

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	-	$7,000	$7,000
Purchase Price	$299,000	$292,000	$299,000
Loan Amount	$269,100	$262,800	$269,100
Interest Rate	7.375%	7.375%	5.375%
APR	7.958%	7.959%	5.81%
Principal & Interest	$2,807	$2,761	$2,455
Monthly Payment Savings	-	$46	$306

BOTTOM LINE: As an alternative to offering less, monthly savings can be ***MAXMIZED*** 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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