



Employee Homeownership Program

Home Buying & Selling 101

Formula For a Successful Home Purchase Experience

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The Advantage Home Plus Program

For more than 20 years, our team members have been partnering with employers to deliver peace of mind and contribute to a healthy financial future for their employees. We specialize in delivering a full service employee home ownership benefit by providing educational programs, assistance in planning, savings on closing costs and connections to industry experts.

SAVING YOU TIME & MONEY

Your home is a major investment. Selecting your service providers is one of the most important decisions you'll make. Thanks to your employer, you can relax! You now have access to a full service home ownership benefit that makes it easier and less expensive.



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Employee Benefit Overview

The team members with the Advantage Home Plus Program understand that financial freedom isn't one-size-fits-all. Your employer has chosen this innovative home ownership program because its customized to fit your individual needs.

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The 3 Main Reasons Financial Experts Advise, Sooner is Better than Later

1. **Prices Continue to Rise:**
 - CoreLogic's latest Home Price Index reports that the bottom in home prices has come and gone. Home values will continue to appreciate for years to come.
2. **Mortgage Interest Rates Are Projected to Increase:**
 - Freddie Mac's Primary Mortgage Market Survey shows that interest rates for a 30 year loan have increased as compared to last year. The Mortgage Bankers Association, Fannie Mae, Freddie Mac & the National Association of Realtors are in unison, projecting that rates will further rise over the next year. An increase in rates will cause an increase in your mortgage payment, causing you to qualify for a lower house price.
3. **Either Way, You Are Paying a Mortgage:**
 - Everyone should realize that, unless you are living with your parents for free, you are paying a mortgage – either yours or your landlord's.

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2 MYTHS THAT HOLD PEOPLE BACK

Fannie Mae’s article, “What Consumers Don’t Know About Mortgage Qualification Criteria,” revealed that “only 5 to 16 percent of respondents know the correct ranges for key mortgage qualification criteria.”

Myth #1: “I Need a 20% Down Payment”

Fannie Mae’s survey revealed that consumers overestimate the down payment funds needed to qualify for a home loan. According to the report, 76% of Americans either don’t know (40%) or are misinformed (36%) about the minimum down payment required.

Many believe that they need at least 20% down to buy their dream home, but many programs actually let buyers put down as little as 3%. In addition, your employee homeownership program has access to down payment assistance programs and down payment grant programs available to those who qualify, enabling the buyer to put ZERO down on their first home.

Here’s the results of the Digital Risk survey of Millennials who recently purchased a home. 64.2% were able to purchase their home by putting down less than 20%, with 43.8% putting down less than 10% and 10% of the population putting zero down.

Down Payment Category	Percentage
0%	10%
1-5%	26%
6-10%	7.8%
11-15%	20.4%
16-20%	23.6%
More than 20%	6.3%
Unknown	6.9%

MILLENNIALS
Between the ages of 18 and 34

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MYTH #2: “I need a 780 Credit Score”

The survey revealed that 59% of American either don’t know or are misinformed about what credit score is needed to qualify.

Many Americans believe a “good” credit score is 780 or higher.

To help debunk this myth, let’s look at Ellie Mae’s latest Origination Insight Report, which focuses on recently closed (approved) loans.

As you can see, 54.7% of approved mortgages has a credit score of 600 – 749. Some, as low as 600.

Bottom Line:
Whether buying your first home or moving up to your dream home, knowing your options will make the mortgage process easier.

FICO Score Range	Percentage
500-549	0.02%
550-599	0.43%
600-649	8.7%
650-699	21.5%
700-749	24.5%
750-799	32.2%
800+	12.7%

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Questions? We Make Getting Answers Simple

- No Obligation Fitness Consult
- Call your personal Client Care Advisor at (800)376-4603
- Use our Online scheduler at [AdvantageHomePlus.com](https://www.advantagehomeplus.com)

