



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	\$429,000	\$420,000	\$429,000
Loan Amount	\$386,100	\$378,000	\$386,100
Interest Rate	6%	6%	4.000%
APR	6.449%	6.45%	4.332%
Principal & Interest	\$3,675	\$3,624	\$3,204
Monthly Payment Savings	-	\$52	\$420

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.



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