



2022

# Divvy Homes

**Ready. Set. Own.**

# Agenda

- **Introduction/How the Program Works**
- **Customer Qualifications**
- **Agent Support**
- **Agent Portal Demo**

# Current Divvy markets



# An alternative path to homeownership

- **For people without perfect financial pasts:** We're perfect if your client had a financial hiccup, or hasn't been able to save for a down payment
- **Live in the dream home while they save:** With Divvy, your customer lives in their home from day one
- **Give the gift of homeownership:** With home savings built into the program, your clients will be able to save for a down payment and buy back the home within 3 years.



A solid yellow vertical bar is positioned on the left side of the slide, extending from the top to the bottom.

Our mission

**Make homeownership  
accessible to everyone**

Introduction to Divvy

# Who is a Divvy customer?

- **First-time home buyers:** Uncertain about buying now, but want to own a home in the future.
- **Not mortgage ready:** Want the benefits of living in a single family home.
- **Discouraged buyers:** Finding it difficult getting an offer accepted
- **Relocating:** Unfamiliar with the community, neighborhood and schools
- **Renters:** Looking for a good quality home



# **Divvy turns an unqualified lead into a homebuyer.**

Earn your full sales commission  
Close in ~2 weeks  
Cash offer, rarely an appraisal

# How our program works

# Sign up for your agent portal



## Get started with Divvy

Homebuyer

Agent

Already have an account? [Log in](#)

How the program works

# The Divvy journey

**Invite a  
customer**



**Customer  
applies (free!)**



**Shop for  
homes**



**Customer  
rents while  
saving**

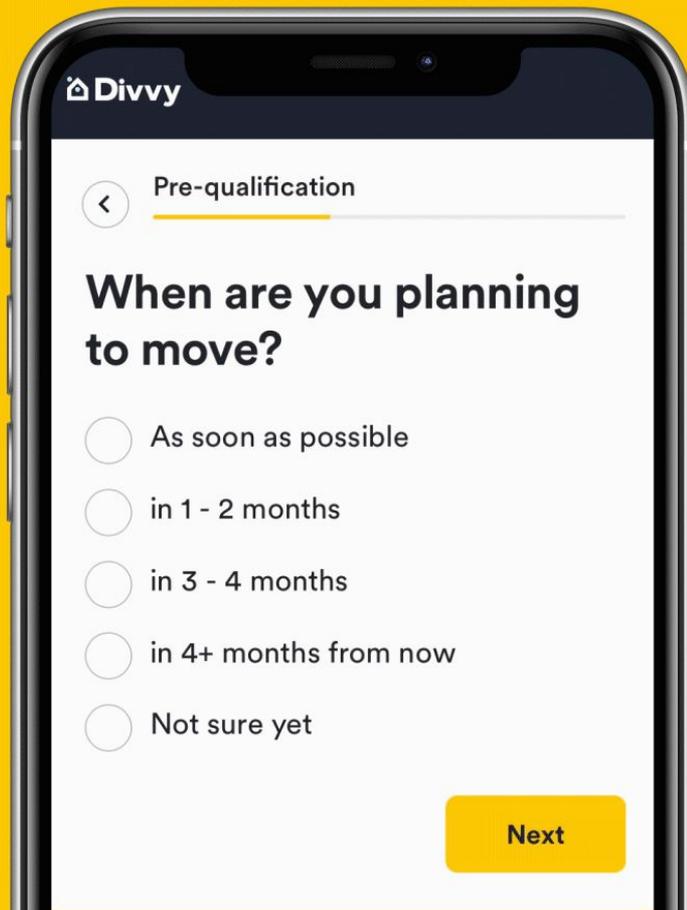


**Customer  
buys back  
home**

How the program works

# Customer applies in minutes

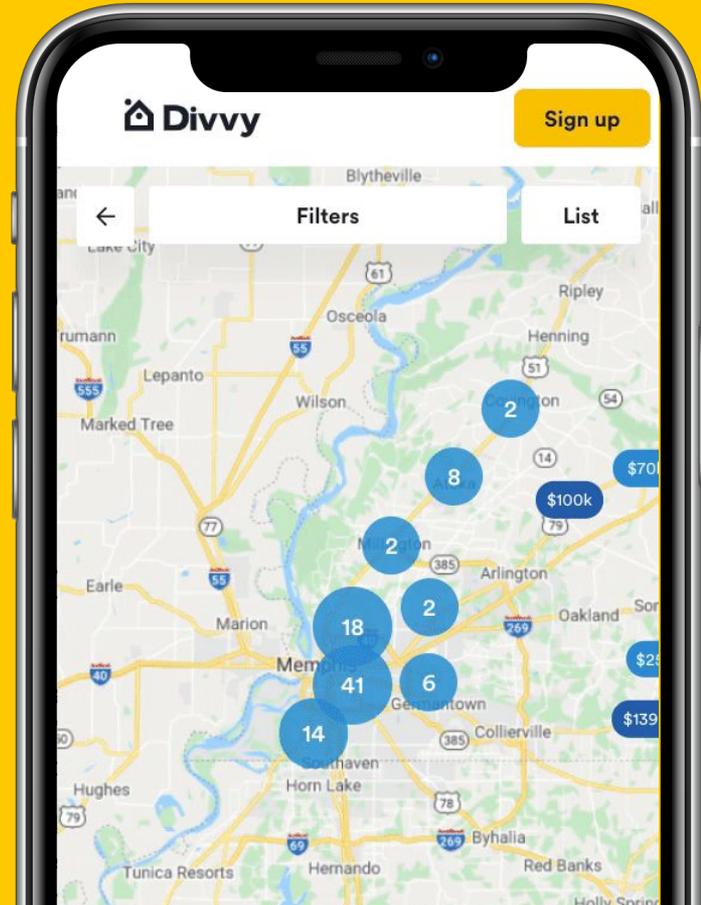
- **Answer simple questions:** The application takes less than 5 minutes and is **free!**
- **Agree to a soft credit check:** It won't affect your customer's score or appear on their record.
- **Get pre-qualified:** If everything looks good, the client will be instantly pre-qualified and be given a preliminary budget.
- **Share some documents:** To get fully approved, we ask for proof of income, identity, and permission to run a background check



How the program works

# Shop for homes

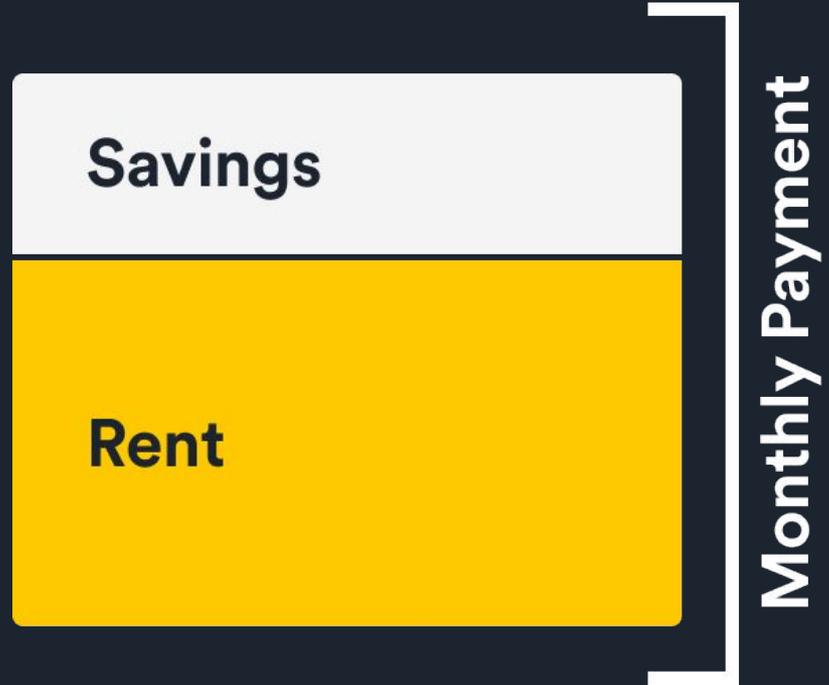
- **Get your budget:** It has two parts—a maximum monthly payment and a total home budget
- **Go home shopping:** Nearly any home listed on the MLS could work for Divvy
- **Divvy makes all-cash offers:** This helps us be competitive and win more bids.
- **Payments:** Before your offer is extended, we'll ask for \$500 Earnest Money. Once the offer is accepted, the balance of the initial savings contribution (1-2%) and one month's rent



How the program works

# Rent and save

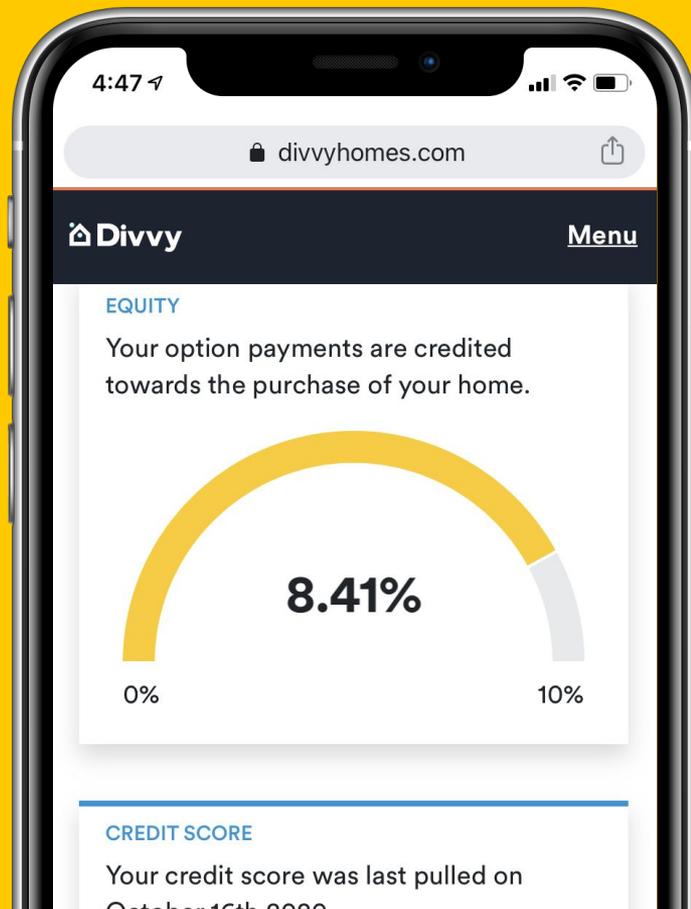
- **Make one monthly payment:** A portion of their monthly payments will go into home savings
- **Save for a down payment:** Over the three year lease, those home savings will build up to 5-10% of the home's value, enough for a down payment
- **Divvy takes care of:** All major maintenance and repairs to make sure the home is livable, all HOA fees, and all property taxes
- **Make your home your own:** Paint the walls or update the floors



How the program works

# Buy the home back

- **Get mortgage-ready:** We offer credit counseling, and help you save for your down payment. Buy your home any time during your lease
- **Use your home savings as a down payment:** All the home savings during your lease will go toward your down payment.
- **Own the home or walk away:** Officially be a homeowner! Or walk away and we'll cash out all your home savings, minus a fee to relist the property (2% of the home's value)



# Customer & Home Qualifications

# Qualification requirements



- **Minimum FICO score of 550**
- **Steadily employed for the last 3 months**
- **No bankruptcy or eviction in the past 12 months**
- **Debt-to-income ratio of up to 50%**

# Savings options

## Above 650 FICO

- 1% Down → build to 5% down payment
- 2% Down → stay at 2% through lease

New

## Above 600 FICO

- 2% Down → build to 5% down payment

## Below 600 FICO

- 2% Down → build to 10% down payment

-Lowest monthly payment

-Customer manages own savings

-Helpful for those struggling to win offers

Home qualifications

# Move-in ready homes

Most homes are eligible for Divvy, but look out for:

- The home needs to be move-in ready—it can't be a “fixer-upper”
- HVAC system must be less than 18 years old
- Roof needs to be in good condition
- No foundation issues, mold, termites
- Must be rental-code-compliant
- Can't be a mobile or modular home
- Must be fee simple



**Divvy can purchase New Construction!**  
The home must be ready to close within 90 days

Home qualifications

# Divvy will not buy

- Condos
- Pre-Foreclosures and Foreclosures
- Short sales
- Auction properties
- Homes with serious maintenance issues
- Homes that are not FHA approved
- Manufactured or mobile homes
- Homes on more than 2 acres of land
- Homes on unpaved roads and/or driveways
- Homes with major repair needs, i.e. roof replacement, HVAC replacement, termites, or structural issues.



Home qualifications

# Prices per metro area

Metro Area	Home Budget
Atlanta	\$130 - \$500K
Cincinnati	\$70 - \$350K
Cleveland	\$60 - \$300K
Dallas	\$170 - \$500K
Denver/Colorado Springs	\$310 - \$675K
Fort Lauderdale	\$210 - \$575K
Houston	\$140- \$450K
Jacksonville	\$90 - \$450K

Metro Area	Home Budget
Memphis	\$60 - \$400K
Minneapolis	\$180- \$475K
Miami	\$240 - \$600K
Orlando	\$160 - \$475K
Phoenix	\$150 - \$575K
San Antonio	\$130 - \$425K
St. Louis	\$60 - \$375K
Tampa	\$160- \$475K

# Agent Resources & Programs

# Divvy teams dedicated to agents

## Agent Support

Providing support specifically for agents:

Email: [Partners@divvyhomes.com](mailto:Partners@divvyhomes.com) - *For client specific questions, please include email address!*

Call: 833-600-0096 option 2

Schedule an appointment: [Agent Support Specialist](#)

FAQs for your clients:

<https://help.divvyhomes.com/>

FAQs for Agents:

<http://agents.divvyhomes.com/en/>

## Agent Success

- Your trusted advisor during your Divvy journey
- Equipping you with tools, tips, tricks and marketing strategies
- Host “Boost Your Business” webinar series and Marketing Strategies webinars to help you master Divvy
- After you sign up, you’ll be introduced to your Agent Success rep

# Preferred agent program

Status	Threshold	Benefits
Silver 	5 referred fully approved clients per year	<ol style="list-style-type: none"><li>1. Earn \$1k for getting 4 fully approved clients each month that you don't close on a home</li><li>2. Agent Success Priority Access</li><li>3. Divvy Certified Classification</li></ol>
Gold 	3 referred closes per year	<ol style="list-style-type: none"><li>1. Earn \$500 for every client you invite to the program that closes on a home with Divvy</li><li>2. Access to Divvy Leads</li><li>3. \$500 Marketing Spend</li></ol>
Platinum 	6 referred closes per year	<ol style="list-style-type: none"><li>1. Earn \$1,500 for every client you invite to the program that closes on a home with Divvy</li><li>2. Dedicated Divvy Account Manager</li><li>3. \$2,500 Continued Education Spend</li></ol>

*Gold and Platinum Preferred Agents receive leads – fully approved Divvy customers ready to home shop*

# Don't forget - sign up for your agent portal!



## Get started with Divvy

Homebuyer

Agent

Already have an account? [Log in](#)