

# Employee Discount Program



**REXX**

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# I. Who is REX?

## REX is leading the Real Estate industry:

- **Lowest fees** – Save up to 70% when you sell your home
- **Top Agents** – Full service and non-commissioned
- **Simple** - One-stop shopping for mortgage, escrow, title and insurance
- **Technology** – Industry Leading
  - Artificial Intelligence
  - Machine Learning
  - Behavior-based algorithms



REX does everything for you.

We have dramatically reduced the cost of a  
real estate transaction

We have radically improved the experience

Your **REX Concierge Program** team is  
salaried and their only metric is WP's  
happiness!



# REX SAVES CONSUMERS 6% ON TOTAL COST OF HOME OWNERSHIP

This is typically HALF the equity the owner has in their home

## FEES PAID AS A % OF TOTAL COST OF HOME OWNERSHIP

**REX**

Industry Standards

Seller Agent (paid by seller)	2.0%	3.0%
Buyer Agent (paid by seller)	0.0%	3.0%
Mortgage	1.0%	1.5%
Title	0.4%	0.4%
Escrow	0.5%	0.5%
Home Insurance	2.0%	2.5%
Home Warranty	0.2%	0.2%
Service connections	0.1%	0.1%
Home Automation	0.2%	0.2%
Home Security	0.2%	0.2%
Re-financing/Home Equity Loans/HELOCs	1.0%	1.5%
Other - moving, appraisal, inspections, staging, touch-ups.	0.5%	1.0%
TOTAL	8.0%	14.0%
REX SAVINGS AND DIFFERENTIAL TO INDUSTRY	<b>6.0%</b>	



"Working with REX was one of the best decisions we have ever made. Their innovative approaches to real estate allowed us to sell our house within days of putting it on the market."

-The Bird Family

*Sold with REX, Bought with REX, used REX Home Loans and REX Insurance*

You are never locked into any program with  
REX.

We work with any lender, title agency,  
insurance provider, etc.

Your **REX Concierge Program** will help  
make sure you get the best deal



## II. REX offer exclusive to William Paterson employees

# Offer for WP Home Sellers

- Sellers pay a 1.75% All-in fee, a significant reduction compared to our already low 2% fee; and the traditional agent fee of 5-6%
- Exclusive concierge service
- This offer is valid in all geographies where REX operates; Ideal for Grad Students or Employees joining WP

# Offer for WP Home Buyers

- 60/40\* share of the Buyside Agent Commission which is generally 2.5 - 3% of the Purchase Price.
- This is additional buyer savings compared to REX's standard 50/50\* share
- Cash paid *at* closing
- Example: \$300,000 home purchase with a 2.5% buyside agent fee = \$4,500 Rebate
- Exclusive concierge service
- This offer is valid in all geographies where REX operates

\* Minimums may apply in some situations

# How WP Employees take Advantage of the Discounts

## **Seller contact:**

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