



FOR IMMEDIATE RELEASE

June 23, 2022

Contact Information Below

Calque Launches Alternate Lending Solution with ALCOVA Mortgage

—The Trade-In Mortgage Allows Buyers to Leverage Current Equity to Purchase Their Next Property—

Austin, Texas and Roanoke, Virginia, June 23, 2022—[Calque](#), the leader in alternative mortgage lending, has launched The Trade-In Mortgage™ with [ALCOVA Mortgage](#) in select markets. Together, Calque and ALCOVA will offer an innovative approach to mortgage lending with The Trade-In Mortgage.

Calque, launched in 2021, empowers homeowners to use the equity in their current home to buy their next home with the Trade-In Mortgage. Unlike other buy-first mortgage lending solutions, homeowners can choose their own real estate agent and work with ALCOVA to make a new-home purchase using a conventional loan without necessarily selling their existing home, first. Using the Trade-In Mortgage, a homebuyer can make a non-contingent offer that is as good as cash on a new home.

“Our mission at ALCOVA Mortgage is to ‘simplify the mortgage process’,” said Bobby Nicely, Owner of ALCOVA Mortgage. “We like to partner with companies who provide innovative solutions to overcome the obstacles that today’s homebuyers are facing. Our Richmond, Virginia, branches are a perfect testing ground to show how Calque can help minimize the complexities and stress that homeowners face when buying and selling homes at the same time—and that’s a win for everyone.”

ALCOVA identified Richmond, Virginia, as the ideal location to launch the program. Richmond is a purchase-driven market with hundreds of pre-qualified borrowers looking for their next home. For homeowners considering their next purchase, the ability to leverage a strong-equity position to acquire a home as if they were buying with cash is a powerful proposition.

“Calque understands the challenges of a market with rising interest rates and limited supply,” said Peter Kallodayschack, head of operations at Calque. “We selected ALCOVA Mortgage as the ideal partner to launch the Trade-In Mortgage in a market where equity is high and inventory is low.”



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About ALCOVA

ALCOVA Mortgage has built a strong reputation as a leader in residential mortgage lending, serving the needs of individual homebuyers, real estate professionals, builders, and investors. ALCOVA Mortgage was founded in 2003 by three childhood friends (Bobby Nicely, Rob Lindstrom and Bill Siple) who named the company to honor their roots in Alleghany County, VA. Headquartered in Roanoke, VA, ALCOVA Mortgage has 78 branches serving 14 states and the District of Columbia. ALCOVA Mortgage is an Equal Housing Lender and an Equal Opportunity Lender. ALCOVA Mortgage Company NMLS ID# 40508, (www.nmlsconsumeraccess.org)

About Calque

Launched in 2021, Calque empowers homeowners to use the equity in their current home to buy their next home. The Trade-In Mortgage from Calque is an innovative mortgage product that simplifies and streamlines the homebuying process. By using the Trade-In Mortgage™, homeowners can submit attractive, non-contingent offers as good as cash on a new property, buy and move into their new home before they sell their existing one, and make repairs and stage their old home for sale after they have moved out. To learn more about Calque, visit <http://calqueinc.com>.

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