DFW HOME BUYERS

7 Actions You Can Take Right Now

A short guide for buyers navigating a slower market and higher mortgage rates.

Higher mortgage rates have many buyers waiting on the sidelines. That does not necessarily mean you should buy now—or wait blindly. It means you should understand your options, your numbers, and your next step. This short guide expands on the seven key actions Franco recommends to help you make smart, confident decisions.

1. Get clear on your goals
2. Understand your true budget
3. Ask about financing options
4. Explore more areas and home types
5. Strengthen your negotiating position
6. Compare the cost of buying vs. waiting
7. Create a realistic plan

Important: This guide is educational. The right move depends on your finances, goals, timing, and the specific homes available to you.

What Each Action Means

1. Get clear on your goals

Start by defining what you actually want. Are you trying to buy your first home, move closer to work, upgrade for more space, or relocate to Dallas–Fort Worth? Also decide what is flexible and what is not. A clear list of goals helps you avoid chasing homes that do not fit your lifestyle or your timeline.

2. Understand your true budget

Do not focus only on the mortgage payment. Look at the full monthly cost of ownership: principal and interest, property taxes, homeowners insurance, HOA dues if applicable, utilities, and maintenance. A realistic budget protects you from stretching too far and helps you shop with confidence.

3. Ask about financing options

Many buyers assume there is only one path to financing. In reality, there may be conventional, FHA, VA, and other loan options, along with down-payment or closing-cost assistance programs for qualified buyers. A good lender can show you what you may qualify for and explain the trade-offs of each option.

4. Explore more areas and home types

If your ideal neighborhood or home type is out of reach, widen the search. A nearby community, a different style of property, or a home that needs light cosmetic updates may create opportunities. Flexibility can sometimes improve affordability without sacrificing your bigger goals.

What Each Action Means (continued)

5. Strengthen your negotiating position

Preparation gives you leverage. That may include getting pre-approved, understanding your comfortable price range, and identifying terms that matter to you besides price. Depending on the property and loan program, buyers may be able to negotiate repairs, seller-paid closing costs, appliances, or other contract terms.

6. Compare the cost of buying vs. waiting

Waiting can make sense—but not automatically. Compare what buying now would cost you against what waiting could cost or save you. Consider rent, savings goals, interest rates, and possible price changes. Because no one can guarantee where rates or prices will go, the goal is to make a decision based on your own situation rather than guesses.

7. Create a realistic plan

After reviewing your options, choose a next step. That might mean getting pre-approved, improving your credit, saving more, narrowing your search, or actively touring homes. A realistic plan turns uncertainty into progress—even if your plan is to prepare now and buy later.

Quick Reminder

The smartest move is not always “buy now” or “wait.” It is making a decision with good information, realistic expectations, and a plan that fits your numbers.

Ready to Talk Through Your Options?

Franco helps buyers think through timing, affordability, neighborhoods, and strategy in the Dallas–Fort Worth market.



Franco | DFW Real Estate

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BOOK A STRATEGY CALL

Schedule your strategy call online

Get clear, practical guidance on your next step in the DFW market.
Whether buying now or preparing for later, start with a plan.

General information only; not legal, tax, or lending advice.
Financing programs and eligibility requirements vary.