

# THE SELLER BUYDOWN

## How to create a WIN-WIN scenario

### FOR THE BUYER

The buyer can now make a full price offer and use the seller's contribution to buy down their lower interest rate, resulting in a savings \$86 on their monthly payment and \$63,167 in interest over the life of the loan because of the lower interest rate.

### FOR THE SELLER

By contributing \$14k to buy down the buyer's interest rate, the seller now gets their FULL asking price and will net \$4,081 more than if they were to lower their price by \$20,000.

	FULL PRICE OFFER	\$20K PRICE REDUCTION	SELLER DAY DREAM
List price	\$600,000	\$580,000	<b>\$600,000</b>
Loan amount	\$480,000	\$464,000	<b>\$480,000</b>
Rate	5.750%	5.750%	<b>5.000%</b>
APR	5.84%	5.843%	<b>4.837%</b>
Total bring to close	\$134,793	\$130,327	<b>\$134,845</b>
Seller contribution	\$0	\$0	<b>\$14,400</b>
Monthly PITI	\$4,141	\$4,003	<b>\$3,917</b>
Seller net at close	\$553,062	\$534,581	<b>\$558,862</b>

The information contained here is educational only and does not represent actual savings, rates or financing terms. Other conditions and restrictions may apply. Rates and available loan programs are subject to change without notice. Contact your Loan Officer for more information.

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