



**Crystal**  
*Schulz*



Powered by  HomeLight

# Introducing Buy Before You Sell

Helping your clients transact with speed & certainty



## Your deal, your clients — and none of the risk

This is your deal — HomeLight will have minimal interaction with your clients. Your loan officer will work with HomeLight to facilitate the new home's closing, then HomeLight will work with you throughout the sale of the current home.



## Get your clients pre-qualified in 24 hours or less

Your loan officer will submit your client's departing residence for approval and confirm how much equity your client can unlock from their current home with no fee or commitment. If pre-qualified, your client can start making stronger offers, with no home sale contingency, the very next day.



## Help your client avoid a double move

Your clients are able to move in immediately upon closing, saving them the cost and hassle of showings, moving twice, and temporary housing.



## Maximize the sale price of their current home

You can list the home vacant to maximize its sales price. Once the home sells:

- You get your full commission!
- HomeLight collects the program fee & reimbursement for your client's unlocked equity

### Program cost:

The program fee is 2.4% of the sale of your client's departing residence\*. Minimums apply if the final sale price is less than \$375,000.

\*Fees subject to change; additional fees may apply

### How to get started:

Have your lender partners submit via HomeLight's lender application.

### Serve homes that are:

- ✓ Needing to unlock up to \$2M in equity
- ✓ Between 750 to 5,500 sqft\*\*
- ✓ On up to five acres of land

# Frequently Asked Questions

## How much does the program cost for my clients?

It's free to get started and see how much equity your client can unlock. If your client chooses to transact using the program, the fee is 2.4% of the final sale price of the current home\*. Minimums apply if the final sale price is less than \$375,000.

## How long does it take?

HomeLight will pre-qualify and determine the Equity Unlock amount your clients can access within 24 hours of receiving the property information and photos.

## What happens if the home doesn't sell immediately?

If the client's current home isn't sold within 120 days of purchasing their new home, HomeLight will step in to buy it, and re-list it on the open market. With HomeLight's Home Sale Guarantee, the client will receive 100% of the net profits, less our program fee and any additional costs (taxes, insurance, etc.) incurred during HomeLight's ownership, after it sells.

This is unlikely, though. You are a great agent, you know the value of this home, and you will be coaching your clients through the necessary price adjustments for the property to sell before the backup offer goes into effect, and get the best price possible on the open market!



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*\*\*Exceptions can be made if the size of the property is conforming for the area*

