$15,000 Flex Cash

Rate buy-down ▪ Closing costs ▪ Upgrades ▪ Down payment credit

Every Thirteen+Cherry buyer receives up to **$15,000 in Flex Cash** at closing. Buyers may apply their credit to closing costs, upgrades, additional down payment, or an interest rate buy-down through one of our **preferred lenders**. The three rate-reduction options below illustrate what $15,000 delivers when applied to lowering monthly payments.

BASED ON · **$599,900 unit** · 20% down · **$479,920 loan** · 6.50% market rate · **30-yr fixed**

2-1 RATE BUY-DOWN

$601

YEAR 1 MONTHLY SAVINGS

$10,923

8-YEAR CUMULATIVE SAVINGS

Rate is 2% below market in Year 1, 1% below in Year 2, then reverts to the note rate in Year 3+.

PERMANENT BUY-DOWN

$242

YEAR 1 MONTHLY SAVINGS

$23,261

8-YEAR CUMULATIVE SAVINGS

$15K buys discount points at closing to reduce the note rate for the life of the loan.

PRINCIPAL REDUCTION

$95

YEAR 1 MONTHLY SAVINGS

$9,102

8-YEAR CUMULATIVE SAVINGS

$15K applied to reduce the loan principal. Same rate, lower payment for the life of the loan.

Sample Monthly Payments

Scenario	Rate	Monthly P&I	Monthly Savings
Market rate (baseline)	6.50%	$3,033	—
2-1 buy-down · Year 1	4.50%	$2,432	$601
2-1 buy-down · Year 2	5.50%	$2,723	$310
Permanent buy-down (full $15k)	5.72%	$2,791	$242 (life of loan)
Principal reduction (full $15k)	6.50%	$2,938	$95 (life of loan)

Illustrative only. *Incentive requires financing with one of Seller's participating preferred lender partners. Actual buy-down cost, rate, and monthly payment depend on loan amount, credit, program, and market conditions at application. Some lenders do not offer 2-1 buy-downs; check with your loan officer. Payment examples reflect P&I only; actual PITI includes taxes, insurance, HOA, and any MI. Market rate reflects the 30-year fixed rate as of the report date; rates change daily. Subject to loan program and seller concession limits. Not a commitment to lend.*