



Market
Update

Current Market Rates

- Conforming 30 Year Fixed is at 6.49% to 6.625% with zero points
- Conforming 15 Year Fixed is at 5.625% to 5.875% with zero points
- Jumbo 30 Year Fixed is at 5.875% to 6.125% with zero points

Rates are based on 780+ FICO's and primary residence transactions with 20-25% down



2-1 Buydown

Example: Purchase price \$700,000 with 10% down



Temporary Buydown Calculator					
Type of Buydown	2-1 Buydown				
Sales Price		\$700,000			
Loan Amount		\$630,000			
Interest Rate		6.500%			
Normal Payment		\$3,982.03			
		Rate	Payment	Difference in Monthly Payment	Annual Cost to Builder or Customer
Year 1		4.500%	\$3,192.12	\$789.91	\$9,478.93
Year 2		5.500%	\$3,577.07	\$404.96	\$4,859.49
Total Savings/Cost				\$14,338.43	\$14,338.43
Sales Concession %					2.048%

2-1 Buydown

Example#2 : Purchase price \$950,000 with 20% down



Temporary Buydown Calculator

Type of Buydown	2-1 Buydown				
Sales Price	\$950,000				
Loan Amount	\$760,000				
Interest Rate	6.500%				
Normal Payment	\$4,803.72				
	Rate	Payment	Difference in Monthly Payment	Annual Cost to Builder or Customer	
Year 1	4.500%	\$3,850.81	\$952.91	\$11,434.90	
Year 2	5.500%	\$4,315.20	\$488.52	\$5,862.25	
Total Savings/Cost			\$17,297.15	\$17,297.15	
Sales Concession %				1.821%	



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Thank you!!

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