

HOW TO HUBZU™ FOR LISTING AGENTS

It's easy. It's all online. And you can sell on Hubzu in a few simple steps. Plus, we're here to help you each step of the way.



855-267-1900

Sell@Hubzu.com

Hubzu.com

1 GET STARTED



SELL YOUR CLIENT ON HUBZU

Share the Seller's Guide PDF with your client and discuss the benefits of selling with Hubzu. Agree to add a listing to Hubzu.



ADD YOUR LISTING TO HUBZU

1. Sign in on Hubzu.com
2. Select 'My Hubzu – Listing Agent' from the My Hubzu drop down at the top of the page
3. Choose 'Create A Listing' from the left menu and follow the on-screen prompts

CHOOSE YOUR OPTIONS

Pick your reserve price, auction dates and length of auction. Decide if you want to add the Own It Now feature.



2 REVIEW & APPROVE BIDS



MONITOR YOUR AUCTION

From your My Hubzu dashboard, keep track of your listings. Get real-time updates to see who's bidding and the bid amounts.

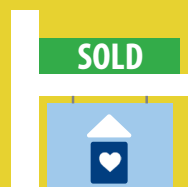


We'll also send you notifications with auction and bid updates.

When the auction's over, **REVIEW AND APPROVE** the final bid.



3 CLOSE THE DEAL



We'll congratulate you and the buyer on the successful bid.



We'll send an email to the buyer with the fees due to Hubzu at closing and copy you. The fees go on the HUD-1, so we'll send instructions to the closing agent.

You **COORDINATE CLOSING** with the buyer's agent.



Within 48 hours, the closing agent wires the fees due to Hubzu.

**THAT'S IT.
WAY TO HUBZU!**



The Easy Way to Buy & Sell Homes Online. Start to Finish.™

WHY SELL ON HUBZU?



Here are the top 5 reasons to sell homes on Hubzu:

1. **Sell faster.** Our online auction platform gives you the edge to sell faster than traditional sale (average 42 days on market with Hubzu online auctions vs. 142* for traditional sales).
2. **Retain 100% of your commission.** Your contract with your seller remains intact.
3. **No cost to you or your seller.** The buyer pays Hubzu a nominal fee.
4. **We help you grow your business.** Powerful marketing support directs motivated buyers to your auctions.
5. **We help you each step of the way.**

* CoreLogic, The MarketPulse report, April 2012

WHAT IS THE COMMISSION FOR THE BUYER'S AGENT?



If a buyer chooses to work with a buyer's agent, the commission remains the amount noted in your contract with the seller.

WHAT IF THERE IS NO BUYER'S AGENT?



You receive the full commission as listed in the contract with your seller.

WHAT TYPES OF PROPERTIES CAN I SELL ON HUBZU?



You can sell single family, condo/townhomes, multi family, mixed use, mobile homes and land.

HOW DO I ADD A LISTING?



You can add a listing in a few easy steps:

1. Sign in on Hubzu.com
2. Select "My Hubzu – Listing Agent" from the My Hubzu drop down next to the Sign In button
3. Choose "Create A Listing" from the left menu and follow the on-screen prompts

HOW DO I DETERMINE THE RESERVE PRICE?



Work with your seller to determine the minimum acceptable price for the property. This amount becomes the reserve price.

HOW DO I MARKET MY PROPERTIES?



We do the marketing for you, providing powerful support that directs motivated buyers to your auctions by promoting them on top real estate sites, including Zillow and Trulia.

- 6.3 MM average monthly page views
- 300 average online views per property per month
- 9 bids per property on average vs. national average of 3.1* offers per property

* Campbell/Inside Mortgage Finance, HousingPulse Tracking Survey (May 2012)

IS AUCTION THE ONLY WAY TO SELL ON HUBZU?



Coming soon, you'll be able to add your listing as either an auction or traditional sale, but for now, auction is the only option.

HOW LONG DOES AN AUCTION LAST?



You decide the length of the auction when you add the listing to Hubzu. Choose from 14, 21 or 28 days.

HOW DO I MONITOR MY AUCTION FOR THE SELLER?



Track bid activity from your My Hubzu account. We'll also keep you updated with emails and notifications.

LET'S HUBZU!

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