Before You Reduce the Price

Compare what seller dollars can do for your buyer.

ENCOMPASS LENDING GROUP

1 Agent: property, seller budget and buyer concern

Property: _____

Asking price: $ _____ Proposed price cut: $ _____

Seller incentive budget: $ _____ Proposed contract price: $ _____

Buyer concern: ☐ Price / value ☐ Payment ☐ Cash at closing

2 With Joe / lender: starting assumptions and usable credit

Loan amount: $ _____ Down payment: % _____ Note rate: % _____

Loan type: _____ Term: years _____ Usable credit: $ _____

Starting monthly P&I: $ _____ Starting cash to close: $ _____

A Lower the price

Lower price, loan amount and payment

New price: $ _____

New loan amount: $ _____

New monthly P&I: $ _____

Monthly P&I savings: $ _____

Down payment savings: $ _____

B Closing-cost credit

Less buyer cash needed at settlement

Seller credit actually used: $ _____

Cash to close reduced by: $ _____

New cash to close: $ _____

Monthly P&I: $ _____

C Temporary 2/1 buydown

Early payment relief that steps down

Required subsidy: $ _____

Year 1 monthly P&I: $ _____

Year 2 monthly P&I: $ _____

Year 3+ FULL monthly P&I: $ _____

D Permanent rate buydown

Use actual lender pricing

Quoted note rate: % _____

Points cost: $ _____

New monthly P&I: $ _____

Monthly P&I savings: $ _____

Break-even: months _____

Quote date: _____

Chosen option / why it fits: _____

Price minus incentive: $ _____ Seller net from net sheet: $ _____

Next step / who / when: _____



Joe Rogers

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Free Realtor Forms & Downloads

P&I excludes taxes, insurance, mortgage insurance and HOA. Confirm lender pricing, eligibility and seller net.