

# Buyer information packet

Everything you need to know about the strongest offer in real estate.



**Inside,  
you'll find:**

- Who we are
- How It works
- Step-by-step
- Frequently asked questions
- How to get cash approved

accept.inc



## Who we are

Homebuyers who need a mortgage pay more ***and still lose*** to buyers who can afford to pay cash. Accept.inc turns borrowers into cash buyers at no additional cost, so they can win the right home at the right price.

**You can think of Accept.inc as a cash-buying superpower for buyers, sellers, and their agents.**

Our company was founded because we believe anyone who can afford a home deserves an equal shot at winning - we believe that the best homes, school districts, and neighborhoods shouldn't be reserved exclusively for buyers who have hundreds of thousands or millions of dollars in their bank accounts.



## How it works

Accept.inc is a new kind of mortgage lender that purchases homes with cash on behalf of buyers it has approved for a loan. Once the buyer's loan is ready to close, the home is sold to them at the exact same price it was purchased for. There are no additional fees or costs for turning your buyer into a cash buyer with Accept.inc.

"Being first time home buyers the process can quickly get overwhelming, but Nick and his team were always there whenever we had questions or concerns. Because we were able to make a cash offer, we were able to beat out many other offers (19, in fact) because the seller valued a quick close and the peace of mind a cash offer brought."

***Accept.inc cash buyer, Denver CO***

## Step-by-step breakdown for buyer

### **Step 1 - Have your buyer become cash approved with Accept.inc.**

This is not a pre-approval. This is full up-front underwriting. Your buyer will know their exact cash-buying power and estimated loan terms at the end of this process in the form of an Accept.inc Cash Offer Letter.

### **Step 2 - Shop with the power of cash.**

Experience the confidence of being able to shop, negotiate, and write offers with the power of cash. Having a pocketful of real money levels the playing field, so you don't have to settle for the wrong home at the wrong price.

### **Step 3 - Win with the strongest offer in real estate.**

With the ability to make real cash offers at no additional cost, you are four times more likely to win. Accept.inc cash offers have no appraisal or financing contingencies.

## Frequently asked questions

### **What's the catch? Do I have to pay for your cash offer service?**

As cliché as it sounds, there is no catch. As a new kind of lender, Accept.inc exclusively generates revenue from the loan like any other lender. Accept.inc does not charge buyers, sellers or agents anything additional to work with us.

### **Are your rates competitive?**

Accept.inc's mortgage rates are very competitive. This is in part because we are one of the few lenders whose loan officers are salaried and do not receive any commissions off your loan. This allows us to pass the cost-per-loan savings onto our cash-approved buyers.

### **How is using Accept.inc different than a real estate transaction with ordinary lenders?**

Once you are approved, you can submit an all-cash offer with Accept.inc's proof-of-funds. Once your all-cash offer wins, the home is purchased from the seller using Accept.inc's cash. This reserves it for you until your loan is ready to close. The home is then sold back to you at exactly the same price that it was purchased for, with no additional costs or markups.

### **Who controls the negotiations?**

Just like a typical purchase, you and your agent have control over the negotiations and your due diligence (including inspection). Our job is to bring the cash and close once you are ready to move forward.

### **Is this a "real" cash offer? Or just a better mortgage pre-approval?**

This is a real cash offer. Not only that, this is the strongest cash offer in real estate. An Accept.inc cash offer is not contingent on a loan or an appraisal and can close

in as little as 72 hours. An Accept.inc cash offer is written with our proof-of-funds, not a mortgage pre-approval, so your offer has maximum appeal to the seller.

## **Can I still get an inspection? What happens if the inspection finds issues?**

Yes, the all-cash contract signed between Accept.inc and the seller is contingent on you being satisfied with the inspections. Just as you would in an ordinary transaction, you and your agent have complete control over negotiations during the inspection period. We will not purchase the home unless you and your agent are satisfied with its condition a resolution has been reached between you and the seller.

## **How long will it take between the Accept.inc all-cash closing and the mortgage closing?**

After the home is purchased on your behalf, Accept.inc looks to complete the mortgage closing within two weeks maximum (usually sooner).

## **How is your pre-approval process different from other mortgage companies?**

Accept.inc does a complete underwrite before the all-cash offer is placed on your behalf. This allows you to know your estimated rate terms upfront. If we find that qualifying for a mortgage is not currently possible for you, we will offer to partner you with our improvement team, where we will outline steps to increase the likelihood of getting you approved.

## **Why do sellers prefer cash?**

Sellers prefer cash because they want the speed and certainty that an all-cash deal can provide. Mortgage offers can (and often do) delay or cause contracts to fall through entirely. The average purchase mortgage takes 47 days to close. In that period, a lender can deny the transaction for any number of reasons: an appraisal can come in low, a buyer's financial situation can change, etc. With cash, sellers and agents know the deal has the highest likelihood of going through!

### **Are there advantages to buying my home all cash in single-offer situations or on non-competitive properties?**

Yes, the majority of buyers and agents use Accept.inc's cash offer because of what is commonly called the "cash discount." Based on our internal data, this the average cash discount is between 3-4% off the list price, over 3x the average discount given to financed offers in single-offer situations. This cash discount can be understood as the premium sellers and agents put on the certainty of cash deals. To put some data behind that, some 33% of transactions are delayed or canceled altogether due to a financing related issue.

### **What are the criteria for approving an offer once I find a home that I want to place an all-cash offer on?**

Our only criteria is that you qualify the mortgage associated with the home that you are buying and that the all-cash offer you are placing on the property is at market value.

### **How do you determine market value?**

Before an offer is submitted with your agent, Accept.inc value checks the property with our internal AVM or in-house appraiser. We may also ask your agent for comparable sales to support your bid price. Generally, this process takes less than one hour.

### **How do I know for sure you'll sell the home back to me?**

We sign a resale agreement with you upfront as well as a standard sales contract that legally obligates us to sell the home back to you at the exact price we purchased it for. Any price reductions or credits negotiated during your due diligence period will also be reflected in your contract with Accept.inc.

### **Who pays for my agent?**

Just like an ordinary real estate transaction, your agent is paid their commission by the seller during the Accept.inc cash closing.

## **Do I have to work with a specific agent to use your service?**

You can work with any agent that you want. We are happy to make recommendations to top agents who we have worked with successfully in the past.

## **Do I need to use an agent?**

Technically, no. However, Accept.inc highly recommends you work with an agent who can negotiate on your behalf. We know some great agents who can give you a leg up in negotiations and exclusive inventory.

## **What is the lowest down payment I need to be approved for a cash offer?**

We can issue a Cash Approved with as little as 3% down, dependent on the loan amount. Some exceptions apply to VA buyers.

## **Does Accept.inc require an earnest money deposit?**

Accept.inc will require an earnest money deposit (EMD) slightly higher than industry standard for your home purchase from us. The earnest money deposit will count toward your down payment amount. We will match the Earnest Money deposit with our cash for the all-cash purchase with the seller. That way, all parties can have security and certainty in the transaction! (Please make sure those funds are liquid and accessible.) The higher EMD can also serve to strengthen your offer from the seller's perspective.

## **Can I move in before my mortgage is ready to close?**

For insurance purposes, we cannot allow you to occupy the property before you buy the home. That's why we try to close your mortgage within two weeks of buying it from the original seller.



## **Can I decide not to buy the home that Accept.inc bought on my behalf?**

If you decide to voluntarily walk from the contract, you will lose your earnest money deposit and may be responsible for additional costs associated with the resale of the home. We consider ourselves on your team, and we genuinely hope you feel the same way. These transactions only work if there is real intention to own the home that the cash offer is being made on.

## **What happens to my earnest money deposit if I lose my job and can no longer close on the mortgage?**

If you lose your job, Accept.inc will refund your earnest money deposit. The earnest money deposit is meant to ensure that everyone has "skin in the game", and to prevent you from voluntarily walking away from the home after it has been purchased on your behalf. We will do our best to accommodate non-voluntary issues like the loss of employment.

"Last spring my husband and I began our serious hunt to purchase our next home but we kept getting beat out by cash buyers. We were completely defeated until we read an article on TechCrunch about this new type of lender that will make an all cash offer on behalf of their buyer/borrower once they are approved by them. Having been raised around and worked in a real estate for 15+ years, I thought this is genius! It is a total game changer for real estate...but this has got to be too good to be true, what's the catch?! Literally, NO CATCH, we won the first home we made an offer on with our cash offer. We beat out other higher cash offers because we had the most favorable terms."

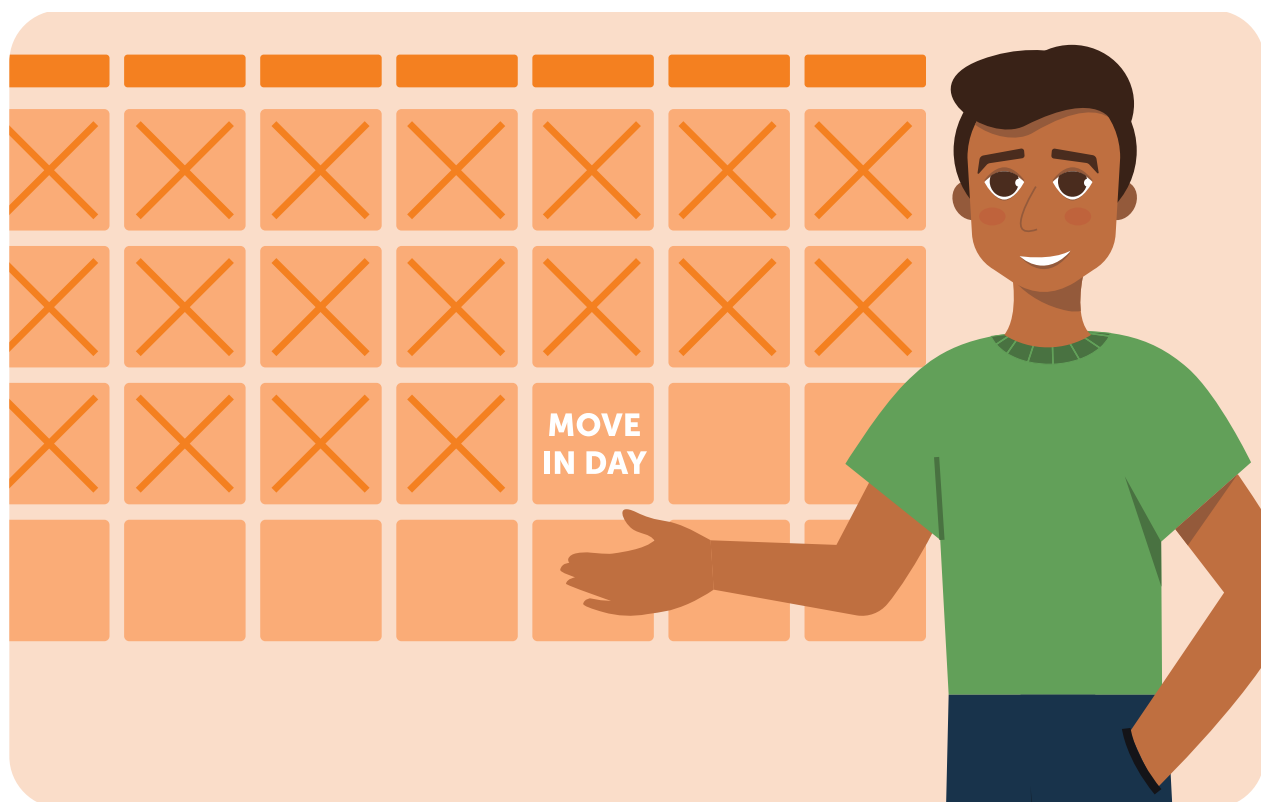
***Accept.inc cash buyer, Denver CO***



## Get cash approved

To start the cash approval process, visit: [www.accept.inc](https://www.accept.inc)

# Thank you.



accept.inc

2401 E 2nd Ave, Suite 300  
Denver, CO 80206  
1 (800) 577-8144  
NMLS# 1621427