

# Script 30

## Situation

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The Buyer sees the market shift but does not understand that it is a good time to buy.

## Buyer's Objection

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We don't know if it's really a good time to buy. Who knows what's going to happen?

## Option A

## Script

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**AGENT:** \_\_\_\_\_, you're right. No one knows what will happen in a minute, an hour, a day, or years from now. All we know is what is happening right now, this minute. And right now home prices are the best they have been in a long time and interest rates have been steadily increasing. Let me ask you, are you interested in finding a great home for your family and saving money?

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**BUYER:** Yes.

**AGENT:** Then we need to buy now. May I explain?

**BUYER:** OK.

**AGENT:** Today we know the price and we know the interest rate. If the economy picks up what generally happens to interest rates?

**BUYER:** I think they go up.

**AGENT:** Right. And what do you think happens to prices?

**BUYER:** They will also go up.

**AGENT:** That's correct. So doesn't it make sense to save money and care for your family by buying today?

**BUYER:** I guess so.