

## How Rising Interest Rates Could Affect Homebuyers

Beware! Interest rates are on the rise and can have a negative impact on the housing market. Increases in values that have occurred over the past 18-24 months caused many First Time Buyers to be marginalized because either they can't afford to make an over list price offer or their qualifying price range has been eliminated. Now that interest rates are on the rise and the Real Estate Taxes have also increased due to the higher values, their opportunities are fewer than they have been in the last 20+ years. Without the FTBs in the market the sellers in the \$150K to \$250K range will have fewer buyers, which will delay them from moving up to the next tier (\$250,000 to \$400,000). This will inhibit the sellers looking to move from this tier to the higher end tier, as well. We could start to see a shift this Spring. Keep an eye on the larger cities (Chicopee, Greenfield, Holyoke, Northampton, Springfield, and Westfield) where you'll see it first. I can help mitigate some of the impact with our Lock-N-Shop program. Call me 413-374-8124 or send your buyers to my website to start their pre-approval:

<https://www.homebridge.com/MillyP> and Lock In!

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