



Congratulations! Your client is now approved for financing with Trio. Use these instructions and the guidance provided on [trioresidential.com](https://trioresidential.com) to help your client select a home and finance with Trio.

#### **First and Foremost, Your Commission:**

Yes, you get paid from the buyer's sales commission listed and paid by the Seller. Even though Trio is the ultimate buyer and Trio Residential is the representative broker, participating agents are paid 75% of the commission. Plus, Trio handles all of the transaction management and processing through to closing. See our [Agent Compensation Guide](#) for more details.

#### **Use [trioresidential.com](https://trioresidential.com) and [thinktrio.com](https://thinktrio.com):**

Ensure you read through our materials and training presentation provided on our websites at [thinktrio.com](https://thinktrio.com) and [trioresidential.com](https://trioresidential.com). It's critical that you understand our requirements before making an offer on behalf of a customer.

#### **Qualifying Home:**

Trio provides financing for newly constructed and well maintained homes in qualifying areas. A newly constructed home is defined as built or substantially remodeled in the last 10 years. Before submitting an offer, see 'Find a Home' on [thinktrio.com](https://thinktrio.com) to confirm your selected home is in a qualified market area and does not exceed the maximum home price.

#### **Maximum Home Price:**

Your client's approval letter provides the maximum monthly payment your client is approved to finance with Trio. Use Trio's mobile app to estimate the payment based on the selected home. Be sure to include accurate property taxes and HOAs. We provide separate approval letters for your use should a seller request a financing approval letter from Trio.

#### **Purchase and Sale Agreement Requirements**

Trio does require a few specific forms or addenda. Use your area MLS or builder specific forms for new construction. Upload completed purchase agreements within 3 days of mutual acceptance directly on [trioresidential.com](https://trioresidential.com).

**Financing Contingency:** Use a standard mortgage financing contingency with your offer. Select **FHA Mortgage** as the type of financing as Trio requires an FHA appraisal to be completed prior to final approval.

**Appraisal:** Appraisals are not ordered **until after inspection is completed**, Trio has approved the home, and your client has signed their Trio Lease. So, if you have a tight closing timeframe, condensing the time for inspection is critical.

**Home Inspection:** Unless new construction, include a home inspection contingency with each offer. Trio requires a home inspection, including review for pest infestation, to be completed by your client by a state licensed home inspector.

**Closing & Title:** Use Fidelity National Title & Escrow for closing and title services. In Georgia, use Neel Robinson & Stafford or one of 5 other closing offices that are familiar with Trio's closing procedures and documentation.

**Closing Timeframe:** Trio suggests a closing timeline of approximately 45 days to accommodate inspection, lease signing, home approval and appraisal. Trio closes financings on the 10<sup>th</sup> and 25<sup>th</sup> of each month.

**Price Negotiation:** In order for your client's selected home to qualify for Trio financing, every Trio financed home must include a seller concession to cover buyer closing costs of at least 3% of the purchase price. If the seller does not agree to this concession, then your client will need to make additional cash contributions to move toward closing.

**Earnest Money:** Upon final approval by Trio, any earnest monies on deposit by your client will be applied toward their Trio closing costs with any balance refunded at closing.

**Still Have More Questions** visit [trioresidential.com](https://trioresidential.com) and [thinktrio.com](https://thinktrio.com) or email [closings@thinktrio.com](mailto:closings@thinktrio.com).