

# HomeLight Trade-In™

When you're buying and selling at the same time, HomeLight Trade-In allows you to get full market value without compromising. With a traditional sale process, you face challenges that could cost you thousands — whether that's overpaying to win a home with a contingent offer or paying for interim housing (and a double move!).

## HomeLight Trade-In vs Traditional Sale

	HomeLight Trade-In	Traditional Sale
<b>Cash offer in hand before you make the offer on your new home</b>	✓	✗
<b>Move out before repairs &amp; showings</b> <i>Homes go into contract 5x faster than the local average*</i>	✓	✗
<b>No home sale contingency</b> <i>On average, this saves clients 3.5% on their new home**</i>	✓	✗
<b>No expensive double mortgage, bridge loan, or interim housing</b>	✓	✗

\*Based on HomeLight Trade-In transactions closed between Dec 2019 and Aug 2020, calculated using the home's list and contract dates versus local market comps.

\*\*Based on HomeLight Trade-In transactions closed between Dec 2019 and Aug 2020, calculated using the list and final sale price of the client's new home.

Here's how this could pencil out for a home with an \$700,000 valuation.

	HomeLight Trade-In*	Traditional Sale*
<b>Home valuation</b>	\$ 700,000	\$ 700,000
<b>Sale price</b> <i>**On average, homes sell for 5% more than their valuation</i>	\$ 735,000	\$ 700,000
<b>Agent fees</b>	\$ 44,100	\$ 42,000
<b>Listing prep work &amp; repairs</b>	\$ 6,700	\$ 6,700
<b>Closing costs</b>	\$ 3,400	\$ 3,400
<b>HomeLight Trade-In fee</b>	\$ 7,350	\$ -
<b>Check #1 (from sale to HomeLight)</b>	\$ 568,450	\$ -
<b>Check #2 (from market sale)</b>	\$ 105,000	\$ -
<b>Total proceeds</b>	\$ 673,450	\$ 647,900

\*These figures are an educational illustration of hypothetical economics of a HomeLight Trade-In transaction versus a traditional home sale. In this example, the traditional sale assumes the seller has a home sale contingency and is occupying the home (no staging, showings, etc.). Other costs may apply in either scenario and the figures will depend on multiple factors including the market, valuation, condition, and sale price of your home. You will be provided with a custom estimate once you meet with the HomeLight team. HomeLight cannot guarantee that your home will sell for more than a traditional listing price or that your proceeds will exceed that of a traditional sale

\*\*Based on HomeLight Trade-In transactions closed between Dec 2019 and Feb 2021