

SHOULD I WAIT TO BUY CALL SCRIPT

(Should I wait to buy?)

Great question (their name), let me ask you this, if it was the perfect situation when would you like to purchase your new home?

(My lease ends in 2 months)

Great! (Their name), so we have 2 things to consider:

1. Every day you don't own your own home you're making another owner richer.
2. Rates will not stay this low for very long.

(Their name), you do want to stop making someone else rich and lock in a historically low rate, correct?

(Yes)

Excellent! I have availability to meet with you and discuss the entire home buying process this afternoon at 4:00 ... or would tomorrow at 1:00 work better for you?