BUYER - INTEREST RATES

Buyer:
“I’m considering buying a home, but not at the moment because interest rates are a little too high.”

Buyer Agent:
“Yes, interest rates are a little higher today, but not when you work with me.

My strong negotiating skills and techniques will allow us to get a seller concession at closing. Your lender will take that credit and help buy down your interest rate so you have a lower interest rate and monthly payment.

“what payment are you looking for?”

Buyer:
“Wow, I was unaware of this. You can do this?”

Buyer Agent:
“Yes. Let’s get on the phone with my lender, Skyline Mortgage. Let’s go through your options on how we can get you a lower interest rate and lower monthly payment.

They’ll let us know what credit I can negotiate into the offer so you can go ahead and buy that home at the payment that’s suitable for you.”