

It's Better Than Cash

WINNING BID STRATEGIES WITH REALTOR/LENDER PARTNERSHIPS

Welcome



Lance Wins

THE FIRST-HAND ACCOUNT OF A REALTOR IN THE MARKET



COVID-19 & COMPASS' PROCESS

Compass Mortgage is still working hard to complete the process of our clients' loans though the experience may look a little different to accommodate health concerns for our partners, clients, and team members.

COVID-19 & APPRAISALS



All Compass Mortgage Appraisers are:

- ✓ Educated on COVID-19 health protocols
- ✓ Equipped with gloves and masks to conduct appraisals in homes

During Appraisals, we are committed to:

- ✓ Ensuring the Appraiser and Property Entry Contact has no health issues or sickness within the property for the prior 14 days
- ✓ Wearing gloves during inspection (masks if available)
- ✓ Limiting contact with interior surfaces of the home
- ✓ Limiting time inside property to an absolute minimum to obtain needed information
- ✓ Avoiding close contact with individuals who may be present in home

COVID-19 & NO-CONTACT CLOSINGS



Our clean room environments will consist of:

- ✓ Clean pens, gloves, and masks
- ✓ Video conferencing with a notary
- ✓ Room sterilization after each closing

During Closings, we are committed to:

- ✓ Practicing Social Distancing
- ✓ Create clean room environments
- ✓ Disinfect all surfaces before and after each closing
- ✓ Limit client and staff interactions
- ✓ Sanitize or discard pens after each use
- ✓ Wash our hands frequently
- ✓ Minimize closing personnel to only essential parties

THE CURRENT LANDSCAPE

Sold in 2020

\$6,208,031,649

21,864 transactions

Sold in 2019

\$5,736,145,791

20,715 transactions

Sold in 2018

\$6,182,128,213

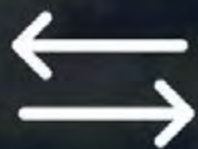
22,091 transactions

THE CURRENT LANDSCAPE



- Interest Rates near all-time lows
- Inventory low
- Competition amid shortage
- Price appreciation in most "average" price ranges
- Fewer homes available in first-time homebuyer ranges compared to others
- Price depreciation and glut of properties in higher priced areas

Market Insight



SOFT
MARKET



RECOVERY IN
THE MARKET



INCREASED
COMPETITION

WHAT YOU CAN DO RIGHT NOW TO PREPARE YOUR BUYERS



Now is the time to
make calls to clients
who have been
considering buying



Advise them of low
inventory and
average market time
in their area



Have them Get
Committed to put
them in the best
position to purchase

PROBLEMS EXPERIENCED WITH FAILED OFFERS



Multiple Bids
Not Accepted



Pre-Approval
Not Worth the
Paper It's
Printed On



Distraught
Buyers



Lost time, lost
clients & lost
commissions

WE HAVE THE SOLUTION

SOLUTIONS TO PRESENTING YOUR CONTRACTS



GET COMMITTED PROGRAM 🏠

- Available on nearly all homes & in all markets
- Subject to appraisal & project review
- Full approval – review full income, asset and debt guidelines for the program, including maximum income on DPA loans

15 DAY GUARANTEE 📅

- We will close the loan within 15 days of a fully executed contract
- Some loan types restricted – Jumbo, Condo, VA & USDA
- Some markets restricted due to appraisal turn times

IT'S BETTER THAN CASH

- What is a verified cash offer?
- How much better can you present a contract KNOWING it's approved vs. *thinking* it likely will be?
- Get Committed – everything but the property is reviewed, approved, and provided with a written commitment.



SET YOUR CLIENTS UP TO WIN.

We may be the only company in the US still making the commitment to do these.