

Five Questions With: Kyle Seyboth - Providence Business News

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Kyle Seyboth of Keller Williams Realty recently was named Realtor of the Quarter by Rhode Island Housing, his third consecutive quarter for earning the designation, which recognizes his effort to connect buyers with the FirstHomes mortgage.

PBN: What makes the FirstHomes mortgage a smart deal?

SEYBOTH: The program is so great because it allows new and first-time homeowners to purchase a property with little to no money down. For first-time buyers this is an ideal program because it allows them to keep their savings for any potential issues in the future with their purchase, while still purchasing a property that fits their needs. At the end of the day this helps make these buyers and the market stronger over time.

PBN: Working with first-time home buyers takes a lot of explanation of the home buying process.

How do you approach this?

SEYBOTH: I really enjoy the hand-holding process that goes into helping your client purchase their first home. I like to keep it very simple with my clients and build trust with them from day one. I tell each and every client that my job is to make this process as easy and painless as possible. Purchasing a home should be enjoyable and educational at the same time. Typically, I explain the overall steps that go into the process at the first meeting and let them know I will remind them of each and every step along the journey.

PBN: What made you enter real estate? What keeps you in it?

SEYBOTH: I love helping people achieve goals and I am a firm believer that there is no better asset than real estate. I love what I do and I will not stop working until my clients are happy. Real estate is very interesting to me as a Realtor and an investor, which I think brings a very important philosophy and outlook on properties that my clients really value.

PBN: What is the southeastern Massachusetts market like for first-time homebuyers and how is it different than Rhode Island's? Is it a better market, stronger?

SEYBOTH: It is a much tougher market than Rhode Island; currently there (is) much more

competition and much less inventory. I always tell buyers that the value for a first-time buyer is in Rhode Island. If buyers insist on Massachusetts, we will usually start there and end up in Rhode Island. There continues to be great value in single- and multifamily properties out there.

PBN: What do you see happening with the market in general in 2016? Continued growth?

SEYBOTH: My prediction is that 2016 is one of the best years we have seen in a very long time. I think demand will remain high and supply will increase as well this year. Already, this start to the year for my business is up threefold. Now is the time to buy and sell. This strong market will continue throughout the year.