

# Build Ahead Program

powered by  calque






Calque is a fintech company that partners with builders, lenders, and agents to offer a 'buy before you sell' solution to buyers. Calque designed a process to help **reduce risk**, and start building right away.

- ✓ Non-contingent financing to secure more contracts
- ✓ Better 'build, move, and then sell' process
- ✓ No start of construction delays / fast qualifications
- ✓ Free up cash for upgrades
- ✓ Protect closings with a Guaranteed Backup Agreement

Here are some quick facts about the **Build Ahead Program**:

Flexible Timelines	Optional Equity Unlock	Build Ahead Maximums
<p>Calque can write a Build Ahead <b>Plan Agreement (PA)</b> for 2, 6, 9 and 12 month time periods.</p> <p>Once the borrower closes on their new build, <b>they will have a 180 days</b> from the date <b>Guaranteed Backup Agreement (GBA)</b> is signed to sell their departing home.</p>	<p>If the client wants a <b>second lien</b>, they can request Calque to make a higher offer around 60 days prior to closing – but Calque cannot guarantee an equity unlock.</p> <p><b>Calque is not a lender</b> and does not provide financing.</p>	<p>Calque can make a max offer of \$1.5 million.</p> <p>The Build Ahead <b>PA</b> is generally written for the <b>minimum amount needed</b> to clear the home sale contingency. This amount may be reevaluated if equity is available and needed.</p>

## With the Build Ahead Program, you can:

-  **Accelerate Closings and Boost Volume**  
Turn prospects into qualified borrowers faster – no waiting for contingent sales or construction delays.
-  **Reduce Fallout and Protect Pipelines:**  
Every deal is backed by Calque's Guaranteed Backup Agreement, giving you greater certainty at closing and providing buyers with peace of mind throughout the process.
-  **Simplify the process so clients can build, move, and then sell.**  
Eliminate the stress of double moves or temporary housing by allowing homeowners to complete their new build and settle in before listing their current property.

## Pricing Certainty

Upfront pricing with no hidden program fees.

### Upfront fee *(variable depending on time frame)*

The upfront fee is paid directly to Calque and is due 14 days after client signs their **PA**. This is usually around the time when they pay their earnest money to the builder.

### Departure fee

The departure fee is applicable upon signing the **GBA** and is taken out of the closing proceeds of the departing residence.

GBA Timeframe	Upfront Fee	Departure Fee*	Total Fees
60 days (SPEC homes)	1% of the PA	1% of the GBA	2%
6 months	1% of the PA	1.4% of the GBA	2.40%
9 months	1% of the PA	1.9% of the GBA	2.90%
12 months	1% of the PA	2.4% of the GBA	3.40%

**Note:** Fee minimums apply for the Departure fee. The fee minimums are \$2k for 6 months, \$4k for 9 months, and \$6k for 12 months.

## Reduce Risk with Calque a Guaranteed Backup Agreement

### Low Risk Safety Net

Calque will buy the home per the **Guaranteed Backup Agreement** if it hasn't sold within 180 days.

If we resell the home for more than we paid for it, **we will refund the profit net of all expenses.**

### Our Goal

Enable homebuyers and their agent to sell the departing residence on the open market for full value.

Calque's Guaranteed Backup Agreement is a non-contingent guarantee that allows lenders to eliminate the departing residence from debt-to-income while providing homeowners 6 months to sell the home on the open market. Through the Build Ahead Program, Calque extends this time frame with a program agreement that commits Calque to issuing a Guaranteed Backup Agreement once the certificate of occupancy on the arriving is issued. If Calque extends an agreement, the guarantee amount will be for just enough to eliminate the outstanding liens at the time the program agreement is signed. Once a certificate of occupancy is issued on the arriving, the departing residence can be re-evaluated to see if equity can be unlocked. Homeowners are not allowed to encumber the property with additional liens.

Ready to sell more homes? Visit our website to learn more.  
[calqueinc.com/buildahead](http://calqueinc.com/buildahead)

