

How Does NuWay's Just for Buyers Plan Work?

NEW OPTIONS TO BUY YOUR FIRST OR NEXT HOME

Think About This...

- ▶ The seller has representation. It's the listing agent/brokerage whose name is on the yard sign.
 - ▶ So who represents the buyer? The seller's agent?
Really?
- ▶ Why would you want to be represented by the agent who is under contract to take care of the best interests of the seller?

Don't Fall for It!

- ▶ **ATTENTION BUYERS:** Get your own agent!
- ▶ At NuWay, we believe that home buyers should be represented by their own agent/brokerage, to help you take care of your business and get a great home at the lowest price and the best terms possible.
- ▶ Buyers need their own representation and it definitely matters who represents you. Call NuWay before you sign on the dotted line!

What About a NuWay Yard Sign?

- ▶ When you see a **List-It Yourself with NuWay yard sign**, you need to know that the sellers are listing their house themselves, much like a FSBO and as a NuWay customer who has purchased a listing and marketing product and not as a client with fiduciary duties from the listing agent.
- ▶ NuWay's job is to produce a ready, willing, and able buyer for the seller(s).
 - ▶ There is no dual agency, no conflict of interest.

The Just for Buyers Game Plan

Simple steps. Simply results. Smarter.

STEP 1

Fill out and submit our **“Get Moving with NuWay: Just for Buyers” webform.**

- ▶ We'll collect all of the relevant information we need to get you up and running.
- ▶ NuWay uses your contact information only to help you find a home. We never share this information with anyone. Your privacy is safe with us.
- ▶ Once we receive this webform, it's on to Step 2.

The Just for Buyers Game Plan

STEP 2

Get a **no obligation credit decision** from a local lender.

- ▶ Using the convenience of a mobile app and from the comfort of your own home, we'll immediately connect you with a local lender who will provide you with a **FREE** no obligation credit decision, with a maximum suggested loan amount before you even begin shopping for a home.
- ▶ This loan amount fits your *real life budget*. You don't want too much month left over at the end of the money. Search for and purchase only a home that you can afford.
- ▶ This decision happens quickly when you provide the lender with the information they need to evaluate and process it.

Some Things You Will Need for the Loan Application

- ▶ **Bank Statements** (last two months from all accounts)
 - ▶ **Retirement** (last two months of retirement/pension, 401K, and social security 1099 statements)
 - ▶ **Pay Stubs** (last 30 days)
 - ▶ **Tax Returns** (last two years of 1040 tax return, last years of federal corporation and/or partnership tax returns (if self-employed), & last two years of W-2 forms)
 - ▶ **Valid I.D. Copy** (driver's license, social security card, passport)
 - ▶ **Earnest Money** (copy of earnest money check deposit)
 - ▶ **Award Letters** (if applicable; for retirement/pension income, social security, disability income)
 - ▶ **Divorce** (if applicable; decree and separation agreement)
 - ▶ **Mortgage Statements** (if applicable; property tax bills and homeowners insurance statements for all real estate owned)
 - ▶ **Bankruptcy** (if applicable; petition and discharge)
- * Additional documentation may be required in order to complete the underwriting process.**

The 10 Do's and Do Not's Before Closing

The DO's:

- ▶ **DO** call your loan officer before making any financial decisions or changes to your normal financial routine. Your loan officer will help you through the loan process.
- ▶ **DO** keep all existing credit card accounts open.
- ▶ **DO** keep your employment within the same company or field of work.
- ▶ **DO** pay off collections, judgements or tax liens reported within the past year.
- ▶ **DO** be prepared to pay off collections if required by underwriting or the loan program guides.

- ▶ **DO** provide any documentation for satisfied judgements or paid tax liens.
- ▶ **DO** stay current on payments for all existing monthly obligations.

THE DO NOT's:

- ▶ **DO NOT** apply for new credit of any kind.
- ▶ **DO NOT** max out or overcharge existing credit cards.
- ▶ **DO NOT** consolidate debt to one or two credit cards.

**Do Your Homework.
Make Good Decisions.**

The Smarter Home Search

STEP 3

Once we've received your credit decision, we'll run a search of the **Central Mississippi MLS** with the specs you have chosen for a home and in the price range approved by your lender.

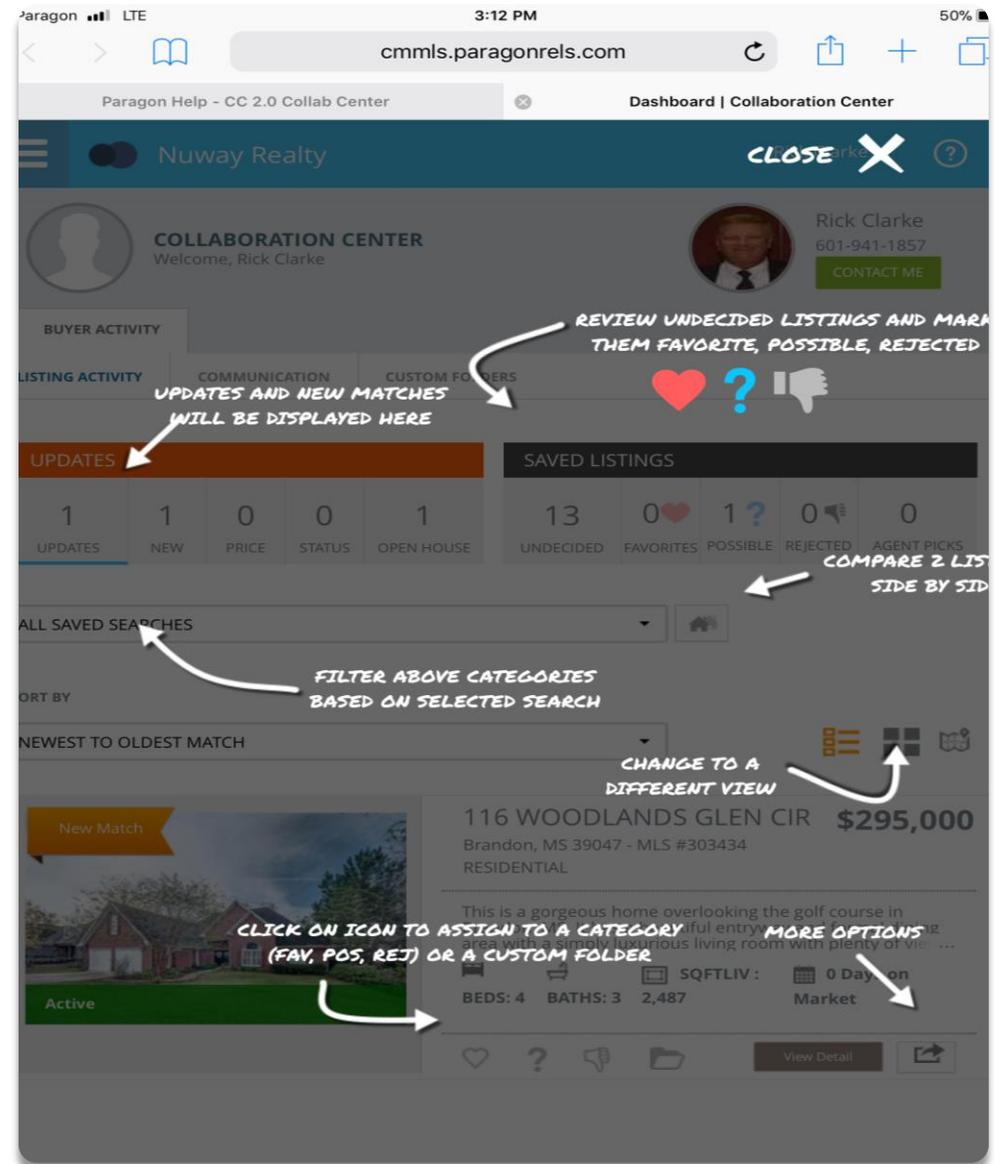
- ▶ We'll save the search and connect you by email to your own private portal called the **Collaboration Center**.
- ▶ You will be able to view all new listings that fit your criteria, sent automatically to your Collaboration Center **Dashboard**. You will be notified of updates, new matches, price and status changes, and open houses dates.
- ▶ You can review your undecided listings and mark them as favorite, possible, or rejected and create folders to sort and organize.

- ▶ You will be able to compare two listings side-by-side.
- ▶ You can view details of each house, add comments, request a showing to your agent, email listings, and share them on Facebook, and much more.

No more random searches of Zillow and other sites are needed. Just specify exactly what you're looking for and the most accurate and up-to-date information will be sent directly to you.

Collaboration Center Dashboard

Here's a screen shot of your own personal home search portal.



STEP 4

- ▶ Using the list of available homes on your Dashboard, do your homework and find up to 10 homes you like and we'll schedule showings for all over a two day period. NuWay provides you with ways to do your homework.

STEP 5

- ▶ Narrow your Top 10 List down to your **Final Four** and we'll re-visit each if you would like to.

STEP 6

- ▶ Choose **"The One"** and make the sellers an *offer they can't refuse!*

Offer, Counter-Offer, Contract

- ▶ NuWay does the due diligence and will provide you with all the data and information you need about the home you selected and assist you in making your decision and offer.
- ▶ We'll also work with you and negotiate with counter-offers until an acceptable deal is reached.
- ▶ Then we'll handle all of the details through closing day and keep you posted on the process.

How is Your Agent Compensated?

- ▶ **The traditional listing agent/brokerage works for the seller. The selling agent/brokerage (or buyer's agent) works for you.**
- ▶ The **seller pays their listing brokerage** a specified commission when the house sells. If another agent, representing his/her brokerage (your agent), produces the buyer, **the listing brokerage compensates the brokerage** with a predetermined amount as specified in the listing agreement and on the MLS; example- the 6% listing fee is typically split, with each side receiving 3%.
- ▶ But let's be honest here. Yes, the commissions are debited to the seller's side of the closing statement, but 1) the bet is pretty good that those **commissions were added to the asking price**, and 2) the whole **transaction is funded either by your cash and/or your mortgage loan**. Nobody seems to mention this, except NuWay. So who's really paying your agent? You are.
- ▶ And when the house is **appraised**, is it the appraised value of the house or the house plus the commissions? What do you think? Like we say, the whole system needs an overhaul and NuWay is leading the way.

Get Moving with NuWay!



- ▶ It's time for new options for home buyers.
- ▶ It's time to find your first or next home.
- ▶ Simple rules. Simply Results. Smarter.
 - ▶ Get moving with NuWay!

Rick Clarke, Broker-Owner (MS License B-21799)

Call or text **601-941-1857** and schedule a
"No-Obligation Consultation" with Rick.

