



## SELL AND STAY PROPOSAL EXAMPLE

Once we have all of your information, we will determine if you qualify for Sell and Stay, and put together a proposal with the amount of money you will receive in the different scenarios of renting, buying back your house and moving.

In this example, your home is valued at \$245,000. If you decide to move, you may receive your home equity in two phases. Below you will see \$160,000 is paid upfront, and \$81,150 is paid on the backend, equaling \$241,150.

### STAGE 1

Sell your home to EasyKnock and stay in your home while paying monthly rent.

#### SELL

Cost Breakdown:

Upfront Funding	\$160,000
Existing Mortgage	(\$85,000)
Origination Fees	(\$4,800)
Closing Costs	(\$2,500)
<b>Your cash</b>	<b>\$67,700</b>

**AND**

#### STAY

Cost Breakdown:

Monthly Rent – Year 1	\$1,400
Monthly Rent – Year 2	\$1,435
Monthly Rent – Year 3	\$1,471
Monthly Rent – Year 4	\$1,508
Monthly Rent – Year 5	\$1,545

### STAGE 2

At any point during your lease you can buyback your home, or have us put it on the market and move.

#### BUYBACK

The price to buyback your home.

Year 1	\$162,800
Year 2	\$166,550
Year 3	\$170,000
Year 4	\$174,200
Year 5	\$178,000

**OR**

#### MOVE

Receive the remainder of your equity.

Initial Value	\$245,000
Sale Price*	\$250,000
Buy Back Price	**\$166,550
Closing Costs	\$2,300
<b>Your Cash</b>	<b>\$81,150</b>

DISCLAIMER: All numbers and values are solely for illustrative purposes.

\*Sale price, and therefore backend cash cannot be determined beforehand, and are estimated in actual proposal.

\*\*Based on moving during second year.



## TERMS

- Buyback price - the price at which you can buy your home back (the first installment + annual buyback premium).
- Annual buyback premium is based on an estimated yearly appreciation of 1-3%.
- Buyout value - This is the value of your remaining equity. It stays with the house. If you buy your home back, this equity remains in the house, as yours. The easiest way to tap that remaining equity is to have us list the property, and receive it upon sale. \*This is an estimate, based on the expected sale price.
- Net proceeds in sale - (sale price - buyback option price). What you receive when the house is sold on the market, after fees. Essentially- your remaining equity. If/when you decide to have the house put on the market, you will receive the difference between the sale price and the buyback option price (estimated as the buyout value).
- Rent increases at 1-3% per year.

## STEP BY STEP

1. You need \$40,000, but haven't qualified for a loan or refinancing. You've considered selling your home but that could take months, and you need the cash now. More importantly, you don't want to move, at least not right now.
2. Your home is worth \$245,000 and you still have \$85,000 on remaining on your mortgage. We offer to buy your home, fronting \$160,000. This covers the mortgage, closing costs and fees. You get the remaining \$67,700.
3. We will draw up a lease agreement and propose a monthly rent based on the market rent in your area, as well as the buyback/option price at which you can buy back your home.
4. Typically we close in 30 days, but we can expedite, so you get your money when you need it.
5. You agree to the terms, and we execute a sale agreement and lease agreement.
6. You continue to live in your home as the tenant, paying monthly rent.
7. At the end of the lease term we will send you a lease renewal agreement.
8. At any point during the lease you can decide you'd like to buy back your house, or move.
  - a. To buy back your house you would have to pay the buyback price (changes based on year \$166,550).
  - b. To sell the house, and tap your remaining equity, let us know, and we'll put it on the market. Once sold, you will receive the difference between the sale price, and the buyback option price, estimated as the buyout value, after fees ( $\$250,000 - \$166,550 = \$83,450 - \$2,300 = \$81,150$ ).