

# Clay Collins of C2 Financial Corp Dispels Down Payment Myths in HelloNation

*Do homebuyers really need a 20% down payment to purchase a home?*

VERO BEACH, FL, UNITED STATES, July 11, 2025 /EINPresswire.com/ -- Do homebuyers really need a 20% down payment to purchase a home? Clay Collins of C2 Financial Corp's Vero Beach office answers this often misunderstood question in a [HelloNation](#) article that addresses the reality behind this common assumption. Collins explains that while a 20% down payment has benefits, it is far from a requirement in today's mortgage landscape.

The article outlines multiple low down payment mortgage options, including FHA loans with a 3.5% minimum down, conventional programs like

HomeReady and Home Possible at 3%, and zero-down options such as VA and USDA loans. These alternatives make homeownership more attainable for buyers who may lack large cash reserves or prefer to preserve liquidity for other expenses. Collins notes that these programs are especially helpful for first-time buyers and those with limited credit history. USDA rural housing

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Several mortgage programs are specifically designed for buyers who cannot or prefer not to put down 20%”

*Clay Collins*

loans, he adds, carry both income and geographic restrictions, making eligibility specific to certain rural areas and household earnings.

A key concept often misunderstood by buyers is private mortgage insurance. Many mistakenly believe it pays off their mortgage in the event of death, but in reality, it protects lenders from financial loss in case of borrower

default and foreclosure. If a foreclosed home sells for less than the outstanding loan balance,



Clay Collins

private mortgage insurance helps cover the shortfall. Collins explains that without this insurance, most American lenders would still require a 20% down payment across the board. Over the years, this form of insurance has played a crucial role in helping millions of people buy homes without needing to meet the 20% threshold.

However, the article also highlights the trade-offs of putting down less than 20%. Borrowers may face private mortgage insurance costs, slightly higher interest rates, or added fees. Collins emphasizes the importance of understanding the full cost implications and being financially prepared beyond the down payment itself. In Myth vs. Fact: [Do You Need 20% Down?](#), he encourages buyers to explore loan options thoroughly and seek guidance from experienced professionals to match their financial goals with the right mortgage solution.

#### About HelloNation

HelloNation is a premier media platform that connects readers with trusted professionals and businesses across various industries. Through its innovative “edvertising” approach that blends educational content and storytelling, HelloNation delivers expert-driven articles that inform, inspire, and empower. Covering topics from home improvement and health to business strategy and lifestyle, HelloNation highlights leaders making a meaningful impact in their communities.

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