



Powered by HomeLight

Why Buy Before You Sell?

With our modern bridge solution, you can unlock equity from your client's current home before selling their old one, and free up their debt-to-income ratio.

How it works

- 1 HomeLight pre-qualifies your client in 24 hours or less**
Submit your client's departing residence for approval and confirm how much equity they can unlock from their current home with no fee or commitment.
- 2 Make a stronger offer on their new home**
Once pre-qualified, your client and their agent can start making stronger offers, with no home sale contingency.
- 3 Close on their new home and mortgage**
Your client closes on their new home using their equity unlock amount as their down payment.
- 4 Sell the old home at full market value**
Your client has the freedom to sell their home on their own accord for full market value.

Benefits

- Unlock your clients' equity**
Give your clients a 0% bridge loan and access up to 75% of the value from their departing residence
- Eliminate the home sale contingency**
We place a backup offer on the departing residence to remove the home sale contingency — allowing you to remove your client's liability
- Reduce the DTI ratio**
Omit the departing residence mortgage liability directly on your clients' debt-to-income ratio
- Win more agent partners**
Stand out from the crowd with the most innovative tools on the market and stay top of mind for agents and their clients

Program cost:

The fee is 2.4%* of the sale of your client's departing residence.

How to get started:

Submit a client's property via HomeLight's lender application.

Serves homes that are:

- ✓ Needing to unlock up to \$2M in equity
- ✓ Between 750 to 5,500 sqft
- ✓ On up to two 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 departing residence's price.

Thanks to the structure of the program, your client may be able to save up to 1-3% of the purchase of their new home with a non-contingent offer, and sell their existing home for up to 10% more by listing it unoccupied and potentially staged.

How do you determine how much equity you can unlock from the departing property?

HomeLight can typically offer a loan of approximately 75% of the Combined Loan-to-Value (CLTV) of the departing residence. For example, if your client's home is worth \$1,000,000 and the mortgage balance is \$500,000, they may be eligible for a loan up to \$250,000 to put towards the down payment on their new home.

How do you determine the 90-day backup offer?

HomeLight's 90-day backup offer is determined by the Loan Payoff Value, which is the client's outstanding mortgage balance combined with the Equity Unlock funds utilized by the borrower.

What is HomeLight's Upside Protection?

If the client's home is not sold within the 90-day period, HomeLight purchases it. If HomeLight purchases the home, the client will receive any excess funds, less our 2.4% program fee and any additional costs (taxes, insurance, etc.) incurred during HomeLight's ownership after it resells on the market.