptional borrower.”

This is an excellent tool for the realtor to use in showing the seller what an attractive buyer you are. The Fico score is the score used by lenders, therefore it is the score range that should be evaluated by consumers before applying for a loan or credit.

Some consumers are confused about ordering credit and scores and believe every time they view their credit, their scores drop due to inquiries.

When consumers purchase their own credit the inquiry has NO affect on credit scores. It is only when a third party pulls credit that scores can decrease. A consumer can order their Fico scores from the Fico site thirty times a day and it will not affect them at all.

Having a pre-approval letter submitted to the seller is also key when presenting an offer. A signed pre-approval letter from a bank implies that your income and financials have been completely reviewed and they meet the requirements for a specific size transaction.

A pre-qualification letter is NOT as substantial as a pre-approval letter since income and credit may not have been analyzed to issue it. The pre-approval letter signifies to the seller that not only do you have great credit scores, but you also have the income to back them up and pay for the mortgage needed if the home was purchased.

All realtors should demand you present them with this letter before they even take you out to look for a home and especially before you make an offer since it can be used as leverage when negotiating.

When a seller has, in hand, a currently dated tangible symbol of a buyers' credit rating and purchasing power, it could leave a great impression and be motivation to sway. The clearer the picture a realtor can present to the homeowner of your income qualification and exceptional credit scores the greater chance you will be chosen to purchase the home.

In some cases even those buyers bringing in lower offers are more attractive due to higher scores and their ability to get loan approval. We have all heard of sellers who thought their home was sold only to find out the buyer was rejected for loan approval months later. By the time seller became aware of the rejection all other interested parties were long gone.