



BUY A HOME, NOT A MYTH. IT'S EASY.

The biggest myth many renters believe is they can't afford to buy a new home. **You can!** This helpful guide will help you avoid the most common homebuying misconceptions.

WHAT'S INSIDE:

Rates + Payments

Affordability

Benefits

Process

Communities

MYTH:

IT'S A BAD TIME TO
BUY A HOME

FACT:

THERE'S NO BETTER
TIME THAN NOW

INTEREST RATES COULDN'T BE LOWER.

Interest rates have never been this low! When rates fall, the market tilts in favor of the buyer.

What does that mean for you? **More house for your money and more money in your pocket.**

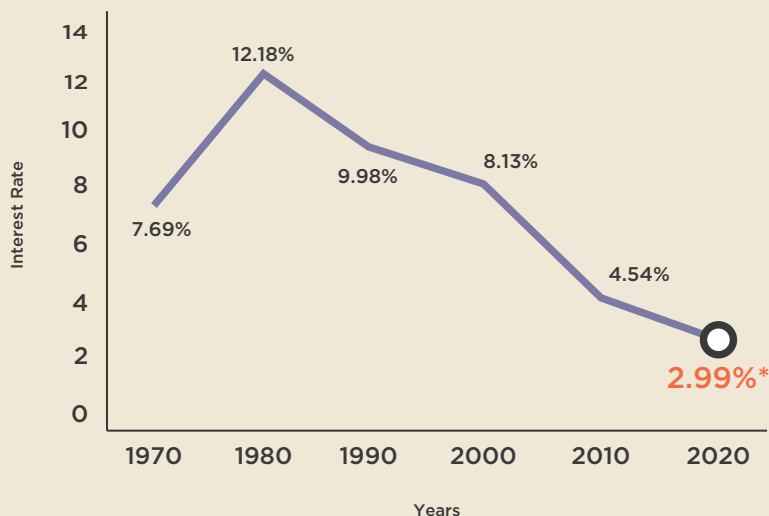
There has never been a better time to buy a new home. Truly.

MONTHLY PAYMENTS**

2010
\$2,330

2020
\$2,075

INTEREST RATES ARE AT AN ALL-TIME LOW



CHECK OUT THE MORTGAGE
CALCULATOR ON
[HILLWOODCOMMUNITIES.COM](https://www.hillwoodcommunities.com)



* Source: www.FreddieMac.com as of July 30, 2020

** Payments based on a \$300K home financed with 3.5% down at the average U.S. mortgage rate for the year per www.bankrate.com; includes estimated taxes and PMI.

MYTH:

IT'S 20% DOWN
OR NOTHING

FACT:

AS LITTLE AS
0% MAY DO*

THE FACTS ON THE FIGURES

Buying a new home is a major financial move that requires some upfront costs. One of those is your down payment. It's usually a percentage of the sale price and represents your initial stake in the new home.

TYPICAL 3.5% DOWN FHA LOAN
ON A \$300,000 NEW HOME

\$10,500

QUALIFYING VA AND USDA LOANS
ON A \$300,000 NEW HOME

\$0

Saving for a 20% down payment is one of the biggest obstacles for many homebuyers. But it's not your only option. Depending on the type of loan you qualify for, some government loans and programs are structured to help you **purchase a new home with little to no money down**. If you're considering a new construction, many home builders offer assistance with closing costs and other promotions.



VA LOANS¹

- Zero Down
- Past or Present Member of the Armed Forces

FHA LOANS²

- 3.5% Down
- No Income Restrictions
- Min. Credit Score: 580

FIXED-RATE LOANS³

- As Low as 3% Down
- Good Credit

USDA LOANS⁴

- Zero Down
- Qualifying Geographic Areas

*Zero down loans are available for qualified buyers in qualified areas. Ask your lender for details on all mortgage options.

1. <https://www.va.gov/>

2. <https://www.hud.gov>

3. <https://www.zillow.com>

4. <https://www.rd.usda.gov/>

MYTH:

RENTING SAVES MONEY

FACT:

BUYING BUILDS SAVINGS

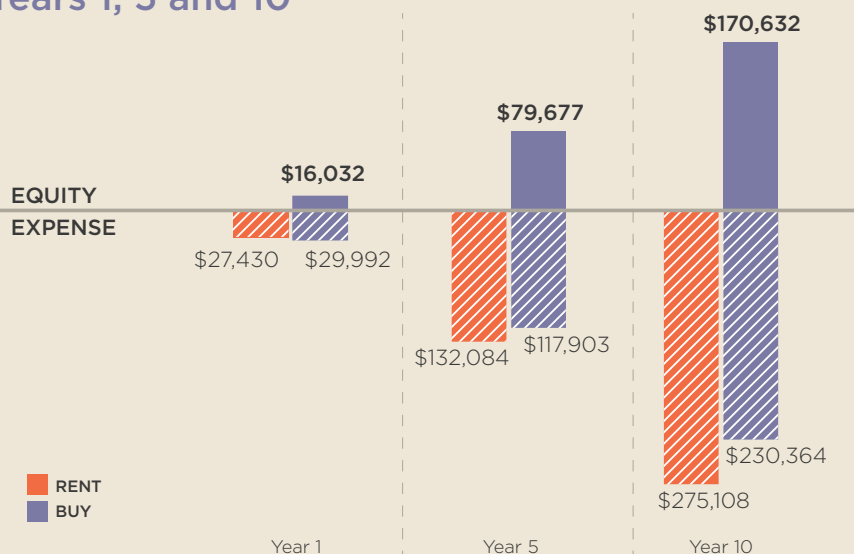
RENT ADDS UPS

It is true that monthly rents are often less expensive than a mortgage payment. However, you may not realize what that spend looks like over time. Most renters can pay out as much or more than a homeowner over a 10-year period. Imagine what else that money could have bought.

BUYING EQUALS SAVING

When you write the monthly rent check, that money is gone...**for good**. Buying a new home is a great way to build savings in the form of home equity. In the same 10-year period, you could realize more than \$170,000 in home equity through a combination of mortgage payments and home value appreciation. You are making monthly payments for something you own, which is a great value.

THE TRUE COST OF RENTING Years 1, 5 and 10



*Rent figures above are based on an actual Dallas-Fort Worth area 2-bedroom/2-bath apartment starting at \$2,035, \$15 monthly pet rent, and renters insurance rates for DFW with an annual inflation rate of 2%. Buy figures above are based on a new home purchased in Denton County for \$300,000, a downpayment of 3.5% at an interest rate of 2.99%, estimated property taxes for Denton County, principal and interest amortization for a 30-year fixed rate FHA loan, private mortgage insurance required for FHA loans with less than 20% down, and homeowners insurance rates accounting for inflation. Home value appreciation is based on 3% annually.



MYTH:

RENTING IS PERFECT

FACT:

BUYING IS BETTER

MORE TO CONSIDER ABOUT YOUR NEXT MOVE

Renting may appear to check all the boxes, but there is much more to consider.

LIVING SPACE

HOMEOWNERSHIP GIVES YOU THE FREEDOM TO CREATE THE LIFE AND SPACE YOU'VE ALWAYS WANTED. OWN PETS, PAINT ROOMS, MAKE CHANGES THAT MAKE A HOUSE YOUR HOME. AND DO IT ALL WITHOUT A LANDLORD'S APPROVAL.

PRIVACY

AN ENCLOSED GARAGE, PRIVACY FENCE, AND NO SHARED WALLS, CEILINGS, OR FLOORS. OWNING A NEW HOME GIVES YOU PRIVACY, QUIET, AND PEACE OF MIND.

COMMUNITY

BUYING A HOME GIVES YOU ROOTS. A COMMUNITY TO BECOME PART OF. AND AN OPPORTUNITY TO CREATE MEANINGFUL RELATIONSHIPS AND CONNECT WITH YOUR NEIGHBORS.

MORE OPTIONS

FROM COLOR COMBINATIONS, CABINET DOOR STYLES, SQUARE FOOTAGE, AND MORE, BUYING A NEW CONSTRUCTION HOME GIVES YOU FLEXIBLE FLOORPLAN OPTIONS, MORE SPACE, AND EXTERIOR DESIGN CHOICES YOU DON'T GET WITH RENTALS. THE CHOICE IS YOURS!

AMENITIES

IN ADDITION TO POOLS, PARKS, AND PLAYGROUNDS, HILLWOOD COMMUNITIES MASTER-PLANNED NEIGHBORHOODS OFFER UNCOMMON AMENITIES INCLUDING FOOD TRUCK PARKS, CO-WORKING SPACE, BARK PARKS, ON-SITE SCHOOLS, AND MORE.

WARRANTY

AS A HOMEOWNER, YOU NEVER KNOW WHEN YOU'LL HAVE TO FIX OR REPLACE SOMETHING. NEW CONSTRUCTION HOMES REQUIRE LESS MAINTENANCE AND COME WITH A WARRANTY, REDUCING THE POSSIBILITY OF UNFORESEEN EXPENSES.

HOME EQUITY

BUYING A NEW HOME IS A BIG DECISION THAT CAN RESULT IN BIG REWARDS. IN ADDITION TO FREEDOM AND FLEXIBILITY, HOMEOWNERSHIP IN THE RIGHT LOCATION ADDS TO YOUR HOME EQUITY. HILLWOOD COMMUNITIES MASTERPLANS OFFER ADDED VALUE TO YOUR INVESTMENT THROUGH HOMEOWNERS' ASSOCIATIONS THAT MAINTAIN COMMUNITY SPACES AND AMENITIES. THIS MAXIMIZES YOUR PROPERTY VALUES OVER TIME.

MYTH:

**BUYING A NEW HOME
IS COMPLICATED**

FACT:

**IT'S EASIER
THAN YOU THINK**

HOW TO GO FROM RENTER TO HOMEOWNER

1. FIGURE OUT YOUR BUDGET

You can start by downloading your credit report to check your financial history. Good credit is a determining factor in the type of loan, interest rate, and amount you'll be approved for.

2. FIND A REALTOR

An experienced realtor can help with contracts, negotiations, and other counsel. As a first-time homebuyer, it helps to have someone who knows how to navigate the process on your side.

3. GET PRE-APPROVED

Talk to a lender to determine exactly how much you can borrow at what rate. After verifying your credit, income, and assets, your lender will pre-approve a home loan, so you can submit an offer with confidence. If your credit is less than perfect, ask about programs designed for homebuyers with low credit scores.

4. FIND YOUR DREAM HOME

This is the fun part! When you're looking for homes, consider where you want to live and the type of community that fits your lifestyle. Master-planned communities, like those from Hillwood Communities, offer all the best amenities and the ability to customize your home.

5. GET THE KEYS

Dream home? Check! Now that you've qualified for your new home and selected the perfect Hillwood Communities masterplan, it's time to make an offer based on your budget. If it's accepted, you appraise and inspect before moving on to closing. Once you get the clear to close and the documents are signed, you're officially a homeowner!

READY TO BUY NOW?

Move-in ready homes offer all the benefits of a new home without the wait. Often these homes come with pricing incentives. So, if you're ready to buy today, check out the available inventory on our community websites.

DON'T BUY INTO A MYTH

When it's time to decide whether to continue renting or buy a new home, don't let myths and misconceptions fill your mind.



~~PERFECT CREDIT?~~ MYTH.

~~TOO EXPENSIVE?~~ MYTH.

~~THE TIMING ISN'T RIGHT?~~ TOTAL MYTH.

Hillwood Communities prepared this guide to help you separate fact from fiction and highlight the most important factors to consider—like interest rates and down payments—so **you can decide what's right for you.**

A COMMUNITY TO CALL HOME

In every Hillwood Communities neighborhood, we take the time to focus on natural ways for people of all ages to connect. Purposeful design, outdoor gathering spaces, and thoughtful amenities spark encounters and foster community in every sense. Find your new home, today.

Discover more at hillwoodcommunities.com



CELINA, TX
FROM THE MID \$200s



LUCAS, TX
FROM THE \$500s



ARGYLE, TX
HIGH \$200s TO \$600s



MELISSA, TX
LOW \$300s TO \$500s



CELINA, TX
MID \$300s TO \$500s



NORTHLAKE, TX
HIGH \$200s TO \$600s



MANVEL, TX
MID \$200s TO \$600s



LITTLE ELM, TX
MID \$200s TO \$500s



GEORGETOWN, TX
FROM THE HIGH \$200s



TOUR OUR COMMUNITIES
VIRTUALLY OR VISIT IN
PERSON TODAY!

H HILLWOOD
COMMUNITIES
A PEROT COMPANY®