

# Script 31

## 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 B

## Script

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**AGENT:** \_\_\_\_\_, what specifically makes you think this is not a good time to buy?

**BUYER:** Prices could go lower.

**AGENT:** Yes they could and while you're waiting for prices to go lower the interest rates could go higher. What do you think would have to happen for you to save money?

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**BUYER:** I'm not certain.

**AGENT:** \_\_\_\_\_, a home at \$300,000 at 6% interest has a principle and interest payment of \$1,798. If interest rates go up to 7% -- just a 1% increase -- then the house would have to drop in price to \$270,479 to have the same payment. Do you think a seller is going to drop his price by almost \$30,000, which is 10% of his asking price, and then buy a home where he'll be paying a higher interest rate and making larger payments, or do you think he's going to raise the sale price of his home to help him when he buys?

**BUYER:** I guess he would just raise his price.

**AGENT:** You're right. Let's buy now so we can save money and take advantage of the interest rate and lower prices right now. OK?

**BUYER:** OK.