

*Please contact me  
with any questions  
to fully understand  
your mortgage  
payment.*

*I look forward to  
working with you!*



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*Where technology and lending  
merge to create the ultimate  
customer experience.*

## BUYING POWER

***Lower interest rates can mean more buying power.***

While interest rates should not be the only consideration when buying a home, an interest rate can have a significant impact on the loan amount for which a buyer can be approved. Consider the following examples:<sup>1</sup>

### Example 1:

Mortgage Loan Amount	30 Year Fixed Interest Rate (APR)	Monthly Principal & Interest Payment
\$200,000	5.00% (5.086% APR)	\$1,074.24
\$225,000	4.00% (4.143% APR)	\$1,074.90

*In this scenario — for a very similar monthly principal & interest payment — a 4.00% interest rate yields a difference in buying power of \$25,000!*

### Example 2:

Mortgage Loan Amount	30 Year Fixed Interest Rate (APR)	Monthly Principal & Interest Payment
\$400,000	5.00% (5.062% APR)	\$2,147.89
\$450,000	4.00% (4.143% APR)	\$2,149.09

*In this scenario — for a very similar monthly principal & interest payment — a 4.00% interest rate yields a difference in buying power of \$50,000!*

When purchasing a home, be sure to understand the costs in addition to your principal and interest mortgage payment such as property taxes, insurance, maintenance, repairs, and utilities.

Your local mortgage consultant can discuss how homeownership fits into your overall financial goal and help you make a sound financial decision.

1. This is an illustration and does not reflect your actual loan information, cost or the exact interest rate for which you may qualify. Please contact us for current interest rates. Closing costs are assumed to be paid by the borrower at closing. If the closing costs are financed, the loan and payment amounts will be higher. Your loan's interest rate will depend upon the specific characteristics of the loan transaction and your credit profile up to the time of closing. If the down payment is less than 20% mortgage insurance may be required and could increase the monthly payment and APR.

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While interest rates should not be the only consideration when buying a home, an interest rate can have a significant impact on the loan amount for which a buyer can be approved. Consider the following examples:<sup>1</sup>

### Example 1:

Mortgage Loan Amount	30 Year Fixed Interest Rate (APR)	Monthly Principal & Interest Payment
\$445,000	5.00% (5.059% APR)	\$2,389.46
\$500,000	4.00% (4.026% APR)	\$2,387.80

*In this scenario — for a very similar monthly principal & interest payment — a 4.00% interest rate yields a difference in buying power of \$55,000!*

### Example 2:

Mortgage Loan Amount	30 Year Fixed Interest Rate (APR)	Monthly Principal & Interest Payment
\$890,000	5.00% (5.049% APR)	\$4,778.31
\$1,000,000	4.00% (4.013% APR)	\$4,774.87

*In this scenario — for a very similar monthly principal & interest payment — a 4.00% interest rate yields a difference in buying power of \$110,000!*

When purchasing a home, be sure to understand the costs in addition to your principal and interest mortgage payment such as property taxes, insurance, maintenance, repairs, and utilities.

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