How it Works: Down Payment Program

The down payment program is just one way to partner with Landed on your homebuying journey. Visit www.Landed.com to learn more.

Landed's down payment program is designed to help you reach at least a 20% down payment.

Paying at least 20% up-front is important in securing your dream home.

- A 20% down payment reduces your total mortgage loan and therefore your monthly payments to your lender.
- Paying 20% up-front also enables you to avoid mortgage insurance.

Landed helps you get there by investing in your home alongside you.

- In most cases, you must contribute a minimum of 5% (10% in the Bay Area) of the home's purchase price; Landed can invest up to 15% and will invest no more than $120,000.
- Landed's investment is not a loan. As such, you will pay no monthly payments and this co-investment will not be considered a debt held by you.

You and Landed remain in partnership until you sell your home or otherwise end the agreement.*

- When you sell your home, you pay Landed the initial investment contributed to your down payment plus a portion of the appreciation of the home's value.
- For every 1% of the home's purchase price initially paid by Landed, Landed will receive 2.5% of the change in value at the time of the partnership's conclusion.
- For example, if Landed contributes 10%, Landed will receive the initial investment amount as well as 25% of the increase in the home's value. If the home depreciates in value, Landed will receive the initial investment amount less 25% of the depreciation.

Eligibility for the down payment program can vary by region or partner institution. Homebuyers are generally required to work at least 20 hours per week for an eligible employer, be purchasing a home within an eligible area, utilize a partner agent and participating lender, and live in the home as their primary residence throughout the partnership.

*At any time between year two and year thirty, the partnership with Landed can be ended by selling the home, refinancing, or buying out Landed's investments directly with your own funds. Within the first two years, the partnership can only be ended by selling the property.

Visit www.Landed.com/How-It-Works to learn more!

Example: Participating in Landed's Down Payment Program

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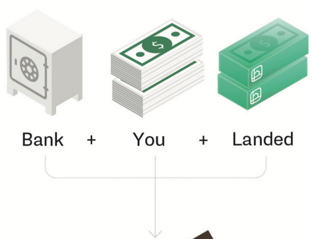
1. You and your Landed homebuying team find your dream home, which has a cost of **$800,000**.

2. You need **$160,000** to reach a 20% down payment, but you only have a portion of that amount saved.

3. Landed invests alongside you, providing up to 15%*. In this case, let's say Landed contributes **$80,000** (or 10%).

*Landed's maximum contribution may vary by region and/or partner. The portion of the down payment covered by Landed will impact the portion of appreciation ultimately owed to Landed.



4. You and Landed **split the down payment**, each contributing $80,000 to reach 20%. You take out a mortgage loan to cover the remaining 80%.

5. **Your dream home becomes your home.**

When it comes time to end the partnership (generally upon selling the home), you pay Landed's original investment + a portion (in this case 25%) of the appreciation or depreciation of the home. This portion is based on Landed's initial investment. You keep any additional appreciation.

Ending the Partnership

via home sale

Sold!

If your home goes up in value, both you and Landed benefit.

Sale Price: $1,000,000 (+$200,000)

You Pay Landed: $130,000
($80,000 down payment + $50,000 gain)

If your home goes down in value, both you and Landed share the loss.

Sale Price: 600,000 (-$200,000)

You Pay Landed: $30,000
($80,000 down payment - $50,000 loss)

You Keep: Your initial down payment contribution; your portion of the appreciation in value; the equity that you have built via mortgage payments