THE "WAIT FOR LOWER RATES" TRAP • KINGS COUNTY

Financial Analysis: Buying Today at 6.75% vs. Waiting 2 Years for 5.25% (10% Down | 4.0% Annual Appreciation)

1. TOTAL 2-YEAR EXTRA PAYMENT

-$4,435

$185/mo difference over 24 months ($2,335/mo vs $2,150/mo at 10% down).

2. NEW EQUITY & WEALTH BUILT

+$40,581

+$32,640 in price appreciation + **+$7,941** principal loan paydown.

3. NET FINANCIAL ADVANTAGE

+$36,145

Net profit gained by purchasing today instead of waiting 2 years in Kings County.

COMPARISON FACTOR	OPTION A: BUY TODAY	OPTION B: WAIT 2 YEARS	DIFFERENCE / NET IMPACT
Purchase Price	$400,000	$432,640 (+4.0%/yr compounded)	**+$32,640 higher price**
Interest Rate & Down Payment (10%)	6.75% • **$40,000**	5.25% • **$43,264**	**+$3,264 more cash down needed**
Loan Amount	$360,000	$389,376	+$29,376 borrowed
Monthly Payment (P&I)	$2,335 / mo	$2,150 / mo	**+$185 / mo higher today**
Extra Payments Over 2 Years (24 mos × $185/mo)	24 months of paying an extra $185/month		**-$4,435 total extra cost**
New Equity Created in 2 Years	**+$40,581** ($32.6k apprec. + $7.9k paydown)	$0 (No equity built while waiting)	**+$40,581 captured equity**
NET PROFIT OF BUYING TODAY	**New Equity (+$40,581) – Extra Payments Paid ($4,435)**		**+$36,145 NET PROFIT**

The Refinance Advantage ("Date the Rate, Marry the Price"): When rates drop to 5.25% in Year 2, the Kings County buyer who purchased today has paid their balance down to **$352,059**. Refinancing into a new 30-year loan drops their payment to **$1,944 / month** — which is **$206 / month CHEAPER** than what a waiting buyer will pay on the $432,640 home ($2,150 / month).