



The Danger of Waiting

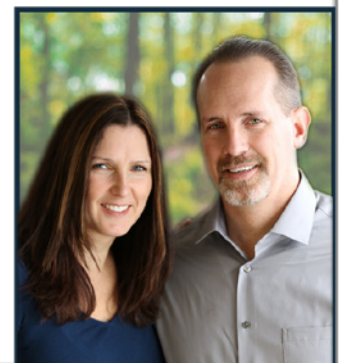
Let's look at a real life example. If you are considering the purchase of a \$600,000 home and you want to "save" money, so you decide to "wait" until prices fall by \$25,000. If you purchase the home at today's rate of 4.5%, your monthly payment (excluding taxes and insurance) would be \$2,432.

But let's say you decide to wait in the hopes of purchasing the home for \$575,000 ... and in the meantime rates creep up to 6.25%. Your payment is now \$2,832 per month. That monthly difference of \$400 is pretty substantial, and it really adds up over time. At the end of seven years that extra \$400 per month would have totaled \$33,600. After fifteen years, you would have paid \$72,000 more for the house ... and that amount increases to \$144,000 after 30 years.

The point of the story? Waiting to "save" money by hoping prices will drop may well cost you far more than your expected "savings".



WINDERMERE REAL ESTATE/HLC





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Home Price	20% Down	3.50%	3.75%	4.00%	4.25%	4.50%	4.75%	5.00%	5.25%	5.50%	5.75%	6.00%	6.50%	7.00%
\$250,000	\$50,000	898	926	955	984	1,013	1,043	1,074	1,104	1,136	1,167	1,199	1,264	1,331
275,000	55,000	988	1,019	1,050	1,082	1,115	1,148	1,181	1,215	1,249	1,284	1,319	1,391	1,464
300,000	60,000	1,078	1,111	1,146	1,181	1,216	1,252	1,288	1,325	1,363	1,401	1,439	1,517	1,597
325,000	65,000	1,168	1,204	1,241	1,279	1,444	1,487	1,530	1,574	1,618	1,663	1,709	1,801	1,896
350,000	70,000	1,257	1,297	1,337	1,377	1,419	1,461	1,503	1,546	1,590	1,634	1,679	1,770	1,863
375,000	75,000	1,347	1,389	1,432	1,476	1,520	1,565	1,610	1,657	1,703	1,751	1,799	1,896	1,996
400,000	80,000	1,437	1,482	1,528	1,574	1,621	1,669	1,718	1,767	1,817	1,867	1,919	2,023	2,129
425,000	85,000	1,527	1,575	1,623	1,673	1,723	1,774	1,825	1,877	1,930	1,984	2,038	2,149	2,262
450,000	90,000	1,617	1,667	1,719	1,771	1,824	1,878	1,933	1,988	2,044	2,101	2,158	2,275	2,395
475,000	95,000	1,706	1,760	1,814	1,869	1,925	1,982	2,040	2,098	2,158	2,218	2,278	2,402	2,528
500,000	100,000	1,796	1,852	1,910	1,968	2,027	2,087	2,147	2,209	2,271	2,334	2,398	2,528	2,661
525,000	105,000	1,886	1,945	2,005	2,066	2,128	2,191	2,255	2,319	2,385	2,451	2,518	2,655	2,794
550,000	110,000	1,976	2,038	2,101	2,165	2,229	2,295	2,362	2,430	2,498	2,568	2,638	2,781	2,927
575,000	115,000	2,066	2,130	2,196	2,263	2,331	2,400	2,469	2,540	2,612	2,684	2,758	2,908	3,060
600,000	120,000	2,155	2,223	2,292	2,361	2,432	2,504	2,577	2,651	2,725	2,801	2,878	3,034	3,193
625,000	125,000	2,245	2,316	2,387	2,460	2,533	2,608	2,684	2,761	2,839	2,918	2,998	3,160	3,327
650,000	130,000	2,335	2,408	2,483	2,558	2,635	2,713	2,791	2,871	2,953	3,035	3,118	3,287	3,460
675,000	135,000	2,425	2,501	2,578	2,656	2,736	2,818	2,899	2,982	3,066	3,151	3,238	3,413	3,593
700,000	140,000	2,515	2,593	2,674	2,755	2,837	2,921	3,006	3,092	3,180	3,268	3,357	3,540	3,726
725,000	145,000	2,604	2,686	2,769	2,853	2,939	3,026	3,114	3,203	3,293	3,385	3,477	3,666	3,859
750,000	150,000	2,694	2,779	2,864	2,952	3,040	3,130	3,221	3,313	3,407	3,501	3,597	3,792	3,992
775,000	155,000	2,784	2,871	2,960	3,050	3,141	3,234	3,328	3,424	3,520	3,618	3,717	3,919	4,125
800,000	160,000	2,874	2,964	3,055	3,148	3,243	3,339	3,436	3,534	3,634	3,735	3,837	4,045	4,258
825,000	165,000	2,964	3,057	3,151	3,247	3,344	3,443	3,543	3,645	3,747	3,852	3,957	4,172	4,391
850,000	170,000	3,054	3,149	3,246	3,345	3,445	3,547	3,650	3,755	3,861	3,968	4,077	4,298	4,524
875,000	175,000	3,143	3,242	3,342	3,444	3,547	3,652	3,758	3,865	3,975	4,085	4,197	4,424	4,657
900,000	180,000	3,233	3,334	3,437	3,542	3,648	3,756	3,865	3,976	4,088	4,202	4,317	4,551	4,790
925,000	185,000	3,323	3,427	3,533	3,640	3,749	3,860	3,972	4,086	4,202	4,318	4,437	4,677	4,923
950,000	190,000	3,413	3,520	3,628	3,739	3,851	3,965	4,080	4,197	4,315	4,435	4,557	4,804	5,056
975,000	195,000	3,503	3,612	3,724	3,837	3,952	4,069	4,187	4,307	4,429	4,552	4,676	4,930	5,189
1,000,000	200,000	3,592	3,705	3,819	3,936	4,053	4,173	4,295	4,418	4,542	4,669	4,796	5,057	5,322