

The 2026 Michigan Home-Buy Hack: How to get the State to pay your entry fee. #TeamExcel



# 2026 EQUITY LEVERAGE “Cheat Sheet”



Your dream home is just a step away. Let us guide you there!  
**586.405.3333**



Everything You Need To Know to QUALIFY For \$10,000 Toward Your DOWN PAYMENT

Real Estate One

# THE 2026 EQUITY LEVERAGE CHEAT SHEET

MSHDA 'Workforce Wealth' Expansion -  
Macomb /Oakland/ Wayne / St. Clair



**Most buyers - and many agents - are using 2024 rules. Don't be one of them. In 2026, the state shifted the goal posts to favor middle-to-high earners. Here is the fast math on how to secure your \$10,000 Equity Boost.**

## 1. THE INCOME BAR (140% AMI)

- **You can earn significantly more than you think and still qualify.**
- Household of 1-2: Up to \$101,000
- Household of 3+: Up to \$116,150
- (Note: In 'Targeted Areas' like parts of Eastpointe or Detroit, & ALL of St. Clair County, these limits can climb even higher!)

## 2. THE PROPERTY CAP

**This isn't just for 'starter homes' anymore.**

- Max Purchase Price: \$544,233
- Property Types: Single Family, Site Condos, and even some Manufactured homes (must be real property)

## 3. THE 'HIDDEN' RULES (The Wealth-Building Edge)

**\*The \$10K Is Not a Loan: It is a 0% interest, non-amortizing second mortgage. You don't pay it back until you sell or refinance. It's effectively 'parked' equity.**

- Credit Score: You only need a 640 (or 660 for some property types).
- The 'Targeted Area' Loophole: In specific zip codes, you do not have to be a first-time homebuyer. You can be a repeat buyer and still get the \$10,000.

## 4. HOW TO EXECUTE

1. **Call 586-405-3333** & we will partner you with OUR In-House MSHDA-Certified Lender (Not every bank can do this).
2. Target a 'Targeted Area' if you already own a home but want to upgrade to a 'Palace' or 'Riverfront' lifestyle. We make it easy as a TOP-100 Real Producer.

*"In a market where every point matters, \$10,000 is the ultimate leverage. My team specializes in these high-income strategies to ensure our clients don't leave money on the table."*

**Team Excel: 586.405.3333**



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# 2026 MSHDA

**\*\*MI 10K Down Payment Assistance\*\***

## REQUIRMENTS

First-time homebuyers = *(have not owned a home in the previous three years or have never owned) statewide.*

Benefit Amount	\$10,000 for Down Payment/Closing Costs
Interest Rate	0% (Interest-Free)
Repayment	Deferred until sale or refinance
Income Limit	Varies By County & Household Size*
Purchase Price Cap	\$544,233 Statewide
Minimum Credit	640
Eligible Area	Available Statewide

**Key Advantage:** *Keep your savings in the bank. Use the state's \$10k to bridge your **EQUITY** gap at 0% interest.*

**"Keep Your Cash. Claim Your \$10k.  
 Trust the Top-100."**

**Call: 586-405-3333**



for more details.

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# 2026 MSHDA

**\*\*MI Home Loan (Preferred)\*\***

## REQUIRMENTS

The 'Foundation' Mortgage Product

Loan Types	Conventional, FHA, VA, or RD
Rate Structure	DISCOUNTED 30-Year Fixed Rate
Availability	Available for all Michigan residents
Property Types	Single Family, Condos, Manufactured Homes
Max Acreage	Up to <b>5 Acres</b> (Waivers possible)

**\*\*No Homebuyer Education Required.**

***\*Cannot Be Combined w/ DPA & Still Receive Discounted rate\****

**Key Advantage: *A secure, low-interest foundation for your home purchase that seamlessly integrates with assistance programs.***

**"Keep Your Cash. Claim Your \$10k.  
 Trust the Top-100."**

**Call: 586-405-3333**



for more details.

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# Get Pre-Approved

When it comes to the **MSHDA \$10K Down Payment Assistance (DPA) program**, the difference between "getting approved" and "getting the keys" often comes down to the expertise of your representation.

The **Excel Legacy Realty Team**, powered by Real Estate One, is the premier choice for homebuyers across Macomb, Oakland, St. Clair, and Wayne Counties for three definitive reasons:



Real  
Estate  
One

## 1. Elite "Top 100 REAL PRODUCER" Expertise

As a **Top 100 Real Producer team in Macomb County for five consecutive years** and ranked in the **Top 1%** of Metro Detroit teams, we don't just "know" the programs—we master them. While other agents may be aware of MSHDA, our team specializes in the 2026 expansion of the AMI Workforce Wealth Strategy. We know exactly how to structure an offer so that the \$10,000 assistance is a strength, not a hurdle, in a competitive market.

## 2. Proven Leadership & Volume

Led by Associate Broker **Hank Mendez**, who brings over 34 years of experience and **more than 1,200 successful closings**, our team has a depth of knowledge that is rare in the industry. Hank's status as an Associate Broker means your transaction is guided by a higher level of contractual authority and local insight. Whether you're looking for a waterfront sanctuary in St. Clair or an executive home in Troy, we ensure you leverage every dollar available to you.

## 3. The "Real Estate One" Advantage

Being powered by Real Estate One—Michigan's largest and most established broker—gives our clients an unfair advantage. We have direct lines to MSHDA-certified lenders who prioritize our files, ensuring your \$10k DPA is processed with speed and precision. From Macomb to Wayne County, our reputation for closing clean, professional deals means listing agents trust an offer from the Excel Legacy Realty Team.

Don't leave **\$10,000** on the table. Choose the team that has been built on trust and powered by results for over three decades.

**Thank you for trusting the *Excel Legacy Realty Team* to guide you home—we're honored to help you secure the equity you deserve.**

let's start your 2026 success story today!

**Call: 586-405-3333**

**Excel**  
**Legacy Realty Team**

for more details.