



**Below Market Rate (BMR) Units**

**VS.**

**First Time Homebuyer Loans**



## BMR Units

- Condominiums in Market Rate Developments
- Affordable Price
- Resale Price Restricted
- Low 5% Down Payment





## BMR Units

	Median Income	BMR Price
2016	\$107,700	\$400,000
2021	\$119,000	\$441,968
Increase	\$11,300	\$41,968
% Increase	10.5%	10.5%

Sale (5 YRS)	BMR (\$400k)
Down Payment	\$20,000
Appreciation	\$41,968
Loan Principal Paid	\$36,299
<b>Total</b>	<b>\$98,268</b>

## First Time Homebuyer Loans

- First Time Homebuyer
- Open Market Home
- Market Price
- No Resale Restriction
- Low 5% Down Payment





## BMR Units vs. First Time Homebuyer Loans

At Sale (5 YRS)	BMR (\$400k)	Market (\$750k)	Difference
Down Payment	\$20,000	\$37,500	\$17,500
Appreciation	\$41,968	\$207,211	\$165,243
Loan Principal Paid	\$36,299	\$68,061	\$31,762
<b>Total</b>	<b>\$98,268</b>	<b>\$312,773</b>	<b>\$214,505</b>
Monthly Mtg. Payment	(\$1,814.18)	(\$3,401.58)	(\$1,587)



## **BMR Units**

- + Affordable purchase price
- + Low down payment
- + Low monthly mortgage payment
- Lower appreciation
- + Moderate down payment for move up purchase

## **First Time Homebuyer Loan**

- High market price
- Low to Moderate Down Payment
- High monthly mortgage payment
- + (Higher) Market appreciation
- ++ Higher down payment for move up purchase



**HEART**

OF SAN MATEO COUNTY

Housing Endowment And Regional Trust

*[www.heartofsmc.org](http://www.heartofsmc.org)*