

# Knock Bridge Loan™ Guide

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| Product Name                                            | Knock Bridge Loan™                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| Primary Messaging                                       | <p>Knock enables clients to use the money “tied up” in their current home to purchase their next one, allowing them to buy before they sell.</p> <ul style="list-style-type: none"> <li>Agents can close more homes, faster.</li> <li>Lenders can free up their pipeline by allowing clients to buy before they sell.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| Who’s It For?                                           | For people buying and selling primary homes, we partner with their lenders and agents to provide cash flow along with more certainty, convenience, and competitiveness on their journey.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| What Makes Knock Better Than a Traditional Bridge Loan? | <p>Our first-of-its-kind Bridge Loan comes with a purchase guarantee (Knock Purchase Offer). It “untethers” buyers from a current home and mortgage, but unlike the industry norm, our shared goal is to help get the highest price on the open market.</p> <ul style="list-style-type: none"> <li>92% of our customers homes are on the market less than 90 days.</li> <li>The average sale to list price ratio over the last 3 years is &gt;100%.</li> <li>By far, the majority of our customers sell their home to someone other than Knock.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
| Agent & Lender Benefits                                 | <ul style="list-style-type: none"> <li>Close valuable clients faster.</li> <li>Win more offers with no home sale contingency.</li> <li>No fees to agents or lenders.</li> <li>Work with your preferred agent or lender.</li> <li>Agents can generate buy and sell side commissions.</li> <li>Lenders can generate referrals from agent partners on both sides of the deal.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| Value Propositions                                      | <ul style="list-style-type: none"> <li><b>Competitiveness:</b> Enhance client competitiveness with non-contingent offers, improved cash flow, and a stronger buying position (better debt-to-income ratio).</li> <li><b>Convenience:</b> Offer clients the freedom to move on their schedule, streamlining the transition between homes without slowing them down.</li> <li><b>Certainty:</b> We price fairly and upfront, and there’s no fees to lenders or agents.</li> <li><b>Control:</b> You control the client relationship – we’re your partner, not competition.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| Product Details                                         | <p><b>Financials:</b></p> <ul style="list-style-type: none"> <li>Max Bridge Loan of \$1M (\$2.5M in certain high cost counties) which can be used for: <ul style="list-style-type: none"> <li>Down payment on your new home. <ul style="list-style-type: none"> <li>No need to dip into savings or retirement for the new house.</li> </ul> </li> <li>Up to \$35,000 for home prep for non-structural renovations and maintenance to prepare the current home for listing. <ul style="list-style-type: none"> <li>Including up to \$5,000 to cover moving expenses.</li> <li>No need to put on a credit card or take out of savings.</li> </ul> </li> </ul> </li> </ul> <p><b>Cost to Customer:</b></p> <ul style="list-style-type: none"> <li>Contract fee: 2.25% of the departing property’s estimated list price.</li> <li>Estimated closing cost of \$1,850 (determined based on factors such as the state-specific requirements and loan amount.).</li> <li>There is no interest for 180 days (6 months), and our fees can be taken out of the bridge loan amount. <ul style="list-style-type: none"> <li>The bridge loan is a single payment loan. As an example, a \$150,000 bridge loan with an APR of 2.485% would be repayable in a single payment of \$151,850 on the maturity date.</li> </ul> </li> </ul> |
| Next Steps                                              | Find out if clients qualify at <a href="https://knock.com">knock.com</a> to start the process.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |

