



Thank you for your interest in learning more about selling your home to someone financing with Trio!

As an institutional finance company, Trio provides homeownership financing using a 30-year, fixed rate, FHA mortgage that is no different than any other FHA mortgage financing. The difference is that in Trio financing, purchase and sale agreements include a provision for an assignment of the purchase and sale agreement to a Trio entity in order to complete the loan process and order the appraisal. Trio financing takes no additional time and in fact can actually process faster and with more certainty to close than non-Trio financing given that Trio is already pre-approved with its lender for financing subject only to the results of the appraised value. Trio financings typically close within 30 days provided all parties are timely in their responsibilities.

What distinguishes Trio from other home buying financing is that Trio broadens opportunities for prospective home buyers. It does this by utilizing a lease-to-own agreement that is coupled with the FHA mortgage that is assumable for Trio's customer. Trio has been offering its financing programs since 2001, helping countless families become successful homeowners. What does this mean for sellers? It means access to a much larger buyer market than what has previously been the case and it means more certainty in the closing of the purchase and sale of your home.

To help illustrate, here is a typical Trio financing process: a customer gets pre-approved for Trio financing, then they go shopping for a home with a Trio Preferred agent, an agent that has been through training on how to work with Trio homeownership financing. The trained agent prepares a purchase and sale offer that should include a 3% seller concession, along with the assignment addendum, home warranty, use of an FHA mortgage, appraisal contingency, and a 35-day closing timeline. Note that depending on the home, location and the market conditions these items may change, but they do illustrate typical basic transaction terms.

Then, once the purchase and sale agreement has been executed between Trio's pre-approved customer and the seller, a buyer's inspection report will be ordered from a state licensed inspector. After this is reviewed and it is determined that the transaction will continue forward, then the customer will proceed to sign their lease agreement with Trio and Trio will accept assignment of the purchase and sale agreement and request that the appraisal be ordered by its FHA mortgage originating lender.

Like with any mortgage financing, after the appraisal has been confirmed supporting the negotiated purchase price then Trio will issue its final approval and closing escrow will initiate the closing process and work to coordinate a closing date as defined in the purchase and sale agreement.

It is that simple. From start to finish the team at Trio works to make the process as friendly as possible for all parties involved.

Interested in learning more? Visit thinktrio.com or email closings@thinktrio.com.