MATT WEAVER TEAM
CROSSCOUNTRY MORTGAGE™

SELL LIKE THE BUILDERS

SELL LISTINGS FAST

PLAYBOOK

frankbarbagallomarketing.com
NMLS326260

SELL LIKE THE BUILDERS

Sellers can now leverage the same marketing strategy that builders are using to sell homes faster!!



THE PROBLEM

In today's transitional market there are listings with multiple offers but also listings that are sitting longer with little to no activity.

THE SOLUTION

The Matt Weaver Team partners with sellers and agents to provide below market interest rates to prospective homebuyers and help listings sell faster. The Matt Weaver Team shares the cost of a rate buydown with the seller in order to make it most attractive and cost effective.

MATT WEAVER TEAM
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SCAN ME

HOW TO GET STARTED

Scan QR to enter your listing in the program. We will email you the approved MLS verbiage to use in your MLS Broker Remarks, followed by a co-branded Buydown Listing flyer for the property you submitted to start promoting.



Frank Barbagallo
Sales Manager
#1 Origination Team in Florida
Crosscountry Mortgage
NMLS326260
Mobile: 850.321.7374
frank.barbagallo@ccm.com

MATT WEAVER TEAM
CROSSCOUNTRY MORTGAGE™

Equal Housing Opportunity. All loans subject to underwriting approval. Certain restrictions apply. Call for details. All borrowers must meet minimum credit score, loan-to-value, debt-to-income, and other requirements to qualify for any mortgage program. CrossCountry Mortgage, LLC NMLS3029 (www.nmlsconsumeraccess.org). Licensed by the Department of Financial Protection and Innovation (DFPI) under the California Residential Mortgage Lending Act.

COST-SHARING BREAKDOWN

1-1 Buydown

Reduces buyer's interest rate by 1% for the first 2 years.

- Example: Today's rate of 5.875%
  - Year One Rate: 4.875%
  - Year Two Rate: 4.875%
  - Years Three+: 5.875%

****Cost: Approximately 1.6% of Sales Price**

****Matt Weaver Team contributes 1% (Cost to seller .6%)**

2-1 Buydown

Reduces buyer's interest rate by 2% year one and 1% year two.

- Example: Today's rate of 5.875%
  - Year One Rate: 3.875%
  - Year Two Rate: 4.875%
  - Years Three+: 5.875%

****Cost: Approximately 2% of Sales Price**

****Matt Weaver Team contributes 1% (Cost to seller 1%)**

3-2-1 Buydown

Reduces buyer's interest rate by 3% year one, 2% year two and 1% year three.

- Example: Today's rate of 5.875%
  - Year One Rate: 2.875%
  - Year Two Rate: 3.875%
  - Year Three Rate: 4.875%
  - Years Four+: 5.875%

****Cost: Approximately 3.5% of Sales Price**

****Matt Weaver Team contributes 1% (Cost to seller 2.5%)**

HOW TO GET STARTED

STEP 1

Scan the QR Code to **enter your listing** into our **Sell Like the Builders** program.

SCAN ME

STEP 2

We will email you the **approved MLS verbiage** to use in your MLS Broker Remarks for the buydown you selected.

2-1 Buydown Example:

- **MLS Broker Remarks:**

"This property comes with a 2-1 rate buydown, reducing the buyer's interest rate by 2% for the first year of their loan and 1% the second year. Buyer is not obligated to use Matt Weaver of CrossCountry Mortgage to have offer accepted however must use Matt Weaver to receive the buydown. The Matt Weaver Team can issue loan approvals in as little as 5 days and close in 10. Restrictions apply. Matt Weaver NMLS175651."

STEP 3

You will receive a **Buydown Listing flyer** for the property you submitted to start promoting. **Click here** to request a co-branded **Sell Like the Builders program flyer** to share with prospective Sellers. (sample on next page)

SELL LIKE THE BUILDERS

SAMPLE

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HOW TO GET STARTED

Contact your agent for more details and to confirm your interest. They will enter your listing in the program and determine an attractive financing package for your listing!



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MATT WEAVER TEAM
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Agent Name
Realtor®
Team/Brokerage
Mobile: 111.111.1111
Agent Email
Agent Website

(Agent Logo)

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