

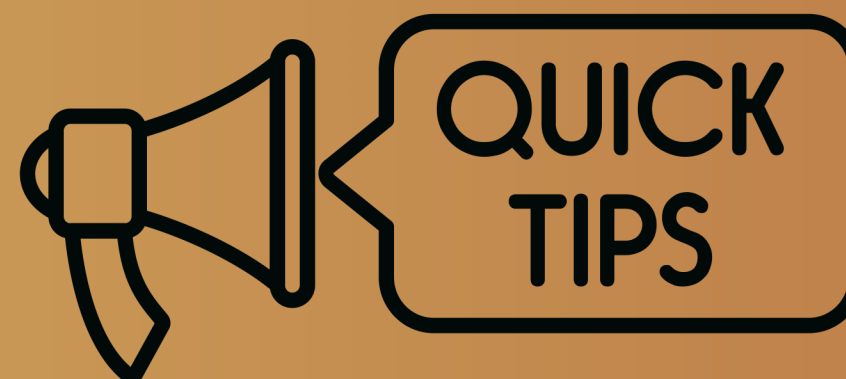
SCAN ME



Agent Tool Training

Scenario #1

Your client gets pre-approved with your lender for \$320k at 6.75% FHA 3.5% Down. What can they afford at Horton's Community in Burleson with DHI Mortgage?



INSURANCE
Quick pre-owned estimate is \$600 per \$100k!

Divide in half for **NEW** homes!

Agent Tool Training

Outside Lender

\$320,000 is

\$2,846 month @ 6.75%

DHI Mortgage

\$2,845 month @ 4.99%

is \$368,000

Agent Tool Training

Scenario #2

A 100% Disabled Veteran was referred to you by a past client of yours. They want to know what their payment will be for the most affordable 2 story New Construction home in Burleson.

Agent Tool Training

\$416,710

\$2,456 month @ 4.99%

Agent Tool Training

Scenario #3

First time home buyer calls from a Zillow lead and says they've got \$10k coming in tax returns in 7 days and they have to leave their apartment in 30 days. Need 1500 sq ft in Fort Worth ASAP. Currently paying \$1700 and able to go up to \$2700 for a home. Go!

Agent Tool Training

Scenario #4

Your buyer wants to offer \$20k over asking but needs to know how much more that'll cost them.

Pre-Approval: \$350k FHA 3.5% Downpayment

List Price: \$300k

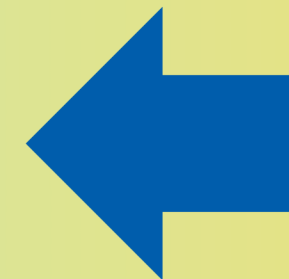
Offer Price: \$320k

Interest Rate: 6.50%

Tax Rate: 2.75%

Insurance: \$3,000

HOA: \$0



Quick pre-owned estimate is \$600 per \$100k!

Divide in half for NEW homes!

Agent Tool Training

Scenario #4

Your buyer wants to offer \$20k over asking but needs to know how much more that'll cost them.

List Price: \$300k
\$2,814 month

Offer Price: \$320k
\$2,992 month

(\$177 more)