

Raveis *Purchase*

FREQUENTLY ASKED QUESTIONS

What is Raveis Purchase?

Raveis Purchase is the ultimate in hassle-free home-selling from William Raveis, allowing homeowners to unlock their home equity so they can make a confident, non-contingent offer on their next home.

Raveis Purchase is the most convenient service for a home-seller in a hurry. When we buy your home from you, we not only take responsibility for renovations to help expedite the sale, we also handle showings with prospective buyers.

With Raveis Purchase, sellers can move forward at their own pace with peace of mind, however long the sale might take.

How does Raveis Purchase work?

It really is as easy as 1, 2, 3:

1. We acquire the property for an initial payment of up to 80% of the current value of the home, unlocking the majority of your equity and enabling the home-seller to settle any mortgages
2. Once the property is vacated, we prepare it for sale with our expert designers and our proprietary vendor platform and world-class property marketing network
3. We sell your home for top dollar & you, the seller, keep all the upside

How much does Raveis Purchase cost?

We charge a base service fee that is typically 3-5% of the value of your home upon sale. The homeowner is also responsible for realtor commissions and carrying cost of the home while the home is being marketed by the Raveis Purchase program to the open market. All costs are netted out of the final proceeds of the open market sale.

Since we are paid a percentage based on the sale price, our incentive is totally aligned with the homeowner to ensure the home sells for the highest price and as quickly as possible.

The value we return to the homeowner may also exceed market expectations and realize additional proceeds, given the investment we make in making the property as marketable and attractive as possible to prospective buyers. This factor alone may make using Raveis Purchase cost-neutral for the home-seller's perspective.

Is Raveis Purchase a loan?

No, Raveis Purchase program is not a loan.

Unlike bridge financing, Raveis Purchase does not require a credit application, nor affect the home-seller's credit rating.

Additionally, there are no monthly payments, no interest expenses, no fixed maturity date and no impact on the home-seller's ability to obtain conventional financing on their next property because it is not a loan (no impact on DTI). All Raveis Purchase participants will receive a competitive rate quote on their next property from William Raveis Mortgage.

Does my home qualify?

Yes. We serve all property types at all price points.



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How is my property maintained after I've vacated it?

All costs for operating and selling the home (for example taxes, lawn cutting, insurance, realtor commissions) are fronted by the Raveis Purchase Program and are netted out of the proceeds when the home sells.

How does Raveis Purchase differ from iBuyers programs

As a family-owned firm with almost 50 years in the real estate business, it is unsurprising that Raveis Purchase from William Raveis differs from the tech start-ups that are making news in the iBuyer space.

First and foremost, the home-seller keeps all the upside when the home is sold, unlike iBuying service which retain any upside for themselves. Not only do our properties typically outperform the broader market in terms of price, our expert renovation and staging services increase the likelihood of achieving a sale price beyond the home-seller's expectations.

Secondly, properties at all price points and in all geographies are eligible for Raveis Purchase. Less than 5% of existing homes qualify for iBuyer programs.

And finally, the service fees for Raveis Purchase are up to 75% less than other iBuyers' fees. That does not include the money sellers leave on the table with iBuyers because they keep all the value they create by preparing your home for sale.

Is there any cost or obligation to speak with a Raveis Purchase expert?

Scheduling a consultation is free and comes with absolutely no obligation. To get started, visit the Raveis Purchase website www.RaveisPurchase.com to fill out the contact form and schedule an appointment with an expert at your convenience. One of our team would be delighted to talk you through the process and address any questions or concerns you may have.