

NOW—IT'S A NEW BALLGAME...
Mission Viejo Company announces
an unprecedented commitment
to finance
the buyers of its homes with
NO MONEY DOWN*
NO CLOSING COSTS
8½% ANNUAL
PERCENTAGE RATE
FOR 30 YEARS! WHY?

Because last year, when interest rates rose to 12½ percent, over 4,000 people bought new homes in Orange. We are in the new community and home-building business and we want that credit to continue. But this year, buyers had to survive an energy crisis, high interest rates, and soaring inflation. So you could finance home ownership with multiple payment. Many of you decided to wait it out because of high interest rates.

As I said, we are in the business of building new communities and selling homes. Our commitment to you like homeowners, so we take the long view toward development decisions. We are confident that this country's economy will ultimately return to equilibrium. We know that is spite of today's problems with financing, there is still a good demand for homes in a prudent, prudent environment. We follow our profits—we know our history of success. We have never had to finance so long but we were made on any home we ever built. In any community we ever created.

With all this in mind, we feel comfortable with our plan to finance our own townhome projects at last year's 12½ percent interest rate with no money down. Why? Because we know our business. We are confident that our risks in offering this financing are indeed reasonable because you will be proud of your work for the home and environment that has been created.

This commitment reaffirms our faith in the nation, in America's most loved program...and, most of all, in you—the people who are the future.

Sincerely,

MISSION VIEJO COMPANY



Philip J. Kelly
 President

*Typical Townhome
 Total Sales Price \$23,950 for the Village Three
 Down Payment 0 —
 Closing Costs 0 —
 Amount of Loan \$23,950 (First Year Only)
 Included "Rent" \$175
 30th Equal Monthly Payment of \$222.42
 (Principal and Interest)

ANNUAL PERCENTAGE RATE (APR)

Monthly payments for 30-year and 15-year loans. This APR is not included in the monthly payment, but will be required before taxes and other charges which change are considered in our loan costs.

NEW SEVILLE VILLAGE HOMES
TOWNHOMES ... \$28,950

MISSION VIEJO

BY MISSION VIEJO COMPANY BUILDERS OF AMERICA'S MOST SUCCESSFUL NEW COMMUNITIES

