

FACTS VS FICTION:

FALL RATE TIMING

A Quick Reference Guide for Homebuyers & Homeowners

3 FACTS ABOUT INTEREST RATE TIMING

1. THE PERFECT RATE MAY NEVER ARRIVE

Many buyers have been waiting for rates to fall a great deal for years. While rates move up and down, trying to time the perfect moment often means postponing important life decisions and opportunities.

2. HOUSING DECISIONS ARE ABOUT MORE THAN RATES

The right time to buy, sell, refinance, or move is often driven by life circumstances; not interest rates. Family needs, career changes, lifestyle goals, and financial objectives matter more than chasing a fraction of a percentage point.

3. YOU CAN CHANGE YOUR RATE, BUT YOU CAN'T REWIND TIME

If rates improve in the future, refinancing could be an option. But you can't go back and buy the home that you missed, recover the equity you didn't build, or reclaim the months (or years) spent waiting.

The Real Cost of Waiting

EXAMPLE: ON A \$500,000 HOME PURCHASE

- 0.5% rate difference = ~\$150/month payment change
- 4% price appreciation = \$20,000 increase in equity
- 12 months of waiting = a year of rent and missed equity growth

Which scenario costs more?

REMEMBER: You marry the house, date the rate.

Questions to Ask Yourself

- Am I waiting because it makes financial sense, or because I'm hoping for more certainty?
- What is my current housing situation costing me financially and emotionally?
- If rates improve later, could refinancing help me achieve my long-term goals?
- What opportunities or experiences am I postponing while I wait?
- If nothing changes over the next 12 months, will I be glad I waited?

THE BIG QUESTION

"Should I wait for a rate drop, or move forward right now?"

The Bottom Line

The best real estate decision is the one that supports your goals and your future; not the one based on trying to predict the market. Rates will change. Markets will change. Your life will continue moving forward. Focus on what you can control and make decisions based on facts, not forecasts.