

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 buyers

Step 1 - Get cash approved with Accept.inc.

First, we will issue a standard pre-approval letter for traditional financing so that you can start shopping immediately. We will continue gathering all necessary documents and information to provide you a cash approval. After being cash approved, you are able to benefit from the advantage of making cash offers with our proof-of-funds!

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?

No, our cash offer service costs the same as a traditional mortgage, and our rates are competitive. We do not add any additional fees or points when compared to a traditional mortgage offer.

How does Accept.inc make money if there are no hidden fees?

Off the loan origination, just like any other lender. The difference is that we salary our loan officers instead of paying them commissions and reinvesting that money into the business enables us to provide our cash offer service at no added cost!

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

This is a real cash offer. There are no financing or appraisal contingencies on your offer, it closes much faster than a traditional mortgage, and you will present the seller with our proof-of-funds, so they know you are good for the cash purchase.

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

Ordinary lenders cannot give you the power of a cash offer! According to national statistics, a cash offer is four times more likely to win in a multi-offer situation over an offer with a mortgage!

After you have filled out your application and provided some basic documentation, our Approval Team will quickly review your file to see if you are eligible for an Express Cash Approval, which empowers you to make cash offers in 24 hours or less.

Our team may need to collect additional documentation from you and do a deeper review of your file for a standard cash approval. In this case, Accept.inc will provide you with a traditional pre-approval letter, just like other lenders, so that you can start shopping immediately and submit a traditional offer if you find your

dream home before you are fully approved to offer with cash.

Once you are cash approved, you can submit an all-cash offer with Accept.inc's proof-of-funds. Accept.inc will purchase the home and reserve it for you until your loan is ready to close. The home is then sold to you at the same price that it was purchased for with no additional costs or markups.

Are your rates competitive?

Yes, Accept.inc's mortgage rates are competitive!

Why buy a home with cash if there isn't competition on the property?

Because of what is commonly called the "cash discount." Based on our data, 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 is the premium sellers and agents put on the certainty of cash deals.

How long will it take between the all-cash closing and the mortgage closing? And when can I move in?

After the home is purchased on your behalf, Accept.inc completes the mortgage closing within about ten days. This is when you take title and can move into the home! For insurance purposes, we cannot allow you to occupy the property before you buy the home. Thankfully, the whole transaction, including the cash and mortgage closings, takes less time than a standard closing with a traditional lender, so you will still get the keys to your new home faster with Accept.inc!

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

We can issue a Cash Approval with as little as 3% down on a primary residence, dependent on the loan amount. VA buyers can be approved with as little as 0% down.

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

Our pre-approval process is the same as with any traditional lender. We collect some basic information and documentation and, if you are qualified, we issue a pre-approval letter that you can use to shop for your new home! This can happen in as little as 15 minutes.

Our difference is the ability to upgrade you to a cash buyer! To give you this advantage, we need to ensure that you qualify for a loan BEFORE you submit an offer with our cash. If you qualify for an Express Cash Approval, we can determine this within 24 hours. If not, we will do a full upfront underwrite, which takes only 3-5 business days. A traditional lender underwrites AFTER you are under contract on a home, which means they may determine that your finances don't qualify for a loan right at the finish line. Our process gives you greater certainty upfront.

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

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

Can I submit a traditional financed offer through Accept.inc?

Yes! If you choose not to make a cash offer, Accept.inc can provide you with a traditional loan just like any other lender.

Is there an appraisal?

There is not an appraisal before the cash purchase, but there is an appraisal before your mortgage closes. To protect you from appraisal gap risk, Accept.inc value checks the property before you submit an offer. This way, should you choose to offer above the value check amount, you know any potential appraisal gap you might have to cover upfront, rather than being surprised after you are already under contract!

Can I still get an inspection? What happens if my inspection report comes back with issues?

Yes! We always recommend you have a home inspected. Just as you would in an ordinary transaction, you and your agent have complete control over inspection-related negotiations, and we will not purchase a home unless you and your agent are satisfied with its condition.

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. The EMD will count toward your down payment, and we will match the funds with our cash for the all-cash purchase from the seller. That way, all parties can have security and certainty in the transaction! Conveniently, the higher EMD strengthens your offer from the seller's perspective!

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 due to no fault of your own, 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.

Are there any buyers you can't serve?

Unfortunately, at this time we cannot offer our cash offer service to FHA borrowers or to non-W2 buyers who need a jumbo loan. We can offer traditional FHA loans, however, outside of our cash offer service.

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 with the seller will also be reflected in your contract with Accept.inc.

Do I have to pay two sets of closing fees?

Nope! You only pay the closing fees for purchasing the home back from Accept.inc.



Get cash approved

To start the cash approval process, visit: www.accept.inc

Thank you.

"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

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