



EZFUNDINGS, Inc.

The Buyer's Opportunity Guide

Why Higher Mortgage Rates Can Create Opportunities for Homebuyers

A plain-English guide from EZ Fundings.



**Look at the whole deal,
not just one number.**



Real insights
Beyond the rate



Smart strategies
For today's market



More opportunities
When you look at
the whole picture





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Before You Begin.

Mortgage rates are often the first thing buyers ask about, and for good reason. Rates are higher than many buyers would like. That is real.

But the rate is only one number in a much bigger picture. When rates rise, some buyers step back from the market. In many areas, that can mean less competition, more homes to choose from, and more room to negotiate for the buyers who stay.

This guide walks through what else shapes the deal, what you may be able to negotiate, and how to decide whether buying today makes sense for you. It is not advice to buy or to wait. The right answer depends on your numbers.



How to Use This Guide

- 1 Read pages 3 to 9 in order.
- 2 Fill in the worksheets on pages 3, 6 and 9.
- 3 Bring the questions on page 10 to your Realtor and Loan Officer.



Not for Everyone

If the numbers do not work for you today, waiting may be the right call. This guide helps you find out either way.



Understand the **whole deal** before you buy.



The Rate Is Only One Number.

Your real cost of buying depends on more than the interest rate. Look at all of these together:

	Home price		Homeowners insurance
	Down payment: the cash you put toward the home up front		HOA dues, if the home has them
	Mortgage rate		Seller concessions: money the seller agrees to put toward your costs
	Property taxes		Closing costs: the fees you pay to complete the purchase

Two homes with the same rate can have very different monthly costs. That is why it helps to put your own numbers side by side.



My Numbers

	Home 1	Home 2
 Home price	add your numbers here	add your numbers here
 Down payment	add your numbers here	add your numbers here
 Mortgage rate	add your numbers here	add your numbers here
 Property taxes	add your numbers here	add your numbers here
 Homeowners insurance	add your numbers here	add your numbers here
 HOA dues	add your numbers here	add your numbers here
 Seller concessions	add your numbers here	add your numbers here
 Closing costs	add your numbers here	add your numbers here



Look at the whole deal.
Not just the rate.



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Less Competition Can Be an Advantage.

When borrowing costs rise, some buyers step back. In many areas, that may mean:



Fewer homes selling above asking price



More time to make a decision



More room to negotiate



More flexibility from sellers

Conditions vary by area, price range and time of year, and they can change quickly. Ask your Realtor what is happening in the neighborhoods you are considering.



**Keep
in Mind**

Less competition does not mean a bargain, and it does not mean prices or rates will fall. It means you may have more room to decide and to negotiate.



Understand the **whole deal** before you buy.



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What Can You Negotiate?

Depending on the home, the seller and your loan, you may be able to ask for:

What you can ask about	What it means
 Purchase price	What you agree to pay for the home.
 Closing costs	The seller may agree to pay some of them. This is often called a seller credit.
 Repairs	The seller fixes an issue, or gives you a credit instead.
 Rate buydown	Money paid up front to lower your interest rate. A temporary buydown lowers the payment for the first one to three years, then the payment goes back to the full rate. A permanent buydown (discount points) lowers the rate for the life of the loan. A seller, a builder or the buyer can pay. Lenders qualify you at the full rate.
 Other terms	Appliances, move-in date, closing date and more.



Not every seller will agree, and limits can apply depending on your loan. Your Realtor and Loan Officer can tell you what may be possible for you.



Explore all your options.
A smarter deal may be closer than you think.



The Price of the House Matters Too.

Buyers often focus on the rate and overlook the price. But the price you agree to pay is what your loan is built on, and it does not change after you sign.

A better price, a seller credit or help with closing costs can sometimes change the financial picture as much as a change in rate. That is why it helps to compare the whole deal.



Deal A vs. Deal B

	Deal A	Deal B
 Price		
 Seller credits		
 Rate		
 Estimated monthly payment		
 Cash needed at closing		

Ask your Loan Officer to help you fill this in.



Understand the **whole deal** before you buy.



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Can You Refinance Later?

If rates fall in the future and you qualify, refinancing may be an option.

But a refinance is never guaranteed, and it has its own costs. Never buy a home based on the assumption that you will definitely be able to refinance later. **The payment should work for you today.**



Before You Rely on a Refinance, Ask Yourself



Could I afford this payment if rates never come down?



Do I know what a refinance would cost?



Do I plan to stay in the home long enough for a refinance to make sense?



KEY TAKEAWAY

Plan for the payment you have now, not the one you hope to have later.

Negotiation depends on the property, market, and seller.



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What Happens If Rates Fall?

If mortgage rates fall substantially, more buyers may return to the market. That could potentially mean:



More competition



More offers



Less room to negotiate



More pressure on home prices

There is no guarantee this will happen, and nobody can predict rates or prices with certainty. But it is an important tradeoff to understand.

What This Means for You



It does not mean you should rush, and it does not mean you should wait. It means the decision is about your numbers and your timeline, not about guessing the market.

Negotiation depends on the property, market, and seller.



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The Better Question.

Instead of asking:



“Should I wait for rates to drop?”

Ask:



“Can I find the right home, negotiate the right deal, and comfortably afford the payment today?”

If the numbers do not work, waiting may be the right call.

If they do, today's market may offer opportunities that are easy to miss when you only look at the rate.

Gut-Check



I know what payment I can comfortably afford.



I have savings left after the down payment and closing costs.



I have compared the whole deal, not just the rate.



I plan to stay in the home for a while.



I have talked with a Loan Officer about my real numbers.



Make a **confident decision** based on the whole picture.



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Questions to Ask

The right questions can help you make a more informed and confident decision.



Questions to Ask Your Loan Officer

- ☐ What payment range fits my budget comfortably today?
- ☐ How much cash will I need to close?
- ☐ How do taxes, insurance and HOA dues change my monthly payment?
- ☐ Can seller credits or a rate buydown be used with my loan type?
- ☐ How does my payment change at different prices and down payments?
- ☐ What would a refinance cost, and what would I need to qualify if rates fall?
- ☐ What documents do I need to get preapproved?
- ☐ Should I buy now or wait, based on my numbers?



Additional Notes:



Questions to Ask Your Realtor

- ☐ What are similar homes selling for here?
- ☐ How long are homes taking to sell in this area?
- ☐ Are sellers offering credits or repairs?
- ☐ What offer terms are working right now?



Additional Notes:



Better questions. A **smarter** homebuying journey.



Plain-English Glossary

A quick guide to the key terms used throughout this guide.



Down payment

The cash you pay up front toward the home.



Closing costs

The fees you pay to complete the purchase of a home.



Seller concession (seller credit)

Money the seller agrees to put toward your closing costs or other costs.



Rate buydown

Money paid up front to lower your interest rate, for a few years or for the life of the loan.



Preapproval

A lender's review of your finances that shows how much you may be able to borrow. It is not a loan commitment.



Refinance

Replacing your current mortgage with a new one.



**Clear language.
Better decisions.**





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Find Out What Buying Today Would Actually Look Like.

Talk with your EZ Fundings Loan Officer and review the numbers before deciding whether to buy now or wait. Bring this guide and the questions on page 10, and we will walk through your options together.



**Talk with an EZ Fundings
Loan Officer**



**Ready to start?
Begin an application**



This guide is for general education only. It is not a loan offer, commitment or financial advice. Programs, terms and eligibility vary.



**The best next step is to look at
your real numbers.**

