

THE "WAIT FOR LOWER RATES" TRAP • KINGS 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

-\$3,557

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

+\$58,719

Net profit gained by purchasing today instead of waiting 3 years in Kings 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		-\$3,557 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 (\$3,557)		+\$58,719 NET PROFIT

The Refinance Advantage ("Date the Rate, Marry the Price"): When rates drop to 5.25% in Year 3, the Kings 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).