

Current Advantages for Home Buyers & Sellers in 2022-23 Market



If you've been watching the news, you may see a different story, but it really is a great time to buy (and sell) in today's Colorado real estate market.

Why? Because as winter begins, sellers are more motivated to sell, and buyers have purchasing options.

It's no secret that interest rates have been on the rise as the federal reserve has been trying to bring down inflation. The Buydown Loan Program is a favorite for many in the real estate industry because of the advantages and benefits to all parties involved, including the buyer, seller, realtor, and loan office. A refinance in the future can help you get the home you want today.

This creative financing masterpiece allows the homebuyer to save up to \$20,000 or more on their home purchase – and it is done without reducing the value or price of the home.

Here's how it works – the buydown loan program is a seller incentive with no additional costs to the homebuyer. Buydown loan options provides a temporary reduction in homebuyer interest rate for the first 1, 2, or 3 years of the loan. After which, the rate will revert to a fixed rate for the remainder of the loan.

There are several buydown programs available for buyers looking for a primary residence or a second home – including 3-2-1 buydowns, 2-2 buydowns, and 2-1 buydowns, to name a few.

For example, the 3-2-1 buydown allows homebuyer's starting interest rate will be 3% lower for the first year, 2% lower the second year, and 1% lower the third year, before reaching the final fixed rate on year four through the term.

These programs are especially beneficial for first-time homebuyers to ease into a monthly mortgage payment over time with a monthly interest rate well below the current market rate.

Here are some of the key benefits of the program...

- Preserves value of the home
- No added cost to the homebuyer
- Odds are in favor of home selling more quickly
- Quick home sales demonstrate a desirable community
- Enticing pricing options and savings for potential buyers
- Increases awareness and appeal of the property to qualified buyers

If you're in the market or you just want to find out more about these options, connect with your favorite realtor. (hint... hint... Osgood Team Real Estate is a great place to begin.) **303-810-5757** or [email](#)



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