



## How Does It Work

**T**rade In – **T**rade Up is a unique program that provides manufactured home owners the possibility of owning a Traditional Home. If you own a manufactured home, this is your opportunity to move into a Newly Constructed Home and make your home-ownership dreams come true! Through the innovating coordination of our solutions team, we make it possible to purchase your existing manufactured home...DEBT FREE!

As an established company in the Metro Detroit area, we understand that many people want to move into a Newly Constructed Home but can't because they are unable to sell their manufactured home. **We have solved that problem and will buy your house – at competitive market value – so that you can purchase a brand New Home!**

When participating in the Trade In - Trade Up program, we offer a *Guaranteed Purchase* price for your manufactured home with the purchase of a new home through one of our preferred builders.



Our program gives you the same amount of money for your house without any of the selling hassles of selling your home on your own! And since we Guarantee to purchase your manufactured home, you are able to live in your existing home until your new home is complete. Once complete, we execute a simultaneous close on your new home and existing home to ensure you never have two mortgage payments.



[www.TradeIn-TradeUp.com](http://www.TradeIn-TradeUp.com)

6303 26 Mile Rd, Ste 201, Washington, MI 48094  
Ph: (866) 561-8813 | Fx: (866) 210-2052 | [info@tradein-tradeup.com](mailto:info@tradein-tradeup.com)



# The Home Buying Process

## Step 1 Register

- Complete application by using one of the following options:
  - ✓ Online at [www.Tradein-Tradeup.com](http://www.Tradein-Tradeup.com)
  - ✓ Enclosed application form
  - ✓ By contacting us at 1-800-497-3297

## Step 2 Initial Contact

- After registering, our Phone Sales Counselor will contact you promptly to explain how the process works. Our Sales Counselor will also schedule a solution meeting for you.

## Step 3 Solution Meeting

- Solution Meeting**
  - ✓ Presented with a Guaranteed offer for your manufactured home
  - ✓ Receive and review a list of new home prices and locations
  - ✓ Discuss closing process
  - ✓ Answer questions
- Pre-Qualify with a Lender**
  - ✓ Meet with one of our diversified lenders to discuss affordability and qualification. By pre-qualifying for a loan, you'll understand just how much home you can afford. This allows you to focus on homes that are within your budget.



## Step 4 Choosing a Home

- Tour homes of interest
- Choose a home
- Schedule appointment with new home sales representative to determine total cost of home
- Sign purchase agreement on new home

## Step 5 Receive "Getting Ready Kit"

- Puts all the information you need to know to complete the process directly into your hands



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## Frequently Asked Questions

### **How do I register if I don't have a computer?**

You may register at any participating Sales Office or you may contact us at 1-800-497-3297 for registration assistance.

### **Am I under any obligation if I submit an application?**

No, by filling out a application it does not obligate you to sell your home nor does it place you under any other conditions.

### **How much will I get for my manufactured home?**

A guaranteed price will be determined for your manufactured home by Trade In - Trade Up based on the condition, location and type of manufactured home you own. This price is often very close to full retail value.

### **What if the price I am offered is not enough to pay off my manufactured home loan?**

We have several innovative strategies and solutions to address this common issue. This is normally an obstacle that our team can help you overcome.

### **Will extra money be added to the price of my home or to my new mortgage because of this program?**

No extra money will be added to the new mortgage.

### **Will extra money be added to the price of my new home because of this program?**

No extra money will be added to the price of the new home. However, depending on participating builders and locations, certain homes are designated for the program.

### **Must I get qualified by a preferred lender?**

Due to the extensive coordination required for the success of this program we have partnered up with preferred lender's. Although you are not required to get a loan thru our preferred lenders, we have found that the coordination of the Trade In - Trade Up team leads to a higher level of overall client satisfaction.

### **What is the Housing Solutions Meeting?**

The Housing Solutions Meeting is a 30 minute meeting with the Trade In - Trade Up team. The Trade In - Trade Up team learns more about your housing objectives so they can begin to identify your housing opportunities for you. You will also be provided with a Guaranteed Offer for your home.

### **May I choose any home?**

Certain restrictions apply. The Guaranteed Offer for your manufactured home may not be combined with any other discounts, special pricing, offers or cooperative broker transactions. Newly constructed homes may be restricted to premium lots.

### **How long does the process take?**

Because each person's situation is different with different factors to work around, there isn't a standard timeline for everyone who participates. Getting you out of your existing home and into a new home could take anywhere from 30 days to 5 months.



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# Application

Please take a moment to answer the below questions.  
Please fax or mail when complete.

Buyer's Name:	
Co-Buyer's Name:	
Address:	
City:	
State:	
Zip:	
Home Phone:	
Cell Phone:	
Businesses Phone:	
Alterative Phone:	
Fax Number:	
E-mail:	
Alterative E-mail:	

Community:	
Make of home:	
Length:	
Width:	
Year built:	
Bedrooms:	
Bathrooms:	
Drywall/VOG/Don't Know:	
Does your home have a fireplace?	
Does your home have centralized air?	
Do you have a Garage/Shed/Both/Neither?	

Are you considering a home or condo?	
Have you visited one of our preferred builder's communities before?	
->If yes, which community?	
How did you hear about us?	
What area would you consider moving to?	

Amount owed on home:	
Lender of Loan:	
Yearly household income:	

By filling out this application it does not obligate you to sell your home nor does it place you under any other conditions.



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