$10,000 Seller Credit

Price Reduction vs. Permanent Rate Buydown

Price Reduction	Permanent Rate Buydown
SALES PRICE $500,000 > **$490,000**	SALES PRICE $500,000
LOAN AMOUNT $392,000	LOAN AMOUNT $400,000
INTEREST RATE 6.50%	INTEREST RATE 6.50% > **$5.875%**
ESTIMATED PRINCIPAL & INTEREST $2,465	ESTIMATED PRINCIPAL & INTEREST $2,366
ESTIMATED MONTHLY SAVINGS **$63**	ESTIMATED MONTHLY SAVINGS **$162**

The information in the charts are estimations and for illustration purposes. Please contact a Southern Trust Mortgage loan officer to receive a quote on your specific lending scenario. Payment calculations are based on a $400,000 loan amount (20% down payment on a $500,000 sales price). 30-year fixed rate, principal and interest only and exclude property taxes, insurance, and mortgage insurance. Actual payments will vary based on the loan program, credit, and other factors. Rates are subject to change without notice. This information is intended for real estate purposes only.

Buyers Shop Monthly Payments, Not Just Purchase Price.

Same $10,000. Two Different Outcomes. $10,000 towards a permanent rate buydown creates nearly 2.6x more monthly payment savings. That's 157% more monthly payment relief from the same seller investment as a price reduction **Want to run the numbers on your listing? Contact me today!**

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