



**Home Partners  
of America®**



## LEASE PURCHASE PROGRAM

Home Partners is not a mortgage company, does not have any obligation to provide and does not provide financing and cannot guarantee or in any way assure that a resident will be able to obtain a mortgage if and when he/she wishes to exercise their right to purchase. ©2019 Home Partners of America, Inc. All rights reserved. Home Partners and the Home Partners of America, Inc. logo and "A New Path to Homeownership" are pending or registered trademarks and service marks of Home Partners of America, Inc. or its affiliates.





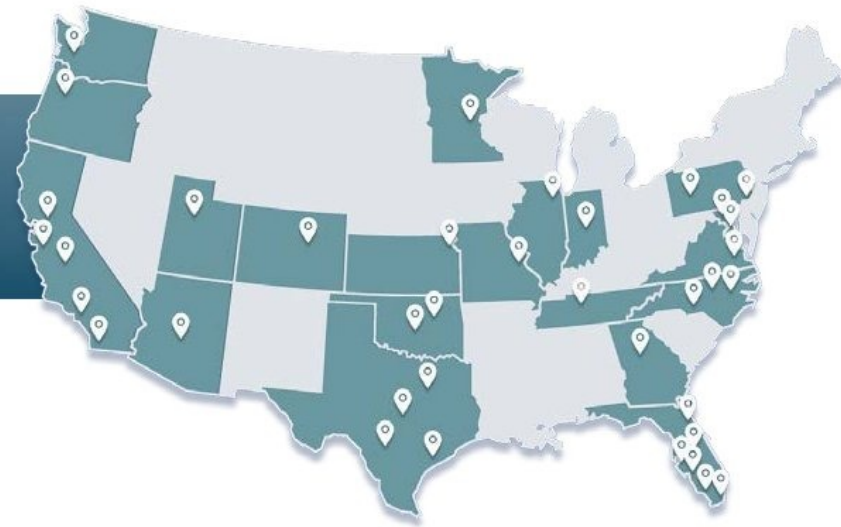
Home Partners of America's mission is to make homeownership a reality for more people by providing residents a transparent Lease Purchase Program which offers them more choice, flexibility, and control.

57,000+ PEOPLE

36,000+ PETS

14,000+ HOMES

OPERATING IN 40 MARKETS  
NATIONWIDE.



Home Partners of America helped to turn one of the darkest times in our lives around. The fact that we could lease a home of our choosing with an option to buy it made me totally OK with letting go of the past and looking toward the future.

-Charlotte F.

FEATURED IN:

The Washington Post

CHICAGO  
MAGAZINE

Orlando Sentinel

NORTHWEST  
HERALD

THE WALL STREET JOURNAL

inman

The Atlantic

SunSentinel

FOX 12  
OREGON

Chicago Tribune

MEMBER  
WORLDWIDE / ERC  
THE WORKFORCE MOBILITY ASSOCIATION

Bloomberg  
Business

WBEZ 91.5

FOX  
BUSINESS

WFAA 8-abc

Testimonials have been selected by Home Partners. They may not be representative of all those who use our program and your experience may vary. Testimonials are prepared by the featured agent or resident, although Home Partners may have used less than the entire testimonial that was provided. Testimonials reflect the opinions or views of the reviewer and are not representations or other communications on behalf of Home Partners.

# A SIMPLE AND TRANSPARENT PROCESS

Application to move-in can generally take 45 days or longer.



Apply for approval at HomePartners.com.



Once approved, work with your agent to find a Home Partners qualified home.



Home Partners buys the home and leases it to the resident with the right to purchase the home.

A resident's only financial obligation is a **1 year lease**. Approved residents have the option to:



Purchase the home at any point during their residency for a pre-set price.

or



Renew their lease in one year increments, for a total term up to five years (three years in Texas).

or



Move out after their lease term with no further obligation. Security deposit returned in accordance with lease terms.

*Make sure to apply through the direct invitation link sent by your agent. If you accidentally register without including your agent's information, please call customer solutions at (877) 234-5155 to add them to your account.*



# BENEFITS TO RESIDENTS



## **TRANSPARENCY** - No hidden fees or non-refundable deposits

Upon entering the Lease Purchase Program, residents are given the monthly lease and purchase price information each year for up to five years,\* so they can plan for the future. Home Partners purchases the home the residents want, providing them with an affordable lease and a pre-set purchase price each year for up to five years.\*



## **CHOICE** - More homes, better homes

Home Partners provides access to the MLS listings in approved communities we serve, expanding residents' selection to all qualifying homes for sale.



## **CONTROL AND FLEXIBILITY** - Residents are in control

Residents have the right to purchase the home at any time during their occupancy, at the pre-set price. If the home value appreciates above this price each year, they realize a financial benefit. If the value of the home declines, they can choose not to renew their lease and walk away without penalty.



## **FINANCIAL RESOURCES** – Planning & budgeting

Residents have access to a selection of optional third-party financial resources that provide tools, counseling, and guidance through financial issues such as debt and other credit challenges.

*\*3 years in Texas*

# RESIDENT CRITERIA\*

We evaluate household rent-to-income and debt-to-income ratios, rental and housing history, employment history, criminal history, FICO® scores, and other elements of an application:



**Pets Are Welcome\*\***

## Every Household Must Provide:

- Full Application from everyone 18+ years old
- Application fee
- Supporting documents

## Basic Requirements:

- Annual household income of \$45,000+
- Stable employment
- No recent history of eviction and no pending bankruptcy
- Acceptable criminal history



\*Subject to change

\*\*Up to three pets (cats or dogs) with a max weight limit of 180 pounds total. For dogs, you must not have a Doberman, Pitbull, Rottweiler or Mastiff. We do not allow for other animals such as pigs, horses, chickens, goats, etc. There is a \$300 per pet fee in most states. This fee is due with the required deposit and is refundable in the event you purchase the home. Otherwise, it is not refundable.



# PROSPECTIVE RESIDENT APPROVAL PROCESS

## Pre-Qualification Questions

The prequalification has several Yes/No questions designed to see if you fit Home Partners' basic requirements and are a good candidate to continue the application process.

- Does your household make a minimum gross income of \$45,000 per year?
- Does your household have 45 days to move?
- Will your household be able to provide a deposit equal to twice your desired rent?\*
- Is your household looking in a community that Home Partners buys in?

## What to Expect Once You've Been Approved

- You will be notified of your maximum monthly rental amount.
- Your approval will be good for 90 days before it expires.
- Home Partners will be checking in throughout the process to see how your home search is going.
- Your agent should start showing you homes that meet our criteria and your rental amount.

Contact Home Partners Customer Solutions at **877-234-5155** with any questions throughout the process.

If you are denied and would like to know why, contact Application Support at [applicantstatus@homepartners.com](mailto:applicantstatus@homepartners.com).

\*Only one month of rent as security deposit is required in Kansas and 1.5 months of rent in Arizona

# PROPERTY CRITERIA

## Home must meet the following requirements:

### Property Type

- ✓ Single family home or fee-simple townhome
- ✓ List price between \$100,000 and \$400,000\*\*
- ✓ No condo associations, commercial or multi-family properties
- ✓ HOAs allowable on a case by case basis
- ✓ Pools are permitted in select states

### Safety Considerations

- ✓ No material deficiencies (e.g., major structural issues, aluminum wiring, etc.)

### Make-Ready Options

- Before any offers are made, you will complete a Renovation Checklist: request paint, carpet, and appliances if any are broken or missing.\*\*\*
- Home Partners will facilitate an inspection to make sure any health and safety concerns are addressed between when we purchase the home and when you move in.
- Home Partners does not complete strictly cosmetic repairs such as replacing countertops or replacing carpet with hardwood.

### Size

- ✓ Minimum of two bedrooms
- ✓ Lot of two acres or less

### Sale Type

- ✓ Traditional sale or FSBO
- ✓ No REO, short sales, or auction



### Location

- ✓ In a Home Partners approved community  
To see a list, visit: [www.homepartners.com/find-a-home](http://www.homepartners.com/find-a-home)

*\*Subject to change*

*\*\*Maximum may vary in select markets.*

*\*\*\*If approved and completed, the cost of these requests will be added into the Right to Purchase price.*



# PROPERTY SEARCH

To start your property search, click on the “Find a Home” tab or use the search box:

Home Partners of America  
A NEW PATH TO HOMEOWNERSHIP

Find A Home How It Works ▾ About Us ▾ Contact Us

Search Address, City, Zip, Neighborhood 🔍

Atlanta Metro 🔍 Est. Rent No min ▾ - \$ 2,000 ▾ Est. Price No min ▾ - No max ▾ Bedrooms Any ▾ Bathrooms Any ▾ High Schools 0 ▾



1500 Terminal Court, McDonough, GA 30252

4 beds | 2.5 baths | 2781 sq ft  
MLS # 8391915



155 Mill Wood Lanes, Fayetteville, GA 30214

4 beds | 2.5 baths | 3009 sq ft  
MLS # 8391454

- Refine your search by entering the preferred metro, city, zip, address, etc.
- To find homes within your approved rental amount, use the maximum estimated rent filter.
- Click on a listing to view the property details.

155 Mill Wood Ln, Fayetteville, GA 30214 (MLS # 8391454)

List Price: \$269,900 4 Bedrooms 2.5 Bathrooms 3009 sq ft



## Estimated Rent

Based upon the list price of this home, **\$269,900**, the estimated **Home Partners Monthly Rent**<sup>\*</sup> breakout is as follows:

Home Partners Monthly Rent: **\$1,900**

	Rent	Estimated Right to Purchase
Year 1	\$1,900	\$285,370
Year 2	\$1,980	\$299,630
Year 3	\$2,050	\$314,620
Year 4	\$2,130	\$330,350
Year 5	\$2,210	\$346,860



# RENT AND PURCHASE PRICE TRANSPARENCY

Home Partners will analyze the value of the home and provide a schedule of rent and estimated Right to Purchase price for each lease term for up to five years.\*

## Example Pricing Structure:

Cost Type	Price
Purchase Price	\$190,000
Closing Costs	\$2,000
Make Ready Estimate	\$6,000
Requested Renovations (Optional)	\$2,000
<b>Estimated Total Cost Basis</b>	<b>\$200,000</b>

- We will send the household an email outlining an estimate of the Acquisition Cost and our offer
- Households review and must agree to pricing before we make an offer
- Rent increases by 3.75% each year
- Purchase price increases by 3.5% - 5% each year depending on the location of the home
- Move-in date (minimum 10 business days after closing date)



\*3 years in Texas

# APPROVED RESIDENT MOVE-IN PROCESS



**pathlight**  
PROPERTY MANAGEMENT

Pathlight Property Management oversees the management of all Home Partners' properties. If you need assistance with the property you can reach out to Pathlight at [800-527-5030](tel:800-527-5030).

## Field Support Specialist

Within 10 days of moving in, your Pathlight FSS will:

- Walk through the home with you and advise you on how to maintain and clean it.
- Cover how to troubleshoot common issues.
- Photograph the condition of the home and make note of any immediate repair needs.
- Complete a move-in condition form with you.
- Show you how to make maintenance requests.

*A similar process will occur when moving out of the home, should you choose to not renew your lease.*

## Resident vs. Landlord Responsibilities

- While renting, you can reach out to Pathlight with any health and safety concerns. They will send a vendor for any needed repairs.
- Any maintenance costs that are accrued during your time renting up to \$2500 are added to your Right to Purchase Price.
- You will be responsible for basic maintenance such as landscaping, lightbulb and battery replacement, changing air filters, etc.
- Home Partners uses a utilities provider, Conservice, during the move-in process to provide uninterrupted utilities service.
  - There is a \$30 set up charge and a monthly processing fee of \$7.95.\*
  - Once moved in, Water, Sewer and Trash will remain in Pathlight Property Management's name.\*\* When utilities are placed in Pathlight's name, they will be billed back to the resident via the resident ledger.
  - Conservice maintains all Water, Sewer, Trash and utilities that may be bundled with those services and post these costs to the Pathlight Resident Portal.

\*\$3.95 per month in NC.

\*\*If any additional utilities are bundled with Water, Sewer or Trash, those will also remain in Pathlight Property Management's name.



# RESIDENT RESOURCES



NewRez is committed to serving the needs of Home Partners' residents. We offer:

- Exclusive Pilot Program!
- Zero down payment option including VA and USDA
- Down payment assistance may be available
- Portfolio programs

Now, through the Home Partners Ownership Conversion pilot program\*, your lease security deposit with Home Partners may be used toward your down payment. Plus, your down payment may also include any home price appreciation on the home you lease through Home Partners. NewRez is the exclusive lender for this pilot program. To learn more call 855-388-8870 to speak with a licensed Loan Officer of NewRez about converting from a lease to a mortgage. Equal Housing Lender. CorpNMLS#3013

\*Home Partners is pleased to introduce residents to these service providers. However, Home Partners does not require you to obtain a loan from a particular lender. Residents are responsible for evaluating loan products offered by these lenders, and may want to consider other lenders. In order to qualify for discounted lender fees financing must be initiated through this inquiry page, email, or phone call and must utilize your dedicated company benefits team for processing of the loan. Discounted lender fees will be issued as a credit at closing. Capped lender fees include Processing, Underwriting, credit report, flood certification. The Ownership Conversion pilot is for first-time homebuyers who meet Fannie Mae's eligibility requirements. An individual is considered a "first-time home buyer" if he or she (1) is purchasing the home being purchased; (2) will reside in the home being purchased as a principal residence; and (3) had no ownership interest (sole or joint) in a residential property during the three-year period preceding the date of the purchase of the home. In addition, an individual who is a displaced homemaker or single parent also will be considered a first-time home buyer if he or she had no ownership interest in a principal residence (other than a joint ownership interest with a spouse) during the preceding three-year time period.

Please note that Home Partners of America is not a credit counseling agency, credit repair organization, or similar service. We do not assist or advise consumers on how to improve their credit scores.



Home Partners has proudly teamed up with GreenPath Financial Wellness, a national nonprofit focused on financial wellness. We encourage the Home Partners Community to utilize GreenPath's services which provide households with the tools and counseling to develop and maintain a financial wellness plan including mortgage-readiness, as well as guide households through financial issues such as overwhelming debt and other credit challenges.

As real estate agents representing Home Partners of America, you can use these tools to better educate potential residents, or you can use them to improve your own financial wellness. GreenPath has a variety of FREE services such as a Budgeting Worksheet and A Guide to Understanding Your Credit.

As members of the Home Partners community, our residents and agents receive the benefit of a waived participation fee\*\* for counseling sessions in which you can receive assistance with:

- Personal and family budgeting
- Understanding your personal credit report & how to improve your score
- Personal money management
- Debt repayment (fees may apply)
- Avoiding bankruptcy, foreclosure, and repossession

\*\*For a limited time only.



# Home Partners of America®



Don't forget to  
like our Facebook  
page and tag us in  
your social posts!

@HomePartners #HomePartners



HomePartnersofAmerica



@HomePartners



@HomePartners

For more information, please contact:



#### LOCATION

Home Partners of America  
120 S. Riverside Plaza, #2000 Chicago, IL 60606



#### PHONE NUMBER

(877) 234-5155



#### EMAIL



#### WEBSITE



Home Partners Lease Purchase Program is offered and administered by Home Partners of America, Inc. Resident and property must meet eligibility criteria, which is subject to change. Terms and conditions apply. Home Partners is not a mortgage company, does not provide financing for a resident to purchase a home, and cannot guarantee that a resident will be able to obtain a mortgage loan. Home Partners is not affiliated with any real estate professional. You are neither authorized to act on behalf of Home Partners or any participant in the Program nor permitted to represent or warrant any term, condition or benefit of the Program. ©2019 Home Partners of America, Inc. All rights reserved. Home Partners and the Home Partners of America, Inc. logo and "A New Path to Homeownership" are Reg. U.S. Pat. & Tm. Off. and owned by Home Partners of America, Inc.