HOME SELLERS

The right concession could seal the deal.

Here's an estimate of how a $10k price cut compares to a mortgage rate buydown:

A PRICE CUT

$70

saved per month for your buyer.

VS

A 2-1 RATE BUYDOWN

$500

saved per month for your buyer in year 1.

Examples are illustrative only. Figures are based on a $420k loan, 30-year fixed rate at 7%. Principal and interest only. Actual numbers may vary. Consult a licensed mortgage advisor about your situation.