POWER MOVE: SELLER CONCESSIONS

1 WHAT are seller concessions?

- An agreed-upon amount of money a seller credits to the buyer at closing.
- Limitations apply, so lender input is crucial.

2 WHY are they a power move?

Both seller and buyer get bigger bang for their buck versus a lower price.

EXAMPLE SCENARIO
$500K purchase price
10% down payment
30-yr fixed conventional loan @ 7.5%

$5K Price Cut	VS	$5K Credit
Save $500 now (in down payment) + $31/month		Save $5,000 now (in closing costs) OR up to $78/month

3 HOW can you maximize their value?

The best approach is personal. To achieve the HIGHEST IMPACT, we recommend first reducing your costs NOW, then moving to longer-term savings options. Here's how that approach might work for our example scenario:

Concession Amount	How to Apply	Monthly Savings	Total Possible Value
1st ~$5K Save Now	Cover closing costs	-	$5,000 (guaranteed!)
2nd ~$5K Save Later	Pay mortgage insurance upfront	$78	$7,481 (over ~8 years)
3rd ~$5K Save Later	Reduce interest rate by 0.25%	$76	$27,604 (over 30 years)

Note: Example scenario intended for illustrative purposes only. Example numbers shown assume owner occupancy, 740 FICO score, single family home, and 30-day rate lock. Interest rate used for illustration: 7.5%, with buy down to 7.25%. This is not a commitment to lend. Loans are subject to borrower qualification and underwriting guidelines. Program parameters are subject to change without notice.

Looking for YOUR highest impact strategy for seller concessions? Reach out to us today to discuss your personalized approach.

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