

## You were right— you decided to buy...

Therefore, Mission Viejo Company  
will continue  
its unprecedented commitment  
to finance the buyers  
of its homes with  
**NO MONEY DOWN\***  
**NO CLOSING COSTS**  
**8½% ANNUAL**  
**PERCENTAGE RATE!**  
**WHY?**

Two weeks ago, we published an open letter to the people of Orange. It has created considerable traffic and sales at New Seville Village Homes. So, we are repeating the text below:

"... Just now, when interest rates were at 8½ percent, over 4,000 people bought new homes in Orange. We are in the new (speculative) and home building business and we need the trend to continue. But this year, Orange had no new housing starts. High interest rates and mounting inflation. So you—the Orange homeowner—contacted with realistic needs. Many of you decided to wait it out because of high interest rates."

"We are in the business of building new communities and selling homes. Our communities are like formations, never take the long view (invest development decisions). We are confident that the money's economy will ultimately return to normalcy. We know that in spite of today's

problems with financing, there is still a great demand for homes in a pleasant, peaceful environment. We know our product—we know our history of success. We have never had to liquidate in any form, 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 new homebuyers program at last year's 8½ percent interest rate (8½ percent money down). Why? Because we know our business. We get a sense that our value (including financing) are indeed sustainable because you will be proud of and will care for the facts and environment that has been created."

"This commitment reaffirms our faith in the nation, in Orange's continued progress... and, most of all, in you—the people who are the future."

Sincerely,  
MISSION VIEJO COMPANY

\*Financed Transactions:  
Total of Sales Price: \$100,000 (New Seville Village Homes)  
Down Payment: .....\$0  
Closing Costs: .....\$0  
Amount of Loan: \$100,000 (First Trust Deed)  
Interest Rate: 8½%  
\$80 Equal Monthly Payments of \$1000.00  
(Principal and Interest)

ANNUAL PERCENTAGE RATES (APR)  
Monthly payments for taxes and homeowner association fees are not included in the monthly payment, but will be required. Sales price and terms subject to change or modification without notice.

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

**MISSION VIEJO**

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



ORANGE COUNTY, CALIF.  
CITY OF MISSION VIEJO

