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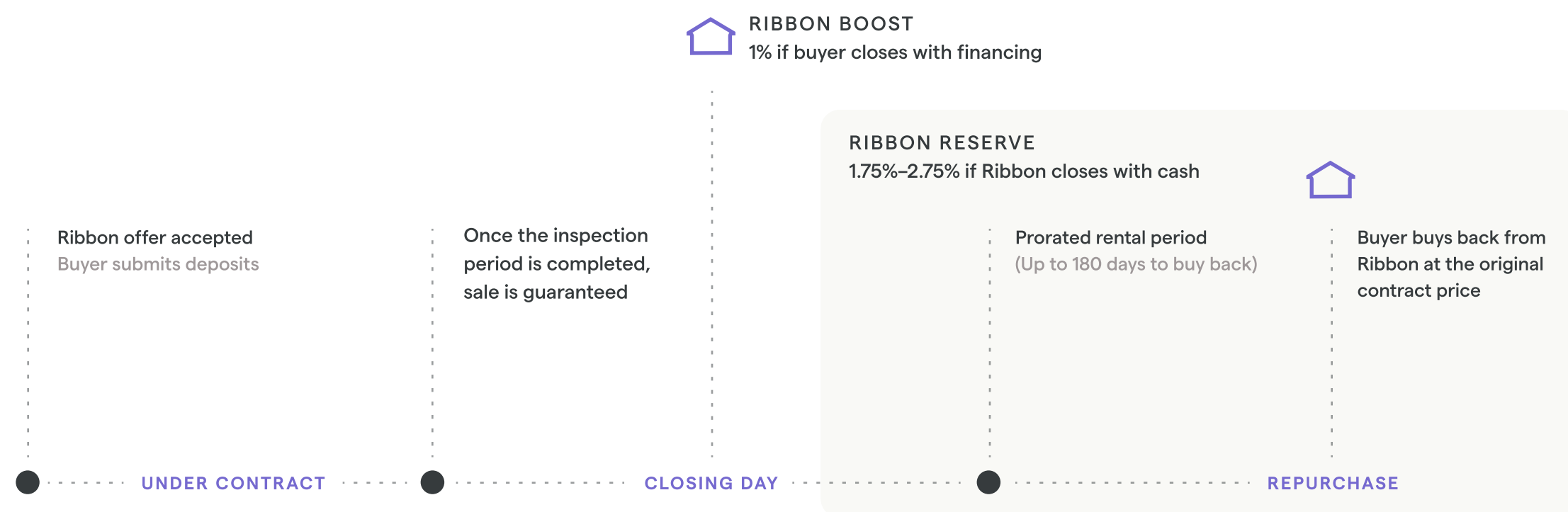
WWW.MORTGAGEPROSUS.COM



Ribbon enables buyers to make all cash offers. We partner with Ribbon to turn your financed offers into cash offers.

WHAT IS A RIBBON CASH OFFER?

A **non contingent offer** backed by Ribbon cash via our addendum. On closing day, if the buyer can't fund, **Ribbon buys the home in cash.** Once the inspection period is complete, the **sale is guaranteed.**



Ribbon works for all buyer types

Ribbon Boost

Buyer's close with their own financing but use Ribbon as a backup to gain a competitive edge

MULTIPLE OFFER SITUATIONS

Upgrade the offer to cash and remove financial and home sale contingencies, increasing the chances to win the dream home by 3x. Great for first time home buyers.

SIMULTANEOUS CLOSING

Secure the next home then list the existing one. Time the purchase and sale closings knowing that Ribbon can step in if something goes wrong.

BUYING NEW CONSTRUCTION

Use Ribbon to remove the biggest pain point for builders, the home sale contingency.

Ribbon Reserve

Ribbon purchases the home. The buyer moves in and has the time and flexibility to secure financing.

BUYERS WHO NEED TO SELL BEFORE THEY CLOSE

Use Ribbon to reserve the home, move in immediately, and get up to 6 months to sell the existing home for max value.

STRENGTHENING FINANCING TERMS

Upgrade FHA/VA/USDA and conventional financing terms to cash.

BUYERS WHO NEED TIME TO FINALIZE THEIR LOAN

Reserve the home with Ribbon, move in immediately, and get up to 6 months to secure financing.

How Ribbon works

How to win the dream home with a Ribbon offer

1 GET BUYING POWER AND A HOME VALUATION

See how much we can back your buyer with cash as well the rent costs

- Upload the buyer's pre-approval to the Ribbon platform.
- Once our team confirms details with the loan officer, we will back the buyer with Ribbon cash up to the pre-approval amount.
- When a prospective home has been identified, add it to the platform and we'll provide you with a home valuation from our internal team. This is the maximum amount of cash that Ribbon will provide, based on the home value.
- We'll also tell you how much the pro-rated rent costs would be if Ribbon was to reserve the home on behalf of your client.
- This process usually takes less than 24 hours. In a hurry? Expedite your request by speaking directly with your Ribbon representative.



What buyers are eligible?

- Mortgage-eligible buyers looking to own a primary residence.
- Over \$500k purchase requires a fully approved letter with income, assets, and credit verified. Under \$500k purchase price only requires credit verified.



What homes are eligible?

- Ribbon purchases single family homes, townhomes and condos for owner occupants in metro areas of our states of operation. Our minimum purchase price is \$150,000 and our maximum purchase price is \$1,000,000. The home must be on 4 acres or fewer and built after 1960 or have been fully renovated. Short sales, foreclosures, manufactured and modular homes are not eligible.

2 WE BACK YOUR BUYER WITH CASH TO WIN

Make a powerful cash offer with Ribbon's backing

- Ensure your buyer has signed the Program Agreement and understands Ribbon's offering.
- The Ribbon Fee is written into the contract and can be split between buyer deposits and seller paid closing costs.
- The power of the Ribbon closing guarantee comes in the form of the Ribbon Offer Addendum. It acts like a contract assignment, ensuring that if your buyer can't close by closing day, Ribbon will step in to buy the home.
- The Ribbon Offer Addendum also waives all financial and home sale contingencies and includes Appraisal Protection where we allow the buyer to waive the appraisal up to the Ribbon Maximum Value.
- Work with your Ribbon specialist to craft the best offer for your buyer. Ribbon's online software makes completing the offer and sending for signatures seamless.
- Once your buyer has signed, quickly send your offer to the listing agent directly through our platform, inclusive of the offer, Ribbon Offer Addendum and Ribbon Cover Letter that details the value of a Ribbon Cash Offer to the listing agent and seller.

Ribbon Boost

- In order for the buyer to close with their own financing, make sure you choose a closing date that gives you enough time.

Ribbon Reserve

- Close in as few as 14 business days.

How Ribbon works (cont'd)

3 RIBBON OFFER ACCEPTED

Closing and commission are guaranteed once the inspection period ends.

- Congratulations! Your buyer's offer has been accepted.
- Ribbon guarantees the sale following an acceptable inspection and may require repairs that affect the safety and structural soundness of the home.
- Once the inspection period is over, the home is guaranteed to close.

Ribbon Boost

- Order the inspection
- Kick off the financing process by ordering the appraisal. Ribbon will guarantee the appraisal value up to our Ribbon Max Value
- If your client is unable to close on closing day, Ribbon will purchase the home on the buyer's behalf

Ribbon Reserve

- Order the inspection
- Work through the closing process with your dedicated Ribbon Transaction Coordinator
- Your client moves in and has 180 days to purchase the home back from Ribbon at the same price we originally paid

4 CLOSING DAY

Ribbon purchases the home and reserves it for your client if financing isn't secured.

Buyer closes with their financing

- If financing is secured by closing day, great! Your buyer will close as normal.
- 1% of the deposits will go to Ribbon to pay for our fee and the rest will be applied as a credit the buyer at closing.

Ribbon purchases the home

- If financing isn't secured (or you chose the Ribbon Reserve solution), then Ribbon will purchase the home.
- Ribbon pays all customary buyer-paid closing costs when we purchase the home and the buyer pays closing costs when they repurchase from us.
- Ribbon will complete the closing process and your client is able to move in once we're on record!

5 PRORATED RENTAL PERIOD

Ribbon purchases the home and reserves it for your client if financing isn't secured.

- If Ribbon purchased the home on your client's behalf, your client will have up to 180 days to secure financing and repurchase the home at the same price we originally paid.
- Your client will only pay for the days they need with rent prorated to the day.

6 REPURCHASE

The buyer buys the home back from Ribbon at the original contract price

- Congratulations! Your buyer now owns their dream home!
- The buyer will pay customary closing costs.