



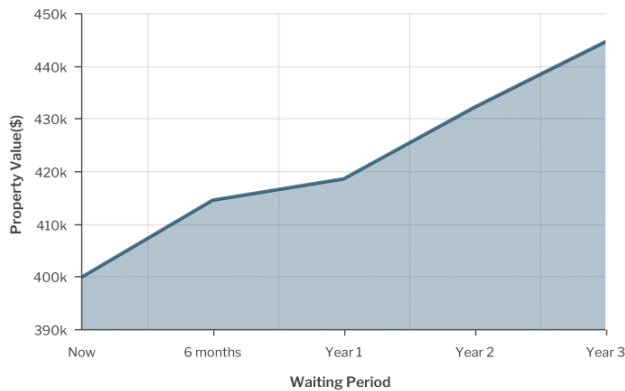
Nick Whitman
 NMLS #84208
 Howard Hanna Mortgage Services
 Senior Mortgage Consultant
nickwhitman@howardhanna.com
 Cell: 704.649.2879
 137 Center Square Drive
 Suite D
 Mooresville, NC 28117
<http://www.nickwhitman.com>



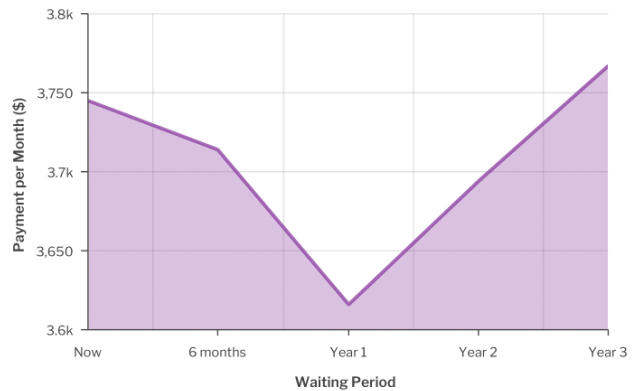
Cost of Waiting (\$400,000)

	Loan Today (New Loan)	Waiting 6 months	Waiting 1 year	Waiting 2 years	Waiting 3 years
Property Name	<i>Cabarrus County, North Carolina</i>	<i>Cabarrus County, North Carolina</i>	<i>Cabarrus County, North Carolina</i>	<i>Cabarrus County, North Carolina</i>	<i>Cabarrus County, North Carolina</i>
Property Value	\$400,000	\$414,601 3.65%	\$418,641 4.66%	\$432,255 8.06%	\$444,696 11.17%
Loan Amount	\$360,000	\$373,141	\$376,777	\$389,029	\$400,226
Term	30 years	30 years	30 years	30 years	30 years
Down Payment	\$40,000	\$41,460	\$41,864	\$43,226	\$44,470
Rate	7%	6.5%	6%	6%	6%
APR %	7.197%	6.721%	6.223%	6.248%	6.268%
Fixed/ARM	Conv. Fixed	Conv. Fixed	Conv. Fixed	Conv. Fixed	Conv. Fixed
Mortgage Insurance	\$150	\$155	\$157	\$162	\$167
Total Cash to Close	\$40,000	\$41,460	\$41,864	\$43,226	\$44,470
Monthly Prin. & Interest (Start)	\$2,395	\$2,359	\$2,259	\$2,332	\$2,400
Annual Prin. & Interest (Year 1)	\$28,741	\$28,302	\$27,108	\$27,989	\$28,795
Total Monthly Expenses	\$3,745	\$3,714	\$3,616	\$3,694	\$3,767
Total Annual Expenses	\$44,941	\$44,562	\$43,392	\$44,333	\$45,199

Appreciation of Property



Payments Over Time



Howard Hanna Mortgage NMLS#101561 (www.nmlsconsumeraccess.org) This is not a commitment to lend or extend credit. All loans, credit and collateral are subject to approval. Restrictions and conditions may apply. Terms, rates, data, programs, information and conditions are subject to change without notice, and may not be available in all areas. 137 Center Square Dr Suite D - Mooresville, NC 28117 Senior Mortgage Consultant - State License Numbers: NC - 129126, SC - MLO - 84208

Powered By MBS Highway

*Loan and monthly payment buying scenarios used for informational purposes only and may not be specific to your situation. Rates expressed may not be available at this time. This document should not be construed as investment or mortgage advice or a commitment to lend. Your results may vary. There are no guarantees, promises, representations and/or assurances concerning the level of accuracy you may experience. For actual and current terms and rate information, please contact your lender directly. APR of 7.197% assumes a 7% simple fixed interest rate assuming \$2,000 in fees included in APR. Monthly principal and interest payment based on a fully amortizing fixed interest loan of \$360,000 with 360 monthly payments at the assumed simple interest rate (Current as of 1/18/2024).

†Lender is not a tax consultation firm. Please seek advice from a tax professional. Monthly expenses may or may not include condominium or HOA fees, if applicable; your payment may be greater.

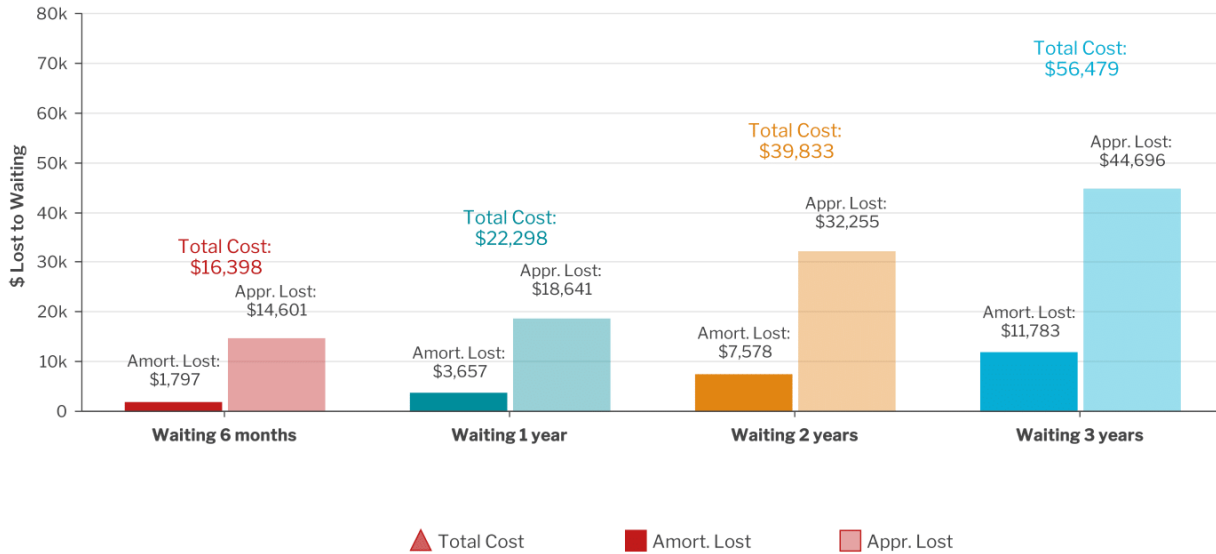
Cost of Waiting Analysis

Compared to New Loan Today	Waiting 6 months	Waiting 1 year	Waiting 2 years	Waiting 3 years
Payment Difference	-\$32	-\$129	-\$51	\$21
Annual loss in cash flow	-\$379	-\$1,549	-\$608	\$258
Loss in Property Appreciation	\$14,601	\$18,641	\$32,255	\$44,696
Amortization Lost	\$1,797	\$3,657	\$7,578	\$11,783
Total Cost of Waiting	\$16,398	\$22,298	\$39,833	\$56,479

How much will it cost you to wait 1, 2 or 3 years? These charts compare all of the costs and payments if you were to take out your loan today, versus 1, 2 and 3 years. The Property value changes are based on the MBS Highway forecasts for each county, but can be adjusted. The Interest Rate changes are based on the MBA forecasts, but can also be changed. The down payment amount assumes that you will want to keep the same LTV, so if the home price increases in the future, the down payment will increase accordingly.

Cost of Waiting: New Loan

Losses from Appreciation and Amortization



Additional Cash Required

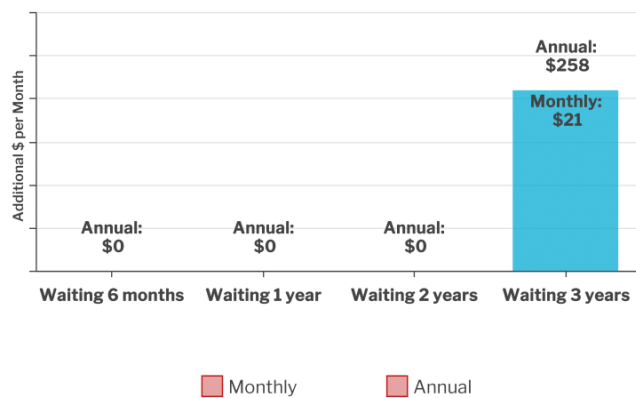


Waiting 3 years	\$4,470 more required
Waiting 2 years	\$3,226 more required
Waiting 1 year	\$1,864 more required
Waiting 6 months	\$1,460 more required

See how much more cash you will need to bring to the closing table in order to close 1, 2 and 3 years later. The cost increase assumes that you will want to keep the same LTV, so if the home price increases in the future, the down payment will increase accordingly.

Cost of Waiting: New Loan

Loss in Cashflow



If the home you are looking to purchase appreciates and rates increase, you could be paying much more if you wait 1, 2 or 3 years. The chart below shows how much more, on a monthly and annual basis, you will have to pay.

