THE "WAIT FOR LOWER RATES" TRAP • FRESNO COUNTY

Financial Analysis: Buying Today at 6.75% vs. Waiting 3 Years for 5.25% (10% Down | 4.0% Annual Appreciation)

1. TOTAL 3-YEAR EXTRA PAYMENT

-$3,552

Only $99/mo difference over 36 months ($2,335/mo vs $2,236/mo at 10% down).

2. NEW EQUITY & WEALTH BUILT

+$62,276

+$49,946 in price appreciation + **+$12,330** principal loan paydown.

3. NET FINANCIAL ADVANTAGE

+$58,724

Net profit gained by purchasing today instead of waiting 3 years in Fresno County.

COMPARISON FACTOR	OPTION A: BUY TODAY	OPTION B: WAIT 3 YEARS	DIFFERENCE / NET IMPACT
Purchase Price	$400,000	$449,946 (+4.0%/yr compounded)	**+$49,946 higher price**
Interest Rate & Down Payment (10%)	6.75% • **$40,000**	5.25% • **$44,995**	**+$4,995 more cash down needed**
Loan Amount	$360,000	$404,951	+$44,951 borrowed
Monthly Payment (P&I)	$2,335 / mo	$2,236 / mo	**+$99 / mo higher today**
Extra Payments Over 3 Years (36 mos × $99/mo)	36 months of paying an extra $99/month		**-$3,552 total extra cost**
New Equity Created in 3 Years	**+$62,276** ($49.9k apprec. + $12.3k paydown)	$0 (No equity built while waiting)	**+$62,276 captured equity**
NET PROFIT OF BUYING TODAY	**New Equity (+$62,276) – Extra Payments Paid ($3,552)**		**+$58,724 NET PROFIT**

The Refinance Advantage ("Date the Rate, Marry the Price"): When rates drop to 5.25% in Year 3, the Fresno County buyer who purchased today has paid their balance down to **$347,670**. Refinancing into a new 30-year loan drops their payment to **$1,920 / month** — which is **$316 / month CHEAPER** than what a waiting buyer will pay on the $449,946 home ($2,236 / month).