



XFACTOR COACHING <u>Equal Monthly Payment per \$1000</u>				
Term Rate	15	20	25	30

5					5.37
5 1/2					5.68
6					6.00
6 1/2					6.33
7					6.66
7.5					7.00
8					7.34

MONEY COSTS MONEY!

.00666

EDUCATE TO EMPOWER

Simple Yet Powerful Formulas

- ✘ Rate Factor X Loan Amount = Principal and Interest Payment
(multiply to divide) $.00666 \times 350,000 = \2331.00
- ✘ Payment/ Rate Factor = Loan Amount
(divide to multiply) $2331.00 / .00666 = 350,000$

Fast Facts

- ✘ \$1,000 adds about \$6-\$7 to a monthly mortgage payment at 6.5%
- ✘ If you add \$10,000 to your loan amount, you'll add about \$65.00 to your monthly mortgage payment, at 6.5%.
- ✘ If you put \$10,000 down, you'll subtract about \$65.00 from your monthly mortgage payment at 6.5%



X Factor Practice Exercises (Answers below)

Figure the following P&I payments

1. 300,000 @ 5%, 6%, 7%
2. 350,000 @ 5%, 6%, 7%

Figure the Following Mortgage amounts

1. \$3600 monthly P&I payment @ 5%
2. 3300 monthly P&I payment @ 5 %
3. 2800 monthly P&I payment @ 6 %

**Remember, your goal is to educate and celebrate with your client! It's the best way to elevate your value and to put your buyer in a position to make a confident purchasing decision. When you are talking numbers, you are selling houses!*

ANSWERS:

Figuring Payments (answers are rounded)

1. (5%) \$1611.00 (6%) \$1800 (7%) \$1998
2. (5%) \$1878, (6%) \$2100, (7%) \$2331

Figuring Mortgage Amounts (answers are rounded)

1. \$633,803
2. \$614,525
3. \$466.667

***** SIX FIGURE SALESMANSHIP *****