



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	-	\$10,000	\$10,000
Purchase Price	\$449,000	\$439,000	\$449,000
Loan Amount	\$404,100	\$395,100	\$404,100
Interest Rate	6.625%	6.625%	4.625%
APR	7.118%	7.119%	4.989%
Principal & Interest	\$4,011	\$3,950	\$3,501
Monthly Payment Savings	-	\$61	\$449

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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