



**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	\$364,000	\$356,000	\$364,000
Loan Amount	\$327,600	\$320,400	\$327,600
Interest Rate	6.625%	6.625%	4.625%
APR	7.125%	7.126%	4.995%
Principal & Interest	\$3,252	\$3,203	\$2,839
Monthly Payment Savings	-	\$49	\$365

**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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