

Buyer Script – Is it a Good Time to Buy?

Homebuyer: Do you really think it's a good time to buy a home in today's market?

Agent: Yes, 100% - I think it's a great time to buy a home in today's market.

Agent: Let me ask you a question, did you think it was a *better* time 6 months ago when 25 others would want the same home you would want?

Homebuyer: 25 others? That would be foolish to buy.

Agent: Yes, not to mention for every one home that was for sale 6 months ago now there are three, giving you more options.

Homebuyer: Yes, but I hear that mortgage rates are very high?

Agent: Mortgage rates have gone up, but what if I can show you how I negotiate with sellers and have them pay a fee at closing to buy down your interest rate as if it were still 2020? Would that be of interest to you?