



OVERVIEW:

- Lead generator for agents to then bid on.
- Seller leads are auctioned off to agents with highest kickback do Xome.
- Seller does NOT get to choose their agent!
- Buyers are hit with a buyer premium increasing the house cost by 5%.

XOME / XOME.COM / XOME INC.

- Xome advertises to sellers leads saying it is zero commissions and sell your house for only \$599.00
- Sellers "list" with Xome and it is given to the highest bidder agent who will kick back the most referral money from the forthcoming commission to Xome.
- The winning agent gets to list it on the MLS.
- The seller does NOT get to choose the agent that puts it on the MLS or handles the sale of the home. This agent is ASSIGNED to the seller by Xome.
- Buyers agents bring their buyers and "bid" on the house through Xome and the partner agent.

Here is how the winning "bid" works:

- Winning bid on the house is for example \$500,000
- Then they ADD 5% "buyer premium" (commission): \$525,000 (buyer pays this price)
- Then 2% of the commission goes to the listing agent \$10,000
- Also 2% of the commission goes to the buyers agent \$10,000
- And 1% of the commission goes to Xome company \$5,000
- "Assigned agent" pays Xome a referral fee (Example: 25%)
- Xome also gets the \$599 "listing fee" from the seller

XOME:

1% of the commission:	\$5000
25% referral fee from listing agent:	\$2500
Seller fee of \$599 charged by Xome:	\$599
TOTAL	\$8099