

More Flexible Terms

Example: To attract more buyers, sellers can pay borrower discount points rather than reduce their list price

- Buyer - Provides lower rate
- Seller - Save Thousands

	Original Offer	3% Price Reduction	Rate Buy Down	Price Reduction Needed to Match the Payment
Seller Contribution	—	\$11,685	\$6,232	\$28,875
Purchase Price	\$389,500	\$377,815	\$389,500	\$360,625
Loan Amount ¹ (80% LTV)	\$311,600	\$302,252	\$311,600	\$288,500
Mortgage Point(s)	0 points	0 points	2 points	0 points
Interest Rate	7.125%	7.125%	6.375%	7.125%
APR	7.273%	7.274%	6.708%	7.277%
Principal & Interest	\$2,099.32	\$2,036.34	\$1,943.99	\$1,943.69
PAYMENT SAVINGS	—	\$62.98	\$155.33	\$155.63

A true win-win for the buyers and sellers.