



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	-	\$8,000	\$8,000
Purchase Price	\$384,000	\$376,000	\$384,000
Loan Amount	\$345,600	\$338,400	\$345,600
Interest Rate	6%	6%	4.000%
APR	6.453%	6.454%	4.335%
Principal & Interest	\$3,290	\$3,244	\$2,868
Monthly Payment Savings	-	\$46	\$376

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

