



PRICE REDUCTION *versus* **RATE BUYDOWN**

SELLER CONCESSIONS

When considering what to offer, it's important to keep your options open. Buying down the rate could be a good alternative to submitting an offer below list price.

	Original Offer	Price Reduction	★ Rate Buydown
Seller Concession	-	\$9,000	\$9,000
Purchase Price	\$400,000	\$391,000	\$400,000
Loan Amount	\$380,000	\$371,450	\$380,000
Interest Rate	6.375%	6.375%	4.375%
APR	7.181%	7.182%	4.965%
Principal & Interest	\$3,710	\$3,652	\$3,236
Monthly Payment Savings	-	\$58	\$415

BOTTOM LINE: As an alternative to offering less, monthly savings can be **MAXIMIZED** by using a seller concession to secure a lower interest rate.

*All numbers are estimates only. Please obtain final numbers prior to closing. The buy down used is a 2-1 short term buy down. Only year 1 is being displayed.



DeAnna Delgado
 YOUR HOMEGIRL
 CB&A Realtors
 832-435-5151
 deannardelgado@gmail.com
 www.closingdealsinheels.today

